

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**



Company Name: Team Eagle Ltd.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS
	N/A		

Proposer's Signature: *Jim McKeon* Date: March 4, 2019

Sourcewell's clarification on exceptions listed above:



Contract Award
RFP #030619



FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)

AIRPORT RUNWAY AND EMERGENCY EQUIPMENT WITH RELATED ACCESSORIES

In compliance with the Request for Proposal (RFP) for [AIRPORT RUNWAY AND EMERGENCY EQUIPMENT WITH RELATED ACCESSORIES], the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Team Eagle Ltd. Date: March 4, 2019

Company Address: 10 Trent Drive, P.O. Box 670

City: Campbellford State: ON Zip: K0L 1L0

CAGE Code/DUNS: L6063 / 243876294

Contact Person: Steve McKeown Title: President/CEO

Authorized Signature:  Steve McKeown
(Name printed or typed)

FORM E**CONTRACT ACCEPTANCE AND AWARD**

(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 030619-TEA

Proposer's full legal name: Team Eagle Ltd.

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be May 3, 2019 and will expire on May 3, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

Sourcewell Authorized Signatures:

DocuSigned by:

—C0FD2A139D06489...
SOURCEWELL DIRECTOR OF OPERATIONS AND
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

DocuSigned by:

—7E42B8F817A64CC...
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on April 29, 2019

Sourcewell Contract # 030619-TEA

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Team Eagle Ltd.

Authorized Signatory's Title President/CEO

VENDOR AUTHORIZED SIGNATURE

Steve McKeown
(NAME PRINTED OR TYPED)

Executed on May 3rd, 2019

Sourcewell Contract # 030619-TEA



Form F

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.


Company Name: Team Eagle

Address: 10 Trent Drive, P.O. Box 670

City/State/Zip: Campbellford, Ontario, Canada, K0L 1L0

Telephone Number: 866-241-3264

E-mail Address: stevem@team-eagle.ca

Authorized Signature: 

Authorized Name (printed): Steve McKeown

Title: President/CEO

Date: March 4, 2019

Notarized

Subscribed and sworn to before me this 4 day of March, 20 19

Notary Public in and for the County of Northumberland State of Ontario

My commission expires: April 5, 2021

Signature: 

Samantha Jean Baumhour

Notary Public, County of Northumberland,
limited to the attestation of instruments and
the taking of affidavits, for Team Eagle Ltd.
Expires April 5, 2021



Form P

PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Team Eagle

Questionnaire completed by: Julie Hay

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)?
Team Eagle's default payment terms are Net 30, with significant flexibility available to Members.
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?
Yes, Team Eagle offers leasing and financing options at competitive market rates and can also offer flexible payment schedules to fit individual Member needs.
- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

Members will submit purchase orders directly to Team Eagle with proof of Sourcewell member status. Team Eagle's internal accounting system and practices will identify all details of each sale and are able to report quarterly, or as required, all Sourcewell Members order and sale details, including delivery dates, fees, terms, etc. Team Eagle will invoice Sourcewell Members directly and report all sales to Sourcewell as required. Furthermore, if Team Eagle transacts with a Member under another* OEM Sourcewell contract, Team Eagle will notify Sourcewell as well as the respective OEM of the transaction.

*Additionally, as queried to and answered by Sourcewell, Eagle will elect to solely and exclusively represent USA Oshkosh Corporation, USA M-B Companies, Ireland Multihog and Epoke A/S Denmark products to our Canadian customers through those companies' Sourcewell contracts if these OEMs are awarded contracts. If any of these OEMs are unsuccessful in attaining Sourcewell contracts then Eagle will solicit Sourcewell counsel on how Team Eagle might add these products to a Sourcewell contract in the areas where Team Eagle has sole and exclusive representation (i.e. Oshkosh ARFF and Snow in Canada, M-B Companies Snow in Canada, etc.)

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

Team Eagle will accept P-card procurement for transactions up to \$3,000. Team Eagle may, or may not, accept P-card procurements for transactions > \$3,000 USD, depending on the product or service, and geographic logistics.

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Team Eagle's standard warranty is one (1) year, parts and labour. Warranty policies can be further customized to meet individual end user requirements above and beyond the standard and are provided as required. The following are common examples of warranty requested by our customers; a) extension of the full, 'bumper to bumper' parts and labour warranty from 1 year to 2, 3, 4, or 5 years, b) major components (i.e. engines, transmissions, axles, transfer cases, drop boxes, water pumps, etc.) warranty only, parts and labour, c) extension of parts warranty only with no labour. Team Eagle is flexible and will reasonably accommodate Sourcewell Members needs, requirements, and budget. Please see Team Eagle's standard warranty document enclosed, for reference purposes.

- Do your warranties cover all products, parts, and labor? Our standard warranty covers all parts, shipping, and labour to install or repair.
 - Do your warranties impose usage restrictions or other limitations that adversely affect coverage? Team Eagle does not impose any irregular or uncommon restrictions on standard warranty coverage, including hours of use in first year. Additional length of warranty may incur 'hours of use' in lieu of time milestones.
 - Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs? Yes, Team Eagle's standard warranty is 'turn-key', and covers technician expenses, travel time, etc. Furthermore, if any warranty work can be performed more expeditiously and professionally locally, and this is agreed upon by Team Eagle and its Client, then Team Eagle will contract and pay for that local provision of service(s).
 - Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair? Team Eagle does and will provide warranty service as described above to all geographic regions of North America. Our USA and Canadian technicians are certified to cross the USA and Canadian borders into the other country to work.
 - Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer? Team Eagle is the first point of contact for Sourcewell Members on all warranty related requirements. After being contacted, Team Eagle may contact a subcontractor regarding their respective warranties, and Team Eagle, the OEM (or subcontracted dealer), (or the Member, per above), will complete necessary warranty service(s) through Team Eagle.
 - What are your proposed exchange and return programs and policies? Team Eagle's current and proposed exchange and return programs and policies are completely pragmatic and deal situationally specific to best meet Members' individual needs. For example, we often propose consigned, no risk RSPLs (Recommended Spare Parts Lists) to accounts where there is not enough reliable history to predict consumable parts consumption.
- 6) Describe any service contract options for the items included in your proposal. Team Eagle offers various service options to meet our clients' needs that are pragmatic and fully customizable to accommodate individual requirements. Most of our service contracts are created jointly with our clients to ensure we meet or exceed their expectations.

Pricing, Delivery, Audits, and Administrative Fee

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Team Eagle is proposing airfield specific runway maintenance and emergency equipment, complete with situational awareness and safety systems as requested by our clients. All products can be amended to add or delete peripheral listed and unlisted options as well as the amending of warranties, service contracts, etc. above the turn-key warranty of parts and service for one (1) year.

Please see a brief description of our product offerings in our response to question #3 on Form A.

- 8) 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. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Team Eagle provides “turn-key products and services” pricing, which includes, Pre-Delivery Inspection, Initial installation and In-Servicing, Operator and Maintainer Familiarization Training, and Manuals. Additional telephone and/or on-line installation assistance is provided by Team Eagle at no charge on all new product purchases. Team Eagle’s pricing model, for all items relevant to this offering includes an 11% Sourcewell Member discount from typical MSRP unit pricing. The specific details of Team Eagle’s price schedule can be found within the included table below. An Excel file is also enclosed on the flash drive included with our proposal.

Team Eagle Ltd. All Pricing in US Currency

Product	Description	SKU	MSRP Pricing	Sourcewell Member Discount	Proposed Maximum Contract Price	Additional Quantity Discount	Will meet deal specific conditions (Y/N)	FOB
<u>Turn-key Eagle CLAAS Xerion 5000 EAE</u>	Multi-Season, Multi-Purpose Airport Runway and Airport Snow Chassis, c/w Quick Hitch Attachment and Hydraulic Systems, Displacement, Multiplexing, and Rotary Snowblows, Towed and Front Mount Sweepers, Situational Awareness and Low Visibility Navigation System, and Runway Incursion Warning Systems & 2 airport snowdesk system seats	TKCKX5AE	\$1,700,000	11%	≤ \$1,500,000	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Eagle CLAAS EAE	Multi-Season, Multi-Purpose Airport Runway & Airport Snow Chassis	EAE-01	\$725,000	11%	≤ \$645,250	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Metal Pless Airport Plow	44' Airport Multiplexing Runway and Apron Plow	TSMXP-01	\$135,000	11%	≤ \$120,000	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Turn-key Braking Availability Tester (BAT™)	Objective Runway Condition Reporting Measuring tool	TKBAT01	\$450,000	11%	≤ \$400,000	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Turn-key Extreme Runway System	Displacement snowplow and a rotary snowplow system mounted to an Oshkosh M-Series or equivalent chassis, complete with a low visibility driver enhanced vision and on board information system*, an asset tracking and runway incursion warning system*, and an Oshkosh, M-B or equivalent towed cradle sweeper.	TKEXRS1	\$1,860,000	11%	≤ \$1,650,000	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Raiko T-15	Mechanical/Environmentally Friendly Ice Breaker	RKT-15	\$43,000	11%	≤ \$38,200	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Raiko T-14	Mechanical/Environmentally Friendly Ice Breaker	RKT-14	\$42,000	11%	≤ \$37,380	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Raiko P-15	Mechanical/Environmentally Friendly Ice Breaker with Rear-Mounted Blade	RKP-15	\$50,000	11%	≤ \$44,500	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Raiko P-14	Mechanical/Environmentally Friendly Ice Breaker with Rear-Mounted Blade	RKP-14	\$49,000	11%	≤ \$43,610	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Eagle Edge Lite	Runway Edge Light Cleaner mountable to a tracked or wheeled skid steer, c/w multiplexing plow	EAL-19	\$120,000	11%	≤ \$106,000	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Eagle Edge Lite Blower	Runway Edge Light Cleaner - mountable to Runway Snowblower	EELB-19	\$85,000	11%	≤ \$75,000	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
Eagle Edge Lite Eagle CLAAS EAE	Runway Edgelight Cleaner mountable to Eagle CLAAS EAE, c/w multiplexing plow	EELEAC-19	\$190,000	11%	≤ \$170,000	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle

Turn-key Eagle Epoke Anti & De-icing Chemical Application System with Commercial Chassis	Epoke combination anti-icing, de-icing chemicals and abrasives sprayer and spreader with a low visibility driver enhanced vision and on board information system*, asset tracking and runway incursion warning system*, a forensically auditable, wireless, remote control tracking and recording chemical applications system, and an electronic lateral force rollover prevention system*, mounted to a commercial Class 8 chassis.	TKEE01	\$350,000	11%	≤ \$310,000	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
LRAD 100X	Portable Bird and Wildlife Deterrent. Smaller Model	LRX100	\$26,000	11%	≤ \$23,140	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
LRAD 300X	Portable Bird and Wildlife Deterrent. Larger Model	LRX300	\$34,000	11%	≤ \$30,260	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
LG Alert™	Standard Model	LG900006-05	\$2,950	11%	≤ \$2,625	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
MADASS™	Custom First Off Model Monitoring and Data Acquisition System	MAD-01-900063	\$9,240	11%	≤ \$8,224	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
MADASS™	2nd to Fleet Model, Monitoring and Data Acquisition System	MAD-02-900063	\$7,525	11%	≤ \$6,698	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
ATIMS™	Command and Control	ATIM-01	\$16,440	11%	≤ \$14,632	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
ATIMS™	Vehicle moving map display GPS/GIS application and related computer and mounting hardware	ATIM-01	\$12,240	11%	≤ \$10,894	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
ATIMS Lite™	Small/Portable Asset Tracking and Incursion Management System	ATIML-01	\$1,850	11%	≤ \$1,647	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
RCAM™	Contaminant Detection Camera	RCM-01	\$20,420	11%	≤ \$18,174	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
EagleEye™	Drivers Enhanced Vision, Navigation and On Board Information System - Basic	900055-03	\$32,960	11%	≤ \$29,334	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
EagleEye™ Options	Command and Control	900055-03-CC	\$16,440	11%	≤ \$14,632	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
AIROPs™	Airport Part 139/TP312 Inspection Software	AOP-01	\$25,420	11%	≤ \$23,514	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
AIROPs™	Airport Inspection Software System with full set of all modules	AOP-02	\$46,240	11%	≤ \$41,154	Yes, normally available and transaction specifically negotiable.	Yes	Team Eagle
TEAM™ GIS MAPS	Airfield GIS data collection, management and extraction	GIS - 01	POR	≥11%	≤ Yes	Extremely variable based on Member requirements scope, transaction specifically negotiable.	Yes	Team Eagle

NOTES:

All of 'turn-key', 'equipment only', 'alternate solutions' and 'related accessories' are available in multitudes of optional features and configurations so all have been configured and priced to reflect how an airport with sufficient discretionary funding would normally purchase.

Please note, all turn-key priced products exceed applicable NFPA 414, FAA Advisory Requirements for USA AIP, and Transport Canada minimum requirements and include options and accessories that can be deleted to reduce pricing lower than the offered discounted price. (i.e. our pricing offer includes all wheel steer, all wheel drive, deluge systems, heated windshields, etc., where applicable and desired by non-AIP restricted client purchases.)

Freight, federal, state, and provincial taxes are extra, if applicable.

Prices effective from March 6, 2019

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Team Eagle has provided and noted on the pricing table, a minimum 11% discount from MSRP.

- 10) The pricing offered in this proposal is

- _____ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- _____ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ✓ _____ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- _____ d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

Team Eagle is willing to discuss (and in most cases provide), quantity or volume discounts directly with the Member, as this information may be transaction specific.

- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. 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.

Team Eagle confirms we would provide a quote upon request for any products that we manufacture/represent that a Member may request that falls within the scope of this RFP and potential contract, even if these products are not included in our line item price schedule. Many such ‘sourced’, nonstandard items, like easy to add and support accessories from third party suppliers would be passed through Team Eagle to the Member at cost for good relations, while less easily sourced, installed and supported items would possibly include a reasonable cost plus add on between 1% and 15%.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Freight charges would be extra, as products are priced FOB Team Eagle. Extraordinary additional installation, training, warranty, and service requirements, beyond our standard offering, would be quoted separately, per a Member's request.

- 14) If travel expense, delivery or shipping is an additional cost to the Sourcewell Member, describe in detail the complete travel expense, shipping and delivery program.

Shipping/Freight costs would be extra, based on the ship from/ship to locations. Team Eagle has a professional logistics team that can arrange and handle shipments worldwide. All travel costs are included, unless otherwise required to be priced separately, or paid for by a Member. In most cases freight is provided at Team Eagle's net cost unless negotiated otherwise by the Member and Team Eagle.

- 15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Team Eagle will offer the same travel, shipping and delivery programs as noted above for Alaska, Hawaii, Canada, or any offshore delivery. We have professional logistics team to accommodate shipments worldwide.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Team Eagle is fortunate to have logistics partners and associates with a global market presence, and we can often bundle Team Eagle's products for shipping offshore with coincident shipping arrangements of like products, often expediting delivery and minimizing delivery expenses. We use all methods of shipping, from air courier to ISO sea containers.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.

Upon Sourcewell contract award notice, Team Eagle will immediately put in place all required reporting and accounting protocols and provide Sourcewell with both our methodology and our intended practices related to the checks and balances of recording and reporting Sourcewell related transactions using Sage 300, our accounting program, where we can easily track customer sales and contracts. Team Eagle currently performs an extensive review of all transactions and financial results every month, and would undertake to immediately add a thorough review and reporting to Sourcewell of all related contract transactions to this process.

- 18) Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

1.6% on all contracts up to \$100,000, 1.1% on all contracts \$100,000 to \$1M, and 1% to all sales over \$1M, (net of any applicable federal, state or provincial taxes, and any services provided at less than 2% over net, i.e. freight at net).

Industry-Specific Questions

- 19) Specifically describe any manufacturing processes or material specification-related attributes that differentiate your offering from your competitors.

Team Eagle's technologies are state of the art and under continuous improvement, and are now more likely to be disruptive and innovatively safer, more efficient and greener than what is currently on the market, or in the new markets that we create. Team Eagle has initiated an additive manufacturing component to our manufacturing process.

- 20) Are your products part of the AIP program (Airport Improvement Program)?

Yes, some of our products are, as we have Cooperative Research and Development Agreements with the FAA to continuously innovate and certify new AIP compliant technologies. Team Eagle Vice Chairs and Secretaries the SAE G-15 Committee that currently prepares the specifications that eventually comprise most of the AIP eligible Advisory Circular requirements. Team Eagle chairs and supports many of the current SAE G-15 subcommittees.

- 21) Provide any market data or research supporting the longevity or reliability of your proposed solutions.

The majority of the snow removal equipment that Team Eagle built in the late 1980's is still in use at the original purchasers' airfields today. One recent auction sale of a surplus snowblower in Canada's harsh arctic had over 20,000 engine hours and we are unaware of any snowblower in the world with even close to that number of operating hours.

- 22) If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.

Team Eagle envisions tracking and analyzing the following Sourcewell driven key performance indicators:

1. Member inquiries per quarter
2. Member responses to being made aware of a Team Eagle Sourcewell contract

3. Average turnaround time per inquiry (target no longer than one business day)
4. Sales growth from Sourcewell contracts (target 4%+ per year)
5. Sourcewell customer satisfaction via post delivery survey

Signature: _____



Date: March 4, 2019