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MASTER AGREEMENT #062326
CATEGORY: Electrical Energy Power Generation Equipment with Related Parts, Supplies and Services
SUPPLIER: Generac Power Systems Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Generac Power Systems Inc., S45 W29290 Hwy. 59, Waukesha, WI 53189 (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 I: General Terms

The General Terms in this Article I 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 II), and between Supplier and Participating Entity (Article III), respectively. These Article I 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.

A. **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.

B. **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.

C. **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 and respective funding source restrictions. Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing Sourcewell's Cooperative Purchasing Program Master Agreements.

D. **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

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Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

E. **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 August 21, 2030, unless it is cancelled or extended as defined in this Agreement.

1. **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.

2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.

F. **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.

G. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #062326 ("RFP") to Participating Entities. In Scope solutions include, but not limited to:

1. Stationary and mobile electrical generation systems:
    1. Prime and continuous systems,
    2. Backup or standby systems,
    3. Paralleling and modular systems;
    4. Containerized and skid-mounted generators,
    5. Trailer or chassis mounted generators,
2. Parts, accessories, equipment, and supplies that are integral to commencement, use, ongoing operation, and life cycle of new and existing electrical energy power systems, including enclosures, concrete pads, fuel tanks, automatic transfer switches, paralleling equipment, switch gears, connection boxes, controls, alarm modules, batteries, block heaters, and networking tools;
3. Related services that are integral to commencement, use, ongoing operation, and life cycle of new and existing electrical energy power systems, including design, customization, engineering, commissioning, installation, delivery, training and operation, maintenance and repair, preventive maintenance, service and maintenance agreements, decommissioning and repurposing, custom shop work, and rental services.

H. **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.

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I. **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

J. **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.

K. **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.

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

M. **Supplier Representations:**

1. **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.

2. **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.

3. **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 for the period set forth in the manufacturer's standard warranty. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

N. **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.

O. **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.

P. **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).**

1. Sourcewell issued the RFP for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entities. Sourcewell did not issue the RFP or award any master agreement under a federal award. Participating Entities are

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responsible for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements.

2. Participating Entities that are Recipients or Subrecipients of 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. The terms and conditions of Attachment 1 apply when a Participating Entity accesses Supplier's Included Solutions using FEMA funding sources and to other federal funding sources, as applicable. Participating Entities may have additional requirements based on specific funding source terms or conditions. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.
    - All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing Included Solutions under this Agreement;
    - All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
    - All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the Included Solutions;
    - None of the references should be interpreted as reference to Sourcewell; and
    - None of the terms or conditions within this Section should be interpreted to obligate Sourcewell in any way.

Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing this Master Agreement.

EQUAL EMPLOYMENT OPPORTUNITY Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), 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.

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

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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.

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.

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.

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.

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

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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.

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).

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.

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.

BUY AMERICAN PROVISIONS COMPLIANCE. Sourcewell issues solicitations for indefinite quantity cooperative purchasing master agreements which are made available to eligible public agencies. Sourcewell does not issue its solicitations or award its master agreements under any federal award, or specifically under any federal procurement standards related to Buy American or domestic preference. When utilizing federal funding, non-federal entities maintain responsibility for compliance with any specific requirements of the funding award including Buy American. Agencies should specifically verify whether the prospective purchasing implicates Buy American or other domestic preference requirements prior to executing any transaction document with suppliers. When domestic preference requirements are applicable, purchasing agencies must notify suppliers of requirements and either apply the appropriate preferences or secure an appropriate exemption and properly document the process prior to completing a purchase. 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.

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

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timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

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.

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.

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.

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.

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.

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

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.

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.

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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. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

Article II:
Sourcewell and Supplier Obligations

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

A. **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.

B. **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.

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

   Sourcewell's Authorized Representative is its Chief Procurement Officer.

D. **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.

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E. **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.

F. **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;

G. **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.

H. **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.

I. **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.

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J. **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.

K. **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.

L. **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.

M. **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.

N. **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.

O. **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.

P. **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.

Q. **Indemnification; Limitation of Liability.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any third-party claims or causes of action, including reasonable 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. Notwithstanding any other provision in these Terms, in no event shall either Sourcewell or Supplier be liable to the other for consequential, special, punitive or indirect damages, including, without limitation, damages or losses in the nature of business or

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service interruption, loss of reputation, loss of anticipated profits or anticipated revenue, or cost of capital.

R. **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.

S. **Grant of License.**

1. During the term of this Agreement:

a. **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. Sourcewell may revoke this right and license, in whole or in part, at any time upon written notice to Supplier, after which Supplier must promptly cease the applicable use.

b. **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. Supplier may revoke this right and license, in whole or in part, at any time upon written notice to Sourcewell, after which Sourcewell must promptly cease the applicable use.

2. **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.

3. Use; Quality Control.

a. 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.

b. 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.

4. **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

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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.

T. **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.

U. **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.

V. **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:

1. **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

2. **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, P.O. Box 219, 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.

3. **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further

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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.

4. **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.

5. **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.

W. **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.

X. **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.

Y. **Force Majeure.** Any delay or failure of either party to perform its obligations under this Agreement (other than failure to pay any amounts due) will be excused to the extent that the delay or failure was caused by or results from an event beyond such party's reasonable control including, without limitation, the following events: acts of God, hurricane, flood, fire, earthquake, explosion, war, invasion, hostilities (whether war is declared or not), terrorist threats or acts, riot, other civil unrest, requirements of applicable laws, regulations, or ordinances, embargoes, blockades, action by any governmental authority, national or regional emergency, strikes, labor stoppages or slowdowns, other industrial disturbances, shortage of adequate power or transportation facilities, outbreaks of disease, epidemics, or pandemics.

Article III:
Supplier Obligations to Participating Entities

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

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A. **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. 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.

B. **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs. Participating Entities are encouraged to establish flexibility delivery schedules whenever possible.

C. **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.

D. **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.

E. **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.

F. **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.

G. **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.

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

Sourcewell	Generac Power Systems Inc.
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Clinton Strother 483865A9625340B...
By: _____	By: _____
Jeremy Schwartz	Clinton Strother
Title: Chief Procurement Officer	Title: Director of Sales
Date: 9/3/2026 | 9:02 PM CDT	Date: 9/3/2026 | 2:55 PM PDT

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ATTACHMENT 1

PROVISIONS FOR PARTICIPATING ENTITIES' PROCUREMENTS UNDER UNITED STATES FEDERAL GRANT-FUNDED AWARDS AND FEMA AWARDS

Sourcewell's Cooperative Purchasing Program Master Agreements are available to Participating Entities. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding, including through the Federal Emergency Management Agency (FEMA), to purchase solutions from the Master 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. Accordingly, Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing the Master Agreement.

Within this Attachment:

- All references to "federal" should be interpreted to mean the United States federal government. All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing the Master Agreement;
- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the solutions under the Master Agreement;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Attachment should be interpreted to obligate Sourcewell in any way.

The following terms and conditions apply when a Participating Entity accesses Supplier's solutions under the Master Agreement using United States federal funding sources.

A. **Davis-Bacon Act, As Amended (40 U.C.S. § 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, Suppliers 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, Suppliers 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

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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, "Suppliers 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 Supplier 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 be in compliance with all applicable Davis-Bacon Act provisions.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

B. **Copeland "Anit-Kickback" Act.**

1. **Supplier**. The Supplier shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. Part 3 as may be applicable, which are incorporated by reference into this contract.

2. **Subcontracts**. The Supplier or subcontractor shall insert in any subcontracts the clause above and such other clauses as FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.

3. **Breach**. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a Supplier and subcontractor as provided in 29 C.F.R. § 5.12.

C. **Contract Work Hours And Safety Standards Act (40 U.S.C. § 3701-3708).**

1. **Overtime requirements.** No Supplier or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.

2. **Violation; liability for unpaid wages; liquidated damages**. In the event **of any violation of the** clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5) the Supplier and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such Supplier and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each

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individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5), in the sum of $27 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5).

3. **Withholding for unpaid wages and liquidated damages**. The grant recipient or sub-recipient shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the Supplier or subcontractor under any such contract or any other federal contract with the same prime Supplier, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime Supplier, such sums as may be determined to be necessary to satisfy any liabilities of such Supplier or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (b)(2) of this section (29 C.F.R. §5.5).

4. **Subcontracts**. The Supplier or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (b)(1) through (4) of this section (29 C.F.R. §5.5) and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (b)(1) through (4) of this section (29 C.F.R. §5.5).
Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

D. **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 any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

E. **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).

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Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

F. **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.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

G. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).**
Suppliers who apply or bid for an award of more than $100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally 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. Each tier shall also 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 recipient who in turn will forward the certification(s) to the federal awarding agency.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

If applicable, Suppliers must sign and submit the following certification to the NFE with each bid or offer exceeding $100,000:

"APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements
The undersigned certifies, to the best of his or her knowledge and belief, that:

No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal,

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amendment, or modification of any federal contract, grant, loan, or cooperative agreement.

If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, Title 31, U.S.C. Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

The Supplier,_____, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Supplier understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

_____

Signature of Supplier's Authorized Official

_____

Name and Title of Supplier's Authorized Official

_____

Date

H. **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.

I. **Energy Policy And Conservation Act Compliance.**
To the extent applicable, Supplier must comply with the mandatory standards and policies relating to

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energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. **Buy American Provisions Compliance.**
Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. 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.

K. **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 Contract 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. (For FEMA funded projects see paragraph X.)

L. **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 Suppliers 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.

M. **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. (For FEMA funded projects see paragraph X.)

N. **No Obligation** by **Federal Government.**
The U.S. federal government is not a party to this Contract 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 Contract or any purchase by an authorized user.

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O. **Program Fraud and False or Fraudulent Statements or Related Acts.**
The Supplier acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. **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**.**

Q. **Conflicts Of Interest.**
The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract 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.

R. **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.

S. **Prohibition On Certain Telecommunications** a**nd Video Surveillance Services** o**r Equipment.**
To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216. (For FEMA funded projects see paragraph X.)

T. **Domestic Preferences** f**or Procurements.**
To the extent applicable, Supplier certifies that during the term of this Contract, and any underlying contracts with Participating Entities, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

U. **Build America, Buy America Act (BABAA).**
Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote.

Contractors and their subcontractors who apply or bid for an award for an infrastructure project subject to the domestic preference requirement in the Build America, Buy America Act shall file the required certification to (insert name of recipient/subrecipient) with each bid or offer for an

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infrastructure project, unless a domestic preference requirement is waived by the federal awarding agency. Contractors and subcontractors certify that no federal financial assistance funding for infrastructure projects will be provided unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States. BABAA, Pub. L. No. 117-58, §§ 70901-52. Contractors and subcontractors shall also disclose any use of federal financial assistance for infrastructure projects that does not ensure compliance with BABAA domestic preference requirements. Such disclosures shall be forwarded to the recipient who, in turn, will forward the disclosures to the federal awarding agency; subrecipients will forward disclosures to the passthrough entity, who will, in turn, forward the disclosures to the federal awarding agency.

V. **Partnerships with Faith-Based and Neighborhood Organizations (Executive Order 14015, Feb. 14, 2021; Federal Register, Vol. 89, No. 43).**

A faith-based organization that participates in this program retains its independence from the Government and may continue to carry out its mission consistent with religious freedom and conscience protections in Federal law.

A faith-based organization may not use direct Federal financial assistance from Participating Entity and/or the federal government to support or engage in any explicitly religious activities except when consistent with the Establishment Clause and any other applicable requirements. An organization, business, non-profit organization, partnership, limited liability corporation or partnership, corporation, individual, or other entity receiving Federal financial assistance also may not, in providing services funded by Participating Entity and/or the federal government, or in their outreach activities related to such services, discriminate against a program beneficiary or prospective program beneficiary on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice.

All organizations receiving federal money through Participating Entity to provide social services shall provide the following notice, in substance, to beneficiaries of the protections listed herein:

> "Name of Organization:
> Name of Program:
> Contact Information for Federal Grant Program Office (name, phone number, and email address, if appropriate):
>
> Because this program is supported in whole or in part by financial assistance from the Federal Government, we are required to let you know that:
>
> - We may not discriminate against you on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice;
>
> - We may not require you to attend or participate in any explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) that may be offered by our organization, and any participation by you in such activities must be purely voluntary;

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- We must separate in time or location any privately funded explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) from activities supported with direct Federal financial assistance

- You may report violations of these protections, including any denials of services or benefits by an organization, by contacting or filing a written complaint with the grant program office using the contact information set forth above; and

- If you would like to seek information about whether there are any other federally funded organizations that provide these kinds of services in our area, please use the contact information set forth above.

This written notice must be given to you before you enroll in the program or receive services from the program, unless the nature of the service provided or exigent circumstances make it impracticable to provide the actual service. In such an instance, this notice must be given to you at the earliest available opportunity."

W. **Additional FEMA Recommended Provisions:**

1. Prohibition on Contracting for Covered Telecommunications Equipment or Services.

a. Definitions. As used in this clause, the terms backhaul; covered foreign country; covered telecommunications equipment or services; interconnection arrangements; roaming; substantial or essential component; and telecommunications equipment or services have the meaning as defined in FEMA Policy 405-143-1, Prohibitions on Expending FEMA Award Funds for Covered Telecommunications Equipment or Services (Interim), as used in this clause—

b. Prohibitions.

i. Section 889(b) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Pub. L. No. 115-232, and 2 C.F.R. § 200.216 prohibit the head of an executive agency on or after Aug.13, 2020, from obligating or expending grant, cooperative agreement, loan, or loan guarantee funds on certain telecommunications products or from certain entities for national security reasons.

ii. Unless an exception in paragraph (3) of this clause applies, the contractor and its **subcontractors** may not use grant, cooperative agreement, loan, or loan guarantee funds from the Federal Emergency Management Agency to:

(a) Procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

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(b) Enter into, extend, or renew a contract to procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

(c) Enter into, extend, or renew contracts with entities that use covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system; or

(d) Provide, as part of its performance of this contract, subcontract, or other contractual instrument, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

c. Exceptions.

i. This clause does not prohibit Suppliers from providing—

(a) A service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(b) Telecommunications equipment that cannot route or redirect user data traffic or permit visibility into any user data or packets that such equipment transmits or otherwise handles.

ii. By necessary implication and regulation, the prohibitions also do not apply to:

(a) Covered telecommunications equipment or services that:

(1) Are not used as a substantial or essential component of any system; and

(2) Are not used as critical technology of any system.

(b) Other telecommunications equipment or services that are not considered covered telecommunications equipment or services.

d. Reporting requirement.

i. In the event the Supplier identifies covered telecommunications equipment or services used as a substantial or essential component of any system, or as critical technology as part of any system, during contract performance, or the Supplier is notified of such by a subcontractor at any tier or by any other source, the Supplier shall report the information in paragraph d.ii. of this clause to the recipient or subrecipient, unless elsewhere in this contract are established procedures for

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reporting the information.

ii. The **Supplier** shall report the following information pursuant to paragraph d.i of this clause:

(a) Within one business day from the date of such identification or notification: The contract number; the order number(s), if applicable; supplier name; supplier unique entity identifier (if known); supplier Commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); item description; and any readily available information about mitigation actions undertaken or recommended.

(b) Within 10 business days of submitting the information in paragraph d.ii.(b) of this clause: Any further available information about mitigation actions undertaken or recommended. In addition, the Supplier shall describe the efforts it undertook to prevent use or submission of covered telecommunications equipment or services, and any additional efforts that will be incorporated to prevent future use or submission of covered telecommunications equipment or services.

2. **Subcontracts.** The Supplier shall insert the substance of this clause, including this paragraph, in all subcontracts and other contractual instruments.

a. **Access to Records.** The Supplier agrees to provide (insert name of participating entity), (insert name of pass- through entity, if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Supplier which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

i. The Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

ii. The Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

b. **DHS Seal, Logo, and Flags.** The Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The Supplier shall include this provision in any subcontracts.

c. **Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding.** This is an acknowledgement that FEMA financial assistance will be used to fund all or a portion of the contract. The Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

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d. **Copyright and Data Rights.**
License and Delivery of Works Subject to Copyright and Data Rights.

The Supplier grants to the (insert name of participating entity), a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Supplier will identify such data and grant to the (insert name of participating entity) or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract, the Supplier will deliver to the (insert name of participating entity) data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of participating entity).

e. **Build America, Buy America Act (BABAA) for Architectural and/or Engineering Contracts**
Build America, Buy America Act Preference.

Contractors and subcontractors agree to incorporate the Buy America Preference into planning and design when providing architectural and/or engineering professional services for infrastructure projects. Consistent with the Build America, Buy America Act (BABAA) Pub. L. 117- 58 §§ 70901-52, no federal financial assistance funding for infrastructure projects will be used unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States

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RFP #062326 - Electrical Energy Power Generation Equipment with Related Parts, Supplies, and Services

Vendor Details

Company Name:	Generac Power Systems
Address:	S45 W29290 Hwy 59 Waukesha, WI 53189
Contact:	Clinton Strother
Email:	clinton.strother@generac.com
Phone:	262-799-5421
Fax:	920-230-1201
HST#:	39-0963276

Submission Details

Created On:	Friday May 15, 2026 11:18:29
Submitted On:	Monday June 22, 2026 21:07:44
Submitted By:	Clinton Strother
Email:	clinton.strother@generac.com
Transaction #:	cfa644c7-bf93-445d-8212-91a7571241e6
Submitter's IP Address:	10.13.0.16

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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.	Generac Power Systems Inc.	*
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.	Yes	*
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.	Generac Power Systems Inc.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	3KDJ8 UEI: DP7KERAZ7LY3	*
5	Provide your NAICS code applicable to Solutions proposed.	335999 335312 33512 333120 335129	
6	Proposer Physical Address:	S45 W29290 Hwy 59 Waukesha WI 53189	*
7	Proposer website address (or addresses):	www.generac.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.	Clinton Strother Director of Sales S45 W29290 Hwy 59 Waukesha WI 53189 Clinton.Strother@generac.com (262) 933-0833	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Eli Bularz Account Manager II - Government Sales S45 W29290 Hwy 59	*

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		Waukesha WI 53189 eli.bularz@generac.com (262) 385-8866	
10	Identify the Proposer's other contacts for this proposal, if any, include name, title, address, email address, and phone number.	John Semrad Senior Director of Sales S45 W29290 Hwy 59 Waukesha WI 53189 john.semrad@generac.com 262-565-8975	*

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.	Generac is a leading global energy technology company offering advanced power grid equipment, software solutions, backup and prime power systems for homes, commercial and industrial (C&I) applications, solar + battery storage solutions, energy management devices and controls, virtual power plant platforms, and engine and battery powered tools and equipment. Founded in 1959 to commercialize a line of affordable portable generators that offered superior performance and features. The Company's success through the years has been built upon engineering expertise, manufacturing excellence and our innovative approaches to the market. This has driven our growth into becoming a leading provider of power equipment for a variety of applications within residential, commercial, and industrial markets. In 1980, we expanded beyond portable generators into the industrial power generation market with the introduction of our first stationary generators that provided up to 200kW of power output. We introduced our first residential standby generator in 1989 and expanded our industrial product offering and global distribution system in the 1990s, forming a series of alliances that rapidly increased our sales. Our growth accelerated in the 2000's as we expanded our purpose-built line of residential & commercial automatic standby generators and implemented our multilayered, omni-channel distribution philosophy. Throughout the 2000's, several high-profile power outage events also helped to increase awareness and need for backup power and home standby generators. In 2006, the founder of Generac sold the company to affiliates	*

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		of CCMP Capital Advisors, LLC, together with certain other investors and members of our management. In February 2010, we completed our initial public offering (IPO) of our common stock. Soon after going public, we implemented our “Powering Ahead” enterprise strategy. This strategic plan accelerated the Company’s transition from primarily a North America focused, emergency backup generator company into a more diversified industrial technology company with the addition of new and adjacent product categories and an expanded global presence, primarily through a series of acquisitions. In 2018, we transitioned into a new enterprise strategy called “Powering Our Future”, which drove further share gains in new and existing markets, capitalized on Generac’s leadership in natural gas, established our connectivity strategy, and provided the initial foundation for the Company’s evolution into an energy technology solutions company, including some key initial acquisitions within the residential clean energy space. This ultimately led to the introduction of our new “Powering A Smarter World” enterprise strategy in 2021. This current strategic plan continues the evolution of Generac’s business model that pairs traditional and emerging power generation and storage technologies with new monitoring, management and grid services capabilities to provide solutions for the dynamic challenges presented by today’s energy landscape. Overview Generac Power Systems Inc. is committed to sustainable, cleaner energy products poised to revolutionize the 21st century electrical grid. As an energy technology solutions company that is “Powering a Smarter World”, our corporate purpose is to lead the evolution to more resilient, efficient, and sustainable energy solutions around the world. We have a long history of providing power generation products across a variety of applications, and we maintain one of the leading market positions in the power equipment markets in North America and an expanding presence internationally. We believe we have one of the widest ranges of products in the power	

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		generation marketplace, including residential, commercial and industrial standby generators, BESS; as well as portable and mobile generators used in a variety of applications. In recent years, the Company has been evolving its business model to focus on building out a residential and C&I ecosystem of energy technology products, solutions, and services. As part of this evolution, we have made significant investments rapidly growing new markets such as residential clean energy storage, solar microinverters, and energy monitoring & management devices, all of which are distributed energy resources (DERs) that can be aggregated into virtual power plants (VPPs) within grid services programs. In addition, a key strategic focus has been leveraging our leading position in the growing market for cleaner burning natural gas fueled generators to expand into applications beyond standby power, allowing us to participate in Energy-as-a-Service and microgrid projects for commercial and industrial applications. We have also made investments in next-generation platforms and controls for both residential and C&I applications that facilitate the connection of our products to the grid. Expanding these capabilities will enable the increasing utilization of our equipment as DERs as the nascent market for grid services expands over the next several years. Our growing presence in grid services programs will enhance the value of our power generation and storage products that might otherwise sit idle, as they are now able to be dispatched and orchestrated as part of a distributed energy solution, thereby generating additional return-on-investment for the home or business owner while also delivering value to utilities and energy retailers by helping to balance, support and enhance the reliability of the electrical grid. As the traditional centralized utility models evolve over time, we believe that a more decarbonized, digitized, and decentralized grid infrastructure will build-out, and Generac’s energy technology solutions are uniquely and strategically positioned to participate in this next-generation grid referred to as “Grid 2.0”. As our	

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traditional
power generation markets continue to grow due to multiple mega-trends that are
driving increased penetration of our products, we believe we are in an excellent
position to execute on this opportunity given our competitive strengths. In addition,
our focus on more resilient, efficient and sustainable energy solutions has
dramatically increased our served addressable market, and as a result, we believe
that Generac is well positioned for success over the long term.

Products and Solutions
We design, manufacture, and distribute a broad range of energy technology products
and solutions. We design and manufacture stationary, portable and mobile
generators with single-engine outputs ranging between 800W and 3,250kW. We
have developed a line of turn-key energy storage systems for use in residential solarplus- storage applications, and in 2021, acquired microinverter capabilities for use in residential solar only applications. We also have a line of industrial-grade mobile
energy storage systems that serve the global rental markets. We have a growing
selection of energy monitoring and management devices that serve to build out our
residential energy ecosystem product offering. We participate in the market for grid
services involving distributed energy optimization and control software. Other power
products and solutions that we provide include light towers and a broad line of
outdoor power equipment that we refer to as chore products, which includes a
variety of property maintenance equipment powered by both engines and batteries.
We classify our products into three categories based on a similar range of power
output geared for varying end customer uses: Residential products, Commercial &
Industrial (C&I) products and other products & services. The following summary
outlines our portfolio of products and solutions, including their key attributes and
customer applications.

Commercial & Industrial Products

We offer a full line of C&I generators that are increasingly being fueled by cleaner
sources of energy such as natural gas, liquid propane, and Bi-Fuel™,

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		as well as other more traditional fuels such as diesel. We believe we have one of the broadest product offerings in the industry with power outputs ranging from 8kW up to 3,250kW. Through the Deep Sea acquisition in 2021, we have expanded our capabilities in the design and manufacture of advanced controls for a range of energy technology C&I applications, such as microgrids and Energy-as-a-Service. Our natural gas C&I stationary generators have Smart Grid Ready capabilities, enabling our customers to contribute to grid resiliency and generate an incremental return on investment by connecting and enrolling their generator as a distributed energy resource used in grid services applications where available. We believe as more grid services programs roll out over time, we will be able to sell more equipment given the improved economics and value of our generators as DER's. Our light-commercial standby generators and related transfer switches include a full range of affordable systems from 22kW to 150kW, providing three-phase power sufficient for most small and mid-sized businesses such as grocery stores, convenience stores, restaurants, gas stations, pharmacies, retail banks, small health care facilities and other small-footprint retail applications. Our light-commercial generators predominantly run on cleaner-burning fuels such as natural gas and liquid propane. We design and manufacture a broad product line of modelized and configured stationary generators and related transfer switches for various industrial standby, continuous-duty, and prime rated applications. Our single-engine industrial generators range in output from 10kW up to 3,250kW, include stationary and containerized packages, and can include our Modular Power Systems (MPS) technology that extends our product range up to much larger multi-megawatt systems through an integrated paralleling configuration. Over the past several years, we have introduced larger and higher-powered gaseous-fueled generators, with the highest output of	

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		1,000kW for a single-engine set. Our industrial standby generators are primarily used as emergency backup for larger applications in healthcare, telecom, data center, commercial office, retail, municipal and manufacturing markets. In recent years, we've made a strategic effort aimed at utilizing our gaseous-fueled generators in "beyond standby" applications including distributed generation and microgrid projects and have developed purpose-built products for these applications that have grid-connected capability. The addition of Smart Grid Ready functionality and the significant expansion of our in-house advanced controls capabilities further enhances the potential utilization of our generators in these applications. Our MPS technology combines the power of several smaller generators to produce the output of a larger generator, providing our customers with redundancy and scalability in a cost-effective manner. For larger industrial applications, our MPS products offer customers an efficient, affordable way to scale their standby power needs, while offering superior reliability given their built-in redundancy which allows individual units to be taken offline for routine maintenance while retaining coverage for critical circuits. We also offer a full line of industrial transfer switches to meet varying needs from light industrial applications all the way up to the most demanding critical installations. Over the last couple of years, we have significantly increased and upgraded our industrial transfer switch product offering, which we believe will help to enhance our attachment rate and related market share for these products. Generac's innovative feature set and flexible platforms offer a variety of switching technologies for customized solutions to meet any project needs. We also provide a broad product line of light towers, mobile generators, and mobile energy storage systems, which provide temporary lighting and power for various end markets, such as road and commercial construction, energy, mining, military, and special events. These products are typically sold to national and regional rental companies who then rent the equipment to the end user. We believe the addition of mobile energy	

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		storage systems obtained through our acquisition of Off Grid Energy in 2021 will enable us to capture a share of the rapidly expanding Battery Energy Storage System (or BESS) market in the future. Also in 2021, we unveiled a hybrid mobile solution that pairs an energy storage system with a diesel generator to reduce emissions and noise pollution, as well as a mobile battery-powered light tower, both of which we expect will come to market during 2022. We also manufacture commercial mobile pumps and dust-suppression equipment for a wide variety of applications, as well as various gaseous-engine control systems and accessories, which are sold to gas engine manufacturers and aftermarket customers. C&I products comprised around 40% of revenue in 2025 Residential Products Our residential automatic standby generators range in output from 7.5kW to 150kW, which predominantly operate on natural gas and liquid propane, and are permanently installed with an automatic transfer switch, which we also manufacture. Air-cooled engine residential standby generators range in outputs from 7.5kW to 26kW and serve as an emergency backup for small to medium-sized homes. Liquid cooled engine generators serve as emergency backup for larger homes and small businesses and range in output from 22kW to 150kW. We believe we have the broadest line of home standby generators in the marketplace and all of them are offered as Smart Grid Ready, which enables customers to connect and enroll their generator as a distributed energy resource in grid services applications. The deployment of our residential generators in grid services applications where available can improve grid resiliency, while also offering a direct financial incentive for homeowners to participate in these grid services programs, which can help to partially offset the purchase cost of the generator over the product’s lifespan. This functionality leverages our remote monitoring system for home standby generators called Mobile Link™. This remote monitoring capability is a standard, WiFi-enabled	

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		feature on every home standby generator that we offer and allows our customers to check the status of their generator conveniently from their smart phone or tablet, and also provides the capability to similarly receive maintenance and service alerts. Leveraging the technologies acquired in the 2019 acquisition of Pika Energy, we have developed a line of clean energy products marketed under the Generac brand and using the name PWRcell™. This clean energy storage solution consists of a system of batteries, an inverter, photovoltaic (PV) optimizers, power electronic controls, and other components. This system captures and stores electricity from solar panels or other power sources and helps reduce home energy costs while also protecting homes from shorter duration power outages. PWRcell can range in size from 9kWh up to 36kWh of storage capacity. Our PWRcell energy storage systems also have Smart Grid Ready capabilities, empowering homeowners to contribute to grid stability and earn an incremental return on investment by connecting to grid services programs, which can help to partially offset the purchase cost of the system over the product's lifespan. We introduced multiple new Generac branded clean energy products in 2021 that we expect will come to market during 2022 as we continue to build out an increasingly broad range of residential clean energy solutions, giving our distribution partners access to a more diverse line up of products that can serve a variety of applications. PWRmicro, a grid-interactive microinverter equipped with 2-to-1 panel-to-inverter capability used in residential solar solutions, leverages the technology acquired via the 2021 purchase of Chilicon Power and allows Generac to participate in residential solar installations that do not include an energy storage system. PWRmanager is the second generation of our load management controls, allowing customers to remotely control certain loads in a house and thereby manage battery run times from their smart phones or tablets. PWRgenerator is a one-of-a-kind natural gas generator with DC output that is purpose built to re-charge PWRcell energy storage systems. This innovative new	

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		product is fuel-efficient, quieter, and can enable indefinite grid independence for homeowners. During 2021 we acquired Ecobee, a leader in sustainable smart home solutions such as smart thermostats and a suite of home monitoring products, all designed with a focus on conservation, convenience, peace of mind and comfort. Ecobee's smart home energy management devices and complementary sensors intelligently optimize heating and cooling systems, often the largest energy consuming system within a home, to deliver significant energy savings for homeowners. In addition, the ability to combine Ecobee's cutting-edge technologies and software development expertise with Generac's power generation, energy storage and energy management devices will allow us to create a clean, efficient, and reliable home energy ecosystem and user interface platform capable of connecting to our grid services distributed energy resource management software (DERMS) called Concerto. We also entered the smart water heater controller market in 2021 via the acquisition of Apricity Code, an advanced engineering and product design company that has developed certain products which help homeowners reduce energy consumption and utility bills by intelligently managing the timing of a water heater's energy consumption. These Ecobee and Apricity grid edge devices expand our suite of products that can be deployed in grid services applications, offering increased energy savings and economic benefits to a larger segment of the population. We also added IoT propane tank monitoring solutions with the 2021 acquisition of Tank Utility to further optimize propane fuel logistics. This addition expands Generac's connectivity functionality and provides incremental value to our dealers and peace of mind to our liquid propane powered home standby generator owners. We also provide a broad product line of portable and inverter generators that range in size from 800W to 17.5kW. These products serve as an emergency home backup source of electricity and are also used for construction and recreational purposes.	

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		Our portable generators are targeted at homeowners, with price points ranging between the consumer value end of the market through the premium homeowner market; at professional contractors, starting at the value end through the premium contractor segment; and at the recreational market with our inverter generator products, which are quieter than traditional portable generators. In addition, we offer manual transfer switches to supplement our portable generator product offering. Recent acquisitions Since our last contract award with Sourcewell Generac has continued to push for growth in our area of expertise, energy equipment/services by purchasing or investing with like-minded organizations that fit within our ecosystem of products. These include the following Wallbox (Dec 4, 2023) – minority investment + commercial agreement in EV charging PowerPlay Battery Energy Storage Systems (closed June 26, 2024) • Seller: Division of SunGrid Solutions • Business: Turnkey battery energy storage systems (BESS) for C&I applications (up to ~7 MWh) • Strategic rationale: Expands Generac's energy storage + distributed energy ecosystem Allmand Bros., Inc. (completed Jan 5, 2026) • Business: Manufacturer of portable lighting towers and jobsite equipment • Fit: Broadens Generac's mobile power / jobsite product portfolio and complements existing industrial offerings Enercon Engineering, Inc. (announced Feb 19, 2026; expected close Q2 2026) • Business: Manufacturer of generator enclosures, switchgear, and custom power equipment • Strategic rationale: Expands Generac's capabilities in data centers and mission critical backup power systems • Adds ~50 years of engineering expertise and strengthens the Commercial & Industrial (C&I) segment Manufacturing expansion Generac Power Systems Inc. has also invested heavily in our manufacturing facilities to help provide better lead times and large megawatt capacity. These expansions include the following. Generac Manufacturing Expansion (2023–2026) Beaver Dam, WI – Largest New Plant (Core Expansion) Announced: Sept 2023 Opened: 2025 Size: ~320K–350K sq. ft. Jobs: 300–400 planned Key details	

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		• Built to meet rapid growth in industrial generators • Production began ramping in March 2025 • Currently Generac's largest Wisconsin manufacturing facility Strategic impact • Shifted production from Mexico → Wisconsin (reshoring) • Allows network optimization: o Oshkosh → focused on large megawatt generators o Eagle → expanded fabrication support • Built with: o Advanced automation o Modular assembly lines (4–5 lines) o Capacity for ~250 employees per shift Sussex, WI – New Data Center / Megawatt Generator Facility Announced: January 2026 Opening: Expected Q4 2026 Jobs: 100+ Purpose • Expand manufacturing of large-megawatt backup generators • Directly targeting data center demand surge Strategic drivers • Data center capacity is expected to triple by 2030 • Generac: o Entering high-power generator segment o Seeing order backlog doubling in this category What it supports • Data centers (hyperscale / AI infrastructure) • Healthcare & hospitals • Utilities (water/wastewater) • Heavy industrial Broader Wisconsin Manufacturing Footprint Expansion Generac is doubling down heavily on Wisconsin, with multiple interconnected sites: Existing + expanded sites • Oshkosh → now focused on large-scale generators • Eagle → expanding fabrication • Jefferson, Berlin, Whitewater → ongoing production network Network strategy • Beaver Dam = mid-size commercial generators • Sussex = large-megawatt / data center units • Oshkosh = heavy industrial/large systems Supporting Expansion Beyond Manufacturing While not a factory, this supports the manufacturing pipeline: Reno, NV – Clean Energy Engineering Center (2022–2024) • Focus: battery storage, power electronics, solar integration • Supports Generac's expansion into energy storage + grid solutions Generac Power Systems Inc. Corporate Purpose/Values Purpose Lead the evolution to more resilient, efficient, and innovative energy	

		solutions. Values Corporate values are the responsibility of everyone at Generac to uphold. We promote a culture of continues improvement through the development of policies, strategies, training, and procedures that reinforce our values. Integrity – We practice the highest ethical standards by honoring our commitments and treating everyone with fairness, trust, and respect. Environment – We are committed to being a leader in environmental stewardship through sustainable operations and cleaner and more efficient power solutions. People – Our success is directly tied to our emloyees' professional growth and personal well-being, combined with strong families and communities. As an inclusive workplace, our employees embrace diversity, celebrate differences, and treat others with equality and respect. Innovation- We inspire innovation and creativity to solve real world problems. Agility- We move with urgency and precision to take advantage of market opportunities and out-execute competitors. We are progressive and focused on the future and improving every day. With our scale and resources, we shape market dynamics, not react to them. Excellence – We are committed to delivering quality and performance by continuously reaching for excellence in everything we do, with a focus on our customers, product safety, and compliance.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	In the event of an award, Generac expects a strong strategic partnership with Sourcewell. The new contract acting as a force multiplier driving SLED (state, local, and education) sales for the company and our dealer network. Generac would expect the partnership to include monthly meetings, annual reviews, in person meetings, annual conference participation, government data and trend updates, and continual training for staff. Generac understands that an awarded contract is only the first step to success within the Sourcewell marketplace. Our number one priority will be to meet customers' expectations and ensure their peace of mind by delivering a quality product and providing an ownership experience unsurpassed by anyone else in Electrical Energy Power Generation Equipment industry.	*
13	Provide non-confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as:	Generac ranks as a prominent member of the Fortune 1000, We continue to be one of the United States largest energy solutions/manufacturing companies with sales exceeding $4.2 billion dollars in 2025; proof of additional financial stability can be found in the attached 2025 Annual Report. (See Attachment 1 Annual Report). All of Generac's annual and quarterly financial reports and all SEC	*

	• 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.	filings are available for review and download at EDGAR Search Results Generac bank contact for credit reference is: Paul Hahn, JP Morgan: paul.j.hahn@jpmorgan.com (cash management) ; Usman Khosa, JP Morgan: usman.khosa@jpmorgan.com (credit bank). However, anyone requesting a credit reference will be referred to http://www.confirmations.com	
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.	Generac holds over 70% of the North American (Canada included) residential standby generator market. These residential standby units serve many rural communities government buildings and schools. Our commercial and industrial business holds a 18-20% North American (Canada included) market share for backup power generation.	*
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	Generac holds over 70% of the North American (Canada included) residential standby generator market. These residential standby units serve many rural communities government buildings and schools. Our commercial and industrial business holds a 18-20% North American (Canada included) market share for backup power generation.	*

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	made sales.		
16	Does your organization have any ongoing or completed bankruptcy 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.	No, we have never petitioned for bankruptcy protection.	*
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.	N/A, we have not been suspended or debarred.	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Fortune 1000 LIST: This prestigious annual list recognizes America's largest companies that continue to thrive financially in an ever-challenging economic climate. 2026 - Consulting-Specifying Engineer (CSE) Product of the Year (Gold) 2026 - Wisconsin Manufacturer of the Year (Finalist) 2025 - Red Dot Design awards, exceptional product design 2025 - Good design awards, most aesthetic 2025 - Good Housekeeping award, top product 2025 - Forbes, two top product awards 2025- New York Times, most reliable award 2025- Great place to work Canada 2025- Popular mechanics, best value award 2025- Yahoo tech, best solar battery 2025- New York Post, best home backup 2024- Good design award, top product 2024-Forbes, top product list 2024- The New York Times, top pick award 2024- Time, best of list 2024- Southern Living, top spot for home generators 2024-CBS News, Top product list	*

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		2024-Market Watch, top solar battery 2024-U.S. Dept of Energy, top three federal grants for Mass, California, Puerto Rico	
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%.	25% of Generac sales are in the government sector, this includes federal government sales/grants and State and local governments. This a core vertical of our business and will continue to be.	*
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%.	8% of Generac C&I sales are in the education sector. We support many K-12 institutions, colleges, and universities. Although a smaller vertical of our business it is still key to our overall success and will continue to be.	*
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.	Generac has been awarded three Sourcewell contracts, four state contracts, and a NASPO contract. 112624-GNR: Sourcewell Grounds Maintenance Equipment: $616K in 2023 (old contract 031121-GNR) $300K in 2024 (old contract 031121-GNR) $248K in 2025 092222-GNR: Sourcewell Electric Energy Power Generation Equipment with Related Parts, Supplies, and Services: $2M in 2023 $5M in 2024 $13.5M in 2025 020923-GNR: Portable Construction Equipment with Related Accessories and Attachments: $1.7M in 2023 $2.0M in 2024 $3.9M in 2025 CC231732003: State of Missouri: $0 in 2023 - No contract $20k in 2024 $265K in 2025 #PA4445: State of Utah: $0 in 2023 - No contract $0 in 2024 -New contract year $393K in 2025 #PA4446: State of Utah: $0 in 2023- No contract $0 in 2024 -New contract year	*

		$0 in 2025 99SWC-NV24-20347: State of Nevada: $0 in 2023 - No contract $0 in 2024 - New contract $0 in 2025 NASPO: Grounds; no sales	
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.	Generac holds GSA Contract GS-07F-0407X. Annual sales volume for this contract is: 2023: $455,949 2024: $835,698 2025: $479,191 Generac utilizes small business partners and other set aside companies for most of our GSA business.	*

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 *	
City of Wauchula	Ward Grimes	863-773-3115	*
Beaufort Jasper Water and Sewer Authority	Rich Groth	843-987-8054	*
Polk County School District	Rachel Hughes	863-307-2868	*

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	b) Generac is a leading designer and manufacturer of a variety of energy products. Generac has specific market channels (or business units) to better serve our customers. Those market channels each have their own dedicated executive management team with overall responsibility for the group and a sales team/force that is 100% dedicated to serving the markets they cover. The Generac sales team includes dedicated area sales managers, dedicated national sales managers, and dedicated Inside Sales and Customer Service Representatives that work directly with the dealers and located in the U.S. and Canada. We distribute our products through several distribution channels to	

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	distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	increase awareness of our product categories and brands, and to ensure our products reach a broad customer base. This distribution network includes independent industrial distributors, residential dealers, national and regional retailers, e-commerce merchants, electrical and HVAC wholesalers (including certain private label arrangements), catalogs, equipment rental companies and equipment distributors. We also sell direct to certain national and regional account customers, and federal government agencies, which are all supported by nearly 600 trained dealer technicians through our various market channels. Our distributor networks are comprised of Generac owned and independently owned and operated third party businesses. Generac believes that world-class products deserve the highest level of service/technical support, backed by the best possible training. We're fully committed to offering an outstanding assortment of instructional courses to our distributor and dealer technicians, all with a "hands on" emphasis. More comprehensive training ensures that technicians will have accurate product knowledge and extensive diagnostic testing experience, allowing them to correctly resolve a greater percentage of service matters on their own. Offering the best technical training in the industry is our mission, both at the factory and in the field. We take pride in the quality of our classes and the caliber of our instructors, as well as the excellence of our certified technicians. Our emphasis on comprehensive service training provides our dealers with confidence and our customers with peace of mind.	
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	Generac has a large salesforce located throughout North America. Our teams include sales leaders, business development managers, outside sales reps, inside sales reps and inside/outside customer care reps who assist in handling Sourcewell members' needs. Generac's government team consist of multiple reps and inside customer support professionals, coupled with over 115+ sales	*

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	and service, as it relates to the requested Solutions.	professionals at corporate who can also support government customers as well. These sales professionals work directly with our 27 industrial distributors and 9000+ residential dealers to ensure a smooth sales process for the end user. Generac dedicated the team listed below to champion and ensure contract success at all levels of the organization. Erik Wilde, Executive VP and President Domestic C&I erik.wilde@generac.com Shreyas Patel, Sr VP and General Manger shreyas.patel@generac.com John Semrad, Sr Director of Sales john.semrad@generac.com Clinton Strother, Director of Government Sales Clinton.Strother@generac.com Dan Flayton, National Business Development Manager, Government dan.flayton@generac.com Eli Bularz, Government Account Manager eli.bularz@generac.com John Gilliam, Regional government sales manager, West Coast john.gilliam@generac.com Joe Busateri, Strategic Account Manager joe.busateri@generac.com Brandon Bassler, Sr Sales Director (IDC's) brandon.bassler@generac.com Kyle Cortez, Regional Business Manager (IDC's) kyle.cortez@generac.com Omar Chaudhary, Regional Business Manager (IDC's) omar.chaudhary@generac.com Anna Butler, Account Manager (IDC's) anna.butler@generac.com Kimberly Sanfelippo, Sr. Manager Industrial Sales kimberly.sanfelippo@generac.com Abigale Isselmann, Sales Project Manager (IDC's) abigale.isselmann@generac.com Melissa Horvath, Sr. manager sales operations (IDC's) melissa horvath@generac.com	

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		Gregory Enright, Director Product Support greg.enright@generac.com Cory Mcquiston, technical support specialist cory.mcquiston@generac.com Generac is currently in the process of adding two government sales managers one on the east coast and one for the central region. These new hires will start working Q3 and round out our government sales team internally. Everyone listed will support and communicate with Sourcewell customers directly as needed. This team is fully dedicated to the Sourcewell Contracts continued success for both the local government and education sectors.	
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.	Generac has created one of the most robust and experienced distributor/dealer networks in the energy services industry to support our overall mission. It includes an extensive network including 27 industrial distributors and over 9000 residential dealers in the network. Our industrial distribution network consists of 27 primary distributors that cover a particular region, as well as a network of support dealers and locations serving the North American market. Our industrial distributors are contracted with Generac to solely represent Generac and its products, so they are focused 100% on sales distribution, delivery, and service of our equipment and products. These distributors have a collective salesforce of over 250+ people covering all 50 US states and Canadian providences. Additionally, The industrial distributors and support dealers provide industrial and commercial end users with ongoing sales, project consulting and management, installation, service and product support. Our industrial distributors and dealers help maintain the local relationships with commercial electrical contractors, specifying engineers and national account regional buying offices. Generac and their distributor partners also sell to certain Engineering, Procurement and Construction (EPC) companies and other companies that specialize in managing more complex power generation projects, including microgrid projects and Energy-as-a-Service applications. Our 9000+ residential dealers also support our government sales strategy. They have created relationships with many towns and counties across the US and Canada and can support smaller projects that don't need an industrial application. The combinations of our industrial distributor network and our 9000+ dealer give us the most robust authorized seller network in the US and Canada. This allows us to reach government customers that may otherwise be missed due to size or location. Dealers can be found using the following website. https://www.generac.com/dealer-locator/	*
27	Describe your service	Generac has multiple levels of service support we provide our	*

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	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.	customers with, from inside tech support that is on call 24/7/365 to onsite service and repair. Inside Service Support Generac employs 24-hour inside trained technical service representatives companywide with the primary responsibility of supporting our distributors and dealers across the U.S. and Canada. They also walk customers through basic service requests as needed. Distributor Service Support Generac's Commercial & Industrial Technical Service Organization is made up of inside and field trained technicians whose primary responsibility is to support our Industrial Dealer network. They provide over the phone or hands-on technical support alongside the technician who are actively servicing the Generac Product. Distributor Field Service Support Our dedicated dealer service network includes over 10,000 trained generator technicians across all market channels as well as 400+qualified engine service technicians. Most of the distributor's technicians have a company vehicle so they can respond to emergency calls 24/7/365.	
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.	Generac's order process follows typical business-to- business and government-to business procedure. All Generac products can be purchased through the government sales team (direct sales) or the local distributor/dealer (dealer sales). We hold training to ensure our dealers/distributors provide Sourcewell contract pricing whenever they are working with a member, so we have no discrepancies. Direct Sale Process - Sourcewell members speak with Government Sales team at Generac Power Systems Inc. - Government Sales team provides the Sourcewell members with a Sourcewell priced quote along with account set up information. -Account setup information must be returned to Generac to create an account. -Once account is created, Sourcewell member can submit a PO to be processed. -Once PO is received, the government sales team will submit the order and provide the member with a sales order number and estimated delivery date. -When the product finishes manufacturing and testing, it will be shipped directly to the customer. -Invoice will be issued to the customer at time of shipment. -Transaction complete Dealer/Distributor Sale Process -Sourcewell members speak with local representatives. Who may conduct a sight visit to better understand the project.	*

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		-Dealer/Distributor provides the Sourcewell member with a Sourcewell priced quote. Along with account set up information. - Account setup information must be returned to dealer/distributor to create an account. - Once account is created, Sourcewell member can submit a PO to the dealer/distributor to be processed. - Once PO is received, the dealer/distributor will submit the order to Generac Power Systems Inc. and Generac provides the dealer/distributor with a sales order number and estimated delivery date. Which they share with the Sourcewell members. -When the product finishes manufacturing and testing, it will be shipped directly to the dealer/distributor or the Sourcewell member. Depending on how the member wants it delivered. -Some products may need a startup or commission that the dealer/distributor will complete. -Sourcewell member invoiced by the dealer/distributor -Transaction complete	
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.	Generac offers its customers support 24/7/365. Internally we have dedicated employees in the areas of sales administration, order management, freight resolution, customer support, and technical support, and we maintain a 24-hour customer service hotline. Generac's internal customer support team is comprised of over 50 team members that field an average of 1500 customer calls per day. The Commercial & Industrial distributors work directly with our internal customer support team to answer customer questions and/or resolve customer issues related to our fielded products and services. Our distributor network serves many mission critical customers such as hospitals, nursing homes, and data centers that demand immediate response times. Our distributor network is strategically located to provide customers the quickest onsite support when in the time of need. Our distributor network's target is to respond to emergency calls within two hours. Our distribution then prioritizes health and safety of specific jobs.	*
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	The combination of our direct sales team at Generac Corporate along with our dealer/distributor network of 9000+ puts us in a very favorable position to support all Sourcewell members. We are willing and able to provide our offered products and services to all Sourcewell member regardless of size or region in the United States, Canada and US Territories. Generac has also put standard operation procedures in place to handle Sourcewell requests to ensure compliance across all sales channels. Those procedures include -All government leads going to the Government Sales Team -Sourcewell compliant pricing accounts for each dealer. These are built	*

		into our quoting tool. -Ensuring we are utilizing Sourcewell member ID and contract number on each quote	
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Our extensive dealer networks cover all of North America, Alaska, Hawaii, and U.S. Territories. At this time there are no specific contract requirements or restrictions that would apply to these participating entities.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Generac is more than willing and able to provide our offered products and services to Sourcewell member agencies in Canada. Generac has a market presence in Canada with a strong distribution network already in place. One of Generac's largest industrial distributors, Total Power, has locations in Ontario, Alberta, Nova Scotia, and British Columbia. Generac also has other distributors located in Saskatchewan, Manitoba, and Quebec. All of which are aware of the Sourcewell/Canoe contract and have sold and will continue to sell off the contract if awarded.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Generac will have all geographic areas covered. Our extensive dealer networks cover all of North America including Alaska, Hawaii, Canada and other US territories.	*
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.	Generac will support them all. Our extensive dealer networks cover all of North America including Alaska, Hawaii, Canada and other US territories.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Generac extends Sourcewell pricing and service to nonprofits if awarded a contract.	*

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	Our marketing plan leverages Generac Power Systems Inc. established reputation, SLED and nonprofit sector growth, and Sourcewell's procurement advantages to retain and attract government sector customers. Marketing and promoting our Sourcewell contract will be a vital part of our overall marketing strategy. We will promote the opportunity to leverage the Sourcewell contract as a way for our distribution channels to satisfy the RFP requirements with Sourcewell's competitive bid cooperative contract option. We are committed to Sourcewell and plan to continue to train our 100+ internal sales staff and 10,000+ dealer staff on the contract. Since we have been lucky enough to be	*

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	solutions. Upload optional samples of your marketing materials.	on contract for the last four years and have seen tremendous growth, we will continue to promote and market the contract as we have been for the last four years. Our strategy for promoting this contract opportunity includes: -Joint Cooperative purchasing webinars: Generac will work with our assigned supplier development manager to set up sales training for our dealer network. First training would be within the first few months of new award to “Start fresh” with the new contract. -Targeted outreach to SLED sector customers: Generac will promote Sourcewell’s contract to all our SLED customers and highlight the streamlined procurement process of utilizing the contract. -Dealer involvement and training: Generac will leverage our extensive dealer network to ensure that each has Sourcewell contract knowledge. Our network will be trained to reach out to SLED customers and position Sourcewell as the best way to procure. By highlighting the benefits and ease of utilizing the contract instead of a traditional RFP. -Trade show and events: Generac and/or our dealers attend over 300 trade shows annually. Most of which have some public sector attendance. We plan to continue to attend these events and showcase Sourcewell every chance we can. As a Sourcewell Contract Holder, we proudly display the Sourcewell banner flag at all our trade show events. These shows include but are not limited to the following, 1. American Public Works Association (APWA) - PWX, Public Work Expo 2. American Public Works Association (APWA – Snow Conference) 3. California Association of Public Procurement Officials (CAPPO) 4. National Institute of Government Procurement (NIGP) 5. Facility Expo -Online visibility and Digital/Print marketing: Established social media channels for both Generac Industrial Products and Mobile products, including Facebook and Linkedin that will be utilized for promoting Sourcewell contract and “wins”. Including the publication below. Print/Digital Media American Public Works Association Green Building & Design Green Energy Times Green Industry Pros Irrigation & Lighting Landscape Architect Landscape Contractor Landscape Management Landscape Trades Lawn & Landscape Outdoor Power Equipment Parks & Recreation Magazine Power Equipment Trade PUPN Magazine Recreation Management The Municipal Magazine Turf Magazine	

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		The Edge (NALP) Rural Lifestyle Dealer Newsletter: Additionally, we develop and create newsletters, fliers and programs that will be distributed to our sales force and dealer/distribution to share with SLED customers. Distribution mix consists of consumers (contractors, facility managers, utility and government), dealers, and distributors. Direct Marketing: Integrated Marketing campaign capabilities for targeted lead generation. Content Marketing: Tools to capture qualified leads White papers Case Studies Calculators (Genset Sizing Software) Marketing Materials Attached (Attachment 2,3,4,19)	
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.	Generac uses a highly data-driven, technology-enabled marketing approach that combines cloud analytics, IoT device data, omnichannel media execution, and advanced customer insights to optimize targeting, personalization, and performance. 1. Centralized Data, AI & Analytics Platform What Generac Does • Built a proprietary platform (PowerInsights) that aggregates: o Customer data o Installed equipment data o IoT telemetry from connected devices • Runs on cloud infrastructure (Microsoft Azure + Databricks) with AI/analytics models. Marketing Impact • Enables go to market scoring (who to target, where, and with what product) • Identifies: o High-probability leads o Geographic demand hotspots o Cross sell opportunities Why it matters: This moves Generac from broad, reactive marketing to predictive, precision targeting, improving conversion rates and sales efficiency. 2. Integrated CRM & Lead Generation Ecosystem What Generac Does • Uses a unified CRM and lead management system across: o Website o Dealer network o Campaign interactions • Connects digital discovery → consultation → installation in one funnel. Marketing Impact • Tracks customer journey end-to-end • Improves: o Lead attribution	*

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		o Conversion tracking o Channel ROI measurement Why it matters: Ensures seamless omnichannel marketing, reducing friction and improving customer acquisition costs. 3. Omnichannel Digital Media & Advertising Optimization What Generac Does • Works with a Digital Agency of Record (Quigley Simpson) to manage: o Media strategy and planning o Cross-channel optimization (TV, OTT, digital ads) o Analytics and reporting • Executes DRTV, OTT, and CTV campaigns with real-time performance measurement. Marketing Impact • Enables: o Cross-channel attribution o Continuous media optimization o Higher efficiency in spend Why it matters: Transforms marketing from static campaigns into a performance-driven, continuously optimized system. 4. Smart Device Data & “Connected Marketing” What Generac Does • Collects real-time data via connected devices: o Smart thermostats (ecobee) o Generators o Energy storage systems • Provides users with: o Energy usage insights o Outage alerts o System performance data Marketing Impact • Enables behavioral and contextual targeting, such as: o Messaging based on energy usage patterns o Upselling storage or efficiency solutions • Supports personalized in-app experiences o Example: ecobee in-app messaging increased enrollments in programs by up to 2× vs. email Why it matters: Turns products into ongoing marketing channels, not just one-time transactions, dramatically improving engagement and lifetime value. 5. Use of External Data (Weather, Demand Signals) What Generac Does • Incorporates weather data and forecasting directly into marketing strategy • Even employs a meteorologist to model demand patterns Marketing Impact • Aligns campaigns with: o Storm events o Grid stress periods o Seasonal outages Why it matters: Allows trigger-based marketing (e.g., “storm preparedness” campaigns),	

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		increasing urgency and conversion. 6. Website Analytics, SEO & Digital CX Optimization What Generac Does • Continually redesigns digital experiences using: o SEO audits o Behavioral analytics o User journey tracking • Uses advanced tagging and dashboards to monitor: o Traffic performance o Lead generation o Engagement Results • Achieved: o 286% increase in organic traffic o 45% reduction in cost per lead Why it matters: Demonstrates how data-driven UX and SEO optimization directly improve marketing ROI. 7.Social Media & Digital Platform Strategy Platforms Used (typical approach) While Generac-specific platform data is limited, its strategy aligns with standard B2C/B2B omnichannel marketing, using major platforms such as: • Facebook & Instagram → broad consumer reach, visual storytelling • YouTube & OTT video → product demonstrations and education • LinkedIn → B2B and industrial marketing • Digital display + programmatic ads → targeted acquisition (These platforms are standard due to their scale and targeting capabilities, including billions of users and advanced ad tools.) Marketing Impact • Supports: o Brand awareness o Lead generation o Retargeting campaigns Why it matters: Allows Generac to segment audiences (homeowners vs. businesses/government) and tailor messaging by platform. 8. Data-Driven Messaging & Audience Segmentation What Generac Does • Uses analytics to refine: o Customer personas o Messaging strategies • Balances: o Fear-based triggers (power outages, risk) o Benefit-driven messaging (comfort, cost savings) Marketing Impact • Enhances: o Emotional resonance o Conversion rates Why it matters: Combines behavioral science + data to create more persuasive campaigns. Generac's use of technology and digital data transforms marketing from broad, campaign-based outreach into a continuous, intelligence-driven	

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		system: • Data (IoT + customer + external) fuels insights • AI and analytics guide targeting and decision-making • Omnichannel execution delivers personalized experiences • Connected devices and apps create ongoing engagement loops The result is a highly optimized, measurable, and scalable marketing engine that aligns tightly with customer behavior, energy usage patterns, and real-world demand triggers.	
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	We perceive Sourcewell as playing a key role in providing opportunities to communicate with current and new Sourcewell Members. Opportunities could include e-mail blasts, direct marketing, newsletters, tradeshows and advertising. We envision having a presence on the Sourcewell website with links to relevant sales and marketing contacts. We would also offer Sourcewell the opportunity to participate in the joint sales force rollout campaign.	*
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	If we are awarded a new contract. Generac will roll out a formal sales training program, in conjunction with training materials provided by Sourcewell, outlining our processes and procedures on how to promote and interact with the Sourcewell contract. This training opportunity will be provided to our internal and external sales force via any of the following sales communication strategies. All sales and marketing programs and/or plans are subject to change based on contract award date and current operating budgets. 1. Development of a Sourcewell Playbook to support the Sourcewell sales process 2. Target markets: -Target market messaging -Identifying eligible prospects for Sourcewell membership -Educating prospects on value of Sourcewell membership 3. Territory strategy: -Establishing competitive advantage by creating a network of Sourcewell members on the front side of business prior to a purchase and concentrate efforts on low hanging fruit first. -Maximizing activity in sales territory -Establishment of targeted accounts 4. Account strategy: -How to sell to Sourcewell accounts -Cross-reference Sourcewell membership list with current and future sales opportunities -Publicly funded -Sourcewell member -Process Map -Sales process 5. Opportunity strategy: -How to win leveraging Sourcewell contracts, on-site classroom training at our annual dealer conference - January	

		-On-going documented annual sales team training -Train the trainer course for our Regional Sales Managers (RSMs) so they can also train at the distributor/dealer level -Designated contract administrator/manager available via email and/or telephone to answer questions and/or address any issues -Designated full-time outside Governmental Sales Rep/Sourcewell Point of Contact -Designated Inside Sales Representative to assist Government Sales Rep	
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.	Generac's GSA contract utilizes an e-procurement system through the GSA e-buy portal. Our distributors and National Accounts can also order using our E-procurement portal. Generac also has a parts e-portal that can be utilized for customers with very high needs for parts. Generac gives its customers the ability to configure industrial units on our sizing program, but they will still need to speak with a local representative to ensure the product will meet the local requirements.	*

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.	Every dealer/distributor in our network offers basic operation, safety and maintenance training for every product. Additional training can be requested for a cost. The cost for additional training will be determined by local dealer based on the depth of training. Generac also provides detailed operations manuals with every product. These include safety requirements as well. Additional Generac offers various types of optional training and services for our customers through our Professional Development Seminar Series (PDSS) which includes: a. Onsite Product Training – Industrial Distributor/Generac b. Product Maintenance Training – Industrial Distributor /Generac c. Product Application Training - Industrial Distributor / Generac d. Generator Sizing – Industrial Distributor / Generac e. Generator Switching - Industrial Distributor / Generac f. Paralleling Concepts and Implementation - Industrial Distributor / Generac g. Generator Reliability - Industrial Distributor / Generac h. National Electric Code - Industrial Distributor / Generac i. UL Listing & NFPA Standards - Industrial Distributor / Generac j. Engines & Alternators - Industrial Distributor / Generac k. Generator Controls - Industrial Distributor / Generac l. Creating Performance Based Specifications - Industrial Distributor / Generac m. Emissions - Industrial Distributor / Generac	*

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		Generac's Professional Development Seminar Series was designed specifically for practicing engineers/customers who wish to expand their understanding of current technologies, sizing, codes & standards, switching technologies and reliable design characteristics surrounding power systems. Participants who successfully complete an individual seminar and achieve a passing score on the associated final assessment will be awarded Professional Development Hours (PDH) and Continuing Education Units (CEU). This also allows for engineers/customers to expand their knowledge of power generation systems. These PDSS training sessions are optional and can be administered by either our local distributor or a Generac sales team member.	
42	Describe any technological advances that your proposed Solutions offer.	Generac has evolved from a traditional generator manufacturer into a full energy-technology company, and its latest technological advances focus on smart energy management, clean energy integration, and grid connectivity. Here are the key areas where Generac is innovating: Full Energy Ecosystem (All-in-One Energy Platform) Generac is building a fully integrated energy system that combines: • Solar panels • Battery storage (BESS) • Backup generators • Smart thermostats and apps This system allows managers to generate, store, and manage their own power on one platform. Key innovation: • Seamless integration between traditionally separate systems • Centralized control • Greater energy independence from the utility grid Advanced Battery Storage BESS Generac's BESS is a next generation battery system with major upgrades: • Modular storage (expandable capacity) • High power output • Real-time monitoring • Automatic switching during outages (no interruption to power) Unique technological edge: • Hybrid backup capability → battery + generator working together • Smart load management → prioritizes essential circuits during outages • Time-of-use optimization → charges/discharges based on electricity prices Smart Monitoring & IoT (Mobile Link) Generac's generators are no longer "dumb" machines—they're connected devices: • Remote monitoring • Real-time alerts (status, outages, maintenance needs) • Remote control and performance tracking • Fuel-level monitoring and maintenance scheduling Innovation impact: • Predictive maintenance reduces downtime	*

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		• Users can manage backup systems from anywhere • Turns generators into a smart energy ecosystem Next-Generation Generators Recent generator innovations include: • Most powerful air-cooled standby generators (up to 28kW) • Built-in cellular connectivity (standard feature) • Advanced controllers with: o Oil-level sensing o Gas-pressure monitoring o Diagnostics and performance analytics Benefits: • Higher efficiency and reliability • Easier installation and maintenance • Improved user experience through automation and diagnostics Smart Grid & Virtual Power Plant (VPP) Technology Generac is moving beyond homes into grid-level innovation: Smart Grid Ready Products • Generators, batteries, and solar systems can connect to energy markets • Users can sell excess power back to the grid Virtual Power Plants (VPPs) • Thousands of home systems are networked together • Utilities can draw on this distributed power during peak demand Why this is significant: • Helps stabilize the electrical grid • Reduces need for fossil-fuel power plants • Allows end users to earn incentives or credits Energy Management Software & AI-like Optimization Generac uses advanced software platforms (like Concerto™) to: • Balance electricity supply and demand in real time • Optimize distributed energy resources (DERs) • Provide insights into energy usage and performance Key capability: • Grid-wide orchestration of energy assets • Smarter decision-making for both utilities and consumers Clean Energy & Sustainability Innovations Generac is shifting toward cleaner energy solutions: • Solar + battery systems reduce reliance on fossil fuels • Cleaner-burning fuels (natural gas, propane) in generators • Carbon reduction through renewable energy adoption Example: PWRcell systems collectively generated 259 GWh of energy in 2024, helping avoid significant CO_2 emissions Integration & “Energy Resilience” Strategy Generac’s broader innovation strategy (“Powering a Smarter World”) focuses on: • Energy resilience (backup during outages) • Energy independence (less reliance on utilities) • Energy efficiency (lower cost and consumption)	

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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.	Generac has developed a range of sustainability initiatives, ESG programs, and formal certifications as part of its transition from a generator manufacturer to a broader energy technology company. Sustainability Initiatives 1. ESG (Environmental, Social, Governance) Strategy • Generac publishes annual Sustainability & Impact / ESG reports outlining goals, metrics, and progress. • ESG principles are integrated into enterprise strategy and decision-making, making sustainability a core business priority. • The company's vision, "Powering a Smarter World," focuses on enabling reliable, efficient, and sustainable energy solutions. Key ESG focus areas: • Environmental impact reduction • Workforce development and community engagement • Governance and ethical business practices 2. Clean Energy & Product Innovation Generac is investing in technologies that support energy transition and decarbonization, including: • Solar + battery storage systems • Microgrids and grid-interactive solutions • Virtual power plant platforms and smart thermostats (ecobee) These products: • Improve energy efficiency and resilience • Enable load management and peak reduction (e.g., 108 MW capacity via connected devices) • Support integration of renewable energy sources 3. Environmental Stewardship Programs Generac has implemented internal sustainability programs aimed at reducing operational impact: "Drive to Zero" strategy • Focuses on reducing: o Greenhouse gas emissions o Energy consumption o Water use o Waste generation Waste & resource management • Achieved high recycling rates (e.g., ~82% of waste recycled) in recent reporting years. Cleaner technologies • Promotes gaseous-fueled generators with lower emissions compared to diesel alternatives. 4. Climate Resilience & Grid Support A major theme of Generac's sustainability efforts is energy resilience: • Systems deployed in regions like Puerto Rico have supported thousands of backup power hours during outages. • Grid-support programs (via ecobee and smart devices) help reduce peak electricity demand. • Investments in microgrids and distributed energy systems strengthen community resilience to extreme weather. 5. Social & Community Initiatives	*

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		Generac emphasizes workforce and community impact: • Workforce training programs (e.g., GPS Education Partners) have prepared thousands of students for skilled careers. • Educational and outreach initiatives have reached tens of thousands of students annually. • Employee engagement and safety improvements are tracked in ESG metrics (e.g., reduced incident rates). Sustainability Certifications & Reporting Frameworks 1. ISO Certifications Generac holds internationally recognized certifications: • ISO 14001:2015 – Environmental Management Systems • ISO 9001:2015 – Quality Management Systems These certify that Generac: • Systematically manages environmental impacts • Maintains standardized quality processes in manufacturing 2. ESG Reporting Standards Alignment Generac aligns its sustainability reporting with established global frameworks, including: • GRI (Global Reporting Initiative) • SASB (Sustainability Accounting Standards Board) • TCFD (Task Force on Climate-related Financial Disclosures) This improves: • Transparency for investors • Comparability with peer companies • Climate risk disclosure practices 3. Environmental Management System (EMS) • Generac operates an Environmental Management System to: o Monitor environmental performance o Ensure regulatory compliance o Drive continuous improvement Overall Positioning Generac's sustainability approach is centered on: • Transitioning to a "total energy solutions" company • Expanding into clean energy, storage, and grid technologies • Reducing environmental impact of both products and operations In summary: Generac combines formal certifications (ISO 14001, ISO 9001), ESG reporting frameworks (GRI, SASB, TCFD), and operational initiatives (Drive to Zero, clean energy products, recycling programs) to advance sustainability. Its strategy emphasizes both environmental impact reduction and energy resilience, positioning it within the broader clean-energy transition while maintaining its core power generation business. See Generac Sustainability Report attached (Attachment 5)	
44	Describe any third-party issued, eco- labels, ratings, or	Generac does not rely heavily on consumer-facing eco-labels (like ENERGY STAR for generators), but it does hold several third-party certifications, ESG ratings, and compliance-based environmental credentials issued by independent organizations.	*

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	certifications that your proposed solutions hold.	Environmental & Quality Certifications (Audited by Third Parties) ISO 14001:2015 – Environmental Management System • Certified by independent auditors (e.g., DQS). • Confirms Generac has a structured system to: o Monitor Environmental Impacts o Reduce emissions, waste, and resource use o Maintain regulatory compliance ISO 9001:2015 – Quality Management • Also independently certified. • Ensures consistent product quality and process control across operations. Regulatory Environmental Certifications & Compliance Labels EPA Emissions Certification (U.S.) • Generac engines must meet EPA emissions standards (e.g., Tier requirements for generators). • Engines undergo third-party emissions testing and certification covering pollutants like: CO_2, NOx, particulate matter Generac is less reliant on consumer-facing eco-labels, largely because our core products (backup generators) fall outside many traditional eco-label programs.	
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?	Generac's differentiation in the marketplace comes from a combination of technology integration, positioning, and business model evolution, not just the generators themselves. Below are the most truly unique aspects of our solutions and why they matter. 1. "Total Energy Ecosystem" vs. Standalone Generators What's Unique Generac has shifted from selling single products (backup generators) to offering a fully integrated home and business energy ecosystem, including: • Backup generators • Solar + battery storage (BESS) • Microgrids • Smart thermostats (ecobee) • Energy monitoring & management software • Grid-interactive / virtual power plant capabilities Why It Matters • Most competitors still focus primarily on hardware-only backup power. • Generac is positioning itself as a distributed energy platform, not just an equipment vendor. Impact: • Customers get lower energy costs + resilience, not just outage protection • Utilities can treat customers as grid assets (demand response) • Creates recurring software/service revenue, not just product sales 2. Grid-Interactive & Virtual Power Plant (VPP) Capability What's Unique • Through platforms like microgrid controllers and distributed devices, Generac enables: o Load shedding / peak demand reduction o Aggregated distributed energy (VPP participation) • Example: connected devices have demonstrated ~108 MW of peak load reduction capacity Why It Matters • This moves Generac beyond backup into active grid participation • Utilities and regulators are increasingly paying for: o Demand response	*

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		o Distributed flexibility Impact: • Turns customers into revenue-generating energy participants • Positions Generac in the fast-growing grid services market • Future-proofs the business as grids become more decentralized 3. Hybrid Power Approach (Generator + Battery + Solar) What's Unique Generac bridges two traditionally separate worlds: • Fossil-fuel backup generation (core legacy strength) • Renewable + storage systems (new growth focus) Instead of choosing one, Generac integrates both into hybrid systems. Why It Matters • Pure renewable systems struggle with long outages • Generators alone are less sustainable and fuel-dependent Impact: • Customers get: o Immediate reliability (generator) o Efficiency + sustainability (battery/solar) • Especially valuable in: o Storm-prone regions o Areas with unstable grids 4. Dominance in Residential Standby Market What's Unique • Generac effectively created and still dominates the automatic home standby generator category. • Strong nationwide: o Dealer network o Installation ecosystem o Brand recognition Why It Matters • This installed base becomes a launchpad for new energy services: o Add batteries, monitoring, smart controls • Competitors lack this direct consumer channel scale Impact: • Built-in customer base for cross-selling • Lower customer acquisition cost vs. new entrants 5. Focus on Energy Resilience (Not Just Power Generation) What's Unique Generac's strategy centers on "energy resilience": • Systems designed for: o Grid outages o Natural disasters o Infrastructure instability • Real-world example: o Systems supporting resilience programs delivered 20,000+ backup hours during outages Why It Matters • Climate-driven outages and grid strain are increasing • Customers care less about power generation specs and more about: o "Will my home/business stay online?" Impact:	

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		• Aligns perfectly with macro trends: o Extreme weather o Grid congestion o Rising energy demand (AI, electrification) 6. Strong Integration of Software + Hardware What's Unique Generac combines: • Physical products (generators, batteries) • Digital layers: o Monitoring platforms o Energy optimization software o Mobile apps and remote controls Why It Matters • Most legacy competitors are still hardware-centric • Software enables: o Predictive maintenance o Remote diagnostics o Energy optimization Impact: • Improves customer experience • Enables data-driven services and recurring revenue • Locks customers into the Generac ecosystem (higher switching costs) 7. Cleaner Generator Technology Focus What's Unique • Generac emphasizes gaseous-fueled generators (natural gas, propane) over diesel • These offer lower emissions profiles Why It Matters • Increasing regulatory pressure on diesel generators • Customers want cleaner backup options Impact: • Easier regulatory compliance • Better ESG positioning compared to diesel-heavy competitors Bottom-Line Differentiation Generac is unique because it sits at the intersection of: • Backup power (traditional strength) • Distributed energy (solar + storage) • Grid services (VPP, demand response) • Software-enabled energy management In summary: Generac's real uniqueness is not a single product feature—it's the convergence of backup power, clean energy, and grid intelligence into one integrated platform. This positions the company not just as a generator manufacturer, but as a key player in the future decentralized energy ecosystem.	

Table 5B: Value-Added Attributes

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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	Generac Power Systems, Inc. is classified as large business. However, many of our Industrial Distributors and sub-dealers within North America are classified as small businesses while some are further classified and/or certified as Women-Owned Small Business, Veteran-Owned Small Business, SWAM certified, HUB, and minority woman owned. Small business partners include, but are not limited to: Kelly Generators, small business; Federal Contractors Corp, Service-Disabled Veteran-Owned and HUBZone small business; ARCCO, small business; Wolverine, small business; ACF Standby Systems, small business; Huntington Power, woman-owned small business. Generac has provided documentation for a few of the partners we utilize. If confirming documentation is needed for any set aside, we can provide it upon request. See attachments (Attachments 6,7,8)	*
47	Women Business Enterprise (WBE)	(•) Yes ( ) No	Generac Power Systems, Inc. is classified as large business. However, many of our Industrial Distributors and sub-dealers within North America are classified as small businesses while some are further classified and/or certified as Women-Owned Small Business, Veteran-Owned Small Business, SWAM certified, HUB, and minority woman owned. Small business partners include, but are not limited to: Kelly Generators, small business; Federal Contractors Corp, Service-Disabled Veteran-Owned and HUBZone small business; ARCCO, small business; Wolverine, small business; ACF Standby Systems, small business; Huntington Power, woman-owned small business. Generac has provided documentation for a few of the partners we utilize. If confirming documentation is needed for any set aside, we can provide it upon request. See attachments (Attachments 6,7,8)	*
48	Disabled-Owned Business Enterprise (DOBE)	(•) Yes ( ) No	Generac Power Systems, Inc. is classified as large business. However, many of our Industrial Distributors and sub-dealers within North America are classified as small businesses while some are further classified and/or certified as Women-Owned Small Business, Veteran-Owned Small Business, SWAM certified, HUB, and minority woman owned. Small business partners include, but are not limited to: Kelly Generators, small business; Federal Contractors Corp, Service-Disabled Veteran-Owned and HUBZone small business; ARCCO, small business; Wolverine, small business; ACF Standby Systems, small business; Huntington Power, woman-owned small business. Generac has provided documentation for a few of the partners we utilize. If confirming documentation is needed for any set aside, we can provide it upon request. See attachments (Attachments 6,7,8)	*
49	Veteran-Owned Business Enterprise (VBE)	(•) Yes ( ) No	Generac Power Systems, Inc. is classified as large business. However, many of our Industrial Distributors and sub-dealers within North America are classified as small businesses while some are further classified and/or certified as Women-Owned Small Business, Veteran-Owned Small Business, SWAM certified, HUB, and minority woman owned. Small business partners include, but are not limited to: Kelly Generators, small business; Federal Contractors Corp, Service-Disabled Veteran-Owned and	*

			HUBZone small business; ARCCO, small business; Wolverine, small business; ACF Standby Systems, small business; Huntington Power, woman-owned small business. Generac has provided documentation for a few of the partners we utilize. If confirming documentation is needed for any set aside, we can provide it upon request. See attachments (Attachments 6,7,8)	
50	Service-Disabled Veteran-Owned Business (SDVOB)	(•) Yes ( ) No	Generac Power Systems, Inc. is classified as large business. However, many of our Industrial Distributors and sub-dealers within North America are classified as small businesses while some are further classified and/or certified as Women-Owned Small Business, Veteran-Owned Small Business, SWAM certified, HUB, and minority woman owned. Small business partners include, but are not limited to: Kelly Generators, small business; Federal Contractors Corp, Service-Disabled Veteran-Owned and HUBZone small business; ARCCO, small business; Wolverine, small business; ACF Standby Systems, small business; Huntington Power, woman-owned small business. Generac has provided documentation for a few of the partners we utilize. If confirming documentation is needed for any set aside, we can provide it upon request. See attachments (Attachments 6,7,8)	*
51	Small Business Enterprise (SBE)	(•) Yes ( ) No	Generac Power Systems, Inc. is classified as large business. However, many of our Industrial Distributors and sub-dealers within North America are classified as small businesses while some are further classified and/or certified as Women-Owned Small Business, Veteran-Owned Small Business, SWAM certified, HUB, and minority woman owned. Small business partners include, but are not limited to: Kelly Generators, small business; Federal Contractors Corp, Service-Disabled Veteran-Owned and HUBZone small business; ARCCO, small business; Wolverine, small business; ACF Standby Systems, small business; Huntington Power, woman-owned small business. Generac has provided documentation for a few of the partners we utilize. If confirming documentation is needed for any set aside, we can provide it upon request. See attachments (Attachments 6,7,8)	*
52	Small Disadvantaged Business (SDB)	(•) Yes ( ) No	Generac Power Systems, Inc. is classified as large business. However, many of our Industrial Distributors and sub-dealers within North America are classified as small businesses while some are further classified and/or certified as Women-Owned Small Business, Veteran-Owned Small Business, SWAM certified, HUB, and minority woman owned. Small business partners include, but are not limited to: Kelly Generators, small business; Federal Contractors Corp, Service-Disabled Veteran-Owned and HUBZone small business; ARCCO, small business; Wolverine, small business; ACF Standby Systems, small business; Huntington Power, woman-owned small business. Generac has provided documentation for a few of the partners we utilize. If confirming documentation is needed for any set aside, we can provide it upon request. See attachments (Attachments 6,7,8)	*
53	Women-Owned Small Business (WOSB)	(•) Yes ( ) No	Generac Power Systems, Inc. is classified as large business. However, many of our Industrial Distributors and sub-dealers within North America are classified as small businesses while some are further classified and/or certified as Women-Owned Small Business, Veteran-Owned Small Business, SWAM certified, HUB, and minority woman owned. Small	*

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			business partners include, but are not limited to: Kelly Generators, small business; Federal Contractors Corp, Service-Disabled Veteran-Owned and HUBZone small business; ARCCO, small business; Wolverine, small business; ACF Standby Systems, small business; Huntington Power, woman-owned small business. Generac has provided documentation for a few of the partners we utilize. If confirming documentation is needed for any set aside, we can provide it upon request. See attachments (Attachments 6,7,8)	

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.	Generac's standard payment terms are NET 30 days, subject to review and approval by our Credit Dept. Under certain situations Generac will consider alternate terms. Generac's standard terms and conditions are list below. Net 30 days, subject to review and approval by our Credit Dept. Payment obligations are not dependent or contingent upon the manner in which purchaser may receive payment from others. No retainage against this order will be permitted unless agreed to ahead of time. Warranty is invalid without factory start up. Startup will be done during normal business hours. Additional charges will be applied to start-ups requested on weekends or off normal business hours.	*
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Yes, we accept P-cards as a form of payment. There is no additional cost to Sourcewell Members for using this process.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	Generac offers financing options through Wells Fargo and NCL government capital.	*
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.	Generac will use their standard quote forms, as applicable, to provide a comprehensive quotation with pricing and submittal documents to Sourcewell/Canoe participating entities. This standard form provides detailed information on the equipment being quoted Our standard terms and conditions are referenced on the form. The quote reference number can be easily used to convert the quote into an order in our system, thus minimizing the number of documents a Sourcewell/Canoe entity needs to complete to place an order.	*

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		Our standard account set up form will also be used to establish an account in our system for any new Sourcewell/Canoe entity if they choose to order direct from Generac. Please see attachment for a sample of this document. (Attachment 9)	
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 (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	Generac Power Systems is using a line-item discount model. MSRP is determined and then a percentage off that will be applied at the line-item level. Generac will offer a 27-48% discount to Sourcewell members depending on product type. Allmand (recently acquired by Generac) products will be discounted at 17% Service/Labor will be discounted at 10% to Sourcewell members. Please refer to our attached product pricing sheets (Attachment 10)	*
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.	Quantity or volume discounts can be offered on a case-by-case basis.	*
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	Any “Sourced” or “Open Market” items can be quoted as requested by Sourcewell member. Generac and its dealer network will pass that price through to the end user.	*
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.	Generac has additional costs associated with the purchase of our products that are not covered in our pricing matrix. Additional cost NOT included in on our pricelist include start-up, training, freight, engineering, design, and installation. Freight and startup will be defined during the procurement process based on delivery location and quantity of units. Training, installation, engineering, and design can be quoted per project as needed.	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Generac ships from various plant locations, depending upon the products ordered. We contract with dedicated carriers who can also consolidate shipments to maximize cost savings for the customer. Our carriers also have shipment yards where they can hold units at the customer’s cost if a	*

		customer encounters unforeseen site problems where it is necessary to delay delivery of the unit. Shipping costs are a separate line item and will be determined at time of procurement based on delivery location and quantity of products shipping to location. Generac's intent is to ensure freight charged is accurate, competitive and fair to the Sourcewell member.	
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Generac ships from various plant locations, depending upon the products ordered. We contract with dedicated carriers who can also consolidate shipments to maximize cost savings for the customer. Our carriers also have shipment yards where they can hold units at the customer's cost if a customer encounters unforeseen site problems where it is necessary to delay delivery of the unit. For Canada Generac or the end user will have to use a fright broker which we can quote. For Alaska and Hawaii if ship freight is needed, we can provide a quote for that as well.	*
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Generac contracts with dedicated carriers who can consolidate shipments to maximize cost savings for the customer. Our carriers also have shipment yards where they can hold units at the customer's cost if a customer encounters unforeseen site problems where it is necessary to delay delivery of the unit.	*
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.	Because Sourcewell pricing is preferential, all distributors/dealer will need to obtain pricing from their Sourcewell Genconnect account in Sales Force or from the Generac Inside Sales Team. All quotations will be coded internally so when an order is placed our system captures the data. All purchase orders will be submitted to our Generac designated account manager for review prior to being sent to our dedicated order management team for processing. Our order management team will audit all orders to confirm they are coded correctly to ensure compliance with the contract. Any errors found by either the Generac designated account manager or the order management team will be relayed to the Sourcewell member with a request for a corrected PO. Generac or its distributor will invoice the Sourcewell member once their order ships and/or all other work such as startup and/or training is completed. Quarterly sales reports will be generated based on the internal coding for Sourcewell orders and the quarterly administrative fee will be calculated and paid accordingly.	*
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	Generac will apply the principles of our Supplier Relationship Management plan (SRM) that we use with all channel partners, please refer to attachment (Attachment 18) for a copy of this plan. In addition to this, Generac will use several	*

		internal metrics to measure our contract success. This includes but may not be limited to tracking total dollars being quoted; total quotes being generated; calculating the win rate on quotes generated; and calculating the total dollars ordered. Our government sales team will be required to report these numbers to leadership on a quarterly basis. Which will result in a push for contract engagement and growth.	
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 Master Agreement within the preceding Reporting Period defined in the agreement.	Generac will offer a 3.0% administrative fee for equipment sold utilizing the Sourcewell contract.	*

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.	Sourcewell members receive the best possible pricing Generac can offers at this time. The Sourcewell contract serves as our go to market strategy pricing for the SLED space. The only contract that has slightly better pricing is our GSA schedule. This is due to a federal requirement called Most Favored Customer (MFC) this ensure the federal government receives our best pricing.	*

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

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

#	Category or Type	Offered *	Provide a detailed description of all solutions offered.	
69	Prime and continuous systems	(•) Yes ( ) No	We offer prime power systems that range from 8KW to 570KW, New product line coming out will get us to 2316KW	*

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70	Backup or standby systems	(•) Yes ( ) No	We offer backup or standby systems that range from 10KW to 3250KW Diesel Generators from 10KW to 3250KW Natural Gas generators from 35KW to 100KW	*
71	Paralleling and modular systems	(•) Yes ( ) No	Yes, all of our generators can be configured to parallel	*
72	Containerized and skid-mounted generators	(•) Yes ( ) No	We offer containerized or skid mounted units from 8KW to 570KW, New product line coming out will get us to 2316KW	*
73	Trailer or chassis mounted generators	(•) Yes ( ) No	We offer trailer or chassis mounted units from 8KW to 570KW, New product line coming out will get us to 2316KW	*
74	Parts, accessories, equipment, and supplies that are integral to commencement, use, ongoing operation, and life cycle of new and existing electrical energy power systems, including enclosures, concrete pads, fuel tanks, automatic transfer switches, paralleling equipment, switch gears, connection boxes, controls, alarm modules, batteries, block heaters, and networking tools complementary to the offering of 69-73 above;	(•) Yes ( ) No	Generac's offerings include enclosures, fuel tanks, automatic transfer switches, paralleling equipment, controls, batteries, block heaters, and other accessories.	
75	Related services that are integral to commencement, use, ongoing operation, and life cycle of new and existing electrical energy power systems, including design, customization, engineering, commissioning, installation, delivery, training and operation, maintenance and repair, preventive maintenance, service and maintenance agreements, decommissioning and repurposing, custom shop work, and rental services complementary to the offering of 69-73 above.	(•) Yes ( ) No	Due to endless number of variables that can be specific to any one project and/or job site, these related services would need to be separately priced and can be offered as open market services.	
76	Describe other Solutions not specifically mentioned in this Table 7A, that are within the scope of this RFP.	(•) Yes ( ) No	Battery Energy Storage Systems (BESS), Light Towers with power generation, Portable generators, Portable battery power packs, and Microgrid controllers. All of these provide power and work in tandem with our generator portfolio to provide a total power solution. These products add significant depth and breadth to our very strong product line up and gives the customers the ability to create a turnkey energy solution.	

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

#	Question	Response *
77	Demonstrate capabilities and provide documentation supporting compliance to any/all code requirements such as NFPA, UL, EPA, and similar code jurisdictions.	Generac Power Systems designs and manufactures generator systems and associated equipment in accordance with applicable national, state, and local codes and standards. Compliance is demonstrated through product testing, third-party certifications, emissions certifications, and documented engineering practices. The following information demonstrates and provides documented evidence of compliance with major code frameworks (NFPA, UL, EPA, NEC/IBC, and related jurisdictions). 1. Generac Capabilities (Technical Overview) Generac manufactures a full range of standby and prime power systems spanning: • Residential standby (≈10–26 kW) • Commercial/light industrial (≈30–150 kW) • Industrial and mission critical (>150 kW to 100MW paralleling systems) Core Engineering Capabilities A. Integrated System Design • Generator, alternator, controller, fuel system, and transfer switches engineered as a single system • Digital voltage regulation (±1%) and <5% total harmonic distortion for sensitive loads B. Advanced Controls & Monitoring • Power Zone® controllers (e.g., 410 platform) with: o NFPA 110 system control capability o Remote annunciation options • Mobile Link™ remote diagnostics and fleet monitoring C. Reliability & Testing • Full lifecycle testing including: o Environmental testing o Load surge and motor starting validation o Destructive/life-cycle testing D. Application Flexibility • Fuel options: Natural gas, propane, diesel • Configurable phase (single/three-phase) • Modular paralleling systems for scalability E. Installation Flexibility • Enclosures rated for corrosion resistance and high wind (up to ~145 mph) • Close-clearance installation (as little as 18 inches, depending on certification) 2. UL Compliance (Safety Certification) UL 2200 – Primary Generator Standard Generac generator sets are widely UL 2200 listed, the key certification for stationary engine generators. Scope of UL 2200 • Covers: o Electrical safety o Fire protection o Mechanical integrity

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		o Fuel system safety • Requires testing by an OSHA-recognized NRTL Evidence: • Generac spec sheets confirm: o “UL 2200 Listed” across multiple product families • UL 2200 is: o Referenced by NEC, NFPA 110, and IBC o Often required by AHJs for permit approval Engineering implication: UL listing simplifies inspection acceptance and demonstrates baseline product safety compliance. 3. NFPA Compliance (Life Safety & Installation Standards) Generac systems are designed to meet NFPA requirements when properly specified and installed. Key Applicable NFPA Codes NFPA 110 – Emergency & Standby Power Systems • Governs: o Performance (e.g., 10-second start for life safety systems) o Testing and maintenance o System classification (Type, Level, Class) Generac Compliance Position: • Industrial systems: o Support NFPA 110 control functions and configurations o Require proper installation and AHJ approval to be fully compliant • Controllers (e.g., Power Zone®): o Designed for NFPA 110 system control capability NFPA 70 (NEC – National Electrical Code) • Requires: o Approved equipment (often UL listed) o Proper grounding, wiring, and transfer switching Generac alignment: • UL 2200 listing directly supports NEC Article 90.4 equipment approval requirements NFPA 37 / NFPA 30 / NFPA 54 (Fuel & Engine Installation) • Covers: o Combustion engine installation o Fuel storage and piping o Fire safety clearances Generac systems: • Designed for installation in accordance with these codes (referenced within UL 2200 framework) NFPA 99 (Healthcare, where applicable) • Requires: o High reliability EPSS (typically NFPA 110 Type 10, Level 1) Generac: • Industrial-grade units support these applications when engineered as compliant EPSS systems 4. EPA Compliance (Emissions Regulations) EPA Emissions Certification Generac engines are certified under EPA requirements for combustion engines.

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		Key Regulatory Framework • Governed by: o 40 CFR Part 89 / 1039 (diesel engines) o 40 CFR Part 1054 (spark ignition engines) Tier Standards • Tier 1–4 Final (diesel) define allowable emissions levels: o NOx, CO, PM, hydrocarbons Generac Evidence of Compliance • Product documentation includes: o “EPA Emissions Certified” labeling on multiple generator families • Emissions data available per engine: o Includes CO, NOx, PM, VOC levels and certification status Operational implication: EPA compliance is required for: • Air permits • Installation approvals • Environmental reporting 5. Additional Code & Standards Alignment Generac equipment is designed/tested to align with: International & Industry Standards • IBC (International Building Code) o References UL certification for equipment approval • NEC (NFPA 70) o Electrical integration and safety • NEMA, CSA, EGSA o Performance, enclosure, and testing standards 6. Documentation Available to Support Compliance Generac provides full documentation packages for AHJ and engineering review: Standard Deliverables Available via Generac product lookup tools: • Spec sheets • Installation manuals • Wiring diagrams • Emissions certificates • UL listing documentation • Warranty statements Example Compliance Documentation (from spec sheets) Typical Generac industrial generator includes: • UL 2200 Listing • EPA Emissions Certification • NFPA 110 Control Capability • NEC/IBC compatible design • Testing to CSA/NEMA/EGSA standards 7. Important Clarification (Critical for AHJ Discussions) • Generator compliance is system-based, not just product-based: o The generator must be: Properly installed Properly tested Properly maintained

		• AHJ approval ultimately determines compliance Example: • Residential units → NOT NFPA 110 compliant for life safety • Industrial units → Can be compliant when configured correctly Conclusion Generac demonstrates strong compliance alignment with major regulatory frameworks through: • UL-listed equipment (UL 2200) → product safety baseline • NFPA integration (110, 70, 37, etc.) → system-level life safety compliance • EPA-certified engines → environmental compliance • Comprehensive documentation → supports AHJ approval and permitting This makes Generac systems suitable for: • Commercial facilities • Healthcare and critical infrastructure • Municipal and industrial applications Generac's engineering and regulatory compliance teams work closely with Authorities Having Jurisdiction (AHJs), consulting engineers, contractors, and end users to support project-specific compliance requirements. Compliance documentation can be provided during the submittal process to demonstrate adherence to applicable federal, state, local, and project-specific code requirements.
78	Provide all warranty information for offered products and services including duration, coverage terms, impact service and preventative maintenance has on warranty coverage, guaranteed parts availability periods, typical lead times for critical components, as well as information on extended warranty options as well.	Generac has several warranty options that can support different levels of coverage. Standard Warranties Industrial Generators - 1 year/limited parts, labor and travel, 2 year/limited parts only Mobile Generators - 1 year/unlimited hours, 2 years/2000 hours Standard light tower - 1 year/unlimited hours, 2 years/2000 hours BESS- 10 years/limited parts Extended Warranty options 2 year/limited parts, labor and travel 5 year/limited parts, labor and travel 7 year/limited parts, labor and travel 10 year/limited parts, labor and travel, Please see warranty attachments for more details (Attachments 11,12,13,14,15,16,17)
79	If offering service and preventative maintenance agreements provide detailed information about service providers, regions covered, scheduling process, emergency response capabilities; what products offered service and PM plans are available for, and how	Service is provided by our local distributors and can be scheduled directly with them. These services can include but are not limited to warranty work, annual service, preventative maintenance, and emergency response. Each distributor is responsible for a territory and employees several service techs for each region. If the Sourcewell member is unsure who provides services locally, they can reach out directly to government sales team at Generac and we will provide the correct contact information.

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	offered plans impact existing warranties.	
80	Describe digital control features, remote monitoring capabilities, supported communication protocols, and cybersecurity protections for connected systems.	Generac provides advanced digital controls, remote monitoring, and secure communications capabilities across its power generation and energy management solutions to support reliable operation, visibility, and integration with customer infrastructure. Generac's modern generator platforms (e.g., PowerManager™, Power Zone™, H Series, and Mobile Link ecosystems) combine embedded digital controls, industrial communications, and secure remote connectivity. 1) Digital Control Features Generac's PowerManager® Digital Control Platform (PM DCP) and related controllers provide integrated, PLC driven control of generator systems: Core control functionality • Fully integrated engine + generator control o Digital engine governor control o Digital automatic voltage regulator (AVR) o Synchronization, load sharing, and paralleling support • Built in PLC logic o Ladder logic programming, timers, counters, and programmable logic eliminates external PLCs in many designs • Advanced protection & diagnostics o Engine protective functions, fault detection, alarms, and event logging with timestamps o Built in diagnostics with parameter trending and logging User interface & configurability • Touchscreen HMIs and GenLink® software interface for setup and operation • Extensive programmable I/O (analog + digital) for customization • Software updates and configuration via local or remote computer connection System-level coordination • Controllers (e.g., PM SC, Power Zone Pro Sync) manage: o Start/stop sequencing o Load shedding / prioritization o Multi generator coordination (up to ~15 gensets depending on system) • Distributed architecture using RS 485 data highways between controllers 2) Remote Monitoring Capabilities Generac supports both OEM (Mobile Link) and third party SCADA/BMS integrations. Native monitoring (Mobile Link / cloud connectivity) • Access generator status anytime, anywhere via mobile or web apps • Features include: o Real time operating data o Alerts/notifications (faults, maintenance reminders) o Historical reporting and maintenance tracking • Connectivity options: o Wi Fi, Ethernet, or 4G LTE cellular modules Fleet / industrial monitoring • Remote systems provide: o 24/7 telemetry streaming to service providers o Remote start/stop and exercise scheduling (depending on configuration) o Alarm notifications via email (SMTP), SMS, or dashboards SCADA / enterprise integration • Gateways and controllers enable: o Integration with BMS, DCIM, SCADA platforms

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		o Browser-based virtual HMI interfaces o Multi-generator fleet aggregation into a single dashboard 3) Supported Communication Protocols Generac systems are designed for industrial interoperability. Core industrial protocols • Modbus RTU (primary) and Modbus TCP/IP • CANbus (internal controller-to-engine communication) • SNMP (v1/v2c) for network monitoring integration • BACnet (via gateways for building automation integration) Network & physical interfaces • Serial: RS 232, RS 485 • Ethernet via adapters or embedded gateways • Wireless: o Wi Fi and Bluetooth (on newer controllers) o Cellular LTE (Mobile Link) Additional data exchange methods • FTP (data logging / file transfer) • API/cloud-based telemetry (via Generac ecosystem and partners) 4) Cybersecurity Protections for Connected Systems Generac employs multiple layers of cybersecurity across controllers, communications, and enterprise processes. Device- and controller-level protections • Encrypted controller communications o All data ports secured with encryption to prevent unauthorized access • Restriction to Generac approved devices/accessories when encryption is enabled • Secure firmware lifecycle: o Signed firmware updates via Wi Fi/LTE or USB o Mandatory updates to maintain security posture Access control & network security • IP-based access control (e.g., IP whitelisting on gateways) • Segmented communication through gateways to isolate generator networks from enterprise IT Data protection & transport security • Encryption of telemetry data in transit (controller-level and cloud services) • Controlled integration paths (e.g., Modbus gateways, cloud APIs) Organizational cybersecurity framework • Enterprise cybersecurity aligned with NIST Cybersecurity Framework (identify, protect, detect, respond, recover) • Dedicated governance: o CIO/CISO oversight o Continuous risk assessment and incident response capabilities 5) Key Takeaways • Digital controls: Integrated PLC-based architecture with advanced protection, diagnostics, and multi-generator coordination • Remote monitoring: Cloud-connected (Mobile Link) + SCADA-ready solutions with real-time alerts and analytics • Protocols: Strong industrial interoperability via Modbus, SNMP, BACnet, CANbus, Ethernet, and serial communications • Cybersecurity: Encryption, firmware control, device authentication, and enterprise-level NIST-aligned security practices

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

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been approved by Sourcewell have been incorporated into the contract text.

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.

☐ We will not be submitting for Table 9: Selected Bid Pricing Line Items ****NOT SCORED****

#	Equipment/servcies/Etc	Quantity	UOM	Lowest Price	Highest Price	No Bid	Comment	
82	40kW Diesel Stationary - Open set, Exhaust, Battery, 10A Charger, Std CB, Blockheater, 120 GFCI & 240 Outlet, Engine Run Relay			$19,225.96			Subject to change	*
83	100kW Diesel Stationary - Open set, Exhaust, Battery, 10A Charger, Std CB, Blockheater, 120 GFCI & 240 Outlet, Engine Run Relay			$27,354.60			Subject to change	
84	500kW Diesel Stationary - Open set, Exhaust, Battery, 10A Charger, Std CB, Blockheater, 120 GFCI & 240 Outlet, Engine Run Relay			$78,587.60			Subject to change	
85	80kW Diesel Mobile - Skid Mount, Trailer, Ball Hitch, Single Axle, Brakes - Surge standard, Electric			Skid - $57,238.92 Trailer - $59,858.48			Subject to change	
86	120kW Diesel Mobile - Skid Mount, Trailer, Ball Hitch, Single Axle, Brakes - Surge standard, Electric			Skid - $87,703.02 Trailer - $93,056.85			Subject to change	
87	200kW Diesel Mobile - Skid Mount, Trailer, Ball Hitch, Single Axle, Brakes - Surge standard, Electric			Skid - $90,631.98 Trailer - $95,985.54			Subject to change	
88	80kW Nat. Gas Stationary - EPA Approved Tier 1 or 3			$20,882.16			Subject to change	
89	100kW Nat. Gas Stationary - EPA Approved Tier 1 or 3			$30,401.28			Subject to change	
90	150kW Nat. Gas Stationary - EPA Approved Tier 1 or 3			$41,162.68			Subject to change	
91	Provide your company's not-to-exceed hourly rate for training services provided under this proposal to Sourcewell			N/A			To many variables	
92	Provide company's not-to-exceed hourly rate for custom shop work services provided under this proposal to Sourcewell			N/A			To many variables	
93	Provide your company's not-to-exceed hourly rate for training services provided under this proposal to Sourcewell			N/A			To many variables	
94	Switchgear: Lowest Percentage Discount off of List			48%				
95	Switchgear: Highest Percentage Discount off of List			48%				
96	Standard Delivery			Depends on product and locations.			To many variables	

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”

- Pricing - Attachment 10 Copy of Sourcewell Price List 06.23.26 .xlsx - Monday June 22, 2026 17:27:11
- Financial Strength and Stability - Attachment 1 2025 GNRC Annual Report.pdf - Monday June 22, 2026 16:07:39
- Marketing Plan/Samples - Marketing Plan Samples.zip - Monday June 22, 2026 21:05:53
- WMBE/MBE/SBE or Related Certificates - SBE SDVOSB HUBzone.zip - Monday June 22, 2026 17:36:55
- Standard Transaction Document Samples - Attachment 9 Customer Account Setup Packet.pdf - Monday June 22, 2026 17:28:02
- Requested Exceptions - Master_Agreement_062326_Electrical_Energy_Gen_Equip (1).docx - Monday June 22, 2026 19:57:10
- Upload Additional Document - Cover Letter and additonal attachments certs.zip - Monday June 22, 2026 20:35:10

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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. - Clinton Strother, Director of Government Sales , Generac Industrial Energy

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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 062326 Electrical Energy Power Gen Equip. Tue May 19 2026 10:29 AM	☑	1