



MASTER AGREEMENT #022626
CATEGORY: Roadway Paving Equipment
SUPPLIER: Astec Industries, Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Astec Industries, Inc., 1725 Shepherd Road, Chattanooga, TN 37421 (Supplier).

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

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

Article 1:
General Terms

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

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on April 17, 2030, unless it is cancelled or extended as defined in this Agreement.
- i. **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.
 - ii. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (Solicitation #022626) to Participating Entities. In Scope solutions include:
- a. Asphalt pavers, screeds, distributors, and loaders;
 - b. Steel-wheeled and pneumatic tire rollers;
 - c. Wideners, tack distributors, cold planers, and compactors; and,
 - d. Concrete mixers, and gunite or shotcrete delivery equipment.
- Proposers may include related equipment, accessories, and services to the extent that these solutions are directly complementary to the equipment, products, or service(s) being proposed in a.-d. above.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) Supplier Representations:**

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship subject to terms and limitations as set forth in applicable Supplier warranty policies. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended as designed and intended by Supplier. Warranty claims shall be handled according to Supplier's warranty policy applicable to the respective Solution, including recourse and remedy.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.
- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal

Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

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

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

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit

Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

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

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

ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance

with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
 - 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.
- A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.
- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
 - Maintenance and management of this Agreement;
 - Timely response to all Sourcewell and Participating Entity inquiries; and
 - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

- Participating Entity Contact Name;
 - Participating Entity Contact Email Address;
 - Participating Entity Contact Telephone Number;
- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
 - 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
 - 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations

defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, **asserted via a third party claim** to the extent caused by any arising out of any negligent act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by

some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

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

19) **Grant of License.**

a) **During the term of this Agreement:**

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

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

c) **Use; Quality Control.**

- i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses

paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

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

- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3: Supplier Obligations to Participating Entities

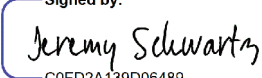
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

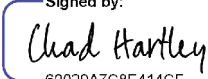
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

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

Sourcewell

Astec Industries, Inc.

Signed by:

 C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 5/28/2026 | 1:09 PM EDT

Signed by:

 60029A7C8E414CF...
 By: _____
 Chad Hartley
 Title: Group President - Infrastructure Solutions
 Date: 5/28/2026 | 12:27 PM EDT

RFP 022626 - Roadway Paving Equipment

Vendor Details

Company Name: Astec Industries
1725 Shepherd Road
Address: Chattanooga , Tennessee 37421
Contact: Brian Gray
Email: BGray@astecindustries.com
Phone: 540-529-5019
HST#: 62-0873631

Submission Details

Created On: Thursday January 08, 2026 06:58:25
Submitted On: Wednesday February 25, 2026 18:26:25
Submitted By: Derek Matheson
Email: dmatheson@astecindustries.com
Transaction #: 4c62014a-4389-420c-81e3-fab74b238e91
Submitter's IP Address: 147.243.254.110

Specifications

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

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Roadtec, Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Roadtec, Inc.
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Peterson Pacific Corp., Breaker Technology, Inc., Johnson Crushers International, Inc., Kolberg-Pioneer, Inc., TerraSource Holdings, LLC., Elgin Power and Separation Solutions, LLC., Telsmith, Inc., Power Flame Incorporated., Heatec, Inc., CWMF, LLC., Astec, Inc., Astec Digital Holdings, LLC.,
4	Provide your CAGE code or Unique Entity Identifier (SAM):	None
5	Provide your NAICS code applicable to Solutions proposed.	Astec Industries is classified under NAICS 33312, which covers the manufacturing of road construction machinery such as asphalt pavers, cold planers, transfer vehicles, and related equipment.
6	Proposer Physical Address:	1725 Shepherd Rd Chattanooga, TN 37421
7	Proposer website address (or addresses):	https://astecindustries.com
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Ben Snyman Group President 1725 Shepherd Rd Chattanooga, TN 37421 bsnyman@astecindustries.com +1.724.759.9080
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Derek Matheson Sales Technology Manager 35 Elgin St North Thornbury, ON N0H2P0 dmatheson@astecindustries.com +1.705.994.5610
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Brian Gray VP, Sales 1725 Shepherd Rd Chattanooga, TN 37421 bgray@astecindustries.com +1.540.529.5019

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>OUR BUSINESS LANDSCAPE AND MARKET PHILOSOPHY: ASTEC was founded in 1972 with the vision to apply creative thinking and state-of-the-art technology to traditionally low-tech industries, bolstered by a corporate culture renowned for putting customer service first. Based in Chattanooga, our market-leading brands have become a global leader in the manufacture of equipment from Rock to Road.</p> <p>OUR CORE VALUES: Safety Devotion Integrity Respect Innovation</p> <p>OUR MISSION: Ultimately, our goal is to design and build state-of-the-art equipment which makes it possible for our customers to supply their customers with industry-leading results profitably.</p> <p>For our customers, we will continue to be the most innovative company in our industry offering the world's most advanced, productive, durable and environmentally friendly products, coupled with training and education, service and support that is far beyond anything offered by our competition.</p> <p>For our shareholders, we strive to deliver continuous increases in shareholder value through stable long-term growth in earnings per share. To that end, we plan to expand and enhance the scope and profitability of our core business through internal growth and strategic acquisitions.</p> <p>For our employees, we aim to provide a safe and welcoming work environment where they are empowered to ask questions and make suggestions for improvements from operations to sustainability. With Safety as our first core value, we regularly invest in training, personal protective equipment, and technology to continuously improve our safety programs and "Strive for Zero Harm."</p>
12	What are your company's expectations in the event of an award?	<p>In the event of a contract award, Astec will position our Sourcwell contract as our market strategy for our public sector customers across the Astec organization and our distribution network. Astec is a world-class manufacturer of premium products. Too often, our public sector customers receive inferior products when they follow traditional bid/purchase routes. By awarding Astec Industries a Sourcwell award, we can enhance our reach into the public sector market and provide the Sourcwell members with the quality products we manufacture and world-class support after the sale is complete. We will demonstrate to the marketplace the importance of utilizing Sourcwell contracts to save time, money, and resources during their procurement process while gaining more control of the quality, safety, and specific features they need and deserve to have on their equipment.</p>
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>Astec Industries, Inc. demonstrates strong financial stability as evidenced by its audited SEC filings and ongoing public reporting as a large accelerated filer. The company reported annual revenue of \$1.305 billion for fiscal year 2024, as shown in its Form 10-K. Its fourth-quarter 2024 performance set records, with net sales of \$359 million, net income of \$21.1 million, adjusted EBITDA of \$47.9 million, and operating cash flow of \$36.6 million, which improved overall liquidity to \$228.1 million and reduced net debt. Subsequent quarterly filings show continued momentum, including third-quarter 2025 net sales of \$350.1 million and adjusted EBITDA growth of 55.7 percent year-over-year. Investor materials further highlight the company's strengthened balance sheet, enhanced cash generation, and access to a secured credit facility designed to support ongoing operations and strategic growth. Together, these public filings and disclosures demonstrate that Astec remains financially sound and well-positioned to meet long-term contract obligations.</p> <p>All official filings can be accessed through the Astec Industries SEC filings page at: https://ir.astecindustries.com/financials/sec-filings/default.aspx</p>
14	What is your US market share for the Solutions that you are proposing?	<p>Market share information beyond what is publicly available through our annual reports is considered confidential. However, Astec is proud to be a long-standing leader in the U.S. paving equipment industry. Our individual product lines continue to demonstrate strong performance in their respective segments and will serve as a valuable asset to this contract, if awarded.</p>
15	What is your Canadian market share for the Solutions that you are proposing?	<p>Market share information beyond what is publicly available through our annual reports is considered confidential. However, Astec is proud to be a long-standing leader in the U.S. paving equipment industry. Our individual product lines continue to demonstrate strong performance in their respective segments and will serve as a valuable asset to this contract, if awarded.</p>

16	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>Astec Industries has never petitioned for bankruptcy.</p>
17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Astec Industries distributes products to end users through two primary methods: factory-direct sales or through independent dealers within our distribution network. In dealer-served territories, Astec factory representatives work directly with the dealer to support sales, parts, and service for the end customer. The dealer's sales force consists of their own employees. In geographic regions where sales and service are factory-direct, the sales and service professionals supporting the customer are Astec employees.</p>
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Astec Industries maintains all licenses and certifications necessary to legally operate as a manufacturer and supplier of heavy equipment within the United States, Canada, and in global export markets. This includes all regulatory approvals required for manufacturing, distribution, export, and after-sales support as contemplated by this RFP.</p> <p>Domestic, Canadian, and Export Licensing: Astec Industries maintains all required domestic, Canadian, and export licenses necessary for a U.S.- and Canada-based manufacturer to operate and conduct business in the global marketplace. These licenses ensure full compliance with federal, state/provincial, and international regulations governing manufacturing, equipment production, cross-border shipments, and controlled exports.</p> <p>Dealer and Third-Party Compliance: Astec's independent dealer partners and authorized distributors must also meet all licensing and certification requirements relevant to their operations. This includes, but is not limited to: - Valid business licenses within their operating states or provinces - Any required municipal or provincial sales and service permits - Environmental, safety, and handling requirements for equipment service - Certifications related to heavy equipment maintenance and repair, as applicable</p> <p>Astec verifies and maintains documentation to ensure that all dealer partners, subcontractors, and service providers working on or representing Astec products operate in compliance with applicable laws and industry standards.</p> <p>Manufacturing and Safety Certifications: Astec manufacturing facilities adhere to all regulatory and safety requirements applicable to heavy equipment production. This includes compliance with OSHA standards in the United States, applicable provincial safety regulations in Canada, and any global requirements related to the export of equipment and components.</p> <p>Export and International Compliance: For international shipments, Astec complies with all U.S. and Canadian export administration regulations, customs requirements, and international documentation standards. This includes the proper maintenance of export classifications, certificates of origin, and any required export permits depending on country of destination.</p>
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>Astec Industries certifies that neither the company nor any known Responsible Party has been debarred, suspended, proposed for debarment, declared ineligible, or otherwise excluded from participation in any federal, state, provincial, or local government procurement or contracting program at any time within the past.</p> <p>Astec further certifies that no active debarment or suspension actions are pending.</p> <p>Should Astec Industries, or any Responsible Party associated with this proposal, enter into a debarment or suspension status at any point during the evaluation or award period of this RFP, Astec will provide immediate written notice to Sourcewell as required.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Astec Industries has earned several notable industry recognitions that highlight our longstanding commitment to innovation, product performance, and leadership within the roadway paving and construction equipment markets.</p> <p>2026 marked the 45th anniversary of Astec's entry into the roadway paving equipment market. Since 1981, Astec has continuously manufactured asphalt paving equipment, including the design and introduction of the industry's first remixing asphalt material transfer vehicle in 1989.</p> <p>The Carlson EZ-IV front-mount asphalt screed, manufactured by an Astec company, is recognized as the best-selling front-mount asphalt screed in the industry, reflecting its proven reliability, performance, and widespread contractor adoption.</p> <p>The National Asphalt Pavement Association (NAPA) annually awards the Sheldon G. Hayes Award for asphalt paving excellence. Contractors using Astec paving equipment have won this award multiple times, demonstrating the high quality and performance capability of Astec's products in real-world applications. In addition, the EZ-IV screed was honored with the silver level award in 2022 and 2024 by road & bridge contractors choice.</p> <p>Astec was also honored with the Company of the Year Award in 2017 by the Tennessee Association of Manufacturers, recognizing overall excellence in manufacturing, innovation, and contributions to the state's industrial sector</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	Approximately 10% of equipment sales over the past three years have been to the governmental sector.	*
22	What percentage of your sales are to the education sector in the past three years?	None.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Beginning in 2021, Astec became a contract holder with the Houston-Galveston Area Council (HGAC) cooperative purchasing program.	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	None.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
City of Huntsville	Preston Whitaker	256-883-3973
Cocke County Highway Department	Jarrod Taylor	423-608-7407
Tuolumne County	Leah Moroles	209-533-5528

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

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

Line Item	Question	Response *
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<p>26</p>	<p>Sales force.</p>	<p>Astec operates on the belief that while the first machine is sold by the sales team, every sale after that is earned through exceptional service and support. Across North America, Astec's factory-direct teams and independent dealers work together to deliver fast, knowledgeable, and reliable service that keeps customers running.</p> <p>Astec partners with established dealers across the U.S. and Canada, many with decades of regional experience. These dealers employ factory-trained technicians, use modern repair facilities and diagnostic tools, and maintain mobile service fleets. Astec provides continuous product-specific training to keep all technicians current with evolving equipment technology.</p> <p>Dealers also employ service coordinators who manage maintenance schedules, organize repairs, and help customers maximize uptime. Strong dealer staffing, combined with Astec's ongoing technical training and regional support, ensures customers receive prompt and informed service anywhere in their territory.</p> <p>Astec factory teams further strengthen the network. In dealer territories, Astec provides factory representation to support the dealer sales effort. In factory-direct territories, Astec Territory Managers and Regional Sales Directors lead customer relationships directly. This structure ensures alignment, quick responsiveness, and a unified customer experience.</p> <p>Astec also employs product support specialists focused strictly on after-sales care—resolving complex technical issues, maintaining service documentation, and expediting parts and repairs. Together, Astec and its dealers consistently exceed industry standards for service speed and reliability.</p> <p>Astec goes to market through two primary models: Factory-Direct Territories – sales and support managed by Astec employees. Independent Dealer Territories – customers served by dealer teams with full backing from Astec's regional and technical staff.</p> <p>Across these channels, Astec employs 15 Regional Sales Managers reporting to three Regional Sales Directors, supported by Technical Sales Specialists for each product line. A territory map is available in the documents section.</p>	<p>*</p>
<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Astec delivers its solutions through an extensive and well-established distribution network designed to provide full national coverage and responsive local support. This network consists of factory direct sales teams, Authorized Dealers, and specialized distributors, all of whom are trained to represent Astec products, support customers, and manage the needs of Sourcewell participating entities.</p> <p>Astec's Authorized Dealer Network spans all regions of the United States and Canada. Each dealer is selected based on their technical expertise, market presence, and commitment to customer service. Dealers maintain dedicated sales personnel, trained technicians, and parts inventories to support equipment throughout its lifecycle. Many dealers also offer installation services, commissioning support, operator training, and ongoing maintenance resources.</p> <p>In addition to the dealer channel, Astec's factory direct sales team works closely with customers in select territories, handling inquiries, equipment configurations, quotations, and order processing. Factory personnel also coordinate service and support in areas where direct coverage is advantageous or where dealer presence is not required.</p> <p>Astec supplements these channels with certified distributors and resellers for specific product categories, allowing the company to serve niche markets and specialized applications effectively. These partners receive product-specific training and operate under Astec's quality and service standards to ensure consistent customer experience across all touchpoints.</p> <p>Together, this multi-layered distribution approach provides comprehensive geographic coverage, consistent product availability, and strong after-sale support, ensuring that all Sourcewell participating entities receive reliable access to Astec solutions regardless of location.</p>	<p>*</p>
<p>28</p>	<p>Service force.</p>	<p>Astec supports its customers with a nationwide service network that includes 26 factory-trained technicians, providing comprehensive coverage across all U.S. states and every Canadian region. Complementing this core team, Astec partners with 23 independent dealers, each employing 2–4 certified technicians dedicated to supporting the equipment within their assigned territories. This network also includes four Canadian dealer partners, each equipped with their own trained service teams, ensuring responsive, localized support throughout Canada.</p>	<p>*</p>

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>In dealer-supported territories, purchases for Sourcewell participating entities will be made directly through our authorized dealer partners at the established pricing. Dealers may fulfill orders from available inventory or, when necessary, submit a factory order based on machine specifications. Astec will collect all required supporting documentation for each order and communicate it to Sourcewell to ensure accurate invoicing and timely payment of all administrative fees.</p> <p>The dealer will manage delivery scheduling, startup, commissioning, and the collection of any required payments using their own personnel. Astec's role is to support the dealer throughout these processes—ranging from general guidance to on-site assistance as needed—to ensure every product is successfully commissioned.</p> <p>In direct-sale territories, purchases will be made directly through Astec. In these cases, Astec personnel will oversee all aspects of delivery, startup, commissioning, payment collection, and any required on-site support to ensure a smooth and successful commissioning of the product.</p>	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Astec provides a 24/7 toll-free technical product support line to assist customers whenever they need help. This service includes scheduling on-site technician visits when phone support is not sufficient, locating engine manufacturers or service providers in the customer's area, and connecting customers with the nearest authorized Astec dealer. Our goal is to consistently meet—and exceed—customer expectations by delivering fast, reliable, and comprehensive support.</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Astec is fully prepared and committed to providing our products and services to all Sourcewell participating entities. With extensive coverage across the United States through both our factory organization and our Authorized Dealer Network, Astec has the infrastructure, capacity, and willingness to support Sourcewell members wherever their operations are located.</p> <p>Astec and its Authorized Dealer Network offer complete nationwide coverage, ensuring that every participating entity can access high-quality equipment, timely service, and knowledgeable support. We are eager to partner with Sourcewell to supply our industry-leading products along with the world-class support we provide throughout the entire lifecycle of the equipment—from initial selection and purchase to commissioning, operation, maintenance, and beyond.</p> <p>To ensure a smooth and simplified experience for Sourcewell entities, Astec will implement a streamlined purchasing and support process. This includes training our internal sales team as well as key personnel within our distribution network who are responsible for processing Sourcewell orders. By equipping these teams with the appropriate tools, resources, and program-specific training, Astec ensures consistent, accurate, and efficient order handling for all participating entities.</p> <p>Astec's commitment extends beyond product delivery. We offer comprehensive after-sale support through our nationwide network of technicians, 24/7 technical assistance, access to OEM parts, and coordinated service resources. Our focus is to deliver reliable, responsive, and expert support that meets—and exceeds—the expectations of every Sourcewell member.</p> <p>In summary, Astec is both capable and enthusiastic about partnering with Sourcewell. With strong national coverage, a trained sales and dealer network, robust support infrastructure, and a commitment to exceptional service, Astec stands ready to serve all Sourcewell participating entities with efficiency, consistency, and excellence.</p>	*

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Astec is fully prepared and committed to providing our products and services to all Sourcewell participating entities. With extensive coverage across the Canada through both our factory organization and our Authorized Dealer Network, Astec has the infrastructure, capacity, and willingness to support Sourcewell members wherever their operations are located.</p> <p>Astec and its Authorized Dealer Network offer complete nationwide coverage, ensuring that every participating entity can access high-quality equipment, timely service, and knowledgeable support. We are eager to partner with Sourcewell to supply our industry-leading products along with the world-class support we provide throughout the entire lifecycle of the equipment—from initial selection and purchase to commissioning, operation, maintenance, and beyond.</p> <p>To ensure a smooth and simplified experience for Sourcewell entities, Astec will implement a streamlined purchasing and support process. This includes training our internal sales team as well as key personnel within our distribution network who are responsible for processing Sourcewell orders. By equipping these teams with the appropriate tools, resources, and program-specific training, Astec ensures consistent, accurate, and efficient order handling for all participating entities.</p> <p>Astec’s commitment extends beyond product delivery. We offer comprehensive after-sale support through our nationwide network of technicians, 24/7 technical assistance, access to OEM parts, and coordinated service resources. Our focus is to deliver reliable, responsive, and expert support that meets—and exceeds—the expectations of every Sourcewell member.</p> <p>In summary, Astec is both capable and enthusiastic about partnering with Sourcewell. With strong national coverage, a trained sales and dealer network, robust support infrastructure, and a commitment to exceptional service, Astec stands ready to serve all Sourcewell participating entities with efficiency, consistency, and excellence.</p>
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Astec does not anticipate any gaps in service coverage for Sourcewell participating entities within the United States or Canada. Through our combined network of factory personnel and Authorized Dealer partners, we provide full geographic coverage across all U.S. states and all Canadian provinces and territories.</p> <p>Astec’s factory-trained technicians, supported by dealer organizations—each with their own trained service teams—ensure that every region is fully supported for product availability, delivery, commissioning, training, and after-sale service. This includes remote or rural service areas, which are supported either by the nearest dealer partner or directly by Astec field technicians.</p> <p>As a result, Astec does not exclude any U.S. or Canadian regions from service under the proposed agreement and remains fully committed to supporting all Sourcewell participating entities regardless of location.</p>
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>Astec does not restrict access to its products, services, or support based on the account type of a Sourcewell participating entity. If awarded an agreement, all eligible Sourcewell members—regardless of organization type, operational scope, or size—will have full access to Astec’s complete portfolio of equipment, parts, and support services. This includes governmental agencies, educational institutions, public works organizations, utilities, tribal governments, and nonprofit entities recognized under Sourcewell’s participation guidelines.</p> <p>Astec’s nationwide network of factory personnel and Authorized Dealer partners ensures that every qualifying entity can purchase products, receive technical assistance, schedule service, and access training and parts without limitation. At this time, there are no participating entity account types that would be excluded or restricted from full access. Astec is fully committed to providing equal and comprehensive access to all Sourcewell members.</p>

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Astec does not apply any eligibility restrictions to Sourcewell participating entities located in Hawaii, Alaska, or U.S. Territories. All participating entities in these regions may fully access Astec products, parts, technical support, and service resources under the proposed agreement.</p> <p>The only differences relate to logistics. Due to the distance from the continental United States, shipments to Hawaii, Alaska, and U.S. Territories may require longer transportation lead times and may involve additional freight or handling costs. These logistical considerations are standard for equipment shipments to non-contiguous regions and do not limit access to Astec solutions.</p> <p>Service support for these areas is available through coordinated scheduling with Astec factory technicians or the nearest qualified dealer. On-site service may require advanced planning to accommodate travel arrangements, but remote technical support, phone assistance, and parts ordering remain fully accessible at all times.</p> <p>Astec remains committed to providing complete support and product availability to all Sourcewell participating entities regardless of geographic location.</p>
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes. Astec will extend the terms of any awarded master agreement to eligible nonprofit entities that qualify as participating members under Sourcewell's program guidelines. Nonprofit organizations recognized by Sourcewell will have full access to the same pricing, products, services, and support provided through the awarded agreement, without restriction.</p> <p>Astec is committed to ensuring nonprofit participants receive the same level of service, procurement efficiency, and purchasing advantages as all other Sourcewell participating entities.</p>

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Astec has a dedicated marketing team focused on promoting our products across multiple channels. We utilize a full mix of digital marketing, print advertising, and direct-mail outreach to reach customers effectively. If awarded this contract, Astec would develop a tailored marketing campaign to support the Sourcewell partnership, incorporating magazine advertisements, press releases, and social media content. We would also supply marketing assets and messaging to our Authorized Dealers so they can promote the contract through their own channels.</p> <p>Trade shows and industry association participation are central elements of Astec's marketing strategy. We regularly attend and exhibit at major equipment shows, conferences, and conventions across North America. Astec partners with our distribution network to co-sponsor events at both the national and local level, including those hosted by organizations such as the Association of County Engineers. Each year, Astec participates in an average of 22 trade shows in North America.</p> <p>Marketing materials highlighting Astec's participation in the Sourcewell contract would be available at all relevant events, ensuring attendees understand how they can benefit from the program. These materials would also include key sales contacts to make the quoting and purchasing process easier for Sourcewell members.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Astec maintains an active and engaged social media presence across Facebook, Instagram, LinkedIn, and Twitter, ensuring broad visibility and consistent communication with our customers and industry partners. Our marketing reach also includes a substantial print and digital footprint, with 193 print advertisements and 166 digital advertisements currently placed through magazines, trade shows, and industry associations.</p> <p>Astec works closely with our dealer network to ensure they receive timely, accurate, and updated content for use on their websites and in their own digital marketing efforts. This collaboration helps maintain consistent messaging and supports dealers in effectively promoting Astec products.</p> <p>In addition, Astec's training and technical publications team utilizes a wide range of equipment and software to create high-quality videos, animations, and instructional materials. These resources support customer education and ensure operators and technicians have clear, accessible guidance for using and maintaining Astec equipment.</p>
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Astec believes it is in everyone's best interest to actively promote awarded contracts, and we welcome Sourcewell's partnership in ensuring our products are appropriately represented wherever Sourcewell advertises or publishes contract information. We are committed to supporting these efforts by promoting awarded contracts through our own marketing channels and dealer communications.</p> <p>In addition to the marketing initiatives outlined above, Astec will provide comprehensive training to our sales staff to ensure they fully understand the products and terms included in each Sourcewell agreement. This training enables our team to effectively communicate contract benefits and new opportunities to both dealers and end customers. By working together, Astec and Sourcewell can maximize awareness, utilization, and value of the awarded contract.</p>
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Astec does not currently offer an e-procurement platform. Because our equipment configurations vary significantly based on application, we believe a hands-on, consultative sales approach is essential. This allows our team to work directly with customers to understand their operational needs, provide education on available options, and ensure that the most appropriate equipment is selected for each specific application.</p>

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

Line Item	Question	Response *

<p>41</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>Astec offers a full range of product, equipment, maintenance, and operator training programs to support Sourcewell participating entities. These programs are designed to ensure safe, effective operation and long-term performance of Astec equipment. Astec provides standard training with every equipment purchase. This training is typically delivered during installation and commissioning and includes instruction on equipment operation, safety procedures, routine inspections, and basic maintenance practices. Standard training is conducted either by Astec factory technicians or by technicians from our Authorized Dealer Network who are trained and certified by Astec. In addition to standard onboarding training, Astec offers optional advanced training programs for customers who require deeper instruction. These optional programs may cover advanced maintenance, troubleshooting, performance optimization, and equipment-specific best practices. Optional training can take place at the customer's site, at an Astec facility, or through virtual/remote training sessions. Costs for optional advanced training vary based on the scope, duration, and travel requirements. Astec also produces a wide range of training materials, including instructional videos, animations, operator guides, and technical manuals. These resources are developed by Astec's training and technical publications team and are made available to customers to support ongoing retention and refresher training. Across all programs, training is delivered by highly qualified personnel with deep technical knowledge of Astec equipment. Our goal is to ensure that every Sourcewell participating entity has the information and confidence necessary to operate and maintain their equipment safely and efficiently, with the level of training that best fits their needs.</p>
<p>42</p>	<p>Describe in detail your warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response.</p>	<p>Astec provides a comprehensive warranty program designed to protect Sourcewell participating entities and ensure confidence in the performance and durability of our equipment. All Astec equipment is covered by a standard manufacturer's warranty at the time of purchase, and this coverage applies consistently across the United States and Canada. Astec's standard warranty generally includes coverage for defects in materials and workmanship for a defined period, which varies by equipment type and component. Engine, hydraulic, and powertrain components supplied by third-party manufacturers are covered under their respective OEM warranties, and Astec assists customers in navigating these claims when needed. Warranty coverage begins on the date the equipment is placed into service and requires that products be operated, maintained, and serviced according to the guidelines provided in Astec's operator manuals and technical publications. To qualify for warranty coverage, equipment must be used as intended and within the operating parameters defined for each model. Routine maintenance must be performed at the recommended intervals, and any modifications that alter the equipment outside factory specifications may void applicable warranty protections. Astec and its Authorized Dealers work closely with customers to ensure that warranty conditions and maintenance requirements are clearly understood from the time of delivery. The warranty claims process is designed to be straightforward and responsive. Claims may be submitted through the customer's local Authorized Dealer or directly to Astec, depending on the territory. Once a claim is received, an Astec warranty representative or an authorized technician reviews the issue, gathers any necessary documentation, and determines the appropriate corrective action. Most claims involve on-site inspection or diagnosis, followed by repair or parts replacement as approved under the terms of the warranty. Astec's centralized support team works with both dealers and factory technicians to expedite claim reviews and minimize equipment downtime. Astec also offers optional extended warranty programs for participating entities seeking longer-term coverage. These extended programs provide additional protection beyond the standard coverage period and can be tailored to specific fleet or application requirements. Pricing for extended coverage varies based on model, application, and duration of the selected plan. Overall, Astec's warranty program is structured to provide clear, reliable, and accessible support throughout the equipment ownership experience. Customers receive a combination of factory oversight, dealer support, and dedicated warranty administration to ensure timely resolution of claims and long-term confidence in Astec equipment.</p>

43	Describe any technological advances that your proposed Solutions offer.	<p>Astec’s proposed solutions incorporate a wide range of modern technological advancements designed to enhance safety, improve operational efficiency, reduce maintenance demands, and support higher-quality production results for Sourcewell participating entities. These innovations are engineered into each product category to ensure equipment performs reliably in the field while supporting operators with intuitive, productivity-focused features.</p> <p>For Cold Planers, Astec offers advanced safety and maintenance technologies that enhance both operator protection and serviceability. The Rear Object Detection System automatically disables reverse movement when a person or object is detected within a designated zone behind the machine, significantly reducing the risk of jobsite accidents. In addition, Maintenance Mode provides a specialized operational setting that mechanically disengages the cutter drive while allowing the engine to continue running, enabling service teams to safely perform maintenance on the cutter drum without shutting down the machine.</p> <p>Furthermore, the Siteline Premium Panoramic Camera System provides complete 360-degree situational awareness, helping ensure the safety of all personnel in the vicinity of the machine at all times by offering clear, continuous visibility around the equipment.</p> <p>Astec’s Asphalt Transfer Vehicles feature adaptive cruise control technology designed to automatically match the transfer vehicle’s propel speed to that of the asphalt paver, promoting smoother, more consistent material flow and minimizing opportunity for mat defects. These machines also provide multiple automated routine-maintenance functions, including automated washdown, chain-tensioning, and lubrication systems, reducing operator workload and ensuring proper upkeep of key components.</p> <p>For Asphalt Pavers, Astec delivers industry-leading material-control capabilities through precise management of flow gates, auger positioning, delta plates, and hopper geometry. Models such as the SP-200e integrate advanced technologies that combine tack application and asphalt laydown into a single pass. This system uses computer-controlled, self-cleaning spray valves to distribute tack uniformly and consistently across the surface. An onboard microprocessor regulates liquid flow automatically, though operators retain the ability to manually adjust valves as needed. With its large, 2,100-gallon tack tank—the largest available on the market—the SP-200e reduces refilling downtime and maximizes daily production.</p> <p>Astec’s Asphalt Screeds include substantial technological improvements focused on mat quality, durability, and edge performance. The heavy-duty extension support system is designed for long-term reliability, while adjustable wear components increase service life. The patented Carlson safety edge technology ensures durable 30-degree extruded edges, producing a consistent, stable profile that meets Federal Highway Administration guidelines. This system is the only fully integrated safety-edge builder of its kind on the market.</p> <p>Through these combined innovations, Astec provides Sourcewell participating entities with equipment that is safer, more automated, more precise, and easier to maintain. These technologies help reduce downtime, improve operator confidence, and deliver superior project outcomes across cold planing, material transfer, paving, and screed operations.</p>
44	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Astec supports several internal “green” initiatives aimed at reducing environmental impact and promoting more sustainable operations. These initiatives are implemented across our facilities and processes; however, they are not associated with any external certifying agencies.</p> <p>Astec maintains an internal recycling program that encompasses paper, plastic, aluminum, used oil, wood, and metal. This program is designed to reduce waste volumes and ensure responsible handling of materials commonly generated during manufacturing and administrative operations. While this recycling initiative is internally managed and not certified by an outside organization, it plays a meaningful role in minimizing the environmental footprint of daily operations.</p> <p>In addition to recycling efforts, Astec has implemented facility-wide energy-efficiency improvements. One of the most significant upgrades has been the replacement of halogen factory lighting with high-intensity LED lighting. These LED systems consume approximately 50% less energy than the previous halogen fixtures, contributing to reduced power usage, lower operating costs, and improved sustainability across the facility. This lighting improvement does not carry a certification from a specific agency but reflects Astec’s ongoing efforts to incorporate more efficient technologies into its operations.</p> <p>Astec continues to evaluate opportunities to expand environmentally conscious practices within its facilities and product development processes, with a focus on meaningful, measurable improvements—even when external certification is not required or applicable.</p>
45	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Emission Certification: EPA Tier 4 Final (EU Stage IV) on each model submitted in this proposal. Three models (RP-175, RP-195, SB-3000) have EPA Tier 4 Final (EU Stage V) certifications</p>

<p>46</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Astec's products and services offer several unique attributes that set us apart and directly benefit Sourcewell participating entities.</p> <p>First, our nationwide dealer network provides world-class, 24/7 product support. Astec supports all direct-sales territories with the same level of round-the-clock responsiveness. Additionally, many of our dealers represent other brands that participate in separate Sourcewell contracts, giving them extensive experience in the quoting, delivery, and documentation requirements associated with Sourcewell procurement. This ensures timely processing of orders and contract-related documentation for participating entities.</p> <p>Second, Astec places a strong emphasis on safety in every stage of equipment design. All Astec equipment is engineered to meet the highest safety standards, incorporating features that address fall protection, safe serviceability, and rear-object detection disengagement. Safety is one of Astec's core values and is monitored internally as a key performance indicator.</p> <p>Third, Astec offers the Guardian Telematics System—our proprietary telematics platform and the only solution in the industry that provides live, two-way communication capabilities. Guardian delivers real-time visibility into machine performance, maintenance needs, productivity metrics, and operating conditions. These advanced features help improve customer productivity, profitability, and overall equipment life and value.</p> <p>Together, these attributes reflect Astec's commitment to delivering reliable equipment, exceptional support, and meaningful innovations to Sourcewell members.</p>
<p>47</p>	<p>Describe any ergonomic features your solutions offer to minimize fatigue and strain on operators.</p>	<p>Astec designs its road construction equipment with a strong focus on operator ergonomics to reduce fatigue, improve comfort, and support sustained productivity throughout long shifts. Across pavers, cold planers, and material transfer vehicles, Astec incorporates features that enhance operator posture, reduce repetitive strain, and minimize the physical demands associated with machine operation.</p> <p>Astec operator platforms are engineered with spacious layouts and intuitive control placement, ensuring that operators can access all primary functions without excessive reaching or awkward movements. Controls are positioned within a natural arm range and grouped logically to support efficient, low-effort operation. Many models include adjustable seats, standing platforms, and console positioning so operators can customize their work area for comfort and proper support.</p> <p>To further reduce strain, Astec equipment includes vibration-dampening systems designed to limit the impact of continuous machine vibration on the operator's body. Isolated platforms, cushioned mats, and shock-absorbing mounts help decrease fatigue during extended operation, improving long-term operator well-being.</p> <p>Visibility is also treated as an ergonomic factor. Clear sightlines and elevated operator stations reduce the need for excessive head-turning or leaning, allowing operators to maintain a natural posture while monitoring key areas such as augers, conveyors, and truck exchanges. When paired with optional camera systems or enhanced lighting packages, operators benefit from improved awareness with reduced physical effort.</p> <p>In addition, Astec machines are equipped with user-friendly digital displays and simplified control interfaces that reduce cognitive load and enhance ease of operation. By providing clear, real-time machine information in an accessible format, operators can make accurate adjustments without unnecessary strain or repeated movements.</p> <p>These ergonomic advancements work together to create a safer, more comfortable operating environment that minimizes physical fatigue and helps operators maintain consistent productivity throughout the workday.</p>

<p>48</p>	<p>Describe any high-visibility features such as lighting packages, camera systems, or mirrors with extended sightlines your equipment offers.</p>	<p>Astec road construction equipment incorporates multiple high-visibility features designed to enhance operator awareness, improve sightlines, and create a safer working environment around pavers, cold planers, and material transfer vehicles. These features are engineered to provide clear visibility during day and night operation, support accurate machine control, and reduce risks around active roadway construction zones.</p> <p>Astec machines can be equipped with enhanced lighting packages that include high-intensity LED work lights strategically positioned around the operator platform, screed, hopper, conveyor areas, and rear of the machine. These LEDs provide bright, wide-angle illumination that improves visibility during night paving, early-morning starts, and low-light conditions. LED systems also offer improved durability and energy efficiency compared to traditional lighting.</p> <p>To further support operator visibility, many Astec models offer camera systems that provide real-time views of critical areas around the machine. These camera packages help operators monitor blind spots such as the auger chamber, rear corners of the machine, and areas behind the paver or cold planer. In some models, integrated display screens allow operators to view multiple angles simultaneously, improving situational awareness while reducing the need for ground personnel to stand near high-risk zones.</p> <p>Astec equipment also incorporates mirrors with extended sightlines to support safe operation. Large, adjustable mirrors are positioned to maximize visibility along both sides of the machine, enabling operators to closely monitor material flow, truck exchanges, and ground crew activity. Extended-view mirrors help reduce blind spots, particularly when working in tight jobsite conditions or near live traffic.</p> <p>Together, these lighting, camera, and mirror systems create a comprehensive visibility package that enhances jobsite safety, supports precision operation, and ensures that operators maintain clear awareness of their surroundings in all operating conditions.</p>
<p>49</p>	<p>Describe any guarding or emergency stop features or alarms your equipment offers such as moving parts guarding, obstacle detection sensors, and auto-shut off options.</p>	<p>Astec road construction equipment incorporates a wide range of guarding systems, emergency-stop features, and operator-alert technologies designed to protect personnel working around pavers, cold planers, and material transfer vehicles. Safety is a core design priority across all Astec product lines, and each machine is engineered to meet or exceed established industry safety standards.</p> <p>Astec cold planers feature multiple layers of operator and ground-crew protection. The machines include fully integrated guarding around moving components, ensuring that cutter drums, belts, and drive systems remain isolated from personnel during operation. A Rear Object Detection System continuously monitors the area behind the machine and automatically disables reverse movement if a person or obstacle is detected within a designated safety zone. Cold planers also offer a Maintenance Mode that mechanically disengages the cutter drive while the engine remains running, allowing technicians to safely service the cutter drum without risk of unintended engagement. Furthermore, the Sitaline Premium Panoramic Camera System provides complete 360-degree situational awareness, helping ensure the safety of all personnel in the vicinity of the machine at all times by offering clear, continuous visibility around the equipment.</p> <p>Material transfer vehicles incorporate advanced protection technologies as well. These machines include guarding around conveyors, chains, and moving parts to prevent accidental contact. Adaptive cruise control enhances operational safety by maintaining synchronized speeds between the transfer vehicle and the paver, reducing sudden speed changes that can cause unsafe conditions around the machine. Multiple automated maintenance functions—such as lubrication and chain-tension monitoring—help reduce the need for manual intervention near moving components.</p> <p>Astec asphalt pavers are equipped with extensive mechanical guarding and shielding around augers, conveyors, and material-handling systems to prevent exposure to moving parts. Hopper wings, flow gates, and auger areas are designed with safety shields and service-access controls that protect operators and ground personnel. Emergency stop buttons are strategically located on both sides of the paver, on the operator platform, and near key service points, allowing any crew member to immediately halt machine functions if a hazardous situation arises. Many pavers also feature integrated lighting, clear sightlines, and control-panel alarms that provide visual and audible cues to alert operators of critical system conditions.</p> <p>Across all these platforms, Astec integrates emergency-stop circuitry, redundant stop controls, guarded access points, and operator-presence functions to ensure equipment movement and propulsion can be halted quickly when required. Safety interlocks prevent machine engagement during maintenance activities, and onboard alarms notify operators when systems require attention or when unsafe conditions are detected.</p> <p>These combined technologies reflect Astec's commitment to designing road construction equipment that prioritizes crew protection, reduces risk around high-energy moving components, and ensures operators can respond immediately to emerging hazards.</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
59	Describe your payment terms and accepted payment methods.	<p>Payment Terms (Direct Sales Territories) Buyers are required to pay all invoiced amounts within 30 days from the date of the Seller's invoice, unless alternative terms have been expressly stated and mutually agreed to in the order documentation. All payments must be made in U.S. dollars.</p> <p>For purchases made through Astec's Authorized Dealer Network, payment terms may vary based on the policies of the individual dealer operating within that territory.</p>
60	Describe any leasing or financing options available for use by educational or governmental entities.	In the direct-sale territories of both the United States and Canada, Astec offers financing and leasing options through its third-party partner, DLL Financial Solutions (DLL). DLL has provided domestic and international lease and finance solutions for these territories, as well as floor-plan programs for dealer-managed areas. DLL also supports public finance programs for municipalities and other tax-exempt entities.

61	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.	Standard transaction documents provided to Participating Entities typically include Astec's detailed Terms and Conditions of Sale, along with itemized order documentation. These documents outline product descriptions, pricing for each line item, available optional equipment, and applicable warranty provisions. All such information is included within the associated pricing and order materials supplied as part of the transaction package. Template agreements and transaction documents—such as order forms, terms and conditions, and any supplementary documentation—are included in the attached pricing documents and can be provided to Participating Entities upon request.	*
62	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	We do not currently offer e-procurement capabilities. For direct-sale territories, we accept credit card payments for parts purchases. Available payment methods for equipment and parts may vary by dealer, depending on the practices in the specific territory.	*
63	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	List prices are provided for each base unit and all optional items associated with each model. A standard discount is applied to the manufacturer's list price for each line item—excluding extended warranties—to determine the final Sourcewell discounted price. When referencing the pricing document included with this proposal, Sourcewell will receive a 10.5% discount off the listed prices, with the exception of extended warranties. Extended warranty pricing remains at full list price.	*
64	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	The pricing outlined in this proposal includes a 10.5% discount off the manufacturer's list price for all base units and optional equipment. This discount does not apply to extended warranties, which remain at full list price.	*
65	Describe any quantity or volume discounts or rebate programs that you offer.	Orders totaling three machines will receive an 11% discount off the manufacturer's list price. Orders of five or more machines will receive an 11.5% discount off the manufacturer's list price.	*
66	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Sourced Goods, also referred to as Open Market Items, may be made available to agencies through this contract via our dealers. Pricing for these goods or services will be negotiated directly between the agency and the dealer at a fair local market rate. These items are intended to be complementary to, and incidental to, the purchase of our equipment. Please note that Astec Industries is not a party to any Sourced Goods transactions. As such, Sourced Goods will not be included in our contract reporting to Sourcewell.	*
67	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Freight, start-up services, delivery, commissioning training, and additional site preparation—such as work performed by third-party contractors—are not included.	*
68	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Freight costs vary based on the specific model and the delivery destination. All freight services are arranged through third-party carriers. Astec can provide detailed model dimensions and weights for any configuration upon request to assist with freight quoting.	*
69	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Astec will provide freight to any U.S. port of choice for units shipping to Hawaii or Alaska. Customers are responsible for arranging and paying for barge or ocean-vessel transport, as well as any inland freight required to reach the final destination. Astec is also able to deliver directly into Canada.	*
70	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Freight costs may be affected by the availability of the requested unit within local dealer inventory.	*

71	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>Contract compliance will be a top priority for us. We have established several process steps to ensure accuracy in contract-based quoting, as well as accuracy and completeness in our quarterly reporting to Sourcewell.</p> <p>An internal sales-claiming process will financially incentivize dealers to report each Sourcewell contract sale to Astec. This program allows dealers to maintain a sustainable margin while providing Sourcewell members with a substantial discount. To receive this support, dealers must report Sourcewell contract sales to Astec, giving them a clear financial reason to submit each transaction.</p> <p>We will also provide strategic and consistent Sourcewell training for both our dealer network and our internal sales teams to ensure a thorough understanding of contract procedures.</p> <p>All member quotations will be required to include the Sourcewell contract number and the member's Sourcewell identification number to ensure proper tracking and reporting.</p> <p>Our GST–Dealer Support Specialist will offer ongoing support and will review dealer quotes to ensure full contract compliance throughout the quoting process.</p> <p>As a final component of our compliance approach, every warranty registration will be reviewed upon submission. Each governmental or non-profit order will be audited to verify procurement methods and compliance. Whenever a Sourcewell contract is used, we will cross-reference the order with Sourcewell's terms and conditions to ensure complete adherence.</p>	*
72	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	Sales volume, revenue, profit margin, and market share are reviewed on a monthly basis. Units sold through this contract will be evaluated separately.	*
73	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	We are pleased to offer an administration fee of 1.5% of dealer revenue on sales of new machines and OEM accessories. Astec Industries will cover this fee in full and will not require members or dealers to assume any financial responsibility for it.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
74	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	1.5%

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

Line Item	Question	Response *
75	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Astec offers a comprehensive lineup of road construction equipment designed to support the full asphalt paving process—from milling and material transfer to paving and mat finishing. These solutions span commercial applications, large highway projects, and specialized paving needs.</p> <p>Commercial-Class Asphalt Pavers: Compact, highly maneuverable pavers designed for parking lots, residential work, and smaller commercial applications. Models include the CP-75, CP-100, and CP-130, delivering reliable performance, consistent mat quality, and efficient operation.</p> <p>Highway-Class Asphalt Pavers: High-horsepower, high-capacity pavers engineered for major roadway and interstate paving. Models—RP-170, RP-175, RP-190, RP-195, and SP-200—provide wide paving widths, high productivity, and advanced control systems suitable for large-scale projects.</p> <p>Asphalt Screeds: A variety of front-mount and rear-mount screeds that shape and compact asphalt mats. Models such as the S-8, S-10, EZIV-8, EZIV-10, EZR2-8, EZR2-10, EZR3-8, EZR3-10 series offer multiple width configurations, strong extension support, and consistent thermal management.</p> <p>Cold Planers: High-production milling machines used to remove asphalt layers before resurfacing. The RX-405, RX-505, RX-600, RX-700, and RX-900 deliver precise grade control, deep cutting capability, and reliable performance for both urban and highway milling.</p> <p>Asphalt Transfer Vehicles (ATVs): Material transfer machines—including the MTV-1100, MTV-1105, SB-1500, SB-2500, and SB-3000—ensure continuous, non-stop paving and eliminate mix segregation, helping achieve smoother, higher-quality road surfaces.</p> <p>Used Equipment Astec also provides access to certified used pavers, cold planers, transfer vehicles, and related roadbuilding equipment through its Used Equipment listings, offering cost-effective alternatives when applicable.</p> <p>For more detail on these products and all other products that Astec Industries provide please use Astec Website: https://astecindustries.com</p>
76	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>A. Asphalt pavers, screeds, material distributors, and loaders C. Cold planers</p>

Table 78: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Comments
77	Asphalt pavers	<input checked="" type="radio"/> Yes <input type="radio"/> No	3 commercial-sized asphalt pavers, CP-75, CP-100, CP-130. 5 highway-class asphalt pavers RP-170, RP-190, RP-175, RP-195, SP-200. *
78	Screeds	<input checked="" type="radio"/> Yes <input type="radio"/> No	8 models of asphalt screeds S-8, S-10, EZIV-8, EZIV-10, EZR2-8, EZR2-10, EZR3-8, EZR3-10 *
79	Distributors	<input type="radio"/> Yes <input type="radio"/> No	None *
80	Loaders	<input checked="" type="radio"/> Yes <input type="radio"/> No	5 models of material transfer vehicles MTV-1100, MTV-1105, SB-1500, SB-2500, SB-3000 *
81	Steel-wheeled and pneumatic tire rollers	<input type="radio"/> Yes <input type="radio"/> No	
82	Wideners	<input type="radio"/> Yes <input type="radio"/> No	
83	Tack distributors	<input type="radio"/> Yes <input type="radio"/> No	
8	Cold planers	<input checked="" type="radio"/> Yes <input type="radio"/> No	5 models of cold planers RX-05, RX-505, RX-600, RX-700, RX-900
85	Compactors	<input type="radio"/> Yes <input type="radio"/> No	None *
86	Concrete mixers, and gunite or shotcrete delivery equipment	<input type="radio"/> Yes <input type="radio"/> No	
87	Describe in detail any complementary and additional services included in your proposal for services such as paving as a service, contracted work, or other services related to the paving equipment offered. Provide details related to third-parties involved and how the services are provided to agencies.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Training services

Exceptions to Terms, Conditions, or Specifications Form

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

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](#) - Astec Industries Price Book.pdf - Friday February 13, 2026 11:53:23
- [Financial Strength and Stability](#) - Astec-2024-Annual-Report.pdf - Thursday February 12, 2026 07:23:49
- [Marketing Plan/Samples](#) - Sourcewell ads.zip - Wednesday February 25, 2026 07:58:58
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Astec Terms & Conditions of Sale.pdf - Thursday February 12, 2026 07:25:37
- [Requested Exceptions](#) - RFP_022626_Roadway_Paving_Equipment_Master_Agreement (ASTEC 2.20.2026).pdf - Friday February 20, 2026 08:18:32
- [Upload Additional Document](#) - Astec Warranty & Dealer Map.pdf - Friday February 20, 2026 07:47:47

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. - Derek Matheson, Sales Technology Manager, Astec Industries

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_3_Roadway_Paving_Equipment_RFP_022626 Tue February 3 2026 08:17 AM	<input checked="" type="checkbox"/>	1
Addendum_2_Roadway_Paving_Equipment_RFP_022626 Tue January 13 2026 12:46 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Roadway_Paving_Equipment_RFP_022626 Fri January 9 2026 10:59 AM	<input checked="" type="checkbox"/>	2