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DEPARTMENT of FINANCE
DIVISION OF PURCHASES

PURCHASING.NASHVILLE.GOV

Cooperative Request Review

This cooperative request for **Envisage Public Safety Software via Vector Solutions** is recommended for approval.

Legal Justification

T.C.A. § 12-3-1205 & MCL 4.12.093 authorize Metro to participate in cooperative purchasing agreements with other governmental entities outside Tennessee for the purchase of goods, supplies, services, and equipment.

For this request, the cooperative purchasing agreement is held by Sourcewell; the lead agency is Sourcwell. Sourcewell is a public institution in the State of Minnesota that meets the standards for governmental entity as defined in the referenced statute.

The contract resulted from a competitive RFP with 50 offers.

Regulatory Justification

R4.12.090.05 of the regulations to the procurement code limit participation in cooperative purchasing agreements to that of supplies and products that do not include services unless the purchasing agent determines that such a cooperative is in the best interest of Metro.

For this request, the cooperative purchasing agreement is for software licenses. There is no service provision outside of the initial onboarding & maintenance of the product. This must be conducted by the vendor. This, therefore, meets the requirements of the referenced regulation.

Value Justification

It is unlikely that Metro, as a single government entity, would obtain better value through a competitive solicitation. That is because the pricing in this cooperative purchase agreement leverages both the scale of Sourcewell membership and the competition of 50 offers.

Further, cooperative pricing for software licenses and products generally represents the best and final from providers. Rarely, if ever, will software providers offer a cost to an individual government that is below what they have agreed to as part of a national cooperative contract.

Prepared by Zak Kelley
05/14/2024

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C2024053

Rec. April 23, 2024

Cooperative Purchase Request

Instructions for Use:

Step 1 – Complete parts 1, 2, 3, and 4.

Step 2 – Collect attachments enumerated in part 4.

Step 3 – Email completed form and relevant attachments to prg@nashville.gov.

*Note – do **not** sign. Pending review, the division of purchases will collect signatures via DocuSign.*

Part 1 - Requesting Department Information			
Contact Person	David Brian Jones	Department	Fire
Email	david.jones@nashville.gov	Phone	615-862-5390
Date Submitted	04/23/24		

Part 2 - Cooperative Information			
Cooperative Entity	Sourcewell	Originating Agency	State of Minnesota
Vendor	Envisage Technologies	Contract Number	RFP051321
Contract Start	07/21/2025	Contract Expiration	07/27/2025
Solicitation Method	RFP		
Description of good/services procured	Public Safety Software including standalone software, Software as a Service platforms, or cloud based solutions, designed or primarily intended for use by law enforcement, fire/rescue, EMS, and emergency management agencies and personnel such as: Computer Aided Dispatch; Records Management Software; Learning Management Software; Situational awareness and informational management systems; incident command, logging recorder, and evidence, ticketing, or citation management systems; scheduling, workforce management or paging systems; personnel, non fleet asset, resources, and controlled substance tracking or location tracking; and services related to items listed above including installation, training, maintenance		

Part 3 - Utilizing Departments		
Yes	No	
○	◉	Will any Metro departments/agencies, other than the requesting department/agency, be utilizing this cooperative? If yes, please indicate which departments/agencies below:

Part 4 - Attachments & Attestations		
Yes	No	
◉	○	Have you attached the original contract from the originating agency?
◉	○	Does the contract contain a cooperative purchase provision allowing use by other governmental agencies?
◉	○	Do you accept the terms and conditions of the contract without exception?
Yes	No	
◉	○	Have you attached the formal solicitation (RFP/ITB) from the originating agency?
◉	○	Was the solicitation advertised, open, and unrestricted?
Yes	No	
◉	○	This purchase, including but not limited to cost terms detailed in the contract, is in the best interest of the Metropolitan Government of Nashville & Davidson County.

Below, briefly describe why utilizing this cooperative contract—as opposed to issuing an RFP/ITB—is more advantageous to Metro. Be thorough; this is utilized to develop legislation. Failure to complete may result in your request being returned.

The Sourcewell Cooperative Contract with Envisage provides the Training Management software need for Nashville Fire Department. This contract meets all of NFD's needs to obtain the Vector Solutions Software through Envisage. The software will be used to deliver training to personnel and manage the training records. Utilizing this cooperative contract as opposed to issuing an RFP is more advantageous to Metro for several reasons. We are at risk of losing access to the training management software currently in use which would prevent the fire department from completing required training delivery. The cooperative contract would also allow us to expedite the use the software to deliver training and collect data needed to improve the city's ISO score. The timeline for an RFP would delay the adoption of the needed software to accomplish this task.

Part 5 – Signatures – To be completed by the division of purchases.		
Signature	Date Signed	Entity
Leigh Anne Burtchaell	4/24/2024 | 4:50 AM PDT	←Department Contact/Requestor
William Swann	4/24/2024 | 4:37 PM PDT	←Department Head
Dennis Rowland	4/25/2024 | 7:35 AM CDT	←Purchasing Agent

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Acadis #051321-ENV

Pricing for contract #051321-ENV offers Sourcewell participating agencies the following discounts:

- 5% discount off the list price for Sourcewell members

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SOURCEWELL
STATE OF MINNESOTA

Member Thomas moved the adoption of the following Resolution:

RESOLUTION TO APPROVE SOLICITATION AND/OR RE-SOLICITATION OF CATEGORIES

Resolution No. 2020-19

WHEREAS, Sourcewell desires to issue a solicitation, and is seeking permission from the Board to issue a solicitation, for the categories listed on Appendix A, which is attached and incorporated.

WHEREAS, through the Sourcewell Procurement Policy, the Board designated the Chief Procurement Officer to administer Sourcewell's cooperative purchasing and contracting program; and

WHEREAS, the Chief Procurement Officer recommends approval of categories detailed above.

NOW THEREFORE BE IT RESOLVED that the Board of Directors hereby approves the solicitation of categories.

The motion for the adoption of the foregoing resolution was duly seconded by Member Zylka and the following voted in favor: Mike Wilson, Sharon Thiel, Sara Nagel, Scott Veronen, Linda Arts, Ryan Thomas, and Greg Zylka.

and the following voted against: NONE.

whereupon said resolution was declared duly passed and adopted.

ATTEST:

Clerk to the Board of Directors

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APPENDIX A

SOURCEWELL PROCUREMENT DEPARTMENT
BOARD ITEMS -July 2020

CONSENT AGENDA ITEMS

Requesting Board permission to Solicit the following categories:

- Body Armor with Related Equipment and Accessories
- Public Safety Technology and Communications Hardware and Services
- Public Safety Software with Related Services

Requesting Board permission to Re-Solicit the following categories:

- Janitorial Supplies and Related Custodial Products
- Food Products and Distribution with Related Equipment, Supplies, and Services

NEW CONTRACTS

5th YEAR RENEWALS (CONTRACT EXTENSIONS)		
Chevin Fleet Solutions	022217-CVS	*"Fleet Management and Related Technology"*
PreCise MRM	022217-PRE	*"Fleet Management and Related Technology"*
Rush Truck Centers	102115-RTG	*"School Buses with Related Parts and Services"*
National Auto Fleet	120716-NAF	*"Vehicles, Cars, Vans, SUVs and Light Trucks"*

NEW ezIQC CONTRACTS

Company Name	**Contract Number**	**Type of Work and Region**
Triton Services, inc.	KY-NC-GC01-062420-TRS	General Construction - State of Kentucky - North Central Area
Calhoun Construction Services	KY-NC-GC02-062420-CAC	General Construction - State of Kentucky - North Central Area
Place Services	KY-NC-GC03-062420-PLS	General Construction - State of Kentucky - North Central Area
F.H.Paschen	KY-NC-GC04-062420-FHP	General Construction - State of Kentucky - North Central Area
Lusk Mechanical Contractors Inc.	KY-NC-GC05-062420-LMC	General Construction - State of Kentucky - North Central Area
Triton Services, Inc.	KY-NC-HVAC01-062420-TRS	HVAC Construction - State of Kentucky - North Central Area
Lusk Mechanical Contractors Inc.	KY-NC-HVAC02-062420-LMC	HVAC Construction - State of Kentucky - North Central Area
Place Services, Inc	KY-NC-E01-062420-PLS	Electrical Construction - State of Kentucky - North Central Area
Lusk Mechanical Contractors Inc.	KY-NC-E02-062420-LMC	Electrical Construction - State of Kentucky - North Central Area
Lusk Mechanical Contractors Inc.	KY-NC-RW01-062420-LMC	Roofing/Weatherproofing - State of Kentucky - North Central Area
Tecta America	KY-NC-RW02-062420-TEA	Roofing/Weatherproofing - State of Kentucky - North Central Area
Place Services, Inc.	KY-W-GC01-062420-PLS	General Construction - State of Kentucky - Western Area
F.H. Paschen	KY-W-GC02-062420-FHP	General Construction - State of Kentucky - Western Area
Lusk Mechanical Contractors Inc.	KY-W-GC03-062420-LMC	General Construction - State of Kentucky - Western Area
Howard W. Pence, Inc.	KY-W-GC04-062420-HWP	General Construction - State of Kentucky - Western Area
Lusk Mechanical Contractors Inc.	KY-W-HVAC01-062420-LMC	HVAC Construction - State of Kentucky - Western Area
Place Services, Inc.	KY-W-E01-062420-PLS	Electrical Construction - State of Kentucky - Western Area
Lusk Mechanical Contractors Inc.	KY-W-E02-062420-LMC	Electrical Construction - State of Kentucky - Western Area
Lusk Mechanical Contractors Inc.	KY-W-RW01-062420-LMC	Roofing/Weatherproofing - State of Kentucky - Western Area
Tecta America	KY-W-RW02-062420-TEA	Roofing/Weatherproofing - State of Kentucky - Western Area
Place Services, Inc.	KY-E-GC01-062420-PLS	General Construction - State of Kentucky - Eastern Area
F.H. Paschen	KY-E-GC02-062420-FHP	General Construction - State of Kentucky - Eastern Area
Lusk Mechanical Contractors Inc.	KY-E-GC03-062420-LMC	General Construction - State of Kentucky - Eastern Area
Howard W. Pence, Inc.	KY-E-GC04-062420-HWP	General Construction - State of Kentucky - Eastern Area
Lusk Mechanical Contractors Inc.	KY-E-HVAC01-062420-LMC	HVAC Construction - State of Kentucky - Eastern Area
Place Services, Inc.	KY-E-E01-062420-PLS	Electrical Construction - State of Kentucky - Eastern Area
Lusk Mechanical Contractors Inc.	KY-E-E02-062420-LMC	Electrical Construction - State of Kentucky - Eastern Area
Lusk Mechanical Contractors Inc.	KY-E-RW01-062420-LMC	Roofing/Weatherproofing - State of Kentucky - Eastern Area
Tecta America	KY-E-RW02-062420-TEA	Roofing/Weatherproofing - State of Kentucky - Eastern Area

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ezIQC RENEWALS		
RETRO-TEK ENERGY SERVICES	CAREN-SCR-GL02-062718-RTE	
RETRO-TEK ENERGY SERVICES	CAREN-CIR-GL01-062718-RTE	
ACCO Engineered Systems, Inc.	CA-REN-SCR-M01-062718-AES	
RETRO-TEK ENERGY SERVICES	CAREN-SIR-GL02-062718-RTE	
Express Energy Services, Inc.	CAREN-SCR-GL01-062718-EES	
ACCO Engineered Systems, Inc.	CA-CR-M01-062718-AES	
Vincor Construction, Inc.	CA-CR-GB02-062718-VCI	
Horizons Construction Co. Int'l, Inc	CA-CR-GB01-062718-HCC	
ACCO Engineered Systems, Inc.	CA-REN-SIR-M01-062718-AES	
Express Energy Services, Inc.	CAREN-SIR-GL01-062718-EES	
Enterprise Electric Datacom	CA-CR-E01-062718-EED	
ACCO Engineered Systems, Inc.	CA-REN-CIR-M01-062718-AES	
Vazquez Commercial Contracting, LLC	MO03C-071117-VCC	
Brown & Root	MO03B-071117-BRI	
The Wilson Group	MO02C-071117-TWG	
Brown & Root	MO02B-071117-BRI	
Reasbeck Construction, Inc.	MO02A-071117-RCI	
The Wilson Group	MO01C-071117-TWG	
Vazquez Commercial Contracting, LLC	MO01B-071117-VCC	
Brown & Root	MO01A-071117-BRI	

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SOURCEWELL
STATE OF MINNESOTA

Member Thiel moved the adoption of the following Resolution:

RESOLUTION TO RATIFY COOPERATIVE CONTRACTING AWARDS

Resolution No. 2021-19

WHEREAS, the Sourcewell Board of Directors previously authorized the solicitations for the cooperative categories listed on Appendix A, which is attached and incorporated; and

WHEREAS, Sourcewell issued the cooperative contracting solicitations for the authorized categories; and

WHEREAS, through the Sourcewell Procurement Policy, the Board designated the Chief Procurement Officer to administer Sourcewell's cooperative purchasing and contracting program and to award all competitively solicited contracts, without limitation; and

WHEREAS, the Chief Procurement Officer made the awards listed based on the results of the competitive solicitation process; and

WHEREAS, the Board acknowledges that the awards made by the Chief Procurement Officer are valid and binding; however, based upon some members' legal requirements the Chief Procurement Official is required to seek subsequent Board ratification of all cooperative purchasing awards.

NOW THEREFORE BE IT RESOLVED by the Board of Directors ratifies the cooperative contracting awards made by the Chief Procurement Officer listed on Appendix A.

The motion for the adoption of the foregoing resolution was duly seconded by Member Zylka and the following voted in favor: (list names here)
Wilson,Zylka,Veronen,Nagel,Thomas,Thiel,Arts,Kircher

and the following voted against: (list names here or "NONE")
None

whereupon said resolution was declared duly passed and adopted.

ATTEST:

DocuSigned by:
Sara Nagel
CF62F09F8AFC4BB...

Clerk to the Board of Directors

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APPENDIX A

SOURCEWELL PROCUREMENT DEPARTMENT
BOARD ITEMS - August 2021

CONSENT AGENDA ITEMS

Requesting Board permission to Solicit the following categories:

Requesting Board permission to Re-Solicit the following categories:

Public Utility Equipment with Related Accessories and Supplies
Ambulance and EMT Vehicles with Related Equipment, Accessories, and Supplies
K-12 Food Products and Distribution with Related Services
State of Ohio - Indefinite Delivery Indefinite Quantity Contracting

NEW CONTRACTS

Supplier Name	Contract Number	Solicitation Title
Blink Charging Co.	042221-BLK	*"Electric Vehicle Supply Equipment and Related Services"*
ChargePoint, Inc.	042221-CPI	*"Electric Vehicle Supply Equipment and Related Services"*
EV Connect, Inc.	042221-EVC	*"Electric Vehicle Supply Equipment and Related Services"*
EVBox North America, Inc.	042221-EVB	*"Electric Vehicle Supply Equipment and Related Services"*
FLO Services USA	042221-FLO	*"Electric Vehicle Supply Equipment and Related Services"*
Freewire Technologies	042221-FRE	*"Electric Vehicle Supply Equipment and Related Services"*
Livingston Charge Port	042221-LIV	*"Electric Vehicle Supply Equipment and Related Services"*
Nuvve Holdings	042221-NUV	*"Electric Vehicle Supply Equipment and Related Services"*
SemaConnect, Inc.	042221-SEM	*"Electric Vehicle Supply Equipment and Related Services"*
Siemens Industry, Inc.	042221-SIE	*"Electric Vehicle Supply Equipment and Related Services"*
Wireless Advanced Vehicle Electrification (WAVE), LLC	042221-WVE	*"Electric Vehicle Supply Equipment and Related Services"*
The ActOne Group Inc./ATIMS	051321-AOG	*"Public Safety Software"*
BackDraft OpCo, LLC	051321-BAK	*"Public Safety Software"*
Deccan International	051321-DEC	*"Public Safety Software"*
Envisage Technologies	051321-ENV	*"Public Safety Software"*
Genasys, Inc.	051321-GYS	*"Public Safety Software"*
Motorola Solutions, Inc.	051321-MOT	*"Public Safety Software"*
Off Duty Management, Inc.	051321-OFF	*"Public Safety Software"*
Quicket Solutions, Inc.	051321-QKT	*"Public Safety Software"*
RadioMobile, Inc.	051321-RDO	*"Public Safety Software"*
SmartCOP, Inc.	051321-SMT	*"Public Safety Software"*
Utility Associates, Inc.	051321-UTI	*"Public Safety Software"*
Vaisala, Inc.	051321-VAI	*"Public Safety Software"*
Abacus Service Corporation	062421-ABA	*"Facilities Maintenance Services"*
Kellermeyer Bergensons Services, LLC	062421-KEL	*"Facilities Maintenance Services"*
LSS Holdings, LLC	062421-LSS	*"Facilities Maintenance Services"*
Siemens Industry, Inc.	062421-SIE	*"Facilities Maintenance Services"*
Sweep America Intermediate Holdings, LLC	062421-SWP	*"Facilities Maintenance Services"*
Vanguard Cleaning Systems of Western Canada	062421-VAN	*"Facilities Maintenance Services"*
Alamo Group, Inc.	070821-AGI	*"Road Right-of-Way Maintenance Equipment"*
Altoz, Inc.	070821-ATZ	*"Road Right-of-Way Maintenance Equipment"*
Bomford Turner, Limited	070821-BFD	*"Road Right-of-Way Maintenance Equipment"*
Bush Hog Inc.	070821-BHG	*"Road Right-of-Way Maintenance Equipment"*
Diamond Mowers, LLC	070821-DMM	*"Road Right-of-Way Maintenance Equipment"*
FINN Corporation	070821-FNN	*"Road Right-of-Way Maintenance Equipment"*
Green Climber of North America, Inc.	070821-GCL	*"Road Right-of-Way Maintenance Equipment"*
Land Pride, a Division of Great Plains Mfg. Inc.	070821-LPI	*"Road Right-of-Way Maintenance Equipment"*
Logix ITS	070821-LGX	*"Road Right-of-Way Maintenance Equipment"*
Schulte Industries, Ltd.	070821-SCI	*"Road Right-of-Way Maintenance Equipment"*
Tiger Corporation	070821-TGR	*"Road Right-of-Way Maintenance Equipment"*

CONTRACT EXTENSIONS

Supplier Name	Contract Number	Solicitation Title
Ennis-Flint, Inc.	062817-EPI	*"Airport Consumable Products with Related Supplies and Services"*

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COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #051321
Entitled

Public Safety Software

The following advertisement was placed March 25, 2021 in *USA Today*, in South Carolina's *The State,* in *The Oklahoman* and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal https://proportal.sourcewell-mn.gov, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and March 26, 2021 in Oregon's *Daily Journal of Commerce*:

> *Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Software to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

2Amplify	Kyran Research Associates, Inc.
Acivilate, Inc.	L3Harris Technologies, Inc.
Active911, Inc.	Lakeshore Learning Materials
ADITI, LLC	Locality Media, Inc.
Advanced Digital Systems, Inc.	Locution Systems, Inc.
Agnovi Corporation	ManTech International
Altus Business Consultants America, Incorporated	Mark43, Inc.
AlxTel, Inc.	MdE, Inc.
AmaraTech IT Solutions, LLC	Michael Baker International, Inc.
Apex OmniSource, LLC	Motorola Solutions, Inc.
Ardent Technologies, Inc.	Multipath Data, Inc.
AT&T	NGA 911, LLC
BackDraft OpCo, LLC	Noggin IT, Inc.

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BAE Systems	North South 804 Apps, LLC
Benchmark Solutions, LLC	Northland Business Systems, Inc.
BTC Technologies	NP Strategies, LLC
Carahsoft Technology Corporation	Oakland Consulting Group, Inc.
CCI Worldwide	Octernion Consultants, Incorporated
CentralSquare Technologies	Off Duty Management
cFive Solutions, Inc.	Office of General Services
Climb2Glory, LLC	Optimum Technology, Inc.
Codex Corporation	OSH International, LLC
Colossus, Inc.	PlayerLync, LLC.
Colossus, Incorporated	Pleasant Solutions Canada, Inc.
Computer Square, Inc.	PowerDMS, Inc.
Coolsoft, LLC	PowerTrunnk, Inc.
Cooperative Services, LLC	Priority 5 Holdings, Inc.
CorePoint Solutions, Inc.	ProActive Computer Security, LLC
Cornerz, Inc.	PulsePoint Foundation
CrisisGo	PURVIS Systems, Incorporated
CSI Technology Group	Quicket Solutions
Cyberkar Systems	RadioMobile, Inc.
Cyrun Corporation	RapidDeploy
Deccan International	Raymond Chabot Grant Thornton Consulting, Inc.
DigitalBlue Software, LLC	RMS Software, Inc.
DMS Technologies, Inc.	ShotSpotter, Inc.
Emergensys Solutions, Inc.	SmartCOP, Inc.
Emergent Health Care Solutions, LLC	Software Professionals, Inc.
EMS Technology Solutions, LLC	Soma Global
Envisage Technologies	Stanley Convergent Security Solutions
eRepublic, Inc.	StationSmarts, LLC
ESi Acquisition	Strategic Alliances Group, Inc.
FINT Solutions, Inc.	TargetSolutions Learning, LLC
Genasys Inc.	The ActOne Group, Inc.
GenCore Candeo, Ltd. dba The Genesis Group	The Informatics Applications Group, Inc.
Global Public Safety	Track Star International, Inc.
GovConnection, Inc.	Tyler Technologies
Healthcare Imaging, Inc.	US Digital Designs, Inc.
Hexagon Safety and Infrastructure	Utility Associates, Inc.
Hitech Systems, Inc.	Vaisala, Inc.
Horizon Technologies, Inc.	Valor Systems, Inc.
HydeInfoTech	Veoci, Inc.
i7 Solutions, Inc.	Versaterm Public Safety
In Force Technology	Vista Com
Informer Systems, LLC	Vog Calgary App Developer, Inc.
Inspirit Group, LLC	Voice Products, Inc.

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International Projects Consultancy Services (IPCS), Inc.	Vuro Technologies
International Public Safety Data Institute	Westnet, Inc.
InterTalk Critical Information Systems	Winbourne Consulting, LLC
iVedha, Inc.	Zetron, Inc.
Konica Minolta Business Solutions U.S.A., Inc.	ZOLL Data Systems, Inc.
Kronos	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on May 13, 2021, at 4:43:18 pm CT. Proposals were received from the following:

Acivilate, Inc.
Active911, Inc.
Apex OmniSource, LLC
BackDraft OpCo, LLC
Benchmark Solutions, LLC
CentralSquare Technologies
Codex Corporation
Colossus, Incorporated
CrisisGo
Deccan International
Emergensys Solutions, Inc.
Emergent Health Care Solutions, LLC
EMS Technology Solutions, LLC
Envisage Technologies
Genasys, Inc.
GenCore Candeo, Ltd. dba The Genesis Group
GovConnection, Inc.
HydeInfoTech
In Force Technology
International Projects Consultancy Services (IPCS), Inc.
International Public Safety Data Institute
InterTalk Critical Information Systems
Kyran Research Associates, Inc.
Locality Media, Inc.
Mark43, Inc.
Michael Baker International, Inc.
Motorola Solutions, Inc.
Noggin IT, Inc.
NP Strategies, LLC
Off Duty Management
Optimum Technology, Inc.
PlayerLync, LLC.
PowerDMS, Inc.

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Priority 5 Holdings, Inc.
PulsePoint Foundation
Quicket Solutions
RadioMobile, Inc.
RapidDeploy
ShotSpotter, Inc.
SmartCOP, Inc.
Software Professionals, Inc.
StationSmarts, LLC
TargetSolutions Learning, LLC
The ActOne Group, Inc.
The Informatics Applications Group, Inc.
Track Star International, Inc.
Utility Associates, Inc.
Vaisala, Inc.
Voice Products, Inc.
Winbourne Consulting, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
Michael Muñoz, CPPB, Procurement Analyst
Carol Jackson, Procurement Analyst
Beverly Hoemberg, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from Winbourne Consulting, LLC, fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

BackDraft OpCo, LLC, is offering a cloud-based records management solution for Fire and EMS agencies in the United States and Canada. The application will cover incident reporting (fire and EMS ePCR), personnel records, occupancy records and inspections, hydrant records and inspections, training records, document/file repository, equipment/apparatus maintenance, PPE tracking, and staffing. They are offering Sourcewell participating entities a competitive discount off list price.

Deccan International offers a suite of turn-key situational awareness and information management systems designed for Fire, EMS, and communication center staff. Their team of industry veterans is ready to offer their solutions to Sourcewell participating entities in the United States and Canada. Deccan holds certifications as a Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE) and Woman-Owned Enterprise (WBE). They are offering their solutions at a solid discount from list price.

Envisage Technologies is offering an enterprise software solution that simplifies the operational training tasks common to the blended training environments of public safety. Their principal platform, Acadis, consists of the training management system and a series of supporting software modules, which are configurable to support the full spectrum of training operations. Envisage has a capable sales team and reseller network available to

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serve Sourcewell participating entities in the United States and Canada. They are offering a solid discount off their commercial rates.

Genasys, Inc., is a global provider of critical communications systems and solutions. The Company's devices, mobile mass messaging platform, and integrated voice broadcast and mobile alert solutions enable users to provide warnings, notifications and directions. Serving 72 countries including the United States and Canada, Genasys, and its subsidiary Genasys Communications Canada, distributes software solutions through direct sales. Sourcewell participating entities will receive a significant discount off MSRP line-item pricing.

Motorola Solutions, Inc., is offering the Flex public safety software solution. Flex encompasses public safety operations, including CAD, RMS, fire, GIS, mobile applications, JMS, and crime analysis. Motorola has a robust sales force and manufacturer representatives throughout the United States. They are offering a solid discount to Sourcewell participating entities.

Off Duty Management is offering a turn-key service for special event resource management, public/private off-duty assignments, and departmental overtime. They have a strong internal sales team, a large percentage of whom have public sector and law enforcement experience. Off Duty Management is a Woman-Owned Business. They are offering a unique pricing model, reflecting no direct cost to the participating entity or officers.

Quicket Solutions offers a cloud-based software platform for computer aided dispatch, records management software, situational awareness and information management systems, incident command, evidence, ticketing, and citation management systems, application-based alerting or paging system, resource, and controlled substance tracking. They have a dedicated sales force and dealer network ready to respond to Sourcewell participating entity needs. Quicket Solutions is providing a competitive discount off MSRP.

RadioMobile, Inc., is providing a public safety software technology ecosystem for law enforcement, fire/rescue, EMS, and emergency management agencies and personnel. Components include AVL (Automatic Vehicle Location) mapping systems, CAD interfaces, mobile applications, and related in-vehicle software and GPS solutions. Their sales and support staff can provide solutions to Sourcewell participating entities throughout the United States and Canada. RadioMobile is a Veteran-Owned Small Business. They are offering a significant discount to Sourcewell participating entities.

SmartCOP, Inc., is offering a comprehensive system that includes computer aided dispatch, records management, learning management system, information management, incident command, evidence management, ticketing citation management, personnel and asset management, location solutions (AVL), and data analytics. SmartCOP's sales, service and technical support staff are available to serve Sourcewell participating entities principally in the Southeast US, but with expansion underway. Their products and services are offered at competitive discounts from MSRP.

The ActOne Group, Inc. is offering the ATIMS jail management and offender management system. ATIMS contains designed staff workflows with step-by-step processes, including intake, booking, sentencing, and release. ATIMS and corresponding services are made available across the United States and Canada by The ActOne Group, Inc. sales representatives. They are offering a significant discount to Sourcewell's participating entities.

Utility Associates, Inc., is a developer and supplier of public safety software including legal evidence management solutions, records management, incident command, officer down emergency reporting, real-time situational awareness mapping, vehicle maintenance data collection and reporting, automatic license plate data collection and reporting, IoT asset tracking and reporting solutions, and AI-based video redaction and

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distribution. They have a strong direct sales and service team throughout North America. Sourcewell participating entities will receive a range of discounts off MSRP pricing.

Vaisala, Inc., is providing lightning detection networks to assist agencies in contributing to personnel safety and cost savings by improved damage response times. Thunderstorm Manager provides an advanced thunderstorm display with real time lightning, radar, and satellite information. Lightning Exporter is a web application that acts as a portal for accessing historical lightning data. Their sales managers in the United States and Canada are ready to serve Sourcewell participating entities. Vaisala is offering a competitive discount off MSRP pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #051321 to:

BackDraft OpCo, LLC	#051321-BAK
Deccan International	#051321-DEC
Envisage Technologies	#051321-ENV
Genasys, Inc.	#051321-GYS
Motorola Solutions, Inc.	#051321-MOT
Off Duty Management	#051321-OFF
Quicket Solutions	#051321-QKT
RadioMobile, Inc.	#051321-RDO
SmartCOP, Inc.	#051321-SMT
The ActOne Group, Inc.	#051321-AOG
Utility Associates, Inc.	#051321-UTI
Vaisala, Inc.	#051321-VAI

The preceding recommendations were approved on July 22, 2021.

DocuSigned by:
Kim Austin
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Kim Austin, MBA, CPPB, Procurement Lead Analyst

DocuSigned by:
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Michael Munoz, CPPB, Procurement Analyst

DocuSigned by:
Carol Jackson
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Carol Jackson, Procurement Analyst

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DocuSigned by:
Beverly Hoemberg
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Beverly Hoemberg, Procurement Analyst

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STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #051321** for **Public Safety Software**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.

2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:
Jeremy Schwartz
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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer

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Sourcewell

Solicitation Number: RFP #051321

CONTRACT

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Envisage Technologies, 101 N. Kirkwood, Suite 200, Bloomington, IN 47404 (Vendor).

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Public Safety Software from which Vendor was awarded a contract.

Vendor desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

A. EFFECTIVE DATE. This Contract is effective upon the date of the final signature below.

B. EXPIRATION DATE AND EXTENSION. This Contract expires July 27, 2025, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor.

C. SURVIVAL OF TERMS. Articles 11 through 14 survive the expiration or cancellation of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Vendor will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Vendor's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

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All Equipment and Products provided under this Contract must be new/current model. Vendor may offer close-out or refurbished Equipment or Products if they are clearly indicated in Vendor's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Vendor warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Vendor warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Vendor's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that is effective past the expiration of the Vendor's warranty will be passed on to the Participating Entity.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution, Vendor will make available to Sourcewell a means to validate or authenticate Vendor's authorized dealers, distributors, and/or resellers relative to the Equipment, Products, and Services related to this Contract. This list may be updated from time-to-time and is incorporated into this Contract by reference. It is the Vendor's responsibility to ensure Sourcewell receives the most current version of this list.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced as stated in Vendor's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. SHIPPING AND SHIPPING COSTS. All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Vendor must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable

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time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery.

Vendor must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Vendor in breach of this Contract if the Vendor intentionally delivers substandard or inferior Equipment or Products. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Vendor as soon as possible and the Vendor will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

B. SALES TAX. Each Participating Entity is responsible for supplying the Vendor with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Vendor may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Vendor determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

4. PRODUCT AND PRICING CHANGE REQUESTS

Vendor may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Contract Administrator. This form is available from the assigned Sourcewell Contract Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing

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restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Request Form will become an amendment to this Contract and be incorporated by reference.

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Vendor understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Vendor is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Vendor's employees may be required to perform work at government-owned facilities, including schools. Vendor's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

6. PARTICIPATING ENTITY USE AND PURCHASING

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Vendor that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Vendor. Typically, a Participating Entity will issue an order directly to Vendor. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration of this Contract; however, Vendor performance, Participating Entity payment, and any applicable warranty periods or other Vendor or Participating Entity obligations may extend beyond the term of this Contract.

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Vendor's acceptable forms of payment are included in Attachment A. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM. Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Vendor, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum; the terms of which will be worked out directly between the Participating Entity and the Vendor. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. SPECIALIZED SERVICE REQUIREMENTS. In the event that the Participating Entity requires service or specialized performance requirements (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements) not addressed in this Contract, the Participating Entity and the Vendor may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. TERMINATION OF ORDERS. Participating Entities may terminate an order, in whole or in part, immediately upon notice to Vendor in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the goods to be purchased;
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements; or
3. Vendor commits any material breach of this Contract or the additional terms agreed to between the Vendor and a Participating Entity.

E. GOVERNING LAW AND VENUE. The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

7. CUSTOMER SERVICE

A. PRIMARY ACCOUNT REPRESENTATIVE. Vendor will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

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B. BUSINESS REVIEWS. Vendor must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Vendor must provide a contract sales activity report (Report) to the Sourcewell Contract Administrator assigned to this Contract. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Vendor must submit a report indicating no sales were made).

The Report must contain the following fields:

- Customer Name (e.g., City of Staples Highway Department);
- Customer Physical Street Address;
- Customer City;
- Customer State/Province;
- Customer Zip Code;
- Customer Contact Name;
- Customer Contact Email Address;
- Customer Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Vendor.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Vendor will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Vendor may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Vendor will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Vendor's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

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Vendor agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Vendor is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Vendor in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Vendor's Authorized Representative is the person named in the Vendor's Proposal. If Vendor's Authorized Representative changes at any time during this Contract, Vendor must promptly notify Sourcewell in writing.

10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. AUDIT. Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant this Agreement are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. ASSIGNMENT. Neither the Vendor nor Sourcewell may assign or transfer any rights or obligations under this Contract without the prior consent of the parties and a fully executed assignment agreement. Such consent will not be unreasonably withheld.

C. AMENDMENTS. Any amendment to this Contract must be in writing and will not be effective until it has been fully executed by the parties.

D. WAIVER. If either party fails to enforce any provision of this Contract, that failure does not waive the provision or the right to enforce it.

E. CONTRACT COMPLETE. This Contract contains all negotiations and agreements between Sourcewell and Vendor. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22, the terms of Articles 1-22 will govern.

F. RELATIONSHIP OF THE PARTIES. The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their

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respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

11. LIABILITY

Vendor must indemnify, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees, arising out of the performance of this Contract by the Vendor 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 the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications.

12. GOVERNMENT DATA PRACTICES

Vendor and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Vendor under this Contract.

If the Vendor receives a request to release the data referred to in this article, the Vendor must immediately notify Sourcewell and Sourcewell will assist with how the Vendor should respond to the request.

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License*. During the term of this Contract:

   a. Sourcewell grants to Vendor a royalty-free, worldwide, non-exclusive right and license to use theTrademark(s) provided to Vendor by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Vendor.

   b. Vendor grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Vendor's Trademarks in advertising and promotional materials for the purpose of marketing Vendor's relationship with Sourcewell.

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

3. *Use; Quality Control*.

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a. Sourcewell must not alter Vendor's Trademarks from the form provided by Vendor and must comply with Vendor's removal requests as to specific uses of its trademarks or logos.

b. Vendor must not alter Sourcewell's Trademarks from the form provided by Sourcewell and must comply with Sourcewell's removal requests as to specific uses of its trademarks or logos.

c. 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. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. As applicable, Vendor agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Vendor in violation of applicable patent or copyright laws.

5. Termination. Upon the termination of this Contract 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 vendors which may be used until the next printing). Vendor must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

B. PUBLICITY. Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Vendor individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. MARKETING. Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Materials should be sent to the Sourcewell Contract Administrator assigned to this Contract.

D. ENDORSEMENT. The Vendor must not claim that Sourcewell endorses its Equipment, Products, or Services.

14. GOVERNING LAW, JURISDICTION, AND VENUE

Minnesota law governs this Contract. Venue for all legal proceedings out of this Contract, or its breach, must be in the appropriate state court in Todd County or federal court in Fergus Falls, Minnesota.

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15. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

16. SEVERABILITY

If any provision of this Contract is found to be illegal, unenforceable, or void then both Sourcewell and Vendor will be relieved of all obligations arising under such provisions. If the remainder of this Contract is capable of performance, it will not be affected by such declaration or finding and must be fully performed.

17. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification*. The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Vendor will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation*. If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Vendor may escalate the resolution of the issue to a higher level of management. The Vendor will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending*. Notwithstanding the existence of a dispute, the Vendor must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Vendor fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed will be borne by the Vendor.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

Written notice of default and a reasonable opportunity to cure must be issued by the party claiming default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

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- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

18. INSURANCE

A. REQUIREMENTS. At its own expense, Vendor must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*
Workers' Compensation: As required by any applicable law or regulation.
Employer's Liability Insurance: must be provided in amounts not less than listed below:
Minimum limits:
$500,000 each accident for bodily injury by accident
$500,000 policy limit for bodily injury by disease
$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Vendor 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 Contract.
Minimum Limits:
$1,000,000 each occurrence Bodily Injury and Property Damage
$1,000,000 Personal and Advertising Injury
$2,000,000 aggregate for Products-Completed operations
$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Vendor will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.
Minimum Limits:
$1,000,000 each accident, combined single limit

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4. *Umbrella Insurance*. During the term of this Contract, Vendor will maintain umbrella coverage over Workers' Compensation, Commercial General Liability, and Commercial Automobile.

Minimum Limits:
$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Vendor will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Vendor's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:
$2,000,000 per occurrence
$2,000,000 annual aggregate

Failure of Vendor to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Vendor must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Contract Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Vendor to provide certificates of insurance, in no way limits or relieves Vendor of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Vendor agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Vendor's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Vendor, and products and completed operations of Vendor. 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. Vendor 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 Contract or other

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insurance applicable to the Vendor 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 Vendor or its subcontractors. Where permitted by law, Vendor 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 Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

19. COMPLIANCE

A. LAWS AND REGULATIONS. All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. LICENSES. Vendor must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Vendor conducts with Sourcewell and Participating Entities.

20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Vendor certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Vendor declares bankruptcy, Vendor must immediately notify Sourcewell in writing.

Vendor 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 the Canadian 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 Contract. Vendor further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract 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 also require additional requirements based on specific funding specifications. Within this Article, all

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references to "federal" should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Vendor's Equipment, Products, or Services with United States federal funds.

A. EQUAL EMPLOYMENT OPPORTUNITY. Except as otherwise provided under 41 C.F.R. § 60, all contracts 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.

B. 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. Vendor must be in compliance with all applicable Davis-Bacon Act provisions.

C. 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

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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 or 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 Contract. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

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

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor 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.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Vendors must file any required certifications. Vendors must not have used federal appropriated funds to pay any

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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. Vendors 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. Vendors must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

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

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Vendor 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.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Vendor must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

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

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its 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.

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22. CANCELLATION

Sourcewell or Vendor may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Vendor's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

DocuSigned by:
By: Jeremy Schwartz
C0FD2A139D06489...

Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/23/2021 | 6:36 AM CDT

Envisage Technologies

DocuSigned by:
By: Nick Stone
FD5508704AAF4F8...

Nick Stone
Title: CFO
Date: 7/27/2021 | 1:59 PM PDT

Approved:

DocuSigned by:
By: Chad Coauette
7E42B8F817A64CC...

Chad Coauette
Title: Executive Director/CEO
Date: 7/27/2021 | 5:50 PM CDT

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RFP 051321 - Public Safety Software

Vendor Details

Company Name:	Envisage Technologies
Address:	101 N. Kirkwood, Suite 200 Bloomington, IN 47404
Contact:	Greg Ryhal
Email:	proposals@envisagenow.com
Phone:	812-330-7101
Fax:	812-330-7101
HST#:	74-3107781

Submission Details

Created On:	Thursday May 06, 2021 12:06:59
Submitted On:	Thursday May 13, 2021 14:35:56
Submitted By:	Greg Ryhal
Email:	proposals@envisagenow.com
Transaction #:	71cc7658-bd4f-46bc-9011-3341aeca2d83
Submitter's IP Address:	12.216.108.66

Specifications

Table 1: Proposer Identity & Authorized Representatives

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).

Line Item	Question	Response *	
1	Proposer Legal Name (and applicable d/b/a, if any):	Envisage Technologies	
2	Proposer Address:	101 N. Kirkwood, Suite 200 Bloomington, IN 47404	
3	Proposer website address:	www.envisagenow.com	
4	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 and, in the event of award, will be expected to execute the resulting contract):	Nick Stone, CFO 101 W. Kirkwood Ave, Suite 200 Bloomington, IN 47404 nick.stone@envisagenow.com 812-330-7101	
5	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Hillary Person, Affiliate Project Manager 101 W. Kirkwood Ave, Suite 200 Bloomington, IN 47404 hillary.person@envisagenow.com 812.330.7101	
6	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	N/A - No other contacts	

Table 2: Company Information and Financial Strength

Line Item	Question	Response *	

7	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	Envisage Technologies is a leading provider of training management systems for federal, state, and local public safety training organizations across the United States. Since our founding in 2001, our goal has been to ensure that public safety professionals are trained, equipped, and mission ready, and that their training and compliance management tools remain relevant, timely, and designed to meet the unique and complex demands of their profession. Because of this ongoing commitment to our clients and the greater industry we serve, the public safety can be assured that the Envisage team, if chosen, will be a focused and knowledgeable partner. We offer the following solutions and services to support our customers: • Acadis Readiness Suite — A comprehensive, modular training management framework for training and compliance organizations, Acadis is a Commercial-off-the-Shelf (COTS) software solution that supports federal, state and local agencies in their public safety efforts. • Software Development — Full lifecycle enterprise software development and funded feature enhancements. • Professional Services —Project management, training modernization consulting, Acadis configuration and implementation, software training, data migration/importation consulting (definition and management of data migration activities, data reviews, issue identification, strategy planning, pilot testing, etc.), database administration, technical support, and help desk services are included with all Acadis installations. Envisage can provide full post-consultation data migration services, if desired, which includes an in-depth data migration discovery meeting with the client. The discovery meeting and access to sample client data will allow Envisage to provide a cost estimate for full data migration services. At Envisage, we are passionate about helping those who have a mission to help and protect others. Based on our significant experience with evolving Public Safety training processes, we work closely with our customers to find ways to modernize processes, enable the achievement of measurable results, and eliminate redundant costs by incorporating proven best practices into a single, comprehensive training and compliance ecosystem. Designed to streamline training processes, increase visibility and access to training and testing, simplify reporting, and effectively track compliance, Acadis is a trusted training management solution for the U.S. Department of Defense, U.S. Department of Homeland Security, U.S. Department of Justice, U.S. Department of State, U.S. Department of Veterans Affairs, is deployed across more than 30 state agencies. Over the past year, state agencies in Georgia, Maryland, Missouri, South Dakota, and Texas have invested in the Acadis Readiness Suite. With these investments, Acadis is supporting public safety agencies or metropolitan departments in 40 U.S. states. Acadis supports over two million public safety professionals. In addition to marketplace success, Envisage has the financial viability and ability to sell and deliver services that Sourcewell seeks in its participating vendors. Following a growth equity investment in 2020 by Norwest, a leading investment firm (see Wall Street Journal story here: Norwest Invests in Software Service Provider for First Responders (wsj.com)), Envisage has restructured its sales and support departments to expand already-successful approaches and make improvements based on industry-best practices proven successful with other growing companies. Norwest's investment has allowed Envisage to rapidly scale operations focused on accelerating the provision and ongoing development of Acadis to meet increasing customer demand and address critical needs of Public Safety personnel.
8	What are your company's expectations in the event of an award?	We expect that the Sourcewell contract opportunity will prove useful for many potential customers in purchasing the Acadis Readiness Suite more efficiently and quickly. This product is already very successful in the Public Safety marketplace. However, there are many customers who would like a less time consuming and expensive process to purchase Acadis that will meet governmental procurement guidelines and assure the purchase of this leading LMS for Public Safety agencies in federal, state and local government at a competitive price. We expect that we will be a strong addition for Sourcewell in achieving its motto of government helping government, especially in the law enforcement, fire, emergency preparedness, homeland security, corrections, and military industries within Public Safety. The Acadis Readiness Suite is a leading solution in the government Public Safety industry that will enhance Sourcewell's ability to achieve its goal of empowering community successes. We also expect to make the Sourcewell contract opportunity a part of our everyday marketing and sales process. Envisage will make every effort through our marketing and sales teams to make Public Safety agencies aware of this contract opportunity and will ensure that Sourcewell participating entities who purchase Acadis receive outstanding service to help them achieve their training and learning management goals.

9	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.	A signed copy of the letter below has been uploaded in the documents section. May 4, 2021 CONFIDENTIAL FINANCIAL INFORMATION. PER Va. Code § 2.2-4342 and § 2.2-3705.6(10), DO NOT DISCLOSE WITHOUT PERMISSION To Whom it May Concern, The purpose of this letter is to summarize the sound financial health of Envisage Technologies, LLC ("Envisage"). Envisage has been in business for ~20 years and maintains a loyal and growing client base spanning the local, state, and federal levels of government. With profitable revenue growth and solid liquidity, we are well positioned to continue providing industry leading software solutions for the evolving needs of public safety leaders well into the future. Included below is selected financial information to further substantiate Envisage's fiscal integrity. The Company completed a full financial audit for fiscal year 2019. The FY2020 audit in process as of the date of this letter. Year–2018–2019–2020 Billings–$16,322,000–$20,887,000–$21,755,000 Revenue–$17,690,000–$17,306,000–$20,007,000 Gross Profit–$12,278,000–$10,944,000–$14,480,000 EBITDA–$8,263,000–$6,185,000–$5,536,000 Line of Credit–$1,500,000–$5,000,000–$3,000,000 Unused Line of Credit–$1,500,000–$5,000,000–$3,000,000 Head Count–107–124–132 Audit/Review–Review–Audit–Unaudited (Audit in process) Respectfully, Nick Stone Chief Financial Officer Envisage Technologies, LLC 101 W. Kirkwood Ave., Suite 200 Bloomington, IN 47404
10	What is your US market share for the solutions that you are proposing?	To our knowledge, information about US market share for learning management systems in the public safety market is not available. We believe that we have the largest market share serving this specific market.
11	What is your Canadian market share for the solutions that you are proposing?	Envisage does not have any customers in Canada. We would be glad to sell, install and fully support our product to customers in Canada.
12	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No.
13	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. 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?	A software manufacturer. Our sales and service force are internal Envisage employees.

14	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.	Acadis is FedRAMP authorized at the Moderate Impact Level. FedRAMP – the Federal Risk and Authorization Management Program – is a government program that provides oversight and direction on how cloud-based services are evaluated for security and ultimately authorized for use within federal agencies. It is designed to help federal agencies leverage the security evaluation of a commercial cloud service that has been authorized by another federal agency. It also enables commercial cloud services to be authorized for use across the entire federal government. Specifically developed to safeguard data in the cloud, FedRAMP is a certification which State and Local government Public Safety agencies also value because of the sensitive nature of their data. In its States Cybersecurity Principles and Best Practices document, the IT Alliance for the Public Sector (ITAPS) suggests that state agencies "should avoid trying to reinvent the wheel" and take advantage of the standardized cybersecurity offered by FedRAMP-authorized solutions. Acadis has been issued Authorities to Operate from several divisions of the U.S. Department of Homeland Security, as well as the U.S. Department of Justice, U.S. Department of State, and U.S. Department of Veterans Affairs. Envisage also holds license to do business in each state where our clients operate and an export classification through the U.S. Bureau of Industry and Security. Envisage staff who have access to client data have passed background checks and have federal security clearances.	
15	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	Envisage Technologies has no Suspension or Debarment information to report.	

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *	
16	Describe any relevant industry awards or recognition that your company has received in the past five years	Made in the Midlands Best and Most Innovative Manufacturers, 2020 https://www.insidermedia.com/news/midlands/2020-made-in-the-midlands-winners-revealed Fast 15 Award – Bloomington Indiana's Fastest Growing Companies, 2019 https://www.envisagenow.com/resource/envisage-named-one-of-areas-fastest-growing-companies-2 Exceptional Employer Award "Best in Indiana" Finalist – Techpoint MIRA awards for Indiana Tech companies that are doing an exceptional job of hiring and developing talent, cultivating workspaces and workplace culture, and deliberately increasing diversity, 2019 https://techpoint.org/2019/02/mira-awards-nominees-2019/ Company of the Year, Dimension Mill FUSE Awards, Honoring the accomplishments of Bloomington's growing technology and innovation community, 2017. https://www.envisagenow.com/resource/envisage-named-company-of-the-year-at-2017-fuse-award Media recognition: Analytics Insight, Addressing Misconduct in Law Enforcement – The Flaws of Predictive Analysis and Early Warning System, 4/10/2021 https://www.analyticsinsight.net/addressing-misconduct-in-law-enforcement-the-flaws-of-predictive-analytics-and-early-warning-systems/ This article by Envisage CEO Ari Vidali is part of an in-depth series of initiatives, including the development of an Internal Affairs Case Management module in Acadis, in which Envisage has provided leadership in addressing the national police misconduct crisis. Inside Indiana Business, Envisage Technologies Adds Indy Software Company, 3/23/2021: https://www.insideindianabusiness.com/story/43541610/envisage-technologies-adds-indy-software-company CRN News, Analysis and Perspectives for Solution Providers and Technology Integrators, AWS Competencies Launch in Travel, Energy, Mainframe Migration, 12/4/2020 https://www.crn.com/news/cloud/aws-competencies-launch-in-travel-energy-mainframe-migration This article highlights Envisage as one of 16 technology partners in the new AWS Public Safety Disaster and Response Competency. NBC News, Politicians have expressed interest in a national police database. One already exists, 10/20/2020: Politicians have expressed interest in a national police database. One already exists. (nbcnews.com) Quoting Envisage CEO Ari Vidali. Wall Street Journal, Norwest Invests in Software Provider for First Responders. 2/19/2020: https://www.wsj.com/articles/norwest-invests-in-software-service-provider-for-first-responders-11582113600 GCN The Technology that Drives Government IT, How Tech Supports Police Accountability, 10/29/2020, https://gcn.com/articles/2020/10/29/police-training.aspx Government Technology: VaultRMS Acquired, Makes Its Software Free, 4/23/2018, https://www.govtech.com/biz/vaultrms-acquired-makes-its-software-free.html	*
17	What percentage of your sales are to the governmental sector in the past three years	100%	*
18	What percentage of your sales are to the education sector in the past three years	The Texas A&M University Forest Service purchased Acadis in 2019. Its first-year purchase of $118,185.71 and subsequent year purchases of Acadis user licenses for $32,192.16 amount to less than one percent of total sales. The University of Utah also recently selected Envisage for a software contract that will be executed soon. However, if the education sector is defined to include Public Safety training academies, a large percentage of our sales is in the education sector. Acadis is currently contracted with dozens of statewide training academies and large federal training academies.	*
19	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Envisage holds the following cooperative purchasing contracts: • California: SLP, CMAS • New Jersey: ITS42/M0003 • New Mexico: State Price Agreement • New York: Cooperative Purchasing Agreement #CMC2000 Contract–2018–2019–2020=3-Year Total California–$0–$29,050–$29,000=$58,050 New Jersey–$0–$11,926–$118,541=$130,467 New Mexico–$84,040–$0–$236,412=$320,452 New York–$3,023,778–$0–$0=$3,023,778	*
20	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?	Envisage holds a GSA Schedule Contract GS-35F-0058N. Our annual sales volume for each of the past three years was $2,971,048 in 2018, $4,893,861 in 2019 and $4,064,462 in 2020.	*

Table 4: References/Testimonials

Line Item 21. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Utah POST Academy	John Jacobs	801-256-2304	*
Kentucky Fire Commission State Rescue Training	Marc Rudder	853-256-3189	*
U.S. Customs and Border Patrol	Mark Copanzzi	304-535-5437	*

Table 5: Top Five Government or Education Customers

Line Item 22. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
U.S. Customs and Border Protection (CBP)	Government	New Mexico - NM	CBP uses Acadis to manage training for more than 75,000 personnel including more than 40 large-scale training sessions annually that enhance the knowledge and skills of approximately 8,000 students. Collaborating closely with our client contacts at CBP, we carefully analyzed all the issues to ensure we could accurately define the business requirements. Once those requirements were defined and approved, we suggested a solution that would make the best use of available tools. The new approach offered considerable benefits to CBP, eliminating time, expense, and complexity as well as anchored training with increased security and accessibility, a new standardized business processes to be used to manage the academy's reporting.	$12,635,408 5-year contract	$6,125,829	*
U.S. Department of State, Diplomatic Security (DS)	Government	Maryland - MD	DS protects 275 U.S. diplomatic missions and their personnel overseas, securing critical information systems, and fighting the war on terrorism. Both directly and through FASTC (DS's new $250M training facility), Acadis provides DS the tools to manage the training of Diplomatic Security forces who are deployed all over the world.	$6,301,583.46 5-year contract	$5,535,344	*
U.S. Federal Protective Service (FPS)	Government	Georgia - GA	Acadis training management, online course delivery, learner and instructor scheduling, registration, testing, document management, compliance management, performance management, readiness inventory management, survey management, and workforce management services to 14,000 FPS employees and contractors.	$9,162,806.33 5-year contract	$5,280,193	*
U.S. Department of State, Anti-Terrorism Agency (ATA)	Government	Maryland - MD	ATA provides public safety training across the world through mobile training teams (MTTs). Envisage implemented the Acadis Readiness Suite to manage the full range of complex training operations. We help ATA plan, deliver, manage, track, evaluate, and report high risk training delivered across the world.	$8,053,816 5-year contract	$3,489,433	*
Department of Justice, Drug Enforcement Administration Office of Training (DEA)	Government	Virginia - VA	DEA uses Acadis to manage their Academy in Quantico, VA as well as the training records of all DEA Agents.	$3,663,425 5-year contract	$2,699,961	*

Table 6: Ability to Sell and Deliver Service

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 *
23	Sales force.	Envisage has a well-organized and trained sales staff that is fully capable of selling Acadis through the Sourcewell contract vehicle. Our 12-person sales department led by an Executive Vice President of Sales and market-focused sales directors. The sales organization is divided into two groups, one focused on State and Local agencies and one focused on Federal agencies. Each member of our team of Key Account Executives is assigned to focus on a geographic territory, allowing for long-term relationship building. In addition, this allows a sales lead to work with Sourcewell participating entities in each of the following territories –North Central, Northeast, South Central and Southeast and West regions, as well as the Key Account Sales Executives focused on Federal prospects and customers. Our Key Account Executives and Sales Leaders are seasoned public safety sales professionals with over 120 years of combined experience selling into this space. Supporting our sellers is a team of people responsible for solution engineering, partner management and reseller programs, and pricing & proposal response. There is also a twelve-person marketing department with six people focused on outbound prospecting We also have an event coordinator who manages our participation in frequent public safety industry conferences and events. There is a team focused on generating traffic via our website, social media, webinars and blog posts. The Sales and Marketing team members are all internal Envisage employees. Our ability to sell and deliver Acadis is demonstrated by our list of selected current federal, state and local clients provided below: Federal Clients U.S. Department of Defense • Peace Officer Standards and Training Commission U.S. Department of Energy • Counterterrorism Operations Support U.S. Department of Homeland Security • Citizenship and Immigration Services • Customs and Border Protection • Federal Air Marshals Service • Federal Protective Service • Immigration and Customs Enforcement • Office of Intelligence & Analysis • Transportation Security Administration Canine Training Center • Transportation Security Administration Training Academy U.S. Department of the Interior • Fish and Wildlife Service U.S. Department of Justice • Drug Enforcement Administration Office of Training U.S. Department of State • Bureau of Diplomatic Security Foreign Affairs Security Training Center • Office of Antiterrorism Assistance U.S. Department of Veterans Affairs • Federal Law Enforcement Training Academy State Clients Alaska Division of Homeland Security and Emergency Management Alaska Police Standards Council Arizona Department of Emergency and Military Affairs Arkansas Commission on Law Enforcement Standards and Training/ Law Enforcement Training Academy California Department of Forestry and Fire Protection – State Training Unit California Department of State Hospitals Georgia Department of Public Safety – Georgia State Police Indiana Department of Homeland Security Kansas Highway Patrol Kansas Law Enforcement Training Center Kentucky Department of Criminal Justice Training Kentucky Fire Commission State Fire Rescue Training Massachusetts Municipal Police Training Committee Missouri State Highway Patrol Nebraska State Patrol New Jersey Police Training Commission New Mexico Department of Public Safety New York Division of Criminal Justice Services New York Division of Homeland Security and Emergency Services North Carolina Justice Academy North Carolina Department of Justice Ohio State Fire Marshal Oregon Department of Public Safety Standards and Training South Carolina Criminal Justice Academy South Dakota Law Enforcement Training Center Tennessee Corrections Institute Tennessee Emergency Management Agency Tennessee Fire Service and Codes Enforcement Academy Texas A&M Forest Service Texas Department of Public Safety Utah Department of Corrections Utah Highway Patrol Utah POST Training Academy Washington Criminal Justice Training Commission West Virginia Division of Justice and Community Services Wisconsin Department of Justice Wyoming Law Enforcement Academy Wyoming POST

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		Local Clients Baltimore Police Department Chicago Police Department El Paso County (CO) Sheriff's Office Lakewood (CO) Police Department Memphis Police Department Milwaukee Police Department Monmouth County (NJ) Police Academy Ogden (UT) Police Department Oklahoma City Police Department Rockland County (NY) Police Academy Salt Lake City Police Department Washington, DC Metropolitan Police Department Westminster (CO) Police Department
24	Dealer network or other distribution methods.	Envisage does not use a dealer network. However, we do work with select resellers throughout the U.S. to leverage their contract vehicles or unique business classifications. In the Federal space, we have resellers that qualify for small business, hub zone, native American and other categories required for specific projects or contracts. For the State and Local markets we work with resellers that are required for State Contract vehicles in CA, NJ, VT, MO and other states. We have a Partner Manager that is responsible for continually exploring relationships with resellers and partners as we evaluate our go to market approach.
25	Service force.	Customer success is our focus from the very beginning of every client relationship. Our customer care team has recently been expanded to more than 30 staff members to provide the proactive service Envisage customers deserve. They are all internal Envisage staff. Our Acadis onboarding and implementation processes are flexible and proven effective. We have 20 years of experience implementing solutions for organizations of all sizes. Envisage is dedicated to providing consistent, easily accessed, ongoing support, which is another key to customer success. Our training program creates Subject Matter Experts (SMEs) who can distribute their knowledge among the client staff. At the same time, regular meetings with Software Project Consultants and Customer Account Managers will ensure that client staff have ample opportunity to ask questions and share ideas for expanding their use of Acadis. As the contract progresses and client personnel become more fluent with Acadis, the regular contact calls will become less frequent, but the weekly User Demonstrations will continue for all customers and Envisage support is always available. The online Acadis Readiness Community extends the customer feedback loop to 24/7 and offers answers to frequently asked questions and opportunities to network with other customers to explore best practices. We want our customer experience to be different from the typical software purchase, and we strive to inspire our customers not only to make the most of Acadis, but to champion the solution to others in the industry. We share a few of our clients' experiences at www.envisagenow.com/customer-stories.
26	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.	Envisage's customer service program includes an implementation phase, software training, and ongoing customer care and help desk support, which are described below. SAMPLE IMPLEMENTATION TIMELINE a. Project Preparation: Kick-off Meeting Envisage will coordinate the project kick-off meeting, providing a forum for the introduction of all team members, reviewing key contract elements, managing shared expectations, identifying roles and responsibilities, introducing the Integrated Project Team (IPT), determining communication strategies and setting the weekly project meeting schedule. Deliverable: Scheduled meeting Time Frame: One (1) week after contracting b. Acadis Readiness Suite Software – Installation Envisage will provide the client with a hosted instance of Acadis in our secure hosting environment with all purchased licenses assigned. An optional RapidStart will provide two Envisage staff to work at the customer site for three to five days (billed at an hourly rate, plus travel expenses) to provide in-depth business analysis for rapid installation, including current and planned uses of data and relationship-building with team members. Deliverable: Hosted production instance of Acadis Time Frame: One (1) week after contracting c. Implementation Planning Envisage staff will meet with the clients's subject matter experts (SMEs) to demonstrate the software and map Acadis functionality to client's systems/business processes. The purpose of this analysis will be to create plans for the project itself, including data import, testing, and training. Deliverable: High-level plan with recommended durations Time Frame: Six (6) weeks after contracting d. Setup and Configuration of Global Preferences and Labels Envisage will work with the client's system administrators to set up baseline elements, such as Acadis user interface values, Fiscal Year settings, custom branding of web pages, and automated email notifications. Deliverable: Baseline configuration of the required Acadis modules Time Frame: Four (4) weeks after installation e. Configuration of Customer-Specific List Values and User-Defined Fields Acadis includes the ability to manage custom lists and user-defined fields throughout the system as a means to match client terminology as closely as possible. The dynamic list management functions allow users to create and define drop down lists, further ensuring standardization within the system. This provides flexibility for the client to define standard terminology within Acadis without the cost of programmers to modify system variables. This also supports the importation of legacy data to

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appropriate list fields within Acadis.
Deliverable: Assistance in selecting custom settings for Acadis modules
Time Frame: Eleven (11) weeks after installation

f. Managing Client Data Migration from Legacy System(s)

Acadis includes a variety of tools and methods to assist our clients in successfully migrating their legacy data directly into Acadis. As a funded contract component, the Software Project Consultant assigned to the project will provide management and support as the client's staff migrate the appropriate data from identified data sources into the Acadis environment. Envisage can provide full post-consultation data migration services, if desired, which includes an in-depth data migration discovery meeting with the client. The data import activities involve planning, identifying, and analyzing existing data and conversion requirements, preparing conversion specifications, developing and testing conversion strategies, and, finally, the conversion and migration of data. A team review of migrated data verifies data consistency, format and completeness.
Deliverable: Definition and management of data migration activities (e.g., meetings, data reviews, issue identification, strategy planning, pilot testing, etc.); completion of legacy data migration into the target Acadis database schema
Time Frame: Within 120 days of contracting.

g. Training on Purchased Modules

A comprehensive training strategy will help ensure the client achieves the maximum return on investment when implementing and deploying the Acadis Readiness Suite. Envisage will work with the client's staff and SMEs who can support other users for sustainable long-term success.
Deliverable: Training for Acadis modules
Time Frame: Six (6) weeks after data migration

h. System Implementation – Production Go Live

Based on the successful completion of all project activities and deliverables – as well as real- time input from the IPT – the client installation will be transitioned to "go live" status.
Deliverable: "Go Live" with Acadis in production environment
Time Frame: TBD (dependent upon overall client readiness)

i. Ongoing Client Support

Envisage will provide project consulting and recommendations to the client throughout the implementation process, as well as Help Desk/customer care support, and weekly meetings to discuss configuration and demonstrations of new functionality. Envisage will also provide comprehensive user training for the SMEs, trainers and key administrators identified by the client. As part of the Acadis Software Assurance Plan, Envisage will provide Acadis training to the appropriate staff for each delivered release. The Acadis Software Assurance Plan also includes regular updates/upgrades to your software. These updates occur approximately every eight (8) weeks, with demonstrations of new functionality presented weekly as part of our User Group Meetings. Release Notes, provided with each new release, outline the changes and new features reflected in the update.
Deliverable: Regularly scheduled meetings with software demonstrations, releases/updates
Time Frame: Ongoing

CUSTOMER CARE AND HELP DESK SUPPORT

Envisage provides Tier Two support of issues, questions, or problems specific to the Acadis application and work processes as part of the standard software subscription. The Acadis Help Desk will investigate issues, and provide user assistance and on-the-spot training and guidance. The Acadis Help Desk will also serve as the means for requesting enhancements to Acadis functionality.

Our Help Desk support team is available by phone and email Monday through Friday from 8:30 am – 8:00 pm Eastern Time. Outside of these standard hours, Envisage maintains an on-call support team that is available 24/7 (including holidays) via our support telephone line. They are capable of handling urgent issues and empowered to call in additional resources, as needed. Envisage assigns to the client a Software Project Consultant responsible for the management of the Acadis implementation process, and a Customer Care Agent who will support the client post-implementation.

Envisage maintains a comprehensive system in which we track all change requests and problem reports. Our Help Desk team prioritizes and assigns all calls that are not immediately resolved, with most issues solved during the call.

Our support services include:
- Continuum of personalized support with assigned Care Account Agent
- Monthly status calls
- Solutions strategies
- Weekly customer product demonstrations
- Ongoing training
- Real-time feedback for ongoing product development
- On-demand Help Desk support: standard hours M – F, 8:30 am – 8:00 pm ET, with on-call after-hours support
- Release Notes for each new version of Acadis
- Assistance with custom Advanced Data Exports
- Ongoing development of content for Acadis Knowledge Base

A response times chart has been uploaded in the documents section.

Performance Incentives: Envisage has a 99.5% software availability guarantee, excluding unavailability as a result of planned maintenance, unplanned emergency maintenance, and events outside of Envisage's control (Service Level Guarantee). The client will be issued a service credit equal to 5% of its monthly apportioned software costs for each full percentage point below the Service Level Guarantee in any given month, up to 100% of costs.

		SOFTWARE TRAINING A comprehensive and effective training strategy will ensure that Sourcewell participating entities achieve the maximum return on investment when implementing and deploying the Acadis Readiness Suite. Our training approach is designed to achieve skills mastery within a group of core Acadis specialists – including participating entities Subject Matter Experts (SMEs) and staff – who can, in turn, successfully train and mentor other users toward sustained success and self-sufficiency. Integrated Training A key benefit of the Envisage Agile approach is that training opportunities occur naturally as part of the agency's ongoing relationship with Envisage. These frequent opportunities include: • Acadis feature reviews as part of project status meetings • Hands-on working sessions in Acadis with each agency's Software Project Consultant o Exploring the features in Acadis o Identifying opportunities to re-engineer existing business processes to leverage Acadis capabilities • Weekly User Group Demonstrations, available for all current customers • Customers with Envisage Software Assurance can also schedule on-demand, feature-specific training sessions coordinated through the Envisage Customer Care Team Resulting from the various integrated training opportunities throughout the project implementation, key stakeholders and SMEs will typically be familiar with much of the Acadis functionality. Optional Training As part of an agency's contract – or purchased separately – Envisage can also provide customized training for the agency's team, including train-the-trainer sessions. Envisage will use a time-tested approach to deliver effective and efficient training tailored for each agency. Since our process focuses on the client, we will work together with the agency team to determine the approach that best balances the aggregation of knowledge against applying that knowledge to their business processes.	
27	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Envisage is fully willing and able to provide the Acadis Readiness Suite to Sourcewell participating entities throughout the United States. We already provide Acadis to customers in nearly 40 states and have our sales and support teams organized to serve the entire country.	*
28	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Envisage is willing and able to provide the Acadis Readiness Suite to Sourcewell participating entities in Canada. We have bid on several competitive opportunities in Canada in the last two years, but haven't been successful in those efforts so far. The only potential barrier we see for some participating entities in Canada is that further development of Acadis would be necessary to provide it as a fully bilingual platform. We have taken steps to prepare for this development when it is needed. Within current functionality, clients can load and use SCORM-compliant training in the LMS that is in French or any language.	*
29	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	There are no geographic areas of the United States or Canada that we will not be fully serving.	*
30	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	There are no Sourcewell participating entity sectors listed above that we are not willing or able to serve. Our key target market is government Public Safety agencies, including the federal, state, and local level. This sometimes includes educational institutions. The University of Texas A&M, for instance, is a current client for a Public Safety project and the University of Utah will also soon become a client for a Public Safety project.	*
31	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Envisage has no specific contract requirements or restrictions that would apply to entities in Hawaii, Alaska, or in U.S. Territories. We offer in-person training and/or remote training via webcast to all of our clients. Customers that are farther from our headquarters in Bloomington, IN, might choose to use remote training rather than pay for our staff to travel to their location. In either case, we will ensure they receive full training on using the software and have ongoing access to training and support throughout their use of Acadis.	*

Table 7: Marketing Plan

Line Item	Question	Response *	
32	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Envisage's marketing strategy for promoting the Sourcewell contract opportunity will focus on: 1) messages highlighting the opportunity to procure an industry-leading Public Safety LMS, Acadis, at a price and high quality that's already been selected through a competitive process without having to go through the time and expense of an agency holding its own competition, and 2) highlighting Public Safety agencies that choose Acadis through the Sourcewell contracting opportunity and the efficiencies and impact this will bring for their organizations. This strategy will be accomplished through press releases and other news distributed via press release distribution channels, envisagenow.com, and Envisage's social media channels on Facebook, LinkedIn and Twitter, as well as the Envisage newsletter that we send out bi-monthly to 20,000+ Public Safety subscribers. The Sourcewell opportunity will also be promoted through a rack card that's presented at the frequent Public Safety conferences and events at which Envisage has a booth throughout the year and a digital one-pager for virtual conferences that Envisage holds. We will also train our marketing and sales staff on how to promote and sell the Sourcewell contract opportunity to their Public Safety contacts. The sales staff has training events every Friday which will enable Envisage to promote an accurate and consistent message about the Sourcewell contract opportunity to potential customers throughout every geographic territory.	*
33	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Our press releases contain SEO metadata so that they will come up for people searching for Sourcewell contract opportunities and other Public Safety LMS contracting opportunities. These press releases will be kept on envisagenow.com indefinitely. Our web site ranks well for search terms such "public safety training" and "police software," so it's a good place to raise awareness about the Sourcewell Public Safety LMS contracting opportunity.	*
34	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	Sourcewell's role in promoting contracts arising out of the RFP would include adding us to your list of vendors so that agencies like Envisage can be found by a broader range of agencies. Light promotion, such as a press release and/or social media announcing our addition to the Sourcewell catalog, would also be welcomed. Sourcewell's role also includes helping us to answer questions we may have in training our sales and business staff in selling this opportunity and in making and tracking contracts that fulfill Sourcewell's requirements. Envisage will integrate the Sourcewell contract opportunity into the information we provide to all potential customers of Acadis through our sales representatives and marketing materials. We will also provide it as an option in written responses we make to RFPs and other requests for proposals. We will train existing and new Key Account Sales representatives on the Sourcewell contract opportunity through our sales trainings we hold every Friday. We will measure our success in using the Sourcewell contract opportunity through metrics on sales leads and sales volume that are shared with staff each month.	*
35	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	No, Acadis is not available through an e-procurement ordering process.	*

Table 8: Value-Added Attributes

Line Item	Question	Response *	
36	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.	Administrative level Acadis software training is provided for each Acadis client during implementation. New feature demonstrations and release notes provide further product support.. Additional training specific to the client agencies user experience may be added, at applicable rates, at any time during the relationship. Our software training includes: SOFTWARE TRAINING A comprehensive and effective training strategy will ensure that Sourcewell participating entities achieve the maximum return on investment when implementing and deploying the Acadis Readiness Suite. Our training approach is designed to achieve skills mastery within a group of core Acadis specialists – including participating entities Subject Matter Experts (SMEs) and staff – who can, in turn, successfully train and mentor other users toward sustained success and self-sufficiency. Integrated Training A key benefit of the Envisage Agile approach is that training opportunities occur naturally as part of the agency's ongoing relationship with Envisage. These frequent opportunities include: ▪ Acadis feature reviews as part of project status meetings ▪ Hands-on working sessions in Acadis with each agency's Software Project Consultant o Exploring the features in Acadis o Identifying opportunities to re-engineer existing business processes to leverage Acadis capabilities ▪ Weekly User Group Demonstrations, available for all current customers ▪ Customers with Envisage Software Assurance can also schedule on-demand, feature-specific training sessions coordinated through the Envisage Customer Care Team Resulting from the various integrated training opportunities throughout the project implementation, key stakeholders and SMEs will typically be familiar with much of the Acadis functionality. Optional Training As part of an agency's contract – or purchased separately – Envisage can also provide customized training for the agency's team, including train-the-trainer sessions. Envisage will use a time-tested approach to deliver effective and efficient training tailored for each agency. Since our process focuses on the client, we	

		will work together with the agency team to determine the approach that best balances the aggregation of knowledge against applying that knowledge to their business processes. Envisage uses an approach that is: CUSTOMER-DRIVEN – We understand that each client has different needs. Therefore, our goal is to provide unique training that aligns with the requirements of the client in terms of content and timing. The client team and Envisage will work collaboratively to create the most beneficial training approach. FLEXIBLE – The resulting training program can take place in a variety of forums, and can target multiple audiences. The client and Envisage may choose to leverage onsite training, web-based seminars and/or training at Envisage headquarters to best meet the needs of each audience. INTERACTIVE – Attendees are encouraged to participate in their training, using new skills in real-time on the client's individual workstations. Wherever possible, attendees will practice what they have learned using business scenarios from their own experience. COLLABORATIVE – Envisage believes training can provide a forum for both communication and learning. While the client will gain valuable experience in using Acadis, the Envisage team can gather equally valuable insights and information about the client's business processes, requirements and needs. ITERATIVE – Training is designed to continue building upon the cumulative experience the client's team members have gained through previous working sessions, team interactions, demonstrations, and testing exercises. HANDS ON – In order to build confidence in new or revised business processes, create impactful use case scenarios, and master new skills, participants are encouraged to experiment and explore Acadis. LEVERAGED – By focusing on strategies such as train-the-trainer, the client gains long-term skills and knowledge it can share throughout its organization. TIMELY – Typically, training occurs during the final phase of project implementation in order to maximize its impact as the client begins integrating the Acadis Readiness Suite into routine business processes. Elements for Successful Training While Envisage recognizes that the training provided for the client will be unique, our experience has shown that a standard collection of learning elements can contribute to the success of the overall training experience. Some of these elements include: • Hands-on training environment – Ideally, each student will have their own workstation (provided by the client) throughout the training • A commitment to attending each session in its entirety • Active participation by attendees with business or process knowledge • Active participation by attendees whose roles require daily processing in Acadis, as well as those responsible for supporting and/or training other Acadis users within their organizations SOFTWARE AS A SERVICE (SaaS) As we continuously develop and enhance the Acadis platform, our SaaS plan keeps our customers up-to-date through regularly scheduled version releases. Envisage plans releases to occur approximately every eight (8) weeks, providing Acadis clients with updates to their licensed modules. Version releases as part of the Software Subscription program include: NEW FEATURES FOR EXISTING MODULES developed as part of the Agile development process. Feature enhancements, via periodic releases, are included with our SaaS offering. ENHANCEMENTS TO CURRENT FEATURES that improve and/or expand the use and function of the current version of Acadis. BUG FIXES, including hot fixes, which are critical issues with no known workaround. These fixes are our highest priority, and sometimes require an unscheduled release if the issue is of acute severity. Communication Process Weekly software meetings with our user community allow clients to provide input about the future development of Acadis, including requesting enhancements and/or the addition of new features. Based on the consensus of our user community, and available development resources, Envisage staff then prioritizes the development of enhancements and new features. Software meetings also provide for planning and identification of the progress for software development in order for all clients to understand what features will be available in the new release. Release Strategy We release software upgrades approximately every eight (8) weeks. Envisage will provide all release management tasks, and work with the customer user group to schedule these releases in a way that minimizes impact to system availability, often scheduling updates after standard business hours to limit impact. Envisage will conduct weekly demonstrations to show customer users the features and enhancements in the upcoming release, and Release Notes accompany each release.
37	Describe any technological advances that your proposed products or services offer.	Acadis was the first training and certification management system built specifically for Public Safety agencies to be authorized at the FedRAMP Moderate Level, and it is still one of the few. It has successfully replaced manual data entry and recordkeeping systems and integrated previously disparate database functions in the agencies where it has been deployed.

38	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	One of the main advantages of the Acadis Readiness Suite is reduction of dependence on paper for registration, training, and recordkeeping. Effective delivery of remote training via the Acadis LMS also reduces the need for personnel to travel to a central site for training, thus reducing fuel consumption, pollution, and the organization's carbon footprint. As a company, some of Envisage's green initiatives include: • Certified as a Bicycle Friendly Business by the League of American Bicyclists. • Currently in the process of developing a sustainability statement/policy consistent with a commitment to promote environmental, economic, and social sustainability. • We purchase "green" (i.e. recyclable, reusable, non-toxic, compostable, fair trade and made from 100% post-consumer recycled materials) supplies, products, and materials. • We subsidize public transportation for employees and offer flexible hours, telecommuting, or a compressed work week. • We utilize teleconference, video conference, WebEx or GoTo Meetings (or other similar conferencing services). • We have an established recycling and composting program through a local company called Green Camino https://greencaminocompost.com/about-us/. • We schedule regular "Lunch and Learn" presentations on sustainability topics.	*
39	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Envisage does not have any such third-party qualifications. We have been responsible, however, for helping clients across the country to significantly reduce their carbon footprint by transforming their operations from cabinets full of paper training and compliance records into digital records. This is one of the core benefits we provide to most customers – a transition to a paperless training operation.	*
40	Describe 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 of certification (as applicable) in the document upload section of your response.	Envisage is not an WMBE, SBE or veteran-owned business.	*
41	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?	Envisage Technologies is optimally suited to assist Sourcewell participating entities for the following reasons: • Built for Public Safety Training — Conceived and developed to manage the critical elements of Public Safety training and compliance tracking, Acadis ensures that Public Safety professionals are trained to meet the rigorous demands of the job. • Rapid Implementation — Core functionality that is typically required by our clients already resides in our software, which significantly reduces implementation timeframes. • Highly Secure — Acadis, a FedRAMP-authorized solution, is built on a proven, secure, and integrated architecture that meets or exceeds all required security elements of NIST 800 53.v3. Additionally, numerous federal agencies have granted Authority to Operate (ATO) to Acadis in their environments. Only software that provides exceptional assurance of data privacy and trustworthiness meets these strict standards. With each release, Acadis undergoes continuous testing for security vulnerabilities ensuring that system security evolves with new classes of threats. • Comprehensive Assessment — Manage testing in the classroom, in the field, or online with mobile options and student analysis. • Enterprise-class — Envisage's software frameworks are designed for true enterprise-class performance and scalability. Whether deploying our technologies across vast geographic areas covering multiple agencies, or tracking hundreds of thousands of officer records for a single client, our solutions have a proven and demonstrable record of success.	*

Table 9: Performance Standards or Guarantees

Describe in detail your performance standards or guarantees, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your performance materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
42	Describe any performance standards or guarantees that apply to your services	Performance Standards and Guarantees from the Acadis Master License Agreement are excerpted below. A full copy of the Master License Agreement is uploaded in the documents section. 8. Representations and Warranties. 8.1 Collaborative Effort. Each Party shall make available qualified personnel as are reasonably necessary to properly and timely perform the obligations under this Agreement. The Parties acknowledge that Contractor's Agile development methodology requires an integrated project team with a high level of communication and interaction between Client and Contractor personnel. Where data migration is required from an existing system to the Licensed Software Programs, Client represents and warrants that its personnel have administrative access to the requisite data sources and can provide extracts of existing data in industry standard formats; except where explicitly agreed in an Order Form, the Parties acknowledge and agree that all data extraction, data cleansing, and the import of extracted data will be done by Client personnel. 8.2 Software Maintenance and Help Desk. During the Term, Contractor agrees to provide to Client all maintenance and bug-fix services for the Licensed Software Programs (the "Software Maintenance Program"). Notwithstanding the ability of Contractor to establish standard maintenance policies, Contractor's Software Maintenance Program services shall include, at a minimum, reasonable problem correction times, and escalation procedures based upon the criticality or severity of the problem. Contractor's Tier 2 Help Desk shall be available to Client between 8:30am-5:30pm ET, except on weekends and holidays (i.e., New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, Black Friday, Christmas Eve, Christmas Day), with on-call after-	

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hour support team available for priority emergency fixes.

8.3 Intellectual Property. Contractor represents and warrants that it has the right to grant a license to the Licensed Software Programs free and clear of any liens and encumbrances. Contractor further represents and warrants to Client that Contractor owns the Licensed Software Program, including all associated intellectual property rights, or otherwise has the right to grant Client the right and License provided in this Agreement, and that neither the Licensed Software Programs nor the Documentation infringe any valid patents, copyrights, trademarks, or other proprietary rights of any third parties.

8.4 Specifications. Contractor represents that, during the subscription term for the Licensed Software Program, it shall operate in substantial conformance with the Specifications, will substantially contain the functionality described in the Documentation, and when properly installed on a computer meeting the specifications set forth in, and operated in accordance with, the Documentation, shall substantially perform in accordance therewith.

8.5 Service Levels. For purposes of this section, the Licensed Software Programs shall be deemed unavailable for determining service level compliance only if the Licensed Software Programs are unusable, for example, as a result of a severe degradation of response time. The Contractor will make the software available continuously, as measured over the course of each calendar month, an average of 99.5% of the time, excluding unavailability as a result of planned maintenance, unplanned emergency maintenance, and events outside the Contractor's control ("Service Level Guarantee"). Client shall be issued a service credit at a rate equal to 5% of its monthly-apportioned software costs for each full percentage point below the Service Level Guarantee in any given month, up to 100% of costs. The service credit shall be Client's sole and exclusive remedy under this section, and is non-refundable upon the expiration or earlier termination of this Agreement.

8.6 No Disabling Devices or Viruses. Contractor has taken, and will continue to take, reasonable steps to test the Licensed Software Programs for programming devices (e.g., viruses, "worms," backdoors, etc.) that would (a) disrupt the use of the Licensed Software Programs or any system, device or Client software to which the Licensed Software Programs is interfaced or other computer equipment with which such equipment communicates; (b) destroy or damage data or make data inaccessible or delayed, except for file and purge routines necessary to the routine functioning of the Licensed Software Programs; or (c) permit Contractor personnel, agents or subcontractors access to any portion of the Licensed Software Programs other than as necessary to carry out the terms of this Agreement. To the best of Contractor's knowledge, no such devices are present in the Licensed Software Programs as delivered to Client. Contractor agrees to use reasonable programming practices and security procedures to avoid insertion of such devices and to scan for viruses before sending any media containing programming code to Client. Furthermore, Contractor agrees not use any such programming devices or other measures to interfere with the Client's use of the Licensed Software Programs.

8.7 Compliance with Standards and Laws. Contractor represents and warrants that the Licensed Software Programs will at all times during the term of this Agreement comply with any applicable industry standards and applicable federal, state and local laws and regulations.

8.8 Workmanlike Fashion. Contractor represents and warrants that all services shall be performed by qualified personnel in good and workmanlike fashion.

8.9 Documentation. Contractor represents and warrants that the Documentation is and shall at all times during the term of this Agreement remain substantially complete and current with the current version of the Licensed Software Program.

8.10 Disclaimer of Other Warranties. EXCEPT FOR THE LIMITED WARRANTIES SET FORTH IN THIS SECTION 8, THE LICENSED SOFTWARE PROGRAMS AND DOCUMENTATION ARE PROVIDED TO CLIENT "AS IS" AND WITH ALL FAULTS AND DEFECTS WITHOUT WARRANTY OF ANY KIND. TO THE MAXIMUM EXTENT PERMITTED UNDER APPLICABLE LAW, CONTRACTOR, ON ITS OWN BEHALF AND ON BEHALF OF ITS AFFILIATES AND ITS AND THEIR RESPECTIVE CONTRACTORS AND SERVICE PROVIDERS, EXPRESSLY DISCLAIMS ALL WARRANTIES, WHETHER EXPRESS, IMPLIED, STATUTORY OR OTHERWISE, WITH RESPECT TO THE LICENSED SOFTWARE PROGRAMS AND DOCUMENTATION, INCLUDING ALL IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, TITLE AND NON-INFRINGEMENT, AND WARRANTIES THAT MAY ARISE OUT OF COURSE OF DEALING, COURSE OF PERFORMANCE, USAGE OR TRADE PRACTICE. WITHOUT LIMITATION TO THE FOREGOING, THE CONTRACTOR PROVIDES NO WARRANTY OR UNDERTAKING, AND MAKES NO REPRESENTATION OF ANY KIND THAT THE LICENSED SOFTWARE WILL MEET THE CLIENT'S REQUIREMENTS, ACHIEVE ANY INTENDED RESULTS, BE COMPATIBLE OR WORK WITH ANY OTHER SOFTWARE, APPLICATIONS, SYSTEMS OR SERVICES, OPERATE WITHOUT INTERRUPTION, MEET ANY PERFORMANCE OR RELIABILITY STANDARDS OR BE ERROR FREE OR THAT ANY ERRORS OR DEFECTS CAN OR WILL BE CORRECTED.

8.11 Voiding of Warranty. If the breach of any warranty set forth by Contractor in this Article 8 is caused through any action, error, or omission of Client, any Authorized User, or any other person provided access to the Licensed Software Programs by Client or any Authorized User, such warranty shall not apply and shall be considered null and void.

43	Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.)	Envisage has standards related to guaranteed uptime and resolution of any problems with the Acadis software. Envisage guarantees a 99.5% uptime for Acadis, notwithstanding periods of scheduled routine maintenance. Envisage Technical staff monitors system and network performance to ensure adherence to this established standard. Acadis has been engineered for flexible deployment with redundancy selectable according to customer needs. Database availability on Amazon Web Services (AWS) is quite high based on automated backups and scripted restoration to the same or a different geographically disparate availability zone. Our hosting services with AWS, provided as part of our SaaS offering, include customer data backup and remote site disaster recovery. Our technical staff captures nightly off-site backups of the database, and data backups are encrypted and stored in secure locations (encryption level is 256-bit FIPS 140-2 certified). Upon expiration of mandated retention timelines, unneeded backups and data are destroyed based on NIST and FedRAMP suggested sanitization schedules. In accordance with the Envisage Disaster Recovery (DR) process, Envisage has established a recovery time objective (RTO) of three (3) to five (5) days and recovery point objective (RPO) of twenty-four (24) hours between the primary and alternate availability zone. In case of failure of an availability zone, the contingency plan is activated to migrate the affected servers to alternate availability zone managed by AWS GovCloud. Our standard priority levels and resolution targets for customer emergency and issue response are outlined in the attachment to this section.	*
44	Describe any service or support contract options for the items included in your proposal.	Service and support are included in the annual SaaS subscription. They are not an option. Additional onsite training is available on an hourly cost basis, plus travel expenses. To accelerate the implementation process when needed, we offer a RapidStart option, which provides one or more dedicated Software Project Consultants to explore in-depth exactly how the client will use Acadis and structure the implementation to their needs.	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	
45	What are your payment terms (e.g., net 10, net 30)?	Our payment terms are net 30. The Acadis SaaS license is billed annually with the first installment invoiced upon contract signing. Annual renewals are billed one month in advance of the service expiration date and are due prior to the expiration date.	*
46	Describe any leasing or financing options available for use by educational or governmental entities.	We have no leasing or financing options.	*
47	Briefly describe your proposed order process. Include enough detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell participating entities' purchase orders.	Envisage proposes to process Sourcewell participating entities' purchase orders directly, just as we have successfully done for the past 19 years with our GSA cooperative purchasing vehicle and the quarterly reporting of its related Industrial Funding Fee. Entities desiring to place an order with Envisage should reach out to our sales team for an executable quote document made pursuant to these terms, and upon full execution and delivery of the respective items therein, Envisage shall submit an invoice (or process a purchase order, if required by the client) for said amounts. Clients utilizing this vehicle will be denoted as such within the quote and invoice/PO documents, as well as within our CRM and accounting systems, to ensure that reporting is accurately captured and timely submitted.	*
48	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?	Yes. Envisage will accept the P-card. There is no additional cost.	*

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *	
49	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.	Pricing of Acadis for Sourcewell participating agencies will be provided at the discounts shown in the uploaded pricing document. This pricing chart gives the price for each Acadis module, which can be purchased a la carte or in bundles, all at discounted prices per module or bundle. Software as a Service (SaaS) Licenses are charged per active person record, and except where otherwise noted, reflect monthly prices. The size thresholds for agencies in the uploaded chart include Small = 100-1,000 active person records, Medium = 1,001-5,000 active person records and Large = 5,001-10,000 active person records. A Basic Bundle includes Acadis Training plus any 6 modules, Advanced Bundle includes Acadis Training plus any 12 modules, and Enterprise Bundle 20 modules. All prices are expressed in US Dollars. Prices provided to Sourcewell participating entities in Canada will be priced at the rates shown, adjusted by the prevailing U.S. to Canadian currency exchange rate at the time of purchase. Agencies can add or subtract modules as their needs and budgets change.	*
50	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.	Pricing represents an average discount of 10% off commercial rates, consistent with pricing on our GSA Schedule.	*
51	Describe any quantity or volume discounts or rebate programs that you offer.	As shown in the pricing earlier in this section, the cost of Acadis per user decreases as the number of users at an agency increases.	*
52	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.	Additional services will be provided at industry standard rates with the standard Sourcewell discount. This pricing is shown on the uploaded pricing document.	*
53	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.	Other costs not include: One Time Setup Fee (shown in uploaded pricing document by agency size), Initial Software Configuration, Data Migration Consultation, Onsite Classroom Training, Remote Classroom Training, and Training Travel (if needed). These costs vary by client depending on their number of active user records and the modules they purchased.	*
54	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	N/A - There is not freight, delivery or shipping cost.	*
55	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	N/A	*
56	Describe any unique distribution and/or delivery methods or options offered in your proposal.	N/A - None	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
57	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	

Table 13: Audit and Administrative Fee

Line Item	Question	Response *	
58	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 participating entities 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.	Envisage will audit pricing and administrative fees quarterly to verify compliance with our Contract with Sourcewell. We maintain a contract review process that documents the contracting vehicle and all associated fees pertaining to Equipment, Products and Services purchased in a given calendar quarter. Contracting vehicle fees are reviewed at the end of each quarter and processed for payment as appropriate.	*
59	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.	Relevant metrics to success on this vehicle will include without limitation: time-to-close for new clients, client satisfaction with contracting process, and deal volume.	*
60	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 the RFP and template Contract for additional details.)	Envisage proposes to pay Sourcewell an administrative fee of one percent (1%) of total sales to participating entities for all contracts for the Acadis Readiness Suite made during a calendar quarter. Any items denoted as "Optional" within a purchase order issued in accordance herewith shall accrue and cause us to pay out administrative fees only if and when such "Optional" items are actually funded by the end user client.	*

Table 14A: Depth and Breadth of Offered Equipment Products and Services

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Line Item	Question	Response *
61	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	The Acadis Readiness Suite (Acadis), developed by Envisage Technologies, is a proven, enterprise-class software solution that simplifies the complex operational training tasks common to the high-risk, blended training environments of Public Safety, law enforcement, public safety, and the military. In addition to modernizing training operations, Acadis provides traditional classroom instruction tracking and written assessments, ensuring a complete and detailed training record for agencies and individuals regardless of the method of training delivery. Acadis automates and integrates costly standalone training functions and tracks a variety of resources and their chain of custody, thereby facilitating an accurate forecasting of current and future physical, technological, and human resource requirements. In summary, Acadis saves time and money through the consolidation of existing systems and the streamlining of workflows into a single framework. Acadis consists of the training management system and a series of supporting software modules, which are configurable to support the full spectrum of training operations. These modules work in tandem to support and manage online and classroom-based courses, high-liability training, and complex training and business processes. The modular system provides software to support specific areas of training management across an individual's career. Acadis is a database framework that collects, organizes and retains data essential to training and administration for Public Safety employees. Depending on their particular role in the organization, users can access Acadis via various Portals, which are specifically designed for general employee use, test-taking and administering, student registration, and other functions. This gives each user quick access to the Acadis features that they need while protecting data security and requiring minimal training. Unlike other training management systems, the Acadis Readiness Suite is designed specifically for the demands of Public Safety agencies. Also unlike most other systems, it is authorized at the FedRAMP Moderate Impact level. This benefits agencies that utilize cloud-based services by providing an advanced, consistent security standard, which is subject to continuous monitoring in order to keep data protected even as threats to security evolve. The Acadis Readiness Suite includes the following modules: Acadis Training (Base Module) Acadis Training tracks individual training records from initial hiring through separation or retirement, provides for the development of course curriculum, and tracks training progress and test scores. Acadis then aggregates these records into an accurate and legally defensible transcript, including course weights and applicable awards. The additional administrative features of the Acadis Training module include: • Track training and grades across an individual's career • Digitize and automate cumbersome paper processes • Increase accuracy and efficiency of reporting • Secure and control access to sensitive information • Assign training based on individual career goals (Career Roles) • Create manual and automated workflows. Acadis Learning Management System (LMS) The Acadis LMS delivers online training courses, allows assignment or self-registration to online courses, and tracks the successful completion of the training event within Acadis. The Acadis LMS module provides a low-cost delivery vehicle for online training courses and supports a fully blended training approach. The additional administrative features of the Acadis LMS module include: • Augment classroom and skills-based training with online learning • Deliver SCORM-compliant (versions 1.2 through 2004 4th Edition) online training courses • Add discussions to online classes and activities • Automate the posting of online course results to an individual's training record (Person Record) • Maintain a library of online courses • Observe online learning metrics with an Online Events Monitor Acadis Compliance Acadis Compliance provides a proven and flexible tool to process new certifications and periodic, ongoing renewals. This ensures that individuals and organizations are compliant with all applicable standards and regulations. The additional administrative features of the Acadis Compliance module include: • Maintain a full compliance and certification history across an individual's career • Identify upcoming and recent expirations • Automate the certification renewal process • Confer, renew, or revoke certifications • Certify individuals, organizations, and inventory • Assign Career Roles to a Person Record Acadis Scheduling Acadis Scheduling streamlines complex scheduling tasks related to training operations. The module's sophisticated scheduling engine intelligently applies sequencing, priorities, dependencies, and resource requirements for each block of instruction. The additional administrative features of the Acadis Scheduling module include: • Automate the scheduling of instructors, facilities, and resources • Manage instructor calendar and availability • Manage instructor-to-student ratio • Assign instructors based on defined criteria • Identify and resolve scheduling conflicts

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- Maximize resource utilization

Acadis Internal Affairs Case Management
Acadis Internal Affairs Case Management helps agencies add, track, and manage cases that may require formal investigation—including use-of-force complaints, disciplinary claims, and employee misconduct—within the integrated database functionality of Acadis. Users with the appropriate rank can view, add to, delete, and edit cases as necessary, and update the status of cases in real time, with clearly visible status indicators that track ongoing progress at a glance. Each case record may also include relevant documentation, eliminating concerns about missing paperwork. In a matter of minutes, all records and information connected with a case can be reviewed thoroughly and efficiently.

The additional administrative features of the Acadis Internal Affairs Case Management module include:
- Ensure accountability and facilitate thorough investigations
- Track and follow up on cases of noncompliance or poor performance, as well as more serious personnel issues such as use-of-force and misconduct
- Update the status of cases in real time
- Create case records unique to formal investigations
- Eliminate multiple or redundant recordkeeping systems
- Integrate with IADLEST's National Decertification Index

Acadis Registration & Online Registration Portal
Acadis Registration automates registration workflows, and maximizes class and testing event fill rates. The module manages prerequisites, individual registrations, enrollments, and the waitlisting of students.

The additional administrative features of the Acadis Registration (and Online Registration Portal) module include:
- Define registration open and close dates
- Allow self-registration for individuals via the Online Registration Portal
- Maximize class and testing event fill rates
- Automate registration workflows
- Define prerequisite requirements prior to opening registration
- Create automated notifications for registration status updates

Acadis Testing & Online Testing Portal
The Acadis Testing module provides for the administration of classroom and online tests, and automates numerous testing functions. The module includes a full-featured test builder, question repository, and randomization engine.

The additional administrative features of the Acadis Testing (and Online Testing Portal) module include:
- Link Learning Objectives to test questions
- Automate test grading and reporting of grades to Person Record
- Track logins, time spent in a test, and test completion with the Proctor Monitor
- Record field testing with the Acadis Mobile application
- Allow individuals to access approved online tests via the Online Testing Portal
- Improve test integrity using anti-cheating features native to Acadis

Acadis Housing
Acadis Housing allows organizations to manage building and barracks configurations, and monitor the status of lodging facilities. Acadis Housing manages on-center housing, leased housing, and overflow hotel housing based on defined variables.

The additional administrative features of the Acadis Housing module include:
- Automate the assignment of student lodging
- Track housing costs for invoicing
- Manage housing based on type, proximity to training location, costs, ADA requirements, and more
- Include housing requests in registration process
- Manage maintenance tickets
- Monitor housing with a Capacity Planning Viewer

Acadis Surveys
Acadis Surveys is a fully integrated survey builder module that provides tools to create surveys and automatically distribute them in order to collect and evaluate student reaction to training and instruction. The module also supports non-instructional surveys and polls, which allow organizations to gather information on various topics quickly and efficiently.

The additional administrative features of the Acadis Surveys module include:
- Design surveys with Likert-type scales and free-form text fields
- Distribute surveys through automated emails
- View and export survey results
- Automate survey results tallying
- Analyze student reaction to training (Kirkpatrick Level 1)
- View survey results across multiple classes

Acadis Documents
Acadis Documents digitizes and maintains the legal defensibility of important documents in order to minimize litigation risk, and ensures that important documentation is accessible when needed. Acadis Documents reduces the need for storage of paper documents, and maintains a digital record that is not susceptible to alteration, deterioration, or destruction.

The additional administrative features of the Acadis Documents module include:
- Maintain the legal defensibility of important documentation
- Attach documents to Person, Class, and Instructor Records
- Import multiple documents quickly and easily
- Upload common document types

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- Fulfill certification requirements with supporting documentation
- Attach photos and other documents for inventory identification

Acadis Inventory
Acadis Inventory allows organizations to track and certify critical resources, and ensures an accurate and available stock of resources for training, operations, and duty.

The additional administrative features of the Acadis Inventory module include:
- Track resources such as vehicles, firearms, and service animals
- Maintain an accurate chain of custody record
- Track inventory by owner and assignment
- Manage inventory certifications and inspections
- Apply NIMS-typing to vehicles
- Identify inventory as rentable to outside agencies

Acadis Budgeting & Forecasting
Acadis Budgeting & Forecasting tracks progress towards organizational readiness goals, and supports the effective utilization of human and physical resources by targeting specific readiness gaps. In addition, the module allows administrators to create expense categories to track and manage fiscal accounts.

The additional administrative features of the Acadis Budgeting & Forecasting module include:
- Define readiness goals to identify gaps and assist in planning
- Align training plans with organizational readiness goals
- Add detailed costs to a Class Record
- Create detailed allotment lists for appropriations and accounts
- Forecast training resource requirements
- Add planned and incurred expenses to an account activity

Acadis Portal Framework with In-Service Reporting Portal
The Acadis Portal is the foundation for the distribution of Acadis functionality across a wide geography, while the In-Service Reporting Portal allows the reporting of in-service training by all locations under an organization's purview.

The additional administrative features of the Acadis Portal Framework with In-Service Reporting module include:
- Track the training and skills reported by all agencies within an organization
- Remotely report training and certification information
- Create online forms (WebForms) to replace paper
- Define a list of mandatory and/or approved in-service training events
- Manage in-service rosters and attendance
- Manage user access permissions

Acadis Performance Evaluations & Performance Evaluation Portal
Acadis Performance Evaluations allows organizations to design and capture field reviews for personnel during basic, advanced and on-the-job training programs. Competencies within Acadis Performance Evaluations are configurable to mirror essential job tasks and provide user-defined rating scales.

The additional administrative features of the Acadis Performance Evaluations module include:
- Ensure alignment of competencies and job roles
- Auto-assign Field Training Plans to eligible students
- Manage missing assignments using the Field Training Plan Assignments Monitor
- Compare and analyze student performance in the field
- Maintain a full performance history on the Person Record
- Analyze student behavior (Kirkpatrick Level 3)

Acadis Instructor Scheduling Portal
The Acadis Instructor Scheduling Portal allows instructors to view and manage their instructional calendars, including setting unavailable dates (with applicable reasons), and viewing their scheduled instructional events.

The additional instructor-focused features of the Acadis Instructor Scheduling Portal include:
- View a list of instructional opportunities with class names, locations, dates, and times
- View instructional assignments on a calendar format
- Manage personal instructional availability
- Ensure adequate instructional coverage for all training events.

Acadis Person Portal
The Acadis Person Portal allows individuals to log in and review stored information within Acadis, including their contact information, training history, qualifications, and certifications.

The additional individual learner-focused features of the Acadis Person Portal include:
- Access personal training and certification records
- Request updates to personal training and certification records
- View and print transcripts, diplomas, and personal training history reports
- Renew and print existing certifications
- Update and manage personal profile information
- Email personal professional history report

Acadis Workforce Portal
The Acadis Workforce portal allows supervisors access to the training records of personnel under their purview. This works on a tiered structure, allowing higher-level supervisory access to personnel training records across multiple teams.

The additional administrative features of the Acadis Workforce Portal include:
- Create organizational efficiency by decentralizing the data reporting process
- View a list of all personnel within a specific chain of command

		• Ensure only authorized individuals can access and report information • View full training, employment, and certification records for all employees (based on access permissions) • Submit employment updates and maintain employee contact information.	
62	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Learning Management System, Training Management System, Training and Certification Management System, Law Enforcement Early Intervention and Case Management System, Enterprise Training and Certification Management System, Employee Performance Management System, Training, Scheduling and Enrollment Management System	*

Table 14B: Depth and Breadth of Offered Equipment Products and Services

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

Line Item	Category or Type	Offered *	Comments	
63	Computer Aided Dispatch (CAD)	○ Yes ◉ No	N/A	*
64	Records Management Software (RMS)	○ Yes ◉ No	N/A	*
65	Learning Management Software (LMS)	◉ Yes ○ No	N/A	*
66	Situational awareness and information management systems	○ Yes ◉ No	N/A	*
67	Incident command, logging recorder, and evidence, ticketing, or citation management systems	○ Yes ◉ No	N/A	*
68	Scheduling workforce management, and billing systems	○ Yes ◉ No	N/A	*
69	Application-based alerting or paging systems	○ Yes ◉ No	N/A	*
70	Personnel, non-fleet asset, resource, and controlled substance tracking or location solutions	○ Yes ◉ No	N/A	*
71	Other public safety software solutions	◉ Yes ○ No	Unlike many learning management systems that weren't built for Public Safety, Acadis is a comprehensive solution that includes modules for critical Public Safety functions such as managing internal affairs case management, inventory, employee recruiting, housing for training academies, budgeting and forecasting, and performance evaluations. Many of our customers replace multiple fragmented solutions with the integrated module of Acadis.	*
72	Related services - installation, training, maintenance, integration, support, data analytics, and customization	◉ Yes ○ No	Envisage offers the following related services for Acadis: installation, training, maintenance, integration, support, and customization. Customers can perform data analytics within Acadis.	*

Table 15: Industry Specific Questions

Line Item	Question	Response *	
73	Describe your data privacy, integrity, and protection standards, and the adherence of your products and services to applicable cybersecurity or applicable industry standards.	Since our founding, we have been designing solutions for the public safety industries, and the security built into the Acadis architecture safeguards our clients' data while meeting the strict security requirements of federal and state oversight bodies. Acadis, as a FedRAMP-authorized solution designed to record sensitive personnel and organization information, is subjected to multiple security scans in order to verify our compliance with security guidelines. Our developers recognize security vulnerabilities in source code and eliminate them. Envisage offers hosting services within a secure, FedRAMP-authorized cloud environment. We employ an overarching security strategy best described as "defense in depth." The Acadis security framework is designed to provide system administrators the flexibility to work efficiently, yet never at the risk of compromising secure data and systems. A diagram of our network is uploaded with this section.	*
74	Describe your data backup and recovery solutions.	Unlike other training management systems, the Acadis Readiness Suite is designed specifically for the demands of government and public safety training. Also unlike most other systems, Acadis is hosted in a FedRAMP-authorized environment that is audited and maintained in accordance with federal rules and regulations. Our AWS-G hosted environment is authorized at the FedRAMP High Impact level. This benefits agencies that utilize cloud-based services by providing an advanced, consistent security standard designed to keep data protected at the highest level. Envisage executes annual contingency plan exercises as required by our FedRAMP authorization. Our technical staff captures nightly off-site backups and maintains a detailed recovery plan for catastrophic events. Envisage maintains an Information System Contingency Plan that is reviewed annually. Training and practical exercises are also performed on an annual basis. Contingency Plan: As security incidents are investigated, if they are found to be credible, we will communicate our findings with the affected customers. Our Help Desk team maintains these contacts, and each client has an assigned customer support agent who is in regular contact with updates and information and who would also reach out in case of emergency. The following outlines the Contingency Plan notification process for Envisage:	

1. Customer or Envisage raises an outage issue by contacting the on-call Support personnel using the main Envisage business line. For after-hours calls, the phone tree will direct the caller to the appropriate personnel.
2. Support personnel contacts the Configuration Management group.
3. Configuration Management triages the issue to determine if it is a severe outage that warrants activation of the Information System Contingency Plan (ISCP) and contacts a CPD, Contingency Planning Director.
4. The CPD determines if this is a critical outage.
5. Support personnel email the Customer's designated account manager with the details of the outage.
6. Designated account managers notify customers (federal, state, or local) as appropriate.
7. Configuration Management personnel engage the appropriate AWS Hosting personnel to determine the impact of the outage and the next steps.
8. For multi-day outages, the assigned outage owner calls a meeting with representatives from Configuration Management to determine next steps.

For more specific details, our FedRAMP Information System Contingency Plan includes the following provisions:

Section 2.5: Envisage establishes multiple roles and responsibilities for responding to outages, disruptions, and disasters for the Acadis Readiness Suite. Individuals who are assigned roles for recovery operations collectively make up the Contingency Plan Team and are trained annually in their duties. Contingency Plan Team members are chosen based on their skills and knowledge. The Contingency Plan Team consists of personnel who have been selected to perform the roles and responsibilities described in the sections that follow. All team leads are considered key personnel.

Section 2.6: During a disaster situation, the availability of the contingency plan is essential to the success of the restoration efforts. The Contingency Plan Team has immediate access to the plan upon notification of an emergency. The Contingency Planning Director ensures that a copy of the most current version of the Contingency Plan is maintained at Envisage's facility.

Contingency Plan Team members are obligated to inform the Contingency Planning Director, if and when, they no longer require a copy of the plan. In addition, each recipient of the plan is obligated to return or destroy any portion of the plan that is no longer needed upon termination from Envisage.

Section 3: The activation and notification phase defines initial actions taken once the Acadis Readiness Suite disruption has been detected or appears to be imminent. This phase includes activities to notify recovery personnel, conduct an outage assessment, and activate the Information System Contingency Plan. At the completion of the Activation and Notification Phase, key Acadis ISCP staff will be prepared to perform recovery measures to restore system functions.

The Acadis Readiness Suite ISCP may be activated if one or more of the following criteria are met:
1. The type of outage indicates Acadis will be down for more than three (3) RTO days.
2. The facility housing Acadis is damaged and may not be available within three (3) RTO days.
3. Other criteria, as appropriate.

Section 3.3: Outage Assessment

Following notification, a thorough outage assessment is necessary to determine the extent of the disruption, any damage, and expected recovery time. This outage assessment is conducted by assigned personnel. Assessment results are provided to the Contingency Planning Director to assist in the coordination of the recovery effort. The on-call Envisage Configuration Management personnel should make the best effort to determine the scope of the disaster. This should include calling AWS representatives to check the physical status. The Contingency Planning Director will communicate to the Envisage Customer Outage team the nature of the disaster, execution of disaster recovery procedures, estimated time to recover, and estimated data loss, if any.

Section 4: Recovery

Formal recovery operations begin after the ISCP has been activated, outage assessments have been completed (if possible), personnel have been notified, and appropriate teams have been mobilized. Recovery phase activities focus on implementing recovery strategies to restore system capabilities, repair damage, and resume operational capabilities at the original or an alternate location. At the completion of the recovery phase, Acadis will be functional and capable of performing the functions identified in Section 4.1 Sequence of Recovery Operations of the plan.
Section 4.1: Sequence of Recovery Operations

The following activities occur during recovery of the Acadis Readiness Suite:
- Identification of recovery location (if not at original location)
- Identification of required resources to perform recovery procedures
- Retrieval of backup and system installation media
- Recovery of hardware and operating system (if required)
- Recovery of system from backup and system installation media

Recovery procedures are outlined per team and must be executed in the established sequence to maintain an efficient recovery effort. During a backup recovery operation, Envisage will maintain emergency contact with our clients.

75	Identify the storage location for all data collected in the use of your equipment, products, or services. Describe applicable data security measures and identify any services performed outside the US or Canada, as applicable.	In addition to Acadis FedRAMP-authorization, Envisage offers hosting services within the highly secure Amazon Web Services cloud. Our hosting environment utilizes a formal set of compliance documents, incorporating the policies, procedures, forms, and manuals necessary to ensure that all hosted systems remain properly maintained and supported with effective and structured controls. Technical staff monitor the performance of the customer systems to ensure that the performance standards adhere to established service level agreements. Our Support Specialists follow a set of standard operating procedures to support any hosting infrastructure-related Help Desk request. One of the key benefits of Acadis storage is that each customer's data is kept separate by default. Many LMS vendors share servers and combine data, relying on their software to keep information private. However, in case of a glitch, confidential client data can inadvertently be released to another company. Acadis installations provide individual customer stacks that are completely dedicated to each client. Even a test site and a main site are separate. There is no chance of data ever leaking or being seen by anyone else. We also offer three kinds of redundant backups within AWS, ensuring that data is secure and protected. Because Acadis works specifically for government entities and is hosted in the AWS GovCloud, we can guarantee that U.S. customers will benefit from domestic personnel and domestic storage. All data is stored within the continental U.S., with service and support provided by U.S. citizens. The AWS compliance support model involves close integration of management, operational and technical controls. An Enterprise Security Compliance Policy overarches all components, with controls documented through a System Security Plan, and Contingency and Disaster Recovery Plan. Our hosting services, provided as part of our SaaS offering, include: ▪ All Necessary Hardware and Software o Web, Database, and Portal Servers to Support the Acadis Readiness Suite o Microsoft Windows Server 2016 ▪ 99.5% System Uptime Guarantee (excluding scheduled upgrades) ▪ Management and Technical Security Controls ▪ Certified Support ▪ Dedicated Application & Web Servers ▪ Dedicated Production Environment ▪ System Performance Monitoring ▪ Rapid Issue/Disaster Response Team ▪ Help Desk Support ▪ Routine Customer Data Backup ▪ Remote Site Disaster Recovery
76	Describe connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	Envisage technical staff have configured and published APIs to provide integrations with customer projects or to give access to Acadis functionality that would be arduous to perform manually. API endpoints being used by current customers include accounting, payment gateways, import automation, advanced data export, scheduled resources, SAML SSO, Microsoft Outlook Exchange calendar availability, mobile observed test reporting, and class progress, among other functions. The most popular API is used by more than a dozen Acadis customers.
77	Explain your licensing process and the service agreements required of end users.	Acadis licensing is based on the number of active person records being tracked in the system and the number of Acadis modules included in the proposed solution. Any agreement on terms and conditions is between Envisage and the client. No service agreement or licensing is required of individual end users.
78	Describe your product implementation strategy and any use of installation partners.	Envisage works solely with first responders, Public Safety and government professionals. Our solutions have been developed specifically for public safety needs, with the belief that our software should adjust to their processes, not the other way around. We care about public safety and are committed to helping all the professionals who serve. Envisage tailors each Acadis installation to the needs of the client. We will provide a primary Software Project Consultant, responsible for overall project implementation support, expertise and guidance throughout the project lifecycle in order to help ensure the success of the project. This typically includes a project kick-off meeting to identify roles and responsibilities, weekly meetings to review and provide feedback relative to project strategies and best practices, project status updates, configuration of Acadis, and demonstrations of functionality for software releases. Envisage will also provide Acadis training and release notes to the appropriate client staff for each delivered release. An Integrated Project Team (IPT) will be established, consisting of your Envisage Software Project Consultant together with key stakeholders from client. This team will meet weekly to discuss project status, evaluate priorities, discuss configuration, and demonstrate new functionality. The IPT will coordinate all deliverables during the weekly project meetings. The Software Project Consultant will record meeting minutes from the weekly meetings and deliver them to the IPT prior to the next meeting. The minutes will serve to document the status of the project, including deliverables and project timelines. As part of a comprehensive training strategy, Envisage will work with each client's staff to create experts who can support other users for sustainable long-term success. End user support is available throughout the contract, including Acadis feature reviews as part of project status meetings, hands-on working sessions with your Software Project Consultant, and Weekly User Group Demonstrations, available for all current customers. Customers are also encouraged to network with other users as part of our User Community, where they can compare best practices with others and access a Knowledge Base of articles that answer frequently asked questions and offer tips on getting the most out of Acadis. SAMPLE IMPLEMENTATION PROCESS a. Project Preparation: Kick-off Meeting Envisage will coordinate the project kick-off meeting, providing a forum for the introduction of all team members, reviewing key contract elements, managing shared expectations, identifying roles and responsibilities, introducing the Integrated Project Team (IPT), determining communication strategies and setting the weekly project

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		meeting schedule. Deliverable: Scheduled meeting Time Frame: One (1) week after contracting b. Acadis Readiness Suite Software – Installation Envisage will provide the client with a hosted instance of Acadis in our secure hosting environment with all purchased licenses assigned. An optional RapidStart will provide two Envisage staff to work at the customer site for three to five days (billed at an hourly rate, plus travel expenses) to provide in-depth business analysis for rapid installation, including current and planned uses of data and relationship-building with team members. Deliverable: Hosted production instance of Acadis Time Frame: One (1) week after contracting c. Implementation Planning Envisage staff will meet with the clients's subject matter experts (SMEs) to demonstrate the software and map Acadis functionality to client's systems/business processes. The purpose of this analysis will be to create plans for the project itself, including data import, testing, and training. Deliverable: High-level plan with recommended durations Time Frame: Six (6) weeks after contracting d. Setup and Configuration of Global Preferences and Labels Envisage will work with the client's system administrators to set up baseline elements, such as Acadis user interface values, Fiscal Year settings, custom branding of web pages, and automated email notifications. Deliverable: Baseline configuration of the required Acadis modules Time Frame: Four (4) weeks after installation e. Configuration of Customer-Specific List Values and User-Defined Fields Acadis includes the ability to manage custom lists and user-defined fields throughout the system as a means to match client terminology as closely as possible. The dynamic list management functions allow users to create and define drop down lists, further ensuring standardization within the system. This provides flexibility for the client to define standard terminology within Acadis without the cost of programmers to modify system variables. This also supports the importation of legacy data to appropriate list fields within Acadis. Deliverable: Assistance in selecting custom settings for Acadis modules Time Frame: Eleven (11) weeks after installation f. Managing Client Data Migration from Legacy System(s) Acadis includes a variety of tools and methods to assist our clients in successfully migrating their legacy data directly into Acadis. As a funded contract component, the Software Project Consultant assigned to the project will provide management and support as the client's staff migrate the appropriate data from identified data sources into the Acadis environment. Envisage can provide full post-consultation data migration services, if desired, which includes an in-depth data migration discovery meeting with the client. The data import activities involve planning, identifying, and analyzing existing data and conversion requirements, preparing conversion specifications, developing and testing conversion strategies, and, finally, the conversion and migration of data. A team review of migrated data verifies data consistency, format and completeness. Deliverable: Definition and management of data migration activities (e.g., meetings, data reviews, issue identification, strategy planning, pilot testing, etc.); completion of legacy data migration into the target Acadis database schema Time Frame: Within 120 days of contracting. g. Training on Purchased Modules A comprehensive training strategy will help ensure the client achieves the maximum return on investment when implementing and deploying the Acadis Readiness Suite. Envisage will work with the client's staff and SMEs who can support other users for sustainable long-term success. Deliverable: Training for Acadis modules Time Frame: Six (6) weeks after data migration h. System Implementation – Production Go Live Based on the successful completion of all project activities and deliverables – as well as real- time input from the IPT – the client installation will be transitioned to "go live" status. Deliverable: "Go Live" with Acadis in production environment Time Frame: TBD (dependent upon overall client readiness) i. Ongoing Client Support	
		Envisage will provide project consulting and recommendations to the client throughout the implementation process, as well as Help Desk/customer care support, and weekly meetings to discuss configuration and demonstrations of new functionality. Envisage will also provide comprehensive user training for the SMEs, trainers and key administrators identified by the client. As part of the Acadis Software Assurance Plan, Envisage will provide Acadis training to the appropriate staff for each delivered release. The Acadis Software Assurance Plan also includes regular updates/upgrades to your software. These updates occur approximately every eight (8) weeks, with demonstrations of new functionality presented weekly as part of our User Group Meetings. Release Notes, provided with each new release, outline the changes and new features reflected in the update. Deliverable: Regularly scheduled meetings with software demonstrations, releases/updates Time Frame: Ongoing	

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Table 16: Exceptions to Terms, Conditions, or Specifications Form

Line Item 79. NOTICE: To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification

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."

- Financial Strength and Stability - Envisage Technologies - Summary of Financial Health - 5.04.2021 (002).pdf - Thursday May 13, 2021 13:02:01
- Marketing Plan/Samples - Envisage Marketing Examples.pdf - Thursday May 13, 2021 13:13:36
- WMBE/MBE/SBE or Related Certificates (optional)
- Warranty Information - Acadis Master License and Response Time chart.pdf - Thursday May 13, 2021 13:11:13
- Pricing - Sourcewell Pricing.pdf - Thursday May 13, 2021 13:00:02
- Upload Additional Document - Tables 6 and 14A Supporting Documents.pdf - Thursday May 13, 2021 13:30:59

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Proposer's Affidavit

PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

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 contract award.

3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.

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 exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.

5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.

6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.

7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.

8. The Proposer agrees to deliver equipment, 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.

9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.

11. 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 or the Canadian 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. - Nick Stone, CFO, Envisage Technologies, LLC

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 contractual obligations contemplated in the bid.

○ **Yes** ◉ **No**

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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_11_Public_Safety_Software_RFP_051321 Thu May 6 2021 06:02 PM	☑	2
Addendum_10_Public_Safety_Software_RFP_051321 Wed May 5 2021 05:51 PM	☑	1
Addendum_9_Public_Safety_Software_RFP_051321 Mon May 3 2021 10:34 AM	☑	2
Addendum_8_Public_Safety_Software_RFP_051321 Wed April 28 2021 05:52 PM	☑	2
Addendum_7_Public_Safety_Software_RFP_051321 Mon April 26 2021 05:27 PM	☑	2
Addendum_6_Public_Safety_Software_RFP_051321 Tue April 20 2021 05:56 PM	☑	2
Addendum_5_Public_Safety_Software_RFP_051321 Fri April 16 2021 03:52 PM	☑	1
Addendum_4_Public_Safety_Software_RFP_051321 Thu April 15 2021 12:58 PM	☑	2
Addendum_3_Public_Safety_Software_RFP_051321 Fri April 9 2021 05:05 PM	☑	1
Addendum_2_Public_Safety_Software_RFP_051321 Thu April 8 2021 05:28 PM	☑	1
Addendum_1_Public_Safety_Software_RFP_051321 Wed April 7 2021 06:15 PM	☑	2

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AMENDMENT #1
TO
CONTRACT # 051321-ENV

THIS AMENDMENT is effective upon the date of the last signature below by and between **Sourcewell** and **Envisage Technologies,** 101 N. Kirkwood, Suite 200, Bloomington, IN 47404 (Supplier).

Sourcewell awarded a contract to Supplier to provide Public Safety Software to Sourcewell and its Participating Entities, effective July 27, 2021, through July 27, 2025 (Contract).

The parties wish to amend the following terms within the Contract.

1. This Amendment is effective upon the date of the last signature below.
2. Table 1, Line Items 4 and 5, are deleted in their entirety and replaced with the following:
   Line Item 4. Proposer's Authorized Representative: Mark Catone
   Line Item 5. Proposer's primary contact for this proposal:
   mark.catone@vectorsolutions.com
3. Table 11: Pricing and Delivery, line 50 is deleted in its entirety and replaced with the following, "All products will be offered at a 5% discount. This requires realignment of Sourcewell's contract with GSA's contract in order to not violate PCR."

Except as amended, the Contract remains in full force and effect.

Sourcewell

DocuSigned by:
By: Jeremy Schwartz
C0FD2A139D06489...
Jeremy Schwartz, Chief Procurement Officer

Date: 3/15/2024 | 11:13 AM CDT

Envisage Technologies

DocuSigned by:
By: Mark Catone
01F6747E7A9B49F...

Title: Senior Director

Date: 3/7/2024

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The
New York State
Contract Reporter

NYSCR.ny.gov

NYS' official source of contracting opportunities
Bringing business and government together

This document printed
Thursday, 03/25/2021

Contracting Opportunity

* * * This ad has not been published. It has been reviewed and pending publication. * * *

Title: Public Safety Software
Agency: Sourcewell
Division: Procurement Department
Contract Number: 051321
Contract Term: 4 years, with potential 1 year extension
Date of Issue: 03/26/2021
Due Date/Time: 05/13/2021 4:30 PM
Central Time
County(ies): All NYS counties
Classification: Safety & Security - ***Commodities***
Opportunity Type: General
Entered By: Chris Robinson
Description: Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Software to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Service-Disabled Veteran-Owned Set Aside: No

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Contact Information

Primary contact:
Sourcewell
Procurement Department
Chris Robinson
Procurement Manager
202 12th Street NE
P.O. Box 219
Staples, MN 56479
United States
Ph: 218-895-4168
rfp@sourcewell-mn.gov

Submit to contact:
Sourcewell
Procurement Department
Chris Robinson
Procurement Manager
202 12th Street NE
P.O. Box 219
Staples, MN 56479
United States
Ph: 218-895-4168
rfp@sourcewell-mn.gov

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AFFIDAVIT OF PUBLICATION

MAKE IT OFFICIAL DJC PUBLIC NOTICE

DJC OREGON

11 NE Martin Luther King Jr. Blvd. Suite 201 / Portland, OR 97232-3579
(503) 226-1311

STATE OF OREGON, COUNTY OF MULTNOMAH--ss.
I, **Nick Bjork** , being first duly sworn, depose and say that I am a **Publisher** of the **Daily Journal of Commerce** , a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

Case Number: NOT PROVIDED
Public Safety Software
Sourcewell; Bid Location Staples, MN, Todd County; Due 05/13/2021 at 04:30 AM

a printed copy of which is hereto annexed, was published in the entire issue of said newspaper for 1 time(s) In the following issues:

3/26/2021

SOURCEWELL
PUBLIC SAFETY SOFTWARE
Proposals due 4:30 pm, May 13, 2021
REQUEST FOR PROPOSALS
Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Software to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.
Published May 26, 2021. 11984295

State of Oregon
County of Multnomah

SIGNED OR ATTESTED BEFORE ME
ON THE **26th** DAY OF **March, 2021**

Nick Bjork

Notary Public-State of Oregon

OFFICIAL STAMP
MICHELLE ANNE ROPP
NOTARY PUBLIC - OREGON
COMMISSION NO. 981091
MY COMMISSION EXPIRES NOVEMBER 05, 2022

Carol Jackson
Sourcewell
202 12th St NE
Staples, MN 56479-2438

Order No.: 11984295
Client Reference No:

DocuSign Envelope ID: 1B413158-8010-42FF-B063-C9BE3B733E28

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for **Public Safety Software** to result in a contracting solution for use by its Participating Entities.

Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada.

A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov].

Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

OC-0000632412S01

STATE OF OKLAHOMA,
COUNTY OF OKLAHOMA } SS.

Affidavit of Publication

Bryan Miller, of lawful age, being first duly sworn, upon oath deposes and says that she/he is the Classified Legal Notice Admin, of GateHouse Media Oklahoma Holdings, Inc, a corporation, which is the publisher of *The Oklahoman* which is a daily newspaper of general circulation in the State of Oklahoma, and which is a daily newspaper published in Oklahoma County and having paid general circulation therein; that said newspaper has been continuously and uninterruptedly published in said county and state for a period of more than one hundred and four consecutive weeks next prior to the first publication of the notice attached hereto, and that said notice was published in the following issues of said newspaper, namely:

SOURCEWELL
103734

AdNumber	Publication	Page	Date
0000632412-01	OC- The Oklahoman	B10	03/25/2021
0000632412-01	OC- The Oklahoman	B10	04/01/2021

Agent: Bryan Miller Date: 04/02/2021

Subscribed and sworn to be me before this date : 04/02/2021

Notary: Terri Roberts Date: 04/02/2021

TERRI ROBERTS
NOTARY
20014726
EXP. 12/04/24
PUBLIC
STATE OF OKLAHOMA

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MCCLATCHY excelerate

Belleville News-Democrat
Bellingham Herald
Bradenton Herald
Centre Daily Times
Charlotte Observer
Columbus Ledger-Enquirer
Fresno Bee
The Herald – Rock Hill
Herald Sun – Durham
Idaho Statesman
Island Packet
Kansas City Star
Lexington Herald-Leader
Merced Sun-Star
Miami Herald/el Nuevo Herald
Modesto Bee
Raleigh News & Observer
The Olympian
Sacramento Bee
Fort Worth Star Telegram
The State - Columbia
Sun Herald – Biloxi
Sun News – Myrtle Beach
The News Tribune – Tacoma
The Telegraph - Macon
San Luis Obispo Tribune
Tri-City Herald
Wichita Eagle

AFFIDAVIT OF PUBLICATION

Account #	Order Number	Identification	Order PO	Amount	Cols	Depth
34474	31130	Print Legal Ad - IPL0015902		$143.77	2	1.02

Attention: Carol Jackson

SOURCEWELL
PO BOX 219
STAPLES, MN 56479

REQUEST FOR PROPOSALS

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for **Public Safety Software** to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.
IPL0015902
Mar 25 2021

State of South Carolina

County of Richland

I, Tara Pennington, makes oath that the advertisment, was published in The State, a newspaper published in the City of Columbia, State and County aforesaid, in the issue(s) of

No. of Insertions: 1
Beginning Issue of: 03/25/2021
Ending Issue of: 03/25/2021

Tara Pennington

Sworn to and subscribed before me this 14th day of April in the year of 2021

Stefani Beard

Notary Public in and for the state of Texas, residing in Dallas County

STEFANI SCOTT BEARD
My Notary ID # 131768951
Expires October 23, 2022

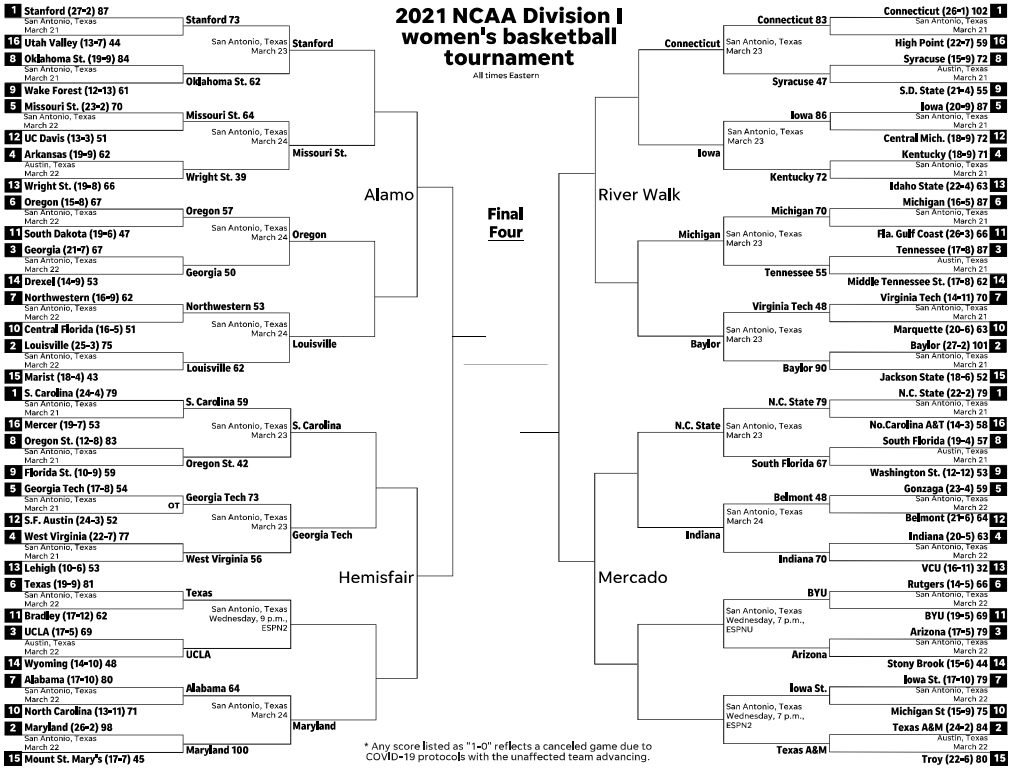
Errors- the liability of the publisher on account of errors in or omissions from any advertisement will in no way exceed the amount of the charge for the space occupied by the item in error, and then only for the first incorrect insertion."

Extra charge for lost or duplicate affidavits.
Legal document please do not destroy!

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DocuSign Envelope ID: 1B413158-8010-42FF-B063-C9BE3B733E28

2021 NCAA Division I women's basketball tournament

All times Eastern



* Any score listed as "1-0" reflects a canceled game due to COVID-19 protocols with the unaffected team advancing.

Source: USA TODAY Sports

FOR THE RECORD

All times ET

NHL

East

	GP	W	L	OT	Pts	GF	GA
N.Y. Islanders	33	21	8	4	46	98	73
Washington	31	20	7	4	44	106	92
Pittsburgh	32	19	11	2	40	100	88
Boston	28	16	8	4	36	77	66
Philadelphia	31	15	12	4	34	97	111
N.Y. Rangers	31	14	13	4	32	94	82
New Jersey	30	12	14	4	28	75	93
Buffalo	30	6	20	4	16	64	106

Central

	GP	W	L	OT	Pts	GF	GA
Tampa Bay	32	24	6	2	50	117	74
Carolina	31	21	7	3	45	104	78
Florida	32	20	8	4	44	107	91
Chicago	33	15	13	5	35	98	108
Columbus	33	13	13	7	33	86	106
Nashville	33	15	17	1	31	79	103
Dallas	29	10	11	8	28	81	77
Detroit	33	10	19	4	24	71	106

West

	GP	W	L	OT	Pts	GF	GA
Vegas	30	22	7	1	45	108	67
Colorado	31	20	8	3	43	106	71
Minnesota	30	19	10	1	39	89	76
St. Louis	32	16	11	5	37	97	104
Arizona	33	14	14	5	33	83	101
Los Angeles	31	13	12	6	32	83	85
San Jose	30	12	14	4	28	85	104
Anaheim	33	9	18	6	24	72	112

North

	GP	W	L	OT	Pts	GF	GA
Toronto	32	20	10	2	42	107	83
Edmonton	34	21	12	0	42	116	97
Winnipeg	32	19	11	2	40	104	91
Montreal	31	14	8	9	37	100	87
Vancouver	36	16	17	3	35	99	115
Calgary	33	15	15	3	33	88	99
Ottawa	34	11	20	3	25	83	131

Tuesday's Games
New Jersey 4, Philadelphia 3
Chicago 3, Florida 2
Arizona 5, Colorado 4, SO
Nashville 2, Detroit 0
Tampa Bay 2, Dallas 1
N.Y. Islanders at Boston, ppd

Wednesday's Games
Calgary at Ottawa
Anaheim at Minnesota
Buffalo at Pittsburgh
Los Angeles at San Jose
Winnipeg at Vancouver
Edmonton at Montreal, ppd

Thursday's Games
Buffalo at Pittsburgh, 7 p.m.
Carolina at Columbus, 7 p.m.
N.Y. Islanders at Boston, 7 p.m.
N.Y. Rangers at Philadelphia, 7 p.m.
New Jersey at Washington, 7 p.m.
Toronto at Ottawa, 7 p.m.
Detroit at Nashville, 8 p.m.
Florida at Chicago, 8 p.m.
St. Louis at Minnesota, 8 p.m.
Tampa Bay at Dallas, 8:30 p.m.
Vegas at Colorado, 9 p.m.

Friday's Games
Edmonton at Montreal, ppd
New Jersey at Washington, 7 p.m.
Anaheim at St. Louis, 8 p.m.
San Jose at Arizona, 10 p.m.
Winnipeg at Calgary, 10 p.m.

Saturday's Games
Buffalo at Boston, 1 p.m.
N.Y. Rangers at Philadelphia, 1 p.m.
Columbus at Detroit, 3 p.m.
Vegas at Colorado, 3 p.m.
Edmonton at Toronto, 7 p.m.
N.Y. Islanders at Pittsburgh, 7 p.m.
Tampa Bay at Carolina, 7 p.m.
Florida at Dallas, 8 p.m.
Nashville at Chicago, 8 p.m.
San Jose at Arizona, 10 p.m.
Winnipeg at Calgary, 10 p.m.

NBA

EASTERN CONFERENCE

Atlantic

	W	L	Pct	GB
Philadelphia	31	13	.705	—
Brooklyn	30	14	.682	1
New York	22	22	.500	9
Boston	21	22	.488	9½
Toronto	17	26	.395	13½

Southeast

	W	L	Pct	GB
Atlanta	22	21	.512	—
Charlotte	21	21	.500	½
Miami	22	22	.500	½
Washington	15	27	.357	6½
Orlando	14	29	.326	8

Central

	W	L	Pct	GB
Milwaukee	28	14	.667	—
Chicago	19	23	.452	9
Indiana	19	23	.452	9
Cleveland	18	27	.372	12½
Detroit	12	30	.286	16

WESTERN CONFERENCE

Southwest

	W	L	Pct	GB
San Antonio	22	18	.550	—
Dallas	22	19	.537	½
Memphis	20	20	.500	2
New Orleans	19	24	.442	4½
Houston	12	30	.286	11

Northwest

	W	L	Pct	GB
Utah	31	11	.738	—
Denver	26	17	.605	5½
Portland	25	18	.581	6½
Oklahoma City	19	24	.442	12½
Minnesota	10	33	.233	21½

Pacific

	W	L	Pct	GB
Phoenix	29	13	.690	—
L.A. Clippers	28	16	.636	2
L.A. Lakers	28	16	.636	2
Golden State	22	22	.500	8
Sacramento	18	25	.419	11½

Tuesday's Games
Denver 110, Orlando 99
New York 131, Washington 113
New Orleans 128, L.A. Lakers 111
Phoenix 110, Miami 100
Brooklyn 116, Portland 112
Philadelphia 108, Golden State 98

Wednesday's Games
Detroit at Indiana
Boston at Milwaukee
Denver at Toronto
Charlotte at Houston
Cleveland at Chicago
Dallas at Minnesota
Memphis at Oklahoma City
Phoenix at Orlando
L.A. Clippers at San Antonio
Atlanta at Sacramento
Brooklyn at Utah

Thursday's Games
Portland at Miami, 7:30 p.m.
Washington at New York, 7:30 p.m.
L.A. Clippers at San Antonio, 8:30 p.m.
Golden State at Sacramento, 10 p.m.
Philadelphia at L.A. Lakers, 10 p.m.

Friday's Games
Brooklyn at Detroit, 7 p.m.
Boston at Milwaukee, 7:30 p.m.
Phoenix at Toronto, 7:30 p.m.
Denver at New Orleans, 8 p.m.
Houston at Minnesota, 8 p.m.
Miami at Charlotte, 8 p.m.
Portland at Orlando, 8 p.m.
Indiana at Dallas, 8:30 p.m.
Memphis at Utah, 9 p.m.
Atlanta at Golden State, 10 p.m.
Cleveland at L.A. Lakers, 10:30 p.m.

Saturday's Games
Detroit at Washington, 8 p.m.
Houston at Minnesota, 8 p.m.
New York at Milwaukee, 8 p.m.
Chicago at San Antonio, 8:30 p.m.
Boston at Oklahoma City, 9 p.m.
Dallas at New Orleans, 9 p.m.
Memphis at Utah, 9 p.m.
Cleveland at Sacramento, 10 p.m.
Philadelphia at L.A. Clippers, 10 p.m.

SOCCER

CONCACAF Men's Olympic Soccer Qualifying
FIRST ROUND
Top two nations in each group advance
All Games at Guadalajara, Mexico

GROUP A

	GP	W	D	L	GF	GA	Pts
x–Mexico	2	2	0	0	7	1	6
x–United States	2	2	0	0	5	0	6
Costa Rica	2	0	0	2	0	4	0
Dominican Rep.	2	0	0	2	1	8	0

x–advanced to semifinals

Thursday, March 18
United States 1, Costa Rica 0
Mexico 4, Dominican Republic 1

Sunday, March 21
United States 4, Dominican Republic 0
Mexico 3, Costa Rica 0

Wednesday's Games
Costa Rica vs Dominican Republic
Mexico vs. United States

GROUP B

	GP	W	D	L	GF	GA	Pts
Honduras	2	1	1	0	3	0	4
Canada	2	1	1	0	2	0	4
Haiti	2	0	1	1	0	3	1
El Salvador	2	0	1	1	0	2	1

Friday, March 19
Honduras 3, Haiti 0
Canada 2, El Salvador 0

Monday, March 22
Haiti 0, Canada 0
El Salvador 1, Honduras 1

Thursday's Games
El Salvador vs. Haiti, 7:30 p.m.
Honduras vs. Canada, 10 p.m.

MLB

Spring Training

Tuesday's Games
Washington 5, St. Louis 5
Baltimore 4, Tampa Bay 3
Pittsburgh 1, Minnesota 0
Boston 7, Atlanta 6
N.Y. Yankees 5, Detroit 5
N.Y. Mets 5, Miami 3
Texas 6, L.A. Angels 4
Chicago White Sox 3, Chicago Cubs 1
Oakland 4, Colorado 3
San Francisco 7, Cleveland 0
San Diego 5, Cincinnati 4
Milwaukee 9, L.A. Dodgers 6
Toronto 9, Philadelphia 3
Seattle 3, Arizona 0

Wednesday's Games
St. Louis 3, N.Y. Mets 0
Tampa Bay 7, Minnesota 6
Detroit 4, Philadelphia 1
Pittsburgh 6, Atlanta 3
Toronto 5, N.Y. Yankees 0
Oakland vs. Chicago White Sox
Colorado vs. Milwaukee
Kansas City vs. L.A. Angels
Baltimore vs. Boston
Houston vs. Washington
Texas vs. Cincinnati
Cleveland vs. Arizona
Chicago Cubs vs. Seattle
San Diego vs. San Francisco

Thursday's Games
Tampa Bay vs. Atlanta, 1:05 p.m.
Arizona vs. Kansas City, 4:05 p.m.
Cincinnati vs. Chicago White Sox, 4:05 p.m.
Seattle vs. Oakland, 4:05 p.m.
L.A. Angels vs. Colorado, 4:10 p.m.
Pittsburgh vs. Baltimore, 6:05 p.m.
Minnesota vs. Boston, 6:05 p.m.
N.Y. Yankees vs. Philadelphia, 6:05 p.m.
St. Louis vs. Houston, 6:05 p.m.
Washington vs. Miami, 6:05 p.m.
Detroit vs. Toronto, 6:37 p.m.
L.A. Dodgers vs. Chicago Cubs, 9:05 p.m.
Texas vs. San Diego, 9:40 p.m.
Milwaukee vs. San Francisco, 10:05 p.m.

Friday's Games
Detroit vs. Pittsburgh, 1:05 p.m.
Boston vs. Tampa Bay, 1:05 p.m.
Colorado vs. Cleveland, 4:05 p.m.
San Francisco vs. Chicago Cubs, 4:05 p.m.
Chicago White Sox vs. Milwaukee, 4:10 p.m.
Cincinnati vs. Arizona, 4:10 p.m.
Atlanta vs. Minnesota, 6:05 p.m.
Miami vs. Houston, 6:05 p.m.
Washington vs. N.Y. Mets, 6:10 p.m.
Baltimore vs. N.Y. Yankees, 6:35 p.m.
Philadelphia vs. Toronto, 6:37 p.m.
Kansas City vs. Texas, 9:05 p.m.
Oakland vs. L.A. Dodgers, 9:05 p.m.
Seattle vs. San Diego, 9:40 p.m.

Sports Weekly

We survey the first two rounds of the NCAA men's basketball tournament, full of dancing by the familiar (Gonzaga, Syracuse, Loyola Chicago) and unfamiliar (Oral Roberts). Also, we remember the scoring (and soaring) legacy of the elegant Elgin Baylor and examine whether the Lakers survive without LeBron James. Also, NBA box scores and stats, baseball team notes and a big White Sox prospect who is proving he belongs in the big leagues. Available on newsstands. To subscribe, go to mysportsweekly.com or call 800-872-1415.

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Pregame.com Line

NBA

Thursday

Favorite	Line	O/U	Underdog
MIAMI	OFF	OFF	Portland
NEW YORK	2	226	Washington
LA Clippers	6	(221½)	SAN ANTONIO
SACRAMENTO	2½	(223)	Golden State
Philadelphia	4½	(211½)	LA/LAKERS

COLLEGE BASKETBALL

Thursday

Favorite	Line	Underdog
Mississippi St	2	Richmond
NC State	1½	Colorado St.
Memphis	4	Boise St.
Louisiana Tech	1	W Kentucky

Saturday

Favorite	Line	Underdog
Baylor	7	Villanova
Arkansas	11½	Oral Roberts
Loyola-Chicago	6½	Oregon St.
Houston	6	Syracuse

Sunday

Favorite	Line	Underdog
Michigan	2½	Florida St.
Alabama	6	UCLA
Gonzaga	13	Creighton
USC	2	Oregon

National Hockey League

Thursday

Favorite	Line	Underdog	Line
PHILADELPHIA	-105	NY Rangers	-105
BOSTON	-115	NY Islanders	-105
Toronto	-260	OTTAWA	+230
WASHINGTON	-210	New Jersey	+190
Carolina	-161	COLUMBUS	+151
PITTSBURGH	-310	Buffalo	+280
NASHVILLE	-180	Detroit	+165
Florida	-133	CHICAGO	+123
MINNESOTA	-130	St. Louis	+120
Tampa Bay	-170	DALLAS	+158
COLORADO	-155	Vegas	+145

Odds are subject to change. BetMGM.com does not offer lines for New Jersey-based college sports teams. Gannett may earn revenue from audience referrals to betting services. Newsrooms are independent of this relationship and there is no influence on news coverage.

DEALS

BASEBALL
Major League Baseball
American League
BOSTON RED SOX — Named Bekah Salvasser executive vice president, social impact.
DETROIT TIGERS — Agreed to terms with RHP Julio Teheran. Placed RHP Spencer Turnbull on IR.
OAKLAND athletics — Optioned C Austin Allen to Las Vegas (Triple-A West).
National League
PITTSBURGH PIRATES — Optioned RHPs Sean Poppen and Miguel Yajure and INF Cole Tucker. Reassigned INF Will Craig, Cs Joe Hudson and Andrew Susac and OF Troy Stokes, Jr.
SAN DIEGO PADRES — Optioned RHP Anderson Espinoza to San Antonio (Double-A South).
FOOTBALL
National Football League
BUFFALO BILLS — Signed DE Efe Obada to a one-year contract.
CINCINNATI BENGALS — Re-signed RB Samaje Perine to a two-year contract.
DENVER BRONCOS — Signed S Kareem Jackson to a one-year contract.
INDIANAPOLIS COLTS — Signed T Sam Tevi.
MINNESOTA VIKINGS — Re-signed RB Ameer Abdullah.
NEW YORK GIANTS — Re-signed LB Devante Downs to a one-year contract.
PITTSBURGH STEELERS — Re-signed LB Robert Spillane to a one-year contract.
HOCKEY
National Hockey League
NEW JERSEY DEVILS — Signed F Tyce Thompson to a two-year, entry-level contract.
SOCCER
Major League Soccer
COLORADO RAPIDS — Loaned G Andre Rawls and D Jeremy Kelly to Phoenix Rising FC retaining right to recall either player.

MARKETPLACE TODAY

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NOTICES

PUBLIC NOTICE

NOTICE TO OFFERORS

Human Resource Information Systems
Request for Proposals
RFP #21-10PV

Paradise Valley Unified School District as the Lead Agency of 1GPA will receive sealed responses at: **15002 North 32nd Street, Phoenix, Arizona 85032** until **Thursday, April 22, 2021 @ 1:00 PM (AZ Time Zone)**

Sealed responses will be publicly opened immediately following the deadline for receiving responses at the location above.

Solicitations may be downloaded online at **www.publicpurchase.com**.

For additional information please contact **Rebecca Seifert at 866-306-3893 or rseifert@1gpa.org**

PUBLIC NOTICE

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for **Public Safety Software** to result in a contracting solution for use by its Participating Entities.

Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada.

A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal **https://proportal.sourcewell-mn.gov.**

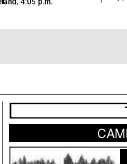
Only proposals submitted through the Sourcewell Procurement Portal will be considered.

Proposals are due no later than May 13, 2021, at 4:30pm Central Time, and late proposals will not be considered.

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TRAVEL

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Boulder Creek Lodge Montana
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Alberta Purchasing Connection

Alberta Government

Opportunity Notice
Public Safety Software

Category: Services

Potential vendors (bidders) may view the bid package here.

View Bid Package

Opportunity Information

Organization:	Saskatchewan
Organization Address:	
Reference Number:	RFP051321
Solicitation Number:	RFP051321
Solicitation Type:	Request for Proposal
Posting (MM/dd/yyyy):	03/26/2021
Closing (MM/dd/yyyy):	05/13/2021
Last Update (MM/dd/yyyy):	03/25/2021
Agreement Type:	NWPTA and CFTA and CETA
Region of Opportunity:	
Region of Delivery:	Saskatchewan
Opportunity Type:	
Commodity Codes:	

Response Submission:

Response Contact:

Response Specifics:

Opportunity Description:
The competition detail and documents are currently available at https://sasktenders.ca/Content/Public/Search.aspx?CompetitionNumber=RFP051321

The Saskatchewan Association of Rural Municipalities (SARM) has established a purchasing relationship with Sourcewell, based in Staples Minnesota, through the Rural Municipalities of Alberta (RMA). The relationship is intended to provide access to selected Sourcewell openly competed for contracts, to RMA's represented associations, which include SARM and its members, the 296 rural municipalities of Saakatchewan. SARM's members are listed here: http://sarm.ca/about/members-map

Sourcewell, a State of Minnesota local government agency anc service cooperative, is requesting proposals for PUBLIC SAFETY SOFTWARE to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portalhttp://proportal.sourcewell-mn.gov.

This opportunity is subject to copyright. Please contact the originating Jurisdiction for more information.

Origin System URL:
https://sasktenders.ca

APC "Opportunity Notices" This notice is provided for information purposes only. Refer to the "Opportunity Documents" in the bid package for authoritative information.

All queries pertaining to the language, content or any missing or inaccurate information within this abstract must be sent to its originator of the abstract, as specified in the opportunity notice.

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Sourcewell
Formerly NJPA

Bid RFP #051321 - Public Safety Software

[Switch to Vendor View]

Bid Type **RFP**

Bid Number **051321**

Title **Public Safety Software**

Start Date **Mar 25, 2021 8:43:44 AM CDT**

End Date **May 13, 2021 4:30:00 PM CDT**

Agency **Sourcewell**

Bid Contact **Chris Robinson**
(218) 895-4168
rfp@sourcewell-mn.gov
202 12th Street NE
P.O. Box 219
Staples, MN 56479-0219

Access Reports
View reports on who has been notified of the bid or accessed it.
[Notification report] [Access report]

Questions
0 Questions
0 Unanswered
[View/Ask Questions]

Edit Bid
[Create Addendum]

Description

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Software to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Pre-Bid Conference

Date **Apr 15, 2021 10:00:00 AM CDT**

Location **Online Conference**

Notes **Login information will be emailed two business days prior to the event.**

Documents

No Documents for this bid

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OPEN

Public Safety Software

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Software to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Important Dates

> Pre-Proposal Conference:
> **April 15, 2021 at 10:00 am CDT**
>
> Proposals Due:
> **May 13, 2021 at 4:30 pm CDT**

To obtain a copy of the complete RFP, ask questions related to the RFP, or submit a proposal, please use the link below.

Sourcewell Procurement Portal

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Sourcewell

View Details

Click here to return to the Sourcewell Procurement Portal home page.

Bid Details

Bid Classification:	Goods
Bid Type:	RFP - General
Bid Number:	RFP 051321
Bid Name:	Public Safety Software
Bid Status:	**Open**
Bid Closing Date:	Thu May 13, 2021 4:30:00 PM (CDT)
Question Deadline:	Thu May 6, 2021 4:30:00 PM (CDT)
Time-frame for delivery or the duration of the contract:	Refer to project document
Negotiation Type:	Refer to project document
Condition for Participation:	Refer to project document
Electronic Auctions:	Not Applicable
Language for Bid Submissions:	English unless specified in the bid document
Submission Type:	Online Submissions Only
Submission Address:	Online Submissions Only
Public Opening:	No
Description:	Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Software to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.
Bid Document Access:	Bid Opportunity notices and awards and a free preview of the bid documents is available on this site free of charge without registration. Please note, some documents may be secured and you will be required to register for the bid to download and view the documents. There is no cost to obtain an unsecured version of the document and /or to participate in this solicitation.
Categories:	Show Categories [+]

Submit a Question | Register for this Bid | Download Bid Documents

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Solicitation Setting

✔ Invite Bidders	No
✔ Evaluate Response online	No
✔ Internal Approval	No
✔ Enable Collaboration with other Users	No

Solicitation Details

Mandatory Information

Solicitation Type	RFP	Solicitation Number	051321
Solicitation Name	Public Safety Software	Procurement Type	Goods , Services
Country & Province/State	Canada / Ontario	Published By	Sourcewell
Accept Questions	Not Applicable		

Internal Information (For Internal Use Only)

Procurement Title/Project Name	051321 Public Safety Software

Advertisement

Basic Settings

Solicitation Type	Open to all suppliers	Estimated Contract Amount	$320,000,000.00
Publish Date	03/25/2021	Closing Date & Time	05/13/2021 16:30:00 CT
Publish Option		Value Range for this Solicitation	10,000,001 over

Selected Categories

Business Services/ Supplies

Security Services / Supplies	Access control systems, security guards, guard dogs, home alarms, locksmiths, Private investigation services, tracing services, armored services, guns, security software, barcode scanners, parking meters equipment, ID Systems, radar, CCTV, confidential shredding of documents, etc firearms, ammunitions, magazines, holsters, crowd control / portable gates etc.



Solicitation Overview

Sourcewell
Formerly NJPA

Public Safety Software

051321

Closing Date: 05/13/2021 04:30:00 PM CT

Detail:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Software to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

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Notice

Basic Information

Estimated Contract Value (CAD)	$320,000,000.00 (Not shown to suppliers)
Reference Number	0000195781
Issuing Organization	Sourcewell
Owner Organization	
Solicitation Type	RFP - Request for Proposal (Formal)
Solicitation Number	051321
Title	Public Safety Software
Source ID	PP.CO.USA.868485

Details

Location	All of Canada, All of Canada
Purchase Type	Duration:4 years
Description	Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Software to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Dates

Publication	Manual publication
Question Acceptance Deadline	2021/05/06 05:30:00 PM EDT
Questions are submitted online	Yes
Bid Intent	Not Available
Closing Date	2021/05/13 05:30:00 PM EDT
Prebid Conference	2021/04/15 11:00:00 AM EDT

Contact Information

Procurement Department
218-894-1930
rfp@sourcewell-mn.gov

Pre-Bidding Events

Event Type	Prebid Conference
Attendance	Recommended
Event date	2021/04/15 11:00:00 AM EDT
Location	Online Conference
Event Note	Login information will be emailed two business days prior to the event.

Bid Submission Process

Bid Submission Type	Electronic Bid Submission
Pricing	In attached document
Pricing	In attached document

Bid Documents List

Item Name	Description	Mandatory
Bid Documents	Documents defining the proposal	Yes

Categories

Selected Categories

GSIN Category (1)	
G	**Goods** Goods
N70	**General Purpose Automatic Data Processing Equipment (Including Firmware), Software, Supplies And Support Equipment** General Purpose Automatic Data Processing Equipment (Including Firmware), Software, Supplies And Support Equipment
N7000	**GENERAL PURPOSE AUTOMATIC DATA PROCESSING EQUIPMENT (INCLUDING FIRMWARE), SOFTWARE, SUPPLIES AND SUPPORT EQUIPMENT** General purpose ADPE, including firmware, software, supplies andsupport equipment
MERX Category (1)	
G	**Goods** Goods
G8	**EDP Hardware and Software** EDP Hardware and Software
UNSPSC Categories (5)	
92000000	**National Defense and Public Order and Security and Safety Services**
92100000	**Public order and safety**
92101500	**Police services**
92101600	**Fire services**
92101700	**Jail and prison system**
92101800	**Court system**
92101900	**Rescue services**

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Proposal Evaluation
Public Safety Software RFP #051321

	Possible Points	ActivRate, Inc.	Active911, Inc.	Apex OmniSource, LLC (Tech EA Innovation, Inc.)	BackDraft OpCo, LLC dba Emergency Reporting	Benchmark Solutions, LLC dba Benchmark Analytics	CentralSquare Technologies, Inc.	Codex Corporation dba Guardian RFID	Colossus, Inc. dba Caliber Public Safety	CrisisGo, Inc.	Deccan International	Emergensys Solutions, Inc.	Emergent Health Care Solutions, LLC	EMS Technology Solutions, LLC	Envisage Technologies	Genasys, Inc. (Genasys Communications Canada)	GenCore Candeo, Ltd. dba The Genesis Group	GovConnection, Inc. dba Connection – Public Sector Solutions
Conformance to RFP Requirements	50	43	39	25	42	40	39	33	40	38	45	40	36	38	44	43	37	38
Pricing	400	310	300	200	329	319	301	321	287	338	329	270	320	269	323	326	329	285
Financial Viability and Marketplace Success	75	60	57	49	64	55	60	48	63	59	64	56	45	59	66	63	68	65
Ability to Sell and Deliver Service	100	71	70	63	79	73	74	65	79	79	76	70	64	78	80	78	74	79
Marketing Plan	50	39	39	28	43	34	40	33	38	42	43	40	36	40	43	43	43	44
Value Added Attributes	75	63	56	51	59	56	62	56	63	63	65	60	58	60	65	65	63	66
Warranty	50	41	39	36	43	43	44	44	43	42	44	43	44	41	44	45	41	40
Depth and Breadth of Offered Equipment, Products, or Services	200	143	155	120	171	158	165	131	173	148	148	176	144	144	150	155	133	174
Total Points	1,000	770	756	622	824	780	785	731	786	809	814	760	747	727	815	818	774	792
Rank Order		34	36	49	6	28	26	45=A	31	18	17=A	33	39=A	48	15	8	30	32

	Possible Points	HydeInfoTech	In Force Technology, Inc.	Consultancy Services (IPCS), Inc.	International Public Safety Data Institute	InterTalk Critical Information Systems	Kyran Research Associates, Inc.	Locality Media, Inc. dba First Due	Mark43, Inc.	Michael Baker International, Inc. (DATAMARK)	Motorola Solutions, Inc.	Noggin IT, Inc.	NP Strategies, LLC	OH Duty Management, Inc.	Optimum Technology, Inc.	PlayerLync, LLC	PowerDMS, Inc.	Priority 1 Holdings, Inc.
Conformance to RFP Requirements	50	31	38	41	43	41	39	43	44	43	40	43	41	43	36	38	40	41
Pricing	400	288	280	313	288	311	291	299	319	324	315	325	331	342	320	334	324	314
Financial Viability and Marketplace Success	75	41	55	61	56	59	53	60	63	61	65	59	58	63	66	51	59	60
Ability to Sell and Deliver Service	100	61	64	75	62	78	63	74	79	78	84	69	66	81	70	62	76	74
Marketing Plan	50	36	36	40	41	43	36	45	29	44	32	42	39	46	38	36	43	40
Value Added Attributes	75	49	59	67	61	61	56	54	57	64	64	61	63	66	66	59	65	64
Warranty	50	37	41	42	41	40	41	42	43	43	42	45	45	45	44	41	44	41
Depth and Breadth of Offered Equipment, Products, or Services	200	126	141	155	132	141	150	167	153	135	181	164	146	166	146	130	143	153
Total Points	1,000	649	714	784	724	774	731	774	787	790	823	808	784	852	776	751	804	787
Rank Order		48	42	13	44	29	45=A	30	25=A	19=A	4	14	27	2	34	49	16	25=A

	Possible Points	PulsePoint Foundation	Quicket Solutions, Inc.	RadioMobile, Inc.	RapidDeploy, Inc.	ShotSpotter, Inc.	SmartCOP, Inc.	Software Professionals, Inc.	StationSmarts, LLC	TargetSolutions Learning, LLC dba VectorSolutions	The ActOne Group, Inc. dba ATIMS	The Informatics Applications Group, Inc. dba TIAG	Track Star International, Inc.	Utility Associates, Inc.	Vaisala, Inc.	Voice Products, Inc.	Winbourne Consulting, LLC
Conformance to RFP Requirements	50	43	43	44	39	42	41	37	40	29	43	39	43	45	43	44	-
Pricing	400	321	343	338	319	281	333	324	333	304	344	319	339	328	336	325	-
Financial Viability and Marketplace Success	75	62	62	61	61	65	63	60	54	57	64	63	61	63	65	62	-
Ability to Sell and Deliver Service	100	70	75	75	70	79	70	61	63	73	73	69	71	79	80	69	-
Marketing Plan	50	41	44	44	41	42	39	37	35	41	33	37	38	41	43	38	-
Value Added Attributes	75	61	64	65	61	58	54	57	57	49	65	60	66	67	63	65	-
Warranty	50	43	46	43	41	43	43	38	45	34	44	40	42	42	41	43	-
Depth and Breadth of Offered Equipment, Products, or Services	200	149	178	193	150	138	178	146	158	152	148	126	141	182	146	141	-
Total Points	1,000	790	855	834	782	748	821	747	785	739	814	752	801	847	816	785	-
Rank Order		19=A	1	4	23	39	3	40=A	25	42	11=A	37	10	2	9	33	50

DocuSigned by:
Kim Austin
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Kim Austin, MBA, CPPB, Procurement Lead Analyst

DocuSigned by:
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RFP #051321
REQUEST FOR PROPOSALS
for
Public Safety Software

Proposal Due Date: May 13, 2021, 4:30 p.m., Central Time

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Software to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Solicitation Schedule

Public Notice of RFP Published:	March 25, 2021
Pre-proposal Conference:	April 15, 2021, 10:00 a.m., Central Time
Question Submission Deadline:	May 6, 2021, 4:30 p.m., Central Time
Proposal Due Date:	**May 13, 2021**, 4:30 p.m., Central Time Late responses will not be considered.
Opening:	May 13, 2021, 6:30 p.m., Central Time **

** SEE RFP SUB-SECTION V. G. "OPENING"

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I. ABOUT SOURCEWELL PARTICIPATING ENTITIES

A. SOURCEWELL

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and contract award process for the benefit of its 50,000+ participating entities across the United States and Canada. Sourcewell's solicitation process complies with State of Minnesota law and policies, conforms to Canadian trade agreements, and results in cooperative contracting solutions from which Sourcewell's Participating Entities procure equipment, products, and services.

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

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

B. USE OF RESULTING CONTRACTS

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

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

In Canada, Sourcewell's contracts are available for use by:

- Provincial and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly-funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the Cities of Calgary, Edmonton, Toronto, Calgary, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;

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- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest;
- Members of the Rural Municipalities of Alberta (RMA) and their represented Associations, Saskatchewan Association of Rural Municipalities (SARM), Saskatchewan Urban Municipalities Association (SUMA), Association of Manitoba Municipalities (AMM), Local Authority Services (LAS), Municipalities Newfoundland and Labrador (MNL), Nova Scotia Federation of Municipalities (NSFM), and Federation of Prince Edward Island Municipalities (FPEIM).

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

Access to contracted equipment, products, or services by Participating Entities is typically through a purchase order issued directly to the applicable vendor. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell contracts is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources.

To meet Participating Entities' needs, public notice of this RFP has been broadly published, including notification in the United States to each state-level procurement department for possible re-posting.

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

II. EQUIPMENT, PRODUCTS, AND SERVICES

A. SOLUTIONS-BASED SOLICITATION

This RFP and contract award process is a solutions-based solicitation; meaning that Sourcewell is seeking equipment, products, or services that meet the general requirements of the scope of this RFP and that are commonly desired or are required by law or industry standards.

B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

It is expected that Proposers will offer a wide array of equipment, products, or services at lower prices and with better value than what they would ordinarily offer to a single government entity, a school district, or a regional cooperative.

1. Sourcewell is seeking proposals for Public Safety Software, including standalone software, Software as a Service (SaaS) platforms, or cloud-based solutions, designed or primarily intended for use by law enforcement, fire/rescue, EMS, and emergency management agencies and personnel, such as:

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a. Computer Aided Dispatch (CAD);
b. Records Management Software (RMS);
c. Learning Management Software (LMS);
d. Situational awareness and information management systems;
e. Incident command, logging recorder, and evidence, ticketing, or citation management systems;
f. Scheduling, workforce management, and billing systems;
g. Application-based alerting or paging systems;
h. Personnel, non-fleet asset, resource, and controlled substance tracking or location solutions; and,
i. Services related to the offering of the solutions described in Sections 1. a. – h. above, including installation, training, maintenance, integration, support, data analytics, and customization.

2. This solicitation does not include those equipment, products, or services covered under categories included in contracts currently maintained by Sourcewell:

a. Fleet Management Services (RFP #060618);
b. Unified Communications, Contact Center, and Related Services, Equipment, and Applications (RFP #022719);
c. Wireless Voice and Data Services with Related Solutions, Equipment, and Accessories (RFP #080119);
d. Technology Catalog Solutions (RFP #081419);
e. Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories (RFP #010720);
f. Public Sector and Education Administration Software Solutions with Related Services (RFP #090320);
g. Fleet Management Technologies with Related Software Solutions (RFP #020221);
h. Facility Security Systems, Equipment, and Software with Related Services (RFP #030421); and,
i. Public Safety Communications Technology and Hardware Solutions (RFP #042021).

A Proposer may elect to offer a materials-only solution, a turn-key solution, or an alternative solution. Generally, a turn-key solution is most desirable to Sourcewell and its Participating Entities, however, it is not mandatory or required.

Proposers may include related equipment, accessories, and services to the extent that these solutions are complementary to the equipment, products, or service(s) being proposed.

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

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party contractors, to properly install and bring to operation the equipment or products being proposed.

Sourcewell prefers vendors that provide a sole source of responsibility for the products and services provided under a resulting contract. If Proposer requires the use of dealers, resellers, or subcontractors to provide the products or services, the Proposal should address how the products or services will be provided to Participating Entities and describe the network of dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting contract.

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

C. REQUIREMENTS

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

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

D. ANTICIPATED CONTRACT TERM

Sourcewell anticipates that the term of any resulting contract(s) will be four (4) years. Up to two one-year extensions may be offered based on the best interests of Sourcewell and its Participating Entities.

E. ESTIMATED CONTRACT VALUE AND USAGE

Based on past volume of similar contracts, the estimated annual value of all transactions from contracts resulting from this RFP are anticipated to be USD $80 Million; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the

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contract(s) awarded from this RFP; however, sales and sales volume from any resulting contract are not guaranteed.

F. MARKETING PLAN

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

G. ADDITIONAL CONSIDERATIONS

1. Contracts will be awarded to Proposers able to best meet the need of Participating Entities. Proposers should submit their complete line of equipment, products, or services that are applicable to the scope of this RFP.
2. Proposers should include all relevant information in its proposal, since Sourcewell cannot consider information that is not included in the Proposal. Sourcewell reserves the right to verify Proposer's information and may request clarification from a Proposer, including samples of the proposed equipment or products.
3. Depending upon the responses received in a given category, Sourcewell may need to organize responses into subcategories in order to provide the broadest coverage of the requested equipment, products, or services to Participating Entities. Awards may be based on a subcategory.
4. A Proposer's documented negative past performance with Sourcewell or its Participating Entities occurring under a previously awarded Sourcewell contract may be considered in the evaluation of a proposal.

III. PRICING

A. REQUIREMENTS

All proposed pricing must be:

1. Either Line-Item Pricing or Percentage Discount from Catalog Pricing, or a combination of these:
   a. **Line-item Pricing** is pricing based on each individual product or services**.** Each line must indicate the Vendor's published "List Price," as well as the "Contract Price."
   b. **Percentage Discount from Catalog or Category** is based on a percentage discount from a catalog or list price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products or services. Individualized percentage discounts can be applied to any number of defined product groupings. Proposers will be responsible for providing and maintaining current published MSRP with Sourcewell, and this pricing must be included in its proposal and provided throughout the term of any Contract resulting from this RFP.

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2. The Proposer's ceiling price (Ceiling price means that the proposed pricing will be considered as the highest price for which equipment, products, or services may be billed to a Participating Entity). However, it is permissible for vendors to sell at a price that is lower than the contracted price;
3. Stated in U.S. and Canadian dollars (as applicable); and
4. Clearly understood, complete, and fully describe the total cost of acquisition (e.g., the cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Entity's location).

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

B. ADMINISTRATIVE FEES

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

IV. CONTRACT

Proposers awarded a contract will be required to execute a contract with Sourcewell (see attached template). Only those modifications the Proposer indicates in its proposal will be available for discussion. Much of the language in the Contract reflects Minnesota legal requirements and cannot be altered. Numerous and/or onerous exceptions that contradict Minnesota law may result in the Proposal being disqualified from further review and evaluation.

To request a modification to the Contract terms, conditions, or specifications, a Proposer must complete and submit the Exceptions to Terms, Conditions, or Specifications table, with all requested modifications, through the Sourcewell Procurement Portal at the time of submitting the Proposer's Proposal. Exceptions must:

1. Clearly identify the affected article and section, and
2. Clearly note what language is requested to be modified.

Unclear requests will be automatically denied.

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

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

V. RFP PROCESS

A. PRE-PROPOSAL CONFERENCE

Sourcewell will hold an optional, non-mandatory pre-proposal conference via webcast on the date and time noted on page one of this RFP and on the Sourcewell Procurement Portal. The purpose of this conference is to allow potential Proposers to ask questions regarding this RFP and Sourcewell's competitive contracting process. Information about the webcast will be sent to all entities that have registered for this solicitation opportunity through their Sourcewell Procurement Portal Vendor Account. Pre-proposal conference attendance is optional.

B. QUESTIONS REGARDING THIS RFP AND ORAL COMMUNICATION

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

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

C. ADDENDA

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

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

If an addendum is issued after a Proposer submitted its proposal, the Sourcewell Procurement Portal will WITHDRAW the submission and change the Proposer's proposal status to INCOMPLETE. The Proposer can view this status change in the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account. The Proposer is solely responsible to check the

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"MY BIDS" section of the Sourcewell Procurement Portal Vendor Account periodically after submitting its Proposal (and up to the Proposal due date). If the Proposer's Proposal status has changed to INCOMPLETE, the Proposer is solely responsible to:

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

D. PROPOSAL SUBMISSION

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

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

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

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

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

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

E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

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- In substantial compliance with the requirements of this RFP or it will be considered nonresponsive and be rejected.
- Complete. A proposal will be rejected if it is conditional or incomplete.
- Submitted in English.
- Valid and irrevocable for 90 days following the Proposal Due Date.

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

F. PROPOSAL WITHDRAWAL

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

G. OPENING

The Opening of Proposals will be conducted electronically through the Sourcewell Procurement Portal. A list of all Proposers will be made publicly available in the Sourcewell Procurement Portal after the Proposal Due Date, but no later than the Opening time listed in the Solicitation Schedule.

To view the list of Proposers, verify that the Sourcewell Procurement Portal opportunities list search is set to "All" or "Closed." The solicitation status will automatically change to "Closed" after the Proposal Due Date and Time.

VI. EVALUATION AND AWARD

A. EVALUATION

It is the intent of Sourcewell to award one or more contracts to responsive and responsible Proposer(s) offering the best overall quality, selection of equipment, products, and services, and price that meet the commonly requested specifications of Sourcewell and its Participating Entities. The award(s) will be limited to the number of Proposers that Sourcewell determines is necessary to meet the needs of Participating Entities. Factors to be considered in determining the number of contracts to be awarded in any category may include the following:

- The number of and geographic location of:
  - Proposers necessary to offer a comprehensive selection of equipment, products, or services for Participating Entities' use.
  - A Proposer's sales and service network to assure availability of product supply and coverage to meet Participating Entities' anticipated needs.
- Total evaluation scores.
- The attributes of Proposers, and their equipment, products, or services, to assist Participating Entities achieve environmental and social requirements, preferences, and goals. Information submitted as part of a proposal should be as specific as possible

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when responding to the RFP. Do not assume Sourcewell's knowledge about a specific vendor or product.

B. AWARD(S)

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

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

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

Conformance to RFP Requirements	50
Financial Viability and Marketplace Success	75
Ability to Sell and Deliver Service	100
Marketing Plan	50
Value Added Attributes	75
Warranty	50
Depth and Breadth of Offered Equipment, Products, or Services	200
Pricing	400
TOTAL POINTS	**1000**

C. PROTESTS OF AWARDS

Any protest made under this RFP by a Proposer must be in writing, addressed to Sourcewell's Executive Director, and delivered to the Sourcewell office located at 202 12th Street NE, P.O. Box 219, Staples, MN 56479. The protest must be received no later than 10 calendar days' following Sourcewell's notice of contract award(s) or non-award and must be time stamped by Sourcewell no later than 4:30 p.m., Central Time.

A protest must include the following items:

- The name, address, and telephone number of the protester;
- The original signature of the protester or its representative;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the issues to be resolved;
- Identification of the legal or factual basis;
- Any additional supporting documentation; and
- Protest bond in the amount of $20,000, except where prohibited by law or treaty.

Protests that do not address these elements will not be reviewed.

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D. RIGHTS RESERVED

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

Sourcewell reserves the right to:

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

E. DISPOSITION OF PROPOSALS

All materials submitted in response to this RFP will become property of Sourcewell and will become public record in accordance with Minnesota Statutes Section 13.591, after negotiations are complete. Sourcewell considers that negotiations are complete upon execution of a resulting contract. It is the Proposer's responsibility to clearly identify any data submitted that it considers to be protected. Proposer must also include a justification for the classification citing the applicable Minnesota law.

Sourcewell will not consider the prices submitted by the Proposer to be confidential, proprietary, or trade secret materials. Financial information, including financial statements, provided by a Proposer is not considered trade secret under the statutory definition.

The Proposer understands that Sourcewell will reject proposals that are marked confidential or nonpublic, either substantially or in their entirety.

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Sourcewell

4/7/2021

Addendum No. 1
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

The RFP refers to the Admin Fee as 1 percent to 2 percent. Is it the vendor discretion whether it is 1 percent or is it 2 percent?

Answer 1:

Refer to RFP Section III. B. – Administrative Fees, for directions on proposing an administrative fee. It is left to the discretion of each proposer to determine and propose an administrative fee that is consistent with its business and its industry.

Question 2:

If a product is ordered under an awarded contract within the period of performance, can the performance of the services extend past the contract end date?

Answer 2:

Refer to template contract Section 6. A. – Orders and Payment, "All Participating Entity orders under this Contract must be issued prior to expiration of this Contract; however, Vendor performance, Participating Entity payment, and any applicable warranty periods or other Vendor or Participating Entity obligations may extend beyond the term of this Contract."

Question 3:

Are there specific guidelines for travel rate pricing to be used when proposing in person training?

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Answer 3:

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

Question 4:

The template contract refers to licenses in Section 19. B. Is it accurate to say that while Sourcewell does not require us to obtain business licenses for local governments, that a government entity may require us to do that as a condition of using the Sourcewell contract?

Answer 4:

Yes.

End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 4/7/2021, is required at the time of proposal submittal.

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4/8/2021

Addendum No. 2
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

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

Question 1:

Is it permissible to add subcontractors in the future or must they be declared during bid submission? We currently do not use subcontractors but may in the future if the demand for our product increases.

Answer 1:

It is left to the discretion of each proposer to determine the information or documentation necessary to best demonstrate their ability to serve Sourcewell Participating Entities and satisfy all the requirements included in the questionnaire tables. If a proposer may require the use of subcontractors, reference should be made to RFP Section II. B. – Requested Equipment, Products, or Services. "If Proposer requires the use of dealers, resellers, or subcontractors to provide the products or services, the Proposal should address how the products or services will be provided to Participating Entities and describe the network of dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting contract."

In addition, refer generally to template contract Section 2. C. – Dealers, Distributors, and/or Resellers, for the manner in which an awarded supplier provides sales or service provider updates during the contract term.

End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 4/8/2021, is required at the time of proposal submittal.

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4/9/2021

Addendum No. 3
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

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

Question 1:

Is it permissible to include multiple pricing sheets as part of the response? Pricing models for the U.S. and Canada are typically different.

Answer 1:

It is left to the discretion of each proposer to determine and propose the pricing approach that aligns with their business methods and satisfies all the requirements of RFP Article III - Pricing. Proposals are evaluated based on the criteria stated in the RFP.

End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 4/9/2021, is required at the time of proposal submittal.

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Sourcewell

4/15/2021

Addendum No. 4
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

We are planning to upload multiple documents for our software products to better present our offerings. Is that acceptable?

Answer 1:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. It is left to the Proposer's discretion to determine the information necessary to best describe the offered products and services and satisfy all requirements of the RFP and the Portal questionnaire tables. Proposals are evaluated on the content submitted.

Question 2:

In Questionnaire Table 5, what does "Top 5" mean? Is this top 5 in terms of population size? Dollar amount of contract? Longest standing customers?

Answer 2:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. It is left to the discretion of each proposer to determine the information necessary to best demonstrate their past marketplace success and their ability to serve Sourcewell participating entities. Proposals are evaluated based on the criteria stated in the RFP.

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Question 3:

We have reseller partnerships, however, we don't intend to involve them in sales through the Sourcewell contract, if awarded. Do we still need to disclose these reseller partnerships in our RFP response?

Answer 3:

It is left to the discretion of each proposer to determine the information necessary to best demonstrate their ability to serve Sourcewell participating entities.

Question 4:

Some of our products require software to be installed as a pre-requisite to use of our products. Our company is not involved in the sale, acquisition or maintenance of this software, and we have found that the majority of our customers already have this software in place. Is it acceptable in our RFP response to simply state this fact? Or does the cost of that item need to be handled in another way? If so, how?

Answer 4:

It is left to the discretion of each proposer to determine and propose the pricing approach that aligns with their business methods and satisfies all the requirements of RFP Article III - Pricing. Proposals are evaluated based on the criteria stated in the RFP.

Question 5:

Our company is currently building products that are not yet ready for market, but they will be before this Sourcewell contract expires. When these products become available, is it possible to add them to an awarded contract through an amendment?

Answer 5:

Refer to the Sourcewell contract template, Section 4 – Product and Pricing Change Requests.

End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 4/15/2021, is required at the time of proposal submittal.

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4/16/2021

Addendum No. 5
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

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

Question 1:

Can a Sourcewell awarded contract accommodate a methodology wherein a contract containing T&Cs or attachments is entered into with the Participating Entity at the time of an order?

Answer 1:

Refer to Sourcewell template contract Article 6 – Participating Entity Use and Purchasing, for additional detail on transaction process and documentation. A request for modification to the Sourcewell contract template may only be submitted with a proposal. To request a modification to the template Contract terms, conditions, or specifications, a Proposer may complete and submit the Exceptions to Terms, Conditions, or Specifications Form, which is found as the final Table of Step 1 in the proposal submission process.

Note also that each proposer, in its discretion, will determine the information or supporting documentation necessary to best reflect the proposer's order and service processes, as applicable, and to satisfy all requirements included in the questionnaire tables.

End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 4/16/2021, is required at the time of proposal submittal.

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4/20/2021

Addendum No. 6
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Will there be other public safety software RFPs in the future that are outside the scope of the current RFP?

Answer 1:

The potential for a future solicitation for public safety software with a different description of requested equipment, products, and services is currently undetermined.

Question 2:

Is it possible for vendors to revise their ceiling pricing after award since software business modes change over time?

Answer 2:

For guidance on the process for pricing changes during the contract term refer to Section 4. – Product and Pricing Change Requests in the Sourcewell template contract.

Question 3:

Will there be other public safety software RFPs within the next 4 years and, if so, when?

Answer 3:

Currently undetermined, but typically, Sourcewell would not solicit for solutions within the same requested equipment, products, or services, until just prior to the end of the term of awarded contracts.

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Question 4:

How do we mark an answer as confidential in the upload process?

Answer 4:

Refer to RFP Section VI. E. – Disposition of Proposals, for additional guidance on the treatment of materials submitted in response to the RFP.

End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 4/20/2021, is required at the time of proposal submittal.

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4/26/2021

Addendum No. 7
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Will Sourcewell be providing a template to use for the quarterly Sales Activity Report, and is it based on invoicing, PO or payment?

Answer 1:

Refer generally to template contract Section 8. A. – Contract Sales Activity Report, for the description of required content in the Report. A representative of the Sourcewell Supplier Development team will work directly with awarded vendors on the process for completion and submission of required reporting.

Question 2:

Will the awarded vendor be initiating the annual business review?

Answer 2:

A representative of the Sourcewell Supplier Development team will work directly with awarded vendors on the annual business review process during the term of the contract.

Question 3:

Is there a payment schedule for administrative fees, and where should payment for administrative fees be sent?

Answer 3:

Refer to template contract Section 8. B. – Administrative Fee, for the administrative fee due dates and remittance instructions. Administrative fee “[p]ayments must be received

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no later than 45 calendar days after the end of each calendar quarter." Payments are to be mailed to the Sourcewell address, "Attn: Accounts Receivable", or remitted electronically to Sourcewell's banking institution.

End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 4/26/2021, is required at the time of proposal submittal.

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4/28/2021

Addendum No. 8
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

If a product was submitted in a prior Sourcewell proposal as part of a system, can that same product be proposed again if it is required as part of the new offering?

Answer 1:

The Sourcewell RFP is an open and competitive solicitation process, and each RFP is an opportunity independent of any other prior, current, or future RFP. Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell's requested equipment, products, and services as described in the RFP. Only those products within the scope of the RFP will be included in any contract awarded by Sourcewell as a result of the solicitation and each Proposal will be evaluated based on the criteria stated in the RFP.

Question 2:

Will the vendor RFP Response be excluded if the contract terms are only made available to the US market?

Answer 2:

A proposer is not required to serve every geographic region to be considered for award. Each proposal is evaluated based on the criteria stated in the RFP.

Question 3:

What is the estimate of the number of people that would be served by the LMS portion of this RFP?

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Answer 3:

Sourcewell utilizes a competitive, solutions-based solicitation approach that is not based on detailed specifications, finite quantities, or pre-determined locations. Sourcewell participating entities include thousands of public agencies located in the United States and Canada. There is no estimate of volume by software segment.

End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 4/28/2021, is required at the time of proposal submittal.

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5/3/2021

Addendum No. 9
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Regarding section 4 (Product & Pricing Changes Requests) of the contract template, is cost of living an acceptable reason for a price increase?

Answer 1:

Sourcewell does not pre-evaluate the justification for a pricing change while a solicitation is pending. An awarded vendor may request a pricing change during the contract term as described in template contract section 4.

Question 2:

Section 8.B (Administrative Fee) of the contract template states that the Vendor must pay the fee no later than 45 calendar days after the end of each calendar quarter. If the Participating Entity pays on 45-day terms, and therefore the vendor has not yet received payment by that time, may the payment be deferred until the next period (as the sale is not legally complete)?

Answer 2:

Refer to template contract Section 8 – Report on Contract Sales Activity and Administrative Fee Payment, for additional details on the required sales activity report, the required report fields, and the process for remittance of administrative fees. A request for modification to the Sourcewell contract template may only be submitted with a proposal. To request a modification to the template contract terms, conditions, or specifications, a proposer may complete and submit the Exceptions to Terms, Conditions, or Specifications Form, which is found as the final Table of Step 1 in the proposal submission process.

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Question 3:

Regarding section 13 (Intellectual Property, Publicity, Marketing, & Endorsement) of the contract template, there is no reference to software subscriptions or software licensing even though it is a software solicitation. Would Sourcewell like to provide standard additional language?

Answer 3:

Sourcewell does not plan a revision to the contract template. It is left to the proposer's discretion to determine the proposal content (including necessary or relevant supporting documentation) that best aligns with proposer's offerings and conforms to the guidance in the RFP and the Sourcewell Procurement Portal. Proposals will be evaluated based on the criteria stated in the RFP.

Question 4:

Regarding 18.3 (Commercial Automobile Liability Insurance) of the contract template, may this requirement be waived where it is not applicable?

Answer 4:

This topic is addressed by the Frequently Asked Questions guide posted to the "Bids Homepage" of the Sourcewell Procurement Portal

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End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 5/3/2021, is required at the time of proposal submittal.

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5/5/2021

Addendum No. 10
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

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

Question 1:

Is it assumed that the person logged into the portal completing the Proposer's affidavit in Step 3, is the person with authority to sign on behalf of the vendor? Or, is the affidavit merely identifying whom within the company has the authority to sign on behalf of the vendor?

Answer 1:

Refer to Step 1 - Table 1, Question 4, and the contents of the Proposer's Affidavit in Step 3. A Proposer's authorized representative is to be identified in Question 4, and must execute or direct the execution of the Affidavit and the submittal of the Proposal.

End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 5/5/2021, is required at the time of proposal submittal.

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5/6/2021

Addendum No. 11
Solicitation Number: RFP 051321
Solicitation Name: Public Safety Software

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

The size or amount of end users for this bid is not established, so preparing a pricing proposal is a bit difficult. Do you have any helpful suggestions, could we estimate for a sample group of fifty users and project from that sample upwards?

Answer 1:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. It is left to the discretion of each proposer to articulate and propose the pricing approach that aligns with their business methods and satisfies the requirements of RFP. Proposals are evaluated based on the criteria stated in the RFP.

Question 2:

Please provide further information on the process by which each submission will be scored and evaluated. Will there be a matrix to sort by type of product proposed?

Answer 2:

Refer to RFP Article VI. – Evaluation and Award, for additional detail on the evaluation process. Proposal evaluation will be based on the scoring criteria identified in the RFP, and the Sourcewell Evaluator Scoring Guide, which is available for viewing or download on the homepage of the Sourcewell Procurement Portal.

Question 3:

Is there a pricing template that will be provided to complete?

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Answer 3:

Proposer's complete proposal must be submitted through the Sourcewell Procurement Portal, and all relevant information should be included in the proposal (RFP Section II., G.) It is left to the discretion of each proposer to determine the method it deems best suited to submit its relevant information in a timely fashion through the Sourcewell Procurement Portal.

End of Addendum

Acknowledgement of this Addendum to RFP 051321 posted to the Sourcewell Procurement Portal on 5/6/2021, is required at the time of proposal submittal.