

LEGISLATIVE TRACKING FORMFiling for Council Meeting Date: 08/04/26

Resolution



Ordinance

Contact/Prepared By: _____

Date Prepared: _____

Title (Caption): A resolution accepting the terms of a cooperative purchasing master agreement with Lexipol, LLC for policy,
training, reporting, and wellness solutions for the Metropolitan Nashville Police Department.

Submitted to Planning Commission? ☐ N/A ☐ Yes-Date: _____ Proposal No: _____

Proposing Department: _____ Requested By: _____

Affected Department(s): _____ Affected Council District(s): _____

Legislative Category (check one):

- | | | |
|---|--|--|
| ☐ Bonds | ☐ Contract Approval | ☐ Intergovernmental Agreement |
| ☐ Budget - Pay Plan | ☐ Donation | ☐ Lease |
| ☐ Budget - 4% | ☐ Easement Abandonment | ☐ Maps |
| ☐ Capital Improvements | ☐ Easement Accept/Acquisition | ☐ Master List A&E |
| ☐ Capital Outlay Notes | ☐ Grant | ☐ Settlement of Claims/Lawsuits |
| ☐ Code Amendment | ☐ Grant Application | ☐ Street/Highway Improvements |
| ☐ Condemnation | ☐ Improvement Acc. | ☐ Other: _____ |

FINANCE Amount +/-: \$ _____

Funding Source: Capital Improvement Budget
 Capital Outlay Notes
 Departmental/Agency Budget
 Funds to Metro
 General Obligation Bonds
 Grant
 Increased Revenue Sources

Match: \$ _____

Judgments and Losses
 Local Government Investment Project
 Revenue Bonds
 Self-Insured Liability
 Solid Waste Reserve
 Unappropriated Fund Balance
 4% Fund

Other: _____ 7/27/2026 | 10:50 AM CDT

Date to Finance Director's Office: _____

Approved by OMB: Josie Dhanens

Approved by Finance/Accounts: _____

Approved by Div Grants Coordination: _____

APPROVED BY**FINANCE DIRECTOR'S OFFICE:** Jennifer Reed/mjw**ADMINISTRATION**

Council District Member Sponsors: _____

Council Committee Chair Sponsors: _____

Approved by Administration: _____ Date: _____

DEPARTMENT OF LAW

Date to Dept. of Law: _____ Approved by Department of Law: _____

Settlement Resolution/Memorandum Approved by: _____Date to Council: _____ For Council Meeting: _____ ☐ E-mailed Clerk
☐ All Dept. Signatures ☐ Copies ☐ Backing ☐ Legislative Summary ☐ Settlement Memo ☐ Clerk Letter ☐ Ready to File

Department of Law – White Copy

Administration –Yellow Copy

Finance Department - Pink Copy

Resolution No. _____

A resolution accepting the terms of a cooperative purchasing master agreement with Lexipol, LLC for policy, training, reporting, and wellness solutions for the Metropolitan Nashville Police Department.

WHEREAS, Tennessee Code Annotated § 12-3-1205(b) allows the Metropolitan Government of Nashville and Davidson County ("Metro") to participate in a cooperative purchasing agreement for the procurement of any goods, supplies, services, or equipment with one or more governmental entities outside this state; and,

WHEREAS, Tennessee Code Annotated § 12-3-1205(b) allows Metro to participate in an out-of-state master agreement by adopting a resolution accepting the terms of the master agreement; and,

WHEREAS, the Purchasing Agent desires to participate in the master agreement between Sourcewell, a state of Minnesota governmental agency, and Lexipol, LLC, a copy of which is attached hereto and incorporated herein; and,

WHEREAS, Metro's participation in this out-of-state master agreement is limited to a term that will not exceed sixty months; and,

WHEREAS, this master agreement was requested by the Metropolitan Nashville Police Department but is available to all Metro departments to utilize; and,

WHEREAS, approval of the master agreement is in the best interest of the citizens of Davidson County.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY:

Section 1. That the master agreement between Sourcewell, a state of Minnesota governmental agency, and Lexipol, LLC, a copy of which is attached hereto and incorporated herein, is hereby approved.

Section 2. That this resolution shall take effect from and after its adoption, the welfare of The Metropolitan Government of Nashville and Davidson County requiring it.

RECOMMENDED BY:

Michelle A. Hernandez Lane
Michelle A. Hernandez Lane
Purchasing Agent

INTRODUCED BY:

Member(s) of Council

APPROVED AS TO AVAILABILITY
OF FUNDS:

Jenneen Reed/mjr
Jenneen Reed, Director
Department of Finance

APPROVED AS TO FORM AND
LEGALITY:

Kelli Woodward
Assistant Metropolitan Attorney



Cooperative Request Form

Request Utilization of a Federal, Statewide, Municipal, or Cooperative Contract

A cooperative is when Metro utilizes a contract from another public entity to make a purchase. With the exception of statewide contracts, use of a cooperative requires Metro Council approval.

Cooperatives are not negotiable. Departments must accept the terms of the master contract without exception.

Questions? Email zak.kelley@nashville.gov.

Departmental Information

What is your name?	John Scavio
What is your department?	Police
What is your email address?	john.scavio@nashville.gov
What is your phone number?	(615) 862-7864
In addition to your department, will other Metro departments be utilizing this cooperative?	No.
How much do you estimate spending on this cooperative contract?	215000

Cooperative Information

What is the cooperative entity?	Cooperative - Sourcewell.
What is the lead agency?	State of Minnesota
Who is the supplier?	Lexipol, LLC
Is the supplier registered in iSupplier?	Yes.
If yes, what is the supplier's ISN?	1009953
What is the contract number?	102325-LXP
When did the contract start?	Friday, March 13, 2026

When does the contract end?

Wednesday, February 13, 2030

What was the solicitation method for this contract?

RFP - Request for Proposal.

What is the good/service that this cooperative will be utilized to purchase?

CordicoShield Law Enforcement Wellness App

Why is utilizing this cooperative contract more advantageous to Metro than issuing our own RFP/ITB?

This cooperative contract is pursuant to Sourcewell Master Agreement #102325-LXP between the State of Minnesota and Lexipol, LLC. As evidenced by the attached solicitation and award documents, the lead government agency conducted an open, competitive procurement and executed a master agreement that includes cooperative language permitting use by other public agencies. Pursuant to Tennessee Code Annotated § 12-3-1205(b), Metro may participate in out of state cooperative purchasing agreements by Council resolution. Adoption of this master agreement will allow Metro to leverage aggregated multi agency demand to obtain favorable pricing and standardized terms, reduce administrative burden by avoiding a duplicative solicitation, and accelerate acquisition timelines.

Upload the original contract from the lead agency.

Lexipol 102325-LXP Pricing.pdf

Lexipol Contract 102325.pdf

Does the contract contain any good/service relative to surveillance as described in MCL 13.08.080?

No.

This contract contains a cooperative purchase provision that allows use by other governmental agencies and/or use of this contract is authorized by state and local law.

Yes.

I accept the terms of this contract without exception.

Yes.

Upload the formal solicitation (RFP/ITB) from the lead agency.

Proof-20of-20Publication-Public-20Sa... .pdf

Prop.-20Eval.-Public-20Safety-201023... .pdf

Prop.-20Opening-20Record-Public-20... .pdf



RFP-20and-20Addendums-Public-20S... .pdf

This solicitation was advertised, open, and unrestricted.

Yes.

I have confirmed with both my department finance manager and/or OMB budget analyst sufficient fund availability for this request.

Yes

I affirm that I am authorized by the appropriate individuals in my department, including my director or their designee, to submit this cooperative request.

Yes



Cooperative Request Signature Form

Co-Op Request Number	C2026115
Date Received	6/23/2026

To Whom It May Concern,

I have read the attached Cooperative Review and concur with the recommendation contained therein.

Should you have questions, please contact the reviewer or reach out to me directly.

Regards,

Michelle A. Hernandez Lane *MHL*
Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer

6/26/2026 | 8:21 PM CDT
Date Signed





MASTER AGREEMENT #102325

CATEGORY: Public Safety Training and Simulation Equipment and Technology

SUPPLIER: Lexipol, LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Lexipol, LLC, 2611 Internet Blvd., Suite 120, Frisco, TX 75034 (Supplier).

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

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

**Article 1:
General Terms**

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

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

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on February 13, 2030, unless it is cancelled or extended as defined in this Agreement.
1. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #102325 to Participating Entities. In Scope solutions include:
1. Sourcewell is seeking proposals for Public Safety Training and Simulation Equipment and Technology, including but not limited to:
 - a. Facilities, structures (fixed or mobile);
 - b. Equipment, props, supplies, rentals, and consumables;
 - c. Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment;
 - d. Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies; and,
 - e. Services, equipment, and software directly related to the offering of the solutions described in Sections 1. a. – d. above, including design, installation, maintenance, repair, training, integration, support, and customization.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) **Supplier Representations:**

- a. **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- b. **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- c. **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

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

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

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

- a. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

- 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. Supplier must comply 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 not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

- e. **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it 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. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.
- g. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).
- h. **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- i. **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to 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, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- k. **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- 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.
- m. **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- n. **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- o. **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- p. **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- q. **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcwell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcwell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

- r. **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.
- s. **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.
- t. **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2: Sourcewell and Supplier Obligations

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

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier

or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

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

19) **Grant of License.**

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

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

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

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

c) **Use; Quality Control.**

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

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

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

- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an “AM BEST” rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office (“ISO”) Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier’s commercial general liability insurance policy with respect to liability arising out of activities, “operations,” or “work” performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses

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

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

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

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

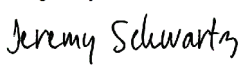
Article 3: Supplier Obligations to Participating Entities

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

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

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

Sourcewell

Signed by:

C0FD2A139D06489...

By: _____

Jeremy Schwartz

Title: Chief Procurement Officer

Date: 3/13/2026 | 9:42 AM CDT

Lexipol, LLC

Signed by:

4C0C6B3894694F7...

By: _____

Jan Roos

Title: VP Compliance & General Counsel

Date: 3/12/2026 | 1:32 PM CDT

RFP 102325 - Public Safety Training and Simulation Equipment and Technology

Vendor Details

Company Name: Lexipol, LLC
Address: 2611 Internet Blvd., Ste. 120
Frisco, Texas 75034
Contact: Marco DeLeon
Email: mdeleon@lexipol.com
Phone: 940-594-8262
HST#:

Submission Details

Created On: Friday September 05, 2025 15:08:10
Submitted On: Friday October 17, 2025 19:00:17
Submitted By: Marco DeLeon
Email: mdeleon@lexipol.com
Transaction #: 8a0de59c-0cf1-4b75-bdc0-bfd200cd4cd0
Submitter's IP Address: 147.243.229.232

Specifications

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

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

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

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Lexipol, LLC	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	SAM CAGE code 4J5F4 SAM Unique Entity ID: D1JCCUCEZQG1	*
5	Provide your NAICS code applicable to Solutions proposed.	511210	
6	Proposer Physical Address:	2611 Internet Blvd., Ste. 120 Frisco, Texas 75034	*
7	Proposer website address (or addresses):	www.lexipol.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Jan Roos VP Compliance & General Counsel 2611 Internet Blvd., Ste. 120 Frisco, Texas 75034 contracts@lexipol.com 469-257-0596	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Marco DeLeon Vice President 2611 Internet Blvd., Ste. 120 Frisco, Texas 75034 Mdeleon@lexipol.com 469-553-0662	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Jan Roos VP, Compliance & General Counsel 2611 Internet Blvd., Ste. 120 Frisco, Texas 75034 JRoos@lexipol.com 469-257-0596	*

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

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	Lexipol is the only all-in-one platform for public safety leaders that brings together the critical components needed for operational and personnel readiness, holistically tied to a training theme. Our integrated solutions – policy, e-learning, wellness education and support, reporting (e.g. in-person training tracking and high-risk events), and grants – work together to help public safety leaders streamline and automate time-consuming training related tasks, meet compliance requirements, identify and address emerging risks by highlighting potential training needs, and support personnel well-being and career satisfaction. Lexipol's public safety roots go deep. Founded in 2003 by two attorneys (Gordon Graham and Bruce Praet) who were also law enforcement officers, we grew by hiring and partnering with those who understand the challenges of public service; today, a significant portion of our staff are former or current public safety professionals, and we partner with more than 170 state and national public safety groups, along with leaders in the industry, such as the University of Virginia and the FBI National Academy, to identify and reinforce training themes that improve the public safety profession. From Gordon and Bruce's initial vision of developing comprehensive, state-specific public safety policy manuals backed by daily training, Lexipol has grown to offer a unified platform of solutions that help agencies develop and manage their policies, deliver role-specific training from hire to retire, enhance personnel wellness through training and support resources, and reduce risk and liability. Today, Lexipol serves more than 12,000 public safety and local government organizations in 50 states and Canada, spanning five industries: fire and rescue, law enforcement, corrections, EMS, and local government. Our core values – serve, empower, innovate, collaborate, "own it" – are essential to helping us realize our mission: To empower public safety leaders with the tools, insights, and support they need to lead with confidence, make informed decisions, and build a culture of readiness.
12	What are your company's expectations in the event of an award?	We view a re-award (currently awarded and extremely active user of Sourcewell) as a continued strategic opportunity to strengthen partnerships with public safety and local government agencies. Building on our four years of successfully partnering with Sourcewell, our primary expectation is to continue to increase visibility and awareness of our solutions across Sourcewell member agencies, while providing a simplified, compliant procurement pathway for those seeking high-quality, purpose-built tools for policy, continuing education, reporting, wellness and grant support – all of which directly supports Sourcewell's objectives for public safety training and simulation technology. Our Policy and e-learning platform delivers instructional and educational programs, which feeds into our robust performance reporting platform that helps provide visibility into needed training, while our FTO and grant solutions, part of which is delivered through our Learning Management System, enhance agency readiness by aligning new hire training and assisting with finding funding opportunities to support training and other services. Through our comprehensive agency services, Lexipol provides scalable learning management systems, incident-based training, and support tools that integrate seamlessly with other simulation and technology investments. This positions Lexipol as a strategic partner for Sourcewell members seeking end-to-end solutions. Specifically, we aim to: • Leverage Lexipol and Sourcewell's combined marketing and communication power to introduce our solutions to a broader audience of public safety professionals and decision-makers. - o Lexipol and Sourcewell have partnered numerous times over the last four years to provide thought leadership pieces on cooperative purchasing to our millions of followers and we expect to continue this partnership to educate the market if re-awarded. • Continue to educate the public safety sector – which purchases billions of dollars of equipment and services covered under Sourcewell – about the benefits of cooperative purchasing for our solutions, but also the solutions of hundreds of other vendors, who lean on Lexipol to promote their businesses through our media sites, such as Police1.com and FireRescue1.com, which has well over 2.5M unique views each month. • Streamline the procurement process for our prospective and current customers, reducing administrative burden and accelerating the time to implementation. • Actively collaborate with Sourcewell to support your mission of delivering value, efficiency, and innovation to your members. We are committed to continuing to work alongside Sourcewell to deliver measurable benefits to your members while supporting their operational readiness, compliance, and ongoing professional development needs.

13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Lexipol has been in business for over 20+ years, is profitable and backed by GTCR (founded in 1980), a global private equity firm with over 45-year history investing across 15 Funds with ~\$50Billion in assets under management (AUM). To expand upon our financial strength, Lexipol's current utilization of our previously awarded Sourcwell cooperative agreement, which makes up a small portion of our overall business (significant legacy business pre-2022 Sourcwell award) has or will soon exceed ~\$25M a year. Additionally, because Lexipol is a portfolio business, servicing 12,000 public safety customers, with a variety of solutions, we have a diverse, sustainable, and extremely strong financial position.	*
14	What is your US market share for the Solutions that you are proposing?	Lexipol has a meaningful share of the US public safety market however our exact share varies greatly by product, vertical, state, and agency size. - Lexipol has ~7.3K Law Enforcement agency customers or ~41% of the 18K LE agencies in the US. Lexipol began on the west coast of the US so our penetration tends to be higher in states such as California where our LE policy penetration is >90%. - Lexipol has ~3.5K Fire & rescue agency customers in the US and our customer base in this vertical tends to skew towards career or combination (career + volunteer) departments. There are ~29.5k fire departments in the US and ~2/3 are volunteer-only, which has very little budget and less of an overall spend compared to career departments. Of the remaining departments which tend to be where Lexipol focuses, although we do serve some volunteer-only departments, our US share is ~35% - Lexipol has fewer than 500 agency customers in the other verticals we serve such as Local governments, and Corrections ~75% of Lexipol's customers currently subscribe to 1 of Lexipol's 4 core product families. Customer count defined above represents customers that have at least one Lexipol product, however room to expand our footprint is greatly improved when you consider the opportunity to sell additional products into our existing customer base. Lexipol has ~6.7K Policy customers, ~6.3K e-learning customers, ~1K Wellness customers, and ~700 Performance Reporting (trend tracking) customers - Lexipol's sweet spot customer segment from an agency size perspective is agencies between 15-150 sworn / fire fighters. We tend to have the highest level of penetration in this medium/large segment as compared to the extra-small and extra-large (metro-area) segments due to our product market fit for these agencies In total, Lexipol has ~28% penetration or ~12K agencies in public safety and has a meaningful opportunity to grow with both new agencies and within our existing customer base.	*
15	What is your Canadian market share for the Solutions that you are proposing?	As we continue to expand our portfolio, there may be additional opportunities in Canada for certain solutions. Although we have several meaningful Canadian customers, the Canadian market is not a current priority for Lexipol however this may evolve in future years.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Not applicable.	*

17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Lexipol is a service provider. Our sales and service teams are all Lexipol employees; we do not contract sales and services functions. These teams represent broad geographic reach and public safety expertise, positioning them to anticipate and address the needs of law enforcement, fire and EMS, corrections, dispatch and local government organizations. Strategic Alliance Team This team is made up of seven individuals, all who whom bring experience as former command-level staff in public safety agencies (e.g., police chiefs). They manage relationships with risk pools, insurers, and state chief's associations, building the foundation for enterprise-level deals that can accelerate the adoption of Lexipol solutions at the agency level. This team has been greatly expanded in the four years we've been working with Sourcewell and is key to helping agencies understand the power of cooperative purchasing and how to leverage Sourcewell in their purchasing requests. Sales Team Lexipol's sales team consists of individuals across the country, each supporting a specific geographic territory. Sales executives undergo extensive training and testing to ensure they understand the unique needs of the public safety market, fiscal cycles, and how to help agencies tap into alternative funding sources and purchasing tools such as cooperative purchasing through Sourcewell. In fact, every new sales executive entering Lexipol's Go-To-Market machine is required to take Sourcewell Cooperative training as part of their onboarding process, which includes understanding how Lexipol has incorporated Sourcewell into our day-to-day operations (e.g. Sourcewell quotes built into our CRM). Lexipol sales leaders use state-of-the-art management tools, such as Gong, Salesforce, and Salesloft, to ensure consistency within our sales process. Regular audits of our conversations with prospective customers, as well as analysis of win/loss data, support continuous quality improvement in our sales process. Customer Success Team Our customer success team covers customer service, technical support, operations, and customer enablement. In many ways this team is the lifeblood of Lexipol, providing reliable, fast response to customer requests and questions. Our customer success individuals are also skilled at helping agencies maximize the use of Lexipol solutions, ensuring agencies get the most out of their investment. They help customers navigate funding for renewals and make recommendations for agencies to bring on additional Lexipol solutions. This team is familiar with the Sourcewell contract and, over the history of our partnership with Sourcewell, has been able to leverage the contract to help agencies avoid having to go through burdensome procurement obstacles for renewals and as they add additional Lexipol solutions, which causes them to exceed various procurement thresholds. Professional Services Team This group of passionate professionals focuses on helping agencies quickly implement and adopt Lexipol solutions. These individuals have extensive experience in public safety and, while active in public safety, have implemented and used our solutions, so they understand customer needs and how to keep implementation on track. This team also provides initial customer training to ensure that agencies are equipped to use their solutions.	*
18	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.	As a provider of advanced SaaS solutions, Lexipol is compliant with SOCII Type 2, NIST 800-53, GDPR, CCPA, CAN-SPAM, CJIS, and holds multiple industry-specific licenses, including legal and professional certifications.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	N/A	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Since 2020, Lexipol has received more than 60 awards for our solutions, as well as awards for corporate innovation and workplace excellence. In addition, the Lexipol Media Group, which is core to promoting other businesses in the public safety sector through our media sites (e.g. Police1.com), is repeatedly recognized for our industry analysis and commentary. Some highlights include: Corporate - GovTech 100 - Top Companies list, 2023-2025 - Stevie Awards - Company of the Year, 2022-2024 - Business Intelligence Group - BIG Innovation Award, 2021 and 2023 - Best in Biz - Best Legal Department, 2022 - MarDreamies - Social Impact Award, 2021 and 2022 - MUSE Creative Awards - Corporate Social Responsibility, 2021 - Globe Business Awards - Silver Golden Bridge Award for Best COVID Response of the Year, 2021 Policy Management - Award Chimp - Best in SaaS Awards – Best Company in Public Safety Policy Management, 2024 - Inc. - Best in Business Award (Government Services), 2022 - SaaS Appealie Awards - Best Vertical Solution, 2022 Wellness - Best in Biz - Best New Product of the Year, 2024 - Business Intelligence Group - BIG Innovation Award, 2024 - Best in Biz - Best New Version of the Year, 2023 - SaaS Appealie Awards - Best Vertical Solution, 2023 Training - SaaS Awards - Best SaaS Product for Learning Management or Training, 2022 Workplace Recognitions - Technology Top Workplace, 2025 - Inspiring Workplace, North America, 2022, 2024 and 2025 - Top Workplace for Work-Life Flexibility, 2025 - Most Loved Workplace for Veterans, 2024 - Most Loved Workplace for Wellness, 2024 - Comparably Best Companies for Women, 2022 Lexipol Media Group Lexipol's media sites (FireRescue1, EMS1 and Police1) have received 22 awards for editorial excellence in the past 5 years. Highlights include: - ASBPE Azbees, Central Region - Online State of the Industry Coverage (2022-2025) and Event Coverage (2025) - IAFF Media Award, 2021, 2023 and 2025 - Eddie and Ozzie Awards - Best Data Visualization (2024), Best Series of Articles (2024), Editorial Team of the Year (2023), On-Location Coverage (2023), Best Column (2020 and 2021) - SIIA Jesse H. Neal Awards - Best Commentary (2025), Best Subject-Related Package (2025), Best Range of Work by a Media Brand (2024), Best New Product – First Responder Wellness Week (2024), Best Website (2022 and 2023)	*
21	What percentage of your sales are to the governmental sector in the past three years?	98%	*
22	What percentage of your sales are to the education sector in the past three years?	2%	*

23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Prior to being awarded our cooperative contract with Sourcewell, Lexipol utilized a variety of other cooperative purchasing groups to facilitate agency participation. However, since the adoption of our Sourcewell contract, Lexipol has made a deliberate and strategic decision to align nearly all cooperative activity under that single agreement, with the vast majority of this taking place over the last three years. Today, approximately 95% of eligible customers who had previously purchased through other cooperative groups have transitioned to Sourcewell for renewals—reflecting our full commitment to this partnership. While Lexipol continues to honor and participate in certain other cooperative purchasing agreements where appropriate, our focus is clear: we have gone all-in with Sourcewell. We are actively educating and assisting agencies still using alternative cooperative contracts to migrate to Sourcewell, ensuring they can take full advantage of the streamlined purchasing, transparency, and national recognition that Sourcewell provides. While the organization participates in a small number of other cooperative purchasing agreements, details regarding the scope, sales volume, or revenue of each remain confidential. Nonetheless, Sourcewell stands as the largest and most impactful agreement for Lexipol—representing over \$25 million in contract volume since inception.	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	NA – see #23. Once awarded our original Sourcewell contract in 2022, Lexipol has intentionally worked to phase out all other cooperative agreements and committed to Sourcewell.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Hickory Creek Police Department (TX)	Chief Carey Dunn	(940) 497-3520	*
Castle Shannon Police Department (PA)	Chief Ken Truver	(412) 885-9300 x115	*
Oak Township Fire Department (IA)	Asst. Chief John Stacey	(402) 213-1097	*
Numerous additional references, testimonials, etc. can be located here:	https://www.lexipol.com/resources/?e-filter-a3bcba3-app_resource_type=case-studies	555-555-5555	

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

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

Line Item	Question	Response *	
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26	Sales force.	Lexipol's success in driving adoption across the public safety sector is powered by a highly specialized go-to-market (GTM) organization built specifically for this industry. Our integrated sales and marketing machine—comprised of approximately~70 professionals is designed to efficiently generate demand, build trusted relationships, and close business across thousands of public safety agencies nationwide. Targeted Marketing and Demand Generation Lexipol's Marketing Team of 21 professionals specializes in creating highly targeted, data-driven campaigns focused exclusively on the public safety market. These campaigns leverage deep sector segmentation, behavioral targeting, and thought leadership content to drive qualified lead generation. Marketing efforts are further amplified through strategic partnerships with more than 170 national and state-level associations, insurance groups, and risk pools. This network is supported by a dedicated team of six former police chiefs who maintain ongoing relationships with association leadership and help drive awareness, trust, and adoption of Lexipol solutions within the first responder community. Sales Development and Pipeline Acceleration Leads generated through marketing and partner channels are nurtured by a team of 22 Sales Development Representatives (SDRs) who specialize in outreach and qualification. These SDRs engage directly with agencies to identify needs, educate on Lexipol's solutions, and accelerate pipeline creation. SDR efforts are coordinated by four SDR managers, ensuring alignment with regional priorities and consistent quality of engagement. Territory-Based Sales Execution Lexipol's 26 Account Executives (AEs) operate in assigned territories across the United States, enabling close alignment with agency needs and regional priorities. Each AE develops deep familiarity with the public safety ecosystem in their region—law enforcement, fire, corrections, and local government—and collaborates directly with agencies to tailor solutions that deliver measurable outcomes. This approach has fueled consistent year-over-year sales growth for more than two decades. Sales Leadership and Enablement The sales organization is supported by: • Four Regional Sales Directors providing strategic coaching and deal support • One Vice President of Sales overseeing direct agency sales operations • One Vice President of Strategic Alliances managing partnerships and institutional relationships • Three Sales Enablement professionals ensuring teams are equipped with tools, data, and training for success • Two Sales Operations specialists managing systems, analytics, and reporting • All under the direction of Lexipol's Chief Revenue Officer, who leads the company's entire go-to-market strategy This layered leadership structure ensures accountability, alignment, and repeatable success across all stages of the sales cycle. Proven Track Record For more than 20 years, Lexipol has maintained a dominant market presence by combining deep domain expertise, a consultative sales approach, and a mission-driven culture rooted in public safety. Our team's ability to build trust, demonstrate value, and deliver measurable outcomes has allowed Lexipol to successfully expand its reach year over year—consistently meeting or exceeding growth objectives.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Not applicable. Lexipol does not utilize dealers, distributors, resellers, or other third-party channels for the delivery of our solutions. All sales and customer engagements are conducted directly through our internal sales force. Each member of our sales team receives comprehensive training on Sourcewell processes during onboarding, with ongoing reinforcement and support throughout their tenure to ensure consistency and compliance. With the rare exception of a partner seeking to cover our costs as a value add for their customer, all solutions are delivered directly by Lexipol.	*
28	Service force.	Professional Services – 85 members At the heart of Lexipol's Professional Services stands a dedicated force of 85 specialists whose mission is clear: to guide agencies through seamless implementation and to provide ongoing managed services that ensure long-term success with our product offerings. This team is unlike any other. Many once wore the badge, having served as sworn members of law enforcement or fire fighters. Among them are former chiefs and department heads who know firsthand the challenges of leading in times of crisis and calm alike. Others bring invaluable perspectives from the firehouse and the frontlines of emergency medical services, where every second mattered and lives depended on swift, decisive action. Together, they carry not only deep technical skill but also the weight of lived experience	

—centuries of it—earned through service in communities across the nation. When our Professional Services personnel walk alongside an agency, they do so not as outsiders, but as peers who have stood in their shoes. That shared understanding, coupled with unmatched expertise, is what transforms every Lexipol engagement into more than a service—it becomes a partnership built on trust, respect, and the relentless pursuit of safer communities.

Customer Success – 27 members

At Lexipol, our Customer Success team is made up of 27 dedicated professionals who serve as the trusted bridge between our clients and the solutions we deliver. They guide every step of client engagement, manage critical processes like billing and account care, and—most importantly—act as the primary point of contact for the agencies we serve.

What sets this team apart is more than their skill in process or precision in detail—it's their background. Many come directly from the public safety community, having worn the uniform and carried the responsibility of protecting lives. They've served in agencies for years, building a deep understanding of the demands, pressures, and unique needs that define the public safety industry. This shared experience shapes every interaction. When our Customer Success personnel engage with an agency, they don't approach as detached representatives of a company; they come as peers who know the challenges firsthand. Their empathy and expertise combine to create a partnership grounded in trust, ensuring every client feels supported, understood, and equipped to serve their communities more effectively.

Customer Support – 13 members

Lexipol's Customer Support team is built on a foundation of service and expertise, with 13 dedicated professionals standing ready to assist agencies every day. Their mission is clear: to provide timely, reliable technical and account support through phone, email, and a streamlined ticketing system.

What makes this group remarkable goes beyond their responsiveness—it's the perspective they bring. Many of our support personnel have served directly within the public safety community, spending years inside agencies and experiencing firsthand the challenges of protecting and serving. They understand the pressures, the stakes, and the urgency that define this work.

That depth of experience ensures that when an agency reaches out for help, they're not just speaking to someone who understands the technology—they're connecting with someone who understands their world. Whether resolving an account issue, troubleshooting a system, or guiding users through solutions, Lexipol's Customer Support team delivers more than answers. They deliver assurance, empathy, and the confidence that someone who has "been there" is walking alongside them.

Customer Enablement – 6 members

At Lexipol, our Customer Enablement group is a specialized team that serves as a trusted resource for agencies navigating our platforms and solutions. Their role is to guide, train, and consult—ensuring every customer feels confident, supported, and empowered to make the most of Lexipol's offerings.

What makes this group truly exceptional is the depth of experience they bring to the table. Each member has served on the frontlines of public safety, carrying titles such as detective, chief of police, and flight nurse. They are subject matter experts in law enforcement, fire, and EMS—individuals who have lived the realities of the communities they now support.

When they work with customers, it isn't from the outside looking in. They understand the urgency of a call, the weight of command decisions, and the life-or-death stakes of public safety work. That insight shapes the way they train, consult, and problem-solve. Every interaction is grounded in empathy, credibility, and a commitment to making agencies more effective and resilient.

Together, the six members of the Customer Solutions group embody Lexipol's promise: to stand beside our customers as partners, leveraging lived experience and technical expertise to strengthen agencies and the communities they serve.

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Lexipol uses Master Services Agreements (MSAs) and Addendums. New customers are required to execute MSAs that outline the overall terms and conditions, with detailed Exhibits that explain the solution that is being purchased. Existing clients may use Addendums to add additional products to their current MSA. Once the MSA or Addendum is executed, the client agency is onboarded through Lexipol's in-house Professional Services team to ensure completion of the associated onboarding or implementation requirements. All orders are transacted directly with Lexipol Sales professionals. The Lexipol sales team, split into New Logo teams selling first time clients, and Client Growth teams selling additional solutions to existing clients, are responsible for educating the prospect/client agencies on the solutions, negotiating the contract terms, and delivering the contracts for execution. Lexipol also has Customer Success team that supports our clients, and they may also engage with existing clients to promote solutions covered by the Sourcewell agreement. However, they would still hand off to the sales team to run the demo, educate the buyer, and manage the contracting process. Last, as stated elsewhere, Lexipol has incorporated a Sourcewell specific MSA and Addendum, which is created through our CRM, to create a simple and compliant process for Sourcewell member agencies to utilize the Sourcewell agreement, while allowing the Lexipol team to easily track compliance and reporting back to Sourcewell for administrative purposes.
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	The customer experience is enhanced by 3 groups. Professional / Managed Services, Customer Support, and Customer Success. Professional Services Professional service teams focus on getting a new product, system, or service up and running for the customer. Their role is typically project-based and time-bound, with the goal of ensuring a smooth onboarding. Key Responsibilities: 1. Planning & Scoping a. Assessing customer needs and goals. b. Designing an implementation plan tailored to the customer. 2. Configuration & Setup a. Installing, integrating, and configuring the product or service. b. Migrating data (if applicable). 3. Training & Enablement a. Educating users on how to use the system effectively. b. Delivering workshops, webinars, or documentation. 4. Testing & Go-Live a. Running pilots or tests to ensure everything works as expected. b. Supporting the customer during go-live. 5. Handoff to Ongoing Support a. Transitioning the customer to customer success or managed services once the system is live. Managed services 1. Focus on the long-term operation, optimization, and support of the product or system after implementation. Their role is ongoing and proactive, acting as an extension of the customer's team. Monitoring & Maintenance 2. Keeping systems running smoothly (e.g., uptime monitoring, policy / DTB updates). 3. Handling routine tasks so the customer doesn't have to. 4. Performance Optimization 5. Analyzing usage and suggesting improvements. 6. Fine-tuning configurations to maximize value. 7. Ongoing Support 8. Acting as a dedicated support resource for escalations. 9. Providing regular check-ins and reporting. 10. Strategic Partnership 11. Helping customers align the product with their business goals. 12. Identifying opportunities for expansion, upgrades, or new features. 13. Cost & Resource Efficiency 14. Allowing customers to offload technical or operational responsibilities. Customer Success

Accounts are organized by size and assigned to one of 3 tiers for continued servicing.

Tier 3 accounts are served by the Customer Success Associate pod. This team manages customer requests using a round robin ticketing queue with multiple Customer Success Associates sharing responsibilities for the entire pool of Tier 3 accounts.

Tier 1 and 2 accounts have a dedicated Customer Success Manager. These specialists provide ongoing account and product support for customers.

Their primary role consists of:

1. Post Onboarding & Adoption
 - Guide customers through the first stages of using the product.
 - Provide best practices, resources, and training to drive adoption.
 - Help customers integrate the product into their daily workflows.

Goal: Ensure customers quickly see value after purchase ("time-to-value").

2. Relationship Management
 - Act as the main point of contact for strategic conversations.
 - Build strong, trusted relationships with customer stakeholders.
 - Serve as the customer's voice inside the company (advocating for needs with product, support, and leadership).

Goal: Establish trust and keep customers engaged.

3. Business Reviews & Value Tracking
 - Conduct Quarterly Business Reviews (QBRs) or regular check-ins.
 - Share insights on usage, performance, and ROI.
 - Align on customer's goals and how the product supports them.

Goal: Keep the customer aware of the value they're receiving.

4. Risk Management & Retention
 - Monitor customer health (engagement, satisfaction, usage).
 - Spot early signs of churn risk (declining logins, low adoption, negative feedback).
 - Intervene with tailored plans to re-engage customers.

Goal: Reduce churn and keep customers successful long-term.

5. Expansion & Growth
 - Identify upsell or cross-sell opportunities (additional features, services, or licenses).
 - Introduce new solutions that solve evolving customer needs.
 - Partner with sales to drive revenue growth from existing accounts.

Goal: Help customers grow with the product while expanding account value.

6. Internal Collaboration
 - Work with Support to escalate or resolve issues quickly.
 - Provide feedback to the Product team on customer pain points or feature requests.
 - Partner with Marketing to source case studies or testimonials from happy customers.

Goal: Act as the bridge between customer needs and internal teams.

Customer Support

This team is the bridge between the customer and Lexipol. They are available 8am-7pm Central. Their primary responsibilities include:

1. Customer Assistance
 - Answering questions about products or services.
 - Providing step-by-step guidance to resolve technical or functional issues.
 - Offering training or resources so customers can be more self-sufficient.
2. Problem Resolution
 - Troubleshooting technical issues (e.g., software bugs, login problems).
 - Escalating complex cases to specialized teams (like engineering or product).
 - Ensuring issues are resolved within agreed timelines (often tracked by SLAs).
3. Communication & Relationship Building
 - Acting as the first point of contact for customers.

		- Communicating updates, fixes, and solutions in a clear, empathetic way. - Building trust and maintaining positive relationships with clients or users. 4. Feedback Collection - Gathering customer feedback on recurring issues, usability challenges, or feature requests. - Relaying this information to product, engineering, or content teams to improve the overall customer experience. 5. Documentation & Knowledge Sharing - Creating help articles, FAQs, and user guides to reduce repetitive support requests. - Updating internal knowledge bases to ensure consistency across the team. - Sharing insights across departments so everyone benefits from customer feedback.	
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Lexipol is fully committed and well-positioned to provide our products and services to Sourcewell participating entities. Since contracting with Sourcewell in 2022, we have steadily expanded both the breadth and depth of our offerings, all revolved around the core theme of Training. Our solutions roadmap outlines a clear and deliberate plan for continued innovation—introducing new products, features, and functionality that align with the evolving needs of public safety and government agencies, along with the scope of this RFP. To ensure continued success for Sourcewell participants, Lexipol actively leverages its dedicated marketing, sales development, and sales force resources to streamline procurement, reduce operational complexity, and empower agencies to better support their personnel. Training remains the cornerstone of our current solutions and future development efforts. As we grow—whether through strategic M&A or the development of new modules—our solutions will continue to reinforce this training-centered approach, ensuring continued alignment with the intent of this RFP. Lexipol's ongoing investment in innovation, customer support, and partnership demonstrates not only our ability but also our deep commitment to delivering lasting value to all Sourcewell participating entities.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Lexipol currently provides SaaS-based services within Canada and is fully registered and compliant from both an entity and tax standpoint. Our solutions also meet Canadian data management and privacy requirements, ensuring all services align with applicable regulations and standards. As Lexipol continues to grow as a portfolio company, we have expanded our capacity to deliver a range of integrated solutions to our existing customer base. This foundation positions us well for potential expansion into new markets, including broader participation through Sourcewell entities in Canada. We are both able and willing to support Sourcewell participating entities in Canada where opportunities align with our operational capabilities and strategic priorities. While our primary focus today remains the United States, we are actively exploring opportunities to extend our reach and impact internationally — particularly where our solutions can provide measurable value to public safety, government, and community-serving organizations. In short, Lexipol is equipped to deliver its SaaS products and services in Canada today, and we are committed to expanding that footprint as we continue to grow our portfolio and serve an increasingly diverse set of clients.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	NA	*

34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	Lexipol's primary market includes public safety and government organizations such as: • Law enforcement agencies • Fire departments • EMS and dispatch centers • Corrections institutions • Local, county, and state public safety associations • Municipal and county government entities with public safety or risk management responsibilities These organizations represent the core sectors our products, content, and services are purpose-built to support for public servants and the communities they serve. Lexipol's full policy solution—which includes comprehensive, continuously updated policy content and integrated training—is available in most states. In some states, however, our solution primarily provides the technology platform to house and deliver an agency's own policies and training, rather than preloaded Lexipol content. In states where this is the case, the technology to support will be provided. While Lexipol's solutions are tailored primarily to public safety and government operations, we recognize that other public entities may also benefit from our platforms and offerings. Therefore, any public agency or partner organization with similar needs may be eligible for access. Entities that fall completely outside of these domains (for example, those with no connection to public service, community safety, or governance functions) may not be a natural fit—not due to restrictions in access, but because the solutions may not align with their operational scope. However, any Participating Entity whose operational needs fit within these areas will have full access to our solutions if awarded an agreement. In summary, Lexipol does not restrict access based on account type; rather, full access is extended to any Participating Entity whose mission and functions align with the use cases our solutions are designed to address.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	None	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Since becoming part of the Sourcewell cooperative purchasing program in 2022, Lexipol has been actively promoting the partnership. We will continue and expand on these efforts, creating a multi-channel marketing strategy that includes: • Trade shows – Lexipol attends approximately 150 national, regional and state trade shows annually. At these events, Lexipol sales and strategic alliances personnel engage with agency leaders, demo our products, and discuss funding opportunities, including Sourcewell. • Digital marketing – Lexipol maintains an extensive database of hundreds of thousands of contacts within public safety. We market to these contacts through dedicated email campaigns and newsletters, which provide excellent opportunities to reinforce the benefits of purchasing through Sourcewell. Sourcewell also maintains a prominent place on the Lexipol website. • Thought leadership – Lexipol has a robust thought leadership program, combining live webinars with digital assets such as tip sheets and white papers. After the initial awarding of the Sourcewell contract, Lexipol and Sourcewell presented a joint webinar, "Why & How Cooperative Purchasing Streamlines Procurement for Public Safety," (located here: https://one.lexipol.com/webinar-cooperative-purchasing) which garnered 590 registrations and 53 agency leaders asking to learn more about how they could leverage Sourcewell to buy solutions. We also produced a tip sheet designed to educate the market about cooperative purchasing. Lexipol is committed to continuing these efforts; potential future assets include a webinar that builds on the previous one and a case study showcasing the benefits an agency realized through Sourcewell cooperative purchasing. • Social media – We maintain an active presence on LinkedIn, Facebook, X, Instagram and YouTube. These channels can and will continue to be used to showcase our partnership and promote educational resources about cooperative purchasing. • Industry advertising – Lexipol regularly advertises across industry publications, such as Fire Engineering and Police Chief magazines, as well as eblasts through national and state associations. These are prime opportunities to showcase the Sourcewell partnership. A great example of this is our current advertising campaign through ICMA (International City/County Management Association) that includes a redesigned tip sheet on Sourcewell, a dedicated landing page that promotes the previously mentioned webinar and the tip sheet, and ads driving to the page. • Lexipol Media Group – Lexipol's media sites (Police1, FireRescue1, EMS1, Corrections1 and Gov1) provide a unique opportunity to amplify awareness around the Lexipol/Sourcewell partnership, with run-of-site and e-newsletter placements that garner millions of impressions monthly. Lexipol Media Group has been and will continue to be leveraged to position cooperative purchasing as an important trend public safety leaders should be aware of. Sales enablement – A key factor in the success of this partnership has been ensuring our sales team understands the power of cooperative purchasing and recognizes when to initiate a conversation about Sourcewell. Working closely with Sourcewell representatives, we have designed training for our entire sales team and have incorporated cooperative purchasing training into the onboarding process for all new team members. Importantly, this is not a one-and-done effort at the beginning of our contract period. Rather, Sourcewell and Lexipol representatives stay in close contact to ensure our training is evolving with the needs of the industry and our respective teams. A great example is the recent full-day training development Lexipol and Sourcewell representatives conducted at Sourcewell headquarters (located here: https://www.linkedin.com/posts/activity-7356380965788639235-64Wc/?utm_source=share&utm_medium=member_desktop&rcm=ACoAAAFhy0wB27xjV272CfflyiU0f_00Ek2N3gA), which Lexipol used as a catalyst to keep the cooperative purchasing conversation going with our hundreds of thousands of public safety followers.
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38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Lexipol leverages an integrated digital marketing ecosystem to amplify brand visibility, generate high-quality leads, and accelerate the buyer journey from awareness to conversion. Our strategy is rooted in data-driven automation, thoughtful content delivery, and full-funnel analytics to ensure maximum campaign impact and ROI. At the core of our operations is a robust marketing automation platform (Pardot, integrated with Salesforce), which powers advanced lead nurturing workflows, behavior-based email automation, and dynamic content delivery. For example, we use AI-enabled send-time optimization to ensure emails are delivered at the moment of highest individual engagement potential. Each asset – whether an email, ad, or thought leadership piece – is linked to a Salesforce campaign, enabling precise attribution modeling and visibility into campaign influence on pipeline and closed-won opportunities. Monthly cross-channel reporting based on KPIs such as lead quality, conversion rates, engagement scores, and influenced revenue helps us identify refinements to our process. Our Marketing and Sales functions work together closely to ensure leads are actioned as soon and effectively as possible. We continuously test and refine messaging, creative, and delivery channels to ensure campaigns stay relevant and impactful. While some refinements are by nature a function of process, we also bring technology to bear when it can move the needle. For example, over the last two years we have invested significantly in a webinar platform that provides enhanced attendee engagement data as well as opportunities for attendees to download info sheets and access related content. This information is integrated into Salesforce, seeding more meaningful follow-up conversations with prospects. Similarly, we have invested in a content management system that makes it easier for our sales teams to share thought leadership content and information about our solutions following demo calls, and provides detailed analytics to help us understand what's working and where we need to refine content, messaging, or access. High-value content remains the foundation of our brand strategy. We produce and distribute a rich portfolio of thought leadership content—including webinars, ebooks, white papers, blogs, and explainers—designed to educate public safety professionals, earn trust, and foster long-term brand affinity. These assets serve as entry points for top-of-funnel audiences and are supported by lead scoring models and nurture programs that drive prospects toward sales readiness. To maximize reach and reinforce market presence, Lexipol employs a multi-channel advertising strategy that includes both owned media (Lexipol Media Group sites and newsletters) and paid placements across high-traffic industry platforms. All digital assets are SEO-optimized, with structured metadata, strategic keyword integration, and responsive design to enhance discoverability and user experience. Finally, we maintain an always-on social media strategy, engaging our audience multiple times daily with thought leadership, solution highlights, customer stories, and co-branded partner content. We also use paid social to extend campaign reach, retarget website visitors, and accelerate re-engagement. This tech-enabled, content-first approach ensures Lexipol not only captures demand but also builds lasting connections with public safety and local government agencies through meaningful, measurable engagement. As noted above (#37), these channels and approaches have been an important part of our strategy to market our partnership since originally being awarded the Sourcewell contract. We will continue to build on them to further spread the word about our partnership and educate the market about the value of cooperative purchasing.
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39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	We view Sourcewell as a strategic partner who will help us promote visibility and adoption of the contract as well as reduce the need for timely and exhaustive procurement processes by providing a competitively solicited, pre-awarded contract. Sourcewell plays a critical role in educating eligible agencies about the value and ease of purchasing through cooperative contracts – education that is aligned with Lexipol's thought leadership and content marketing strategy. If awarded, Lexipol will continue to actively promote the Sourcewell-awarded agreement as a key procurement vehicle within our go-to-market strategy. This includes: • Sales Enablement and Training: Our sales teams already receive dedicated training on the Sourcewell contract's scope, eligibility, and benefits. Sourcewell is positioned as a valuable procurement option for qualified leads, especially those seeking an expedited purchasing path. • CRM Integration: The Sourcewell agreement is embedded into our Salesforce CRM workflows. Opportunities influenced by the contract are tracked and reported against, ensuring visibility into Sourcewell-driven pipeline and sales performance. • Reporting and Feedback: Lexipol will provide periodic reporting to Sourcewell on contract usage, engagement activity, and sales conversions resulting from the agreement. We also welcome Sourcewell's input on market trends and promotional opportunities to ensure continued alignment and mutual success. In short, we consider Sourcewell not just a contracting mechanism, but a vital partner in expanding access to innovative public safety solutions through trusted, efficient procurement.	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Lexipol provides an e-procurement solutions for individuals (not agencies) in need of continuing education to maintain certifications, so this is not applicable to our business.	*

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

Line Item	Question	Response *
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41	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.	1. Help Center Articles (Self-Service Knowledge Base) • Step-by-step guides for core workflows (e.g., assigning courses, creating policies) • Troubleshooting FAQs for common issues • Best practices guides for admins and users • Quick start guides for new customers 2. Live Web Sessions (Interactive Training) • Scheduled onboarding sessions for new customers • Role-based training (Admin, Instructor, End User) • Topic-specific sessions (e.g., reporting tools, course creation, analytics) • Open office hours or Q&A sessions with product specialists 3. Recorded Web Sessions (On-Demand Library) • Archived recordings of live training sessions • Feature spotlight videos (short 5–15 min tutorials) • In-depth workflow walkthroughs (30–60 min) • Categorized recordings by product area or user role 4. Webinars (Education & Engagement) • Product update webinars introducing new features • Best practices and compliance-focused sessions • Guest speakers and industry expert panels • Customer success case studies and agency stories 5. Online Learning Courses (Structured Learning Paths) • Self-paced courses with quizzes and certifications • Role-based learning paths (Admin onboarding, Instructor skills, End user training) • Microlearning modules for feature refreshers • Scenario-based training for real-world application 6. Digital Collateral (Printable/Downloadable Resources) • Quick reference one-pagers (e.g., "How to Run a Report") • Step-by-step visual guides • PDF checklists (e.g., "Admin Setup Checklist") • Posters or job aids for station/office display 7. UI Overlays & Tooltips (In-App Guidance) • Contextual tooltips explaining features directly in the platform • Guided walkthroughs for first-time users (onboarding flows) • Pop-up highlights for new feature releases • Embedded links to Help Center articles from within the UI All standard options, with no additional costs. Should an agency need additional training or support, they also have the ability to directly engage with our Customer Success team for support at no additional cost, unless they are requesting support not included in typical support (e.g. an onsite training).
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42	Describe any technological advances that your proposed Solutions offer.	Lexipol has a robust roadmap of technological advances that focus on continuing to lift the value of our unified platform through product integrations, add value within each product family, and drive overall product stickiness. The goal of all technological advances is to grow bookings by increasing the cross-sell potential of our solutions, add additional monetizable modules that could be sold as an upsell, and increase the overall value of our solutions to warrant a price premium and/or increase win-rates relative to competitors. Below is a non-exhaustive view of our product roadmap over the next 18 months: - Unify our product experience within the LexOne platform: Integration of our 4 product families into a unified platform is a top priority to create a seamless, easy-to-use interface that consolidates our solution experience within the LexOne platform, which is focused on training at its core. LexOne is where customers will log-in to conduct all of their Lexipol product functions including managing assignments, reviewing reports, and overseeing their program. Customers are looking for fewer software products that easily work together and that is what we will be delivering within LexOne. Beyond a single, easy-to-use interface, we are also integrating workflows across solutions, so they work together to drive incremental value for customers – an example of this is linking Wellness interventions to critical incidents highlighted within Performance Reporting, to provide appropriate training and support. If a customer is populating a report that indicates an officer may have experienced a triggering event, prompts will be raised to that individual and others in the agency to offer wellness training and resources, as applicable. - Leverage AI to increase product engagement: To make product engagement easier and increase cross-selling, we will be including a recommendation engine that guides administrators on how to tailor Lexipol product usage (e.g., training assignments) based on the underlying needs of their users. An example of this is tailoring policy acknowledgements based on recent events highlighted within Performance Reporting - Added value within each product family: Each product family has its own roadmap of technological advances focused on addressing core underlying customer needs. Within policy, our roadmap includes advances leveraging AI to allow customers to interact with a chatbot to increase their understanding of policy, and tooling to help administrators in keeping their policy up to date with changes. Training includes plans to introduce gamification alongside learning plan recommendations to increase engagement. Performance Reporting has several efficiency enhancements focused on reducing the effort for agencies to conduct compliance reporting. Wellness is being redesigned to better highlight new training content and drive user engagement. Overall, our solutions are on a pathway to continue to lead the industry from a technological perspective focused on driving value and addressing core customer needs.	*
43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Lexipol establishes, renews, and maintains advanced ESG policies annually. As a remote, cloud-forward company, Lexipol is extremely “green” friendly. Lexipol has reduced on-site operations significantly so certain certifications (e.g. LEED) are N/A.	*
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Not applicable to Lexipol at this time.	*
45	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?	Lexipol stands alone in the public safety industry for offering an integrated, purpose-built platform that unifies policy management/training, e-learning for public safety continuing education credits, wellness training and support resources, performance analytics to identify trends, so recommended training can be teed up, and grant training and assistance – all specifically designed for the operational realities of public safety agencies and local governments. While most vendors offer siloed, single-point solutions, Lexipol enables agencies to align these solutions within a single platform. This unique approach supports not only compliance but also proactive risk management, operational resilience, and personnel well-being – core concerns for Sourcewell participating entities striving to do more with limited resources. Taken individually, our solutions also have attributes that set them apart from other products in the market. Policy Management/Training We are the only company offering comprehensive, state-specific policy guidance crafted specifically for public safety agencies and the online/mobile interface for delivering this guidance. We staff an in-house team of legal experts who continuously review legislation, case law, and industry trends and author policy updates that are delivered via a proprietary electronic process that helps agencies easily keep up with changes. In 2024, we reviewed	

		more than 14,000 piece of legislation and issued more than 670 legislative policy updates to our customers. Additionally, our team of experts creates "Daily Training Bulletins," which are delivered through our technology to these agencies, allowing their employees to get daily reinforced training on department policies, state mandates, and best practices. E-Learning While our e-learning solutions include features that help agencies deliver, track, and report training of all kinds (field, online, and in-person) a key differentiator is the caliber of our content, which is developed by legal, tactical, medical, and academic experts. We also maintain exclusive partnerships with nationally recognized leaders and organizations that help us develop training inaccessible through other providers, such as our leadership series developed in partnership with Echelon Front. Additionally, our e-learning is certified and/or accepted by 44 State POST's, the governing body overseeing police officer continuing education in each state, allowing our training to meet state mandated training requirements, therefore allowing law enforcement personnel to maintain their professional licenses. Similarly, our e-learning provided through FireRescueOne Academy/EMSONe Academy, is accredited through the Commission on Accreditation for Prehospital Continuing Education (CAPCE), along with some state specific accrediting bodies where applicable (e.g. Texas) allowing personnel to meet training requirements to maintain their professional licenses. Reports Our performance reporting solution is purpose-built for law enforcement, addressing operational, legal, and community engagement challenges through a cohesive, real-time view of agency performance, from use of force reports to vehicle damage and community feedback. What sets Lexipol apart is its all-in-one approach: Every module is natively built into the same platform, ensuring nothing is siloed or outsourced. By aggregating this information into a command center dashboard, department administrators are able to observe trends happening inside their department and use that information to tee up training that supports positive results, while also getting visibility into gaps, where early notification can correct concerns through training before concerns evolve into bigger issues. No other vendor provides this level of configurability, operational visibility, and law enforcement-specific functionality in a single solution. Wellness Unlike traditional Employee Assistance Programs (EAPs) or retail wellness apps, which offer generalized support, Lexipol's wellness solution provides specialized training and assessment resources developed by clinicians with deep expertise treating first responders. As the only solution in the market offering a wellness app that guarantees true anonymity, Lexipol Wellness provides privacy and confidentiality, a critical factor for public safety agencies. Additionally, we incorporate both peer support and clinician training, making it the most well-rounded solution available. Grants Lexipol's Grant Services division, specifically GrantFinder, is delivered through our learning management systems, and combined with our Grants professional services team, has helped public safety agencies and local government identify, research, and apply for grants, with nearly \$700 million in grant funding secured for a wide array of products – many of which can be sourced through Sourcewell. This means Sourcewell participating entities will not only be able to access Lexipol's products and services, but will also have the opportunity to obtain grant funding that can be used to purchase other products as well. Additionally, our grants professional services team assist agencies through training and/or guidance, with the grant application process, which can span anywhere from training them on best practices for self-written grants to assisting with the entire process. For Sourcewell participating entities, the value of a Lexipol partnership lies in the ability to access a complete, interoperable solution through a trusted cooperative purchasing contract – reducing procurement barriers and accelerating time to impact.	
46	Explain your licensing process and service agreements with end users.	Lexipol provides a subscription-based licensing model that governs the provision of its services and content to public safety agencies and related organizations. This model includes both recurring online services and one-time professional services: • Online Services (SaaS): Includes tools like the Policy Knowledge Management System (KMS), Learning Management System (LMS), Cordico wellness apps, GrantFinder, LEFTA Systems, and others. • Professional Services: One-time or recurring consulting engagements such as grant writing, policy implementation, accreditation support, etc. Each Lexipol subscription grants Agencies and their authorized personnel a non-exclusive, non-transferable, non-sublicensable right to access and use these services. Agencies retain the right to use licensed content beyond the term of their subscription so long as such use does not otherwise violate Lexipol's intellectual property rights or other commercial restrictions.	

47	Describe your offering's compliance to applicable national standards such as: National Fire Protection Association (NFPA), Occupational Safety and Health Administration (OSHA), and American National Standards Institute (ANSI), Canadian Safety Association (CSA), and Technical Standards and Safety Association (TSSA)	Lexipol e-learning meets the compliance requirements of many state and national standards. EMS training is organizationally accredited by the Center on Accreditation for Pre-Hospital Continuing Education (CAPCE), meaning all 300+ hours of EMS specific content are approved by CAPCE for first responders, paramedics, and EMTs. As a CAPCE accredited distributive education (DE) provider, Training courses are also accepted for use by licensed EMS professionals toward meeting the National Registry of Emergency Medical Technician (NREMT) recertification requirements. Continuing education hours earned through Lexipol Training can be applied toward both the standard recertification requirements as well as the National Continued Competency Program (NCCP). In addition to national EMS standards, Fire-specific training content follows current guidelines set forth by NFPA. Additionally, Lexipol Law enforcement training content is certified by 19 states and accepted by 25 others, the details of which can be found at: https://www.policeoneacademy.com/certified-training/. As stated in #45, our law enforcement e-learning, which is developed by legal, tactical, medical, and academic experts, ensures law enforcement personnel in these 44 States, allowing them to maintain their professional licenses. Lastly, a significant number of Lexipol's e-learning courses are National Certified through the International Association of Directors of Law Enforcement Standards and Training, which is an association made up of the 50 state regulatory bodies overseeing best practices for law enforcement officers. Finally, our water & wastewater treatment courses are approved by 4 state regulatory bodies (CO, MO, NC, and WI) to meet continuing education mandates regulated in those specific states.	*
48	Explain and provide information about any design services you offer.	Services by Lexipol take the form of consultative professional offerings and ongoing support and differ by product, detailed below: - Policy implementation: Lexipol's implementation specialists work with customers to design their manuals to best meet their needs. Through a series of implementation tasks, our Lexipol experts understand the unique needs of our customers to help them in achieving their policy manual goals - Online training assignments: Lexipol professional services staff help customers in setting up their online training instance and tailor learning plans based on their goals and objectives - Grant Professional Services: Lexipol professional services staff help agencies through training, review, and/or guidance, with the grant application and submission process, which can span anywhere from training them on best practices for self-written grants to assisting with the entire process. - Automation and technical support: Lexipol also offers technical support with items like Single Sign-on, Active Directory, and other integration services for more advanced agencies looking to utilize technology to create efficiencies in their processes as they apply to our services. Although the specifics vary, at Lexipol, we bring experienced professionals to craft solutions to meet our customers' needs through thoughtful implementation and ongoing services.	*

Table 5B: Value-Added Attributes

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

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
58	Describe your payment terms and accepted payment methods.	Lexipol will invoice the Agency at the commencement of the contract term and thirty (30) days prior to each renewal period, as applicable. The Agency will pay the fees specified on each invoice within thirty (30) days following receipt of the invoice. All invoices will be sent to the address designated by the Agency in writing. Payments will be made by electronic transfer or immediately available funds, or by mailing a check to: Lexipol, 2611 Internet Blvd, Suite 120, Frisco, TX 75034 (Attn: Accounts Receivables). While the foregoing reflects Lexipol's standard process, in recognition of the unique budgeting and procurement needs of public safety agencies, Lexipol may, upon the Agency's written request and Lexipol's approval, reasonably adjust invoicing and payment terms—including, by way of example, extended payment terms (e.g., Net 60 or Net 90), adjusted billing schedules, allocation of invoices across fiscal periods, and prorated subscription terms—to help accelerate access to solutions. Any approved deviation from the standard terms will be documented on the applicable Order Form or by written amendment.	*

59	Describe any leasing or financing options available for use by educational or governmental entities.	None. Lexipol's products and services are offered as annual subscription agreements, so traditional leasing or financing options are not applicable to our business model. The only limited exception applies to certain professional services—specifically within our Policy Services offerings. On occasion, when an agency is unable to pay the full implementation cost upfront, Lexipol may, upon request and approval, allow those costs to be distributed over the life of a multi-year agreement (typically two to three years). This accommodation is uncommon, as the majority of agencies pay implementation fees at the beginning of the contract term, but it is available when needed to help public safety organizations access critical solutions more easily.	*
60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Lexipol will include the following standard documents in an executable contract with Participating Entities (see uploaded examples for reference): • Master Service Agreement (MSA): Defines the overarching legal and operational framework governing Lexipol's software-as-a-service (SaaS) solutions, including general terms, representations, warranties, and indemnification provisions and reference to the Sourcewell Contract number, their member number, and the Sourcewell discount applied to the contract. Includes items such as: - o Product Form - o Terms and Conditions - o Cloud-Based Service Level Agreement (SLA) • Invoice: Specifies the exact products and services purchased by the Participating Entity, including license types, quantities, service terms, and pricing, along with reference to their Sourcewell member number, the Sourcewell contract, and their Sourcewell discount. Together, these documents create a comprehensive and transparent contracting package that allows Participating Entities to clearly understand their service entitlements, data protections, and support expectations. Alignment with Sourcewell and Cooperative Purchasing Expansion Beyond these standard agreements, Lexipol is deeply aligned with Sourcewell's cooperative purchasing framework and has demonstrated an ongoing commitment to expanding the accessibility and efficiency of the Sourcewell contract. Lexipol has successfully worked with four states to establish Participating Addendums derived from our existing Sourcewell Master Agreement—enabling state agencies to purchase directly from the Sourcewell contract with no additional procurement complexity. This proactive approach not only simplifies the purchasing process for public agencies but also ensures that each addendum retains the same standard documentation and service protections included in Lexipol's Sourcewell agreement, creating consistency and confidence across jurisdictions. We are currently in the process of pursuing additional state-level addendums, further expanding access for agencies seeking streamlined procurement of Lexipol's policy, training, reporting, and wellness solutions under Sourcewell's cooperative framework. Supporting Documentation Sample versions of all standard transaction documents—including the Master Service Agreement, Invoice, and Participating Addendums—have been included in the attachment upload section of this response for Sourcewell's review. These documents represent the standard contractual structure Lexipol has used successfully across thousands of participating entities and multiple state addendums nationwide.	*
61	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?	Lexipol accepts ACH and check payments and, while p-cards are not currently a standard payment option, we are open to exploring secure card payment arrangements in coordination with Sourcewell participating entities if required.	*

62	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.	Lexipol products are priced on a subscription basis (annual fee) with a one-time implementation or set-up fee depending on the product and customer onboarding preference. The price itself is based on the size of the agency based on the number of sworn (within law enforcement), number of fire fighters (fire/EMS), beds (corrections), and civilians, as applicable. Most Lexipol products are priced on a tiered model where the price increases based on a band that is tied to the agency-size metrics highlighted above. Select products are priced per user (vs. tiers) however we are unifying our pricing to all tiers starting in 2026. All product families have a combination of the basic offering (e.g., standard courses or the core policy manual) and optional add-ons that can be included in your annual subscription rate. Examples of add-ons include a procedures manual or peer-support licenses. Implementation pricing is set as a one-time fee and is based on agency size (as stated above) and the level of service an agency is looking for ranging from simply onboarding to a complete cross-reference and implementation service. To incentivize customers to purchase more than one product offering, bundle discounts are offered based on the number of products a customer purchases. Further, discounting is made available for agencies based on if their risk-pool has a relationship with Lexipol or a state-wide entity. Last, Lexipol also provides various automation support for administrative functions, such as Single Sign-on, Active Directory, integrations, etc. A separate document will be uploaded with detailed pricing by product.	*
63	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.	Contracts awarded under this agreement will be given a 5% discount on each line item of the contract. Contracts contain annual subscription, proration, and/or implementation depending on the terms agreed to during the sale process. The discount awarded through this agreement will not be added to other discounts provided but will be the minimum discount given when utilizing the agreement. Detailed pricing is uploaded in the documents section of the proposal.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	Not applicable for Lexipol's business model.	*
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Requests for services and/or "sourced" products will be quoted by Lexipol for each such request and will be priced based on Lexipol's cost to service and other market considerations.	*
66	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.	For agencies seeking levels of customization outside of Lexipol's standard framework, it is possible additional costs would be ascribed to their request, but this is not typical with the vast majority of agencies interested in Lexipol's services.	*
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Lexipol is a cloud-based Software-as-a-Service (SaaS) provider and does not ship any physical products. All solutions are delivered digitally through secure, cloud-hosted platforms. Because no tangible goods are involved, there are no freight, delivery, or shipping costs to Sourcewell participating entities. Implementation, access, and ongoing updates are provided electronically and supported virtually by Lexipol's customer success team.	*

68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Lexipol is a cloud-based Software-as-a-Service (SaaS) provider and does not ship any physical products. All solutions are delivered digitally through secure, cloud-hosted platforms. Because no tangible goods are involved, there are no freight, delivery, or shipping costs to Sourcewell participating entities. Implementation, access, and ongoing updates are provided electronically and supported virtually by Lexipol's customer success team.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Not applicable. Lexipol is a cloud-based Software-as-a-Service (SaaS) provider, and all solutions are delivered digitally through secure online platforms. No physical distribution or delivery methods are required.	*
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Lexipol will create a Sourcewell designation and coinciding pricing within our client records management system to ensure all Sourcewell contract opportunities are accurately priced and tracked. A Sourcewell contract report will be generated each quarter to verify pricing accuracy and confirm that all administrative fees have been properly remitted. This process reflects Lexipol's established practice over the past four years under our current Sourcewell agreement, ensuring consistent compliance, transparency, and accurate reporting.	*
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	Lexipol has a strong foundation of internal performance measurement and will continue to build upon these established practices to ensure ongoing success under the Sourcewell agreement. Over the past four years, we have consistently tracked and expanded a range of metrics to evaluate the impact and effectiveness of our partnership with Sourcewell. 1. Revenue and Growth Metrics - Existing Recurring Revenue through Sourcewell: We monitor the percentage of Lexipol's total recurring revenue that originates from Sourcewell-member agencies. This metric helps us quantify the long-term sustainability and value of the partnership. - Net New ARR (Annual Recurring Revenue): Each quarter, we track new bookings directly attributed to Sourcewell membership, ensuring visibility into ongoing growth from the cooperative contract. 2. Lead Generation and Marketing Metrics - Sourcewell Referral and Lead Tracking: We actively track leads that originate through our Sourcewell referenced website and through Lexipol's marketing channels highlighting Sourcewell. This provides insight into how effectively we're reaching and engaging cooperative members. - Engagement Campaign Performance: We measure attendance and engagement in webinars, demos, and events focused on Sourcewell members and education over cooperative purchasing—quantifying how our educational and outreach efforts convert into new or expanded relationships. 3. Training and Sales Enablement Metrics - New Hire Training and Certification: Every new Lexipol sales hire completes training on Sourcewell procurement processes and partnership value. This curriculum—developed jointly with Sourcewell in Minnesota—is assessed through testing and tracked by our Sales Enablement team to ensure 100% completion and comprehension. - Sales Conversation Quality and Compliance (via Gong): Using conversation intelligence tools such as Gong, we analyze recorded sales calls to identify how frequently and effectively Sourcewell is discussed as a procurement resource. This enables continuous improvement by flagging coaching opportunities and confirming consistent integration of Sourcewell messaging in our sales motion. 4. Continuous Improvement and Accountability Our internal resources provide leadership with a real-time view of Sourcewell-related performance. This structure enables data-driven adjustments to marketing, sales, and training strategies to ensure continued alignment with Sourcewell's mission and measurable success for participating agencies.	*

72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Lexipol proposes the following Administrative Fee structure, payable to Sourcewell for all completed transactions as follows: • Administrative Fee for Renewals: 0.50% (50 basis points) of all renewal transactions processed through the Sourcewell agreement. • Administrative Fee for New Sales: 1.00% of all new sales processed through the Sourcewell agreement. This structure reflects Lexipol's commitment to continued partnership and growth under the Sourcewell cooperative contract, while maintaining fairness and sustainability for both parties. Projected Revenue and Growth Context As of the latest reporting period (end of Q3 2025, calendar year), Lexipol's annual recurring revenue (ARR) attributed to Sourcewell-related business is approximately \$15 million. We anticipate this will grow to approximately \$20 million in ARR renewals after 2025 closes, reflecting the strength and retention of our customer base under the Sourcewell framework. Because Lexipol operates on a recurring subscription model, this ARR is stable and continues to expand year over year. Over the past four years, Lexipol has experienced well over 50% year-over-year growth in Sourcewell-attributed sales, a trend we expect to continue given increased contract utilization and adoption across multiple states. Estimated Administrative Fee Contribution Based on this trajectory: • A 0.50% administrative fee on \$15–20 million in recurring renewals would represent approximately \$75,000–\$100,000 annually in existing business. • A 1.00% administrative fee on new annual sales (typically \$15–20 million in new contracts) would represent an additional \$150,000–\$200,000 annually. These estimates demonstrate a healthy and sustainable fee contribution for Sourcewell, supported by Lexipol's proven performance, continued market expansion, and long-standing commitment to this partnership.	*
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Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing offered through this proposal is as good as, or better than, the pricing typically available through existing cooperative or state contracts. It is consistent with the discount structure we provided on our currently awarded Sourcewell contract — 5% off the MSRP for all Lexipol solutions. As noted earlier, Lexipol has shifted away from other cooperative groups and transitioned the vast majority of those customers to Sourcewell, so any remaining cooperative contracts in place with agencies, using legacy agreements, are not receiving the favorable pricing offered through this response.

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

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, offered in the proposal.	Lexipol offers Software-as-a-Service (SaaS) solutions specifically designed for public safety and local government. These solutions are offered via annual subscriptions.

Following is an overview of each solution:

Policy Management

Lexipol's Policy Management solution provides a centralized, fully digital platform that enables public safety agencies to develop, maintain, and distribute policies that reflect current law, best practices, and operational needs. Key features include:

- Customizable, state-specific policies covering all operational areas, researched and written by public safety and local government professionals
- Continuous legislative and case law monitoring, with policy updates delivered electronically
- Scenario-based daily training to reinforce policy understanding, demonstrate training compliance and support defensibility in litigation with verifiable records
- Automated tracking of personnel policy acknowledgments
- 24/7 secure access via web and mobile devices for easy, efficient in-the-field use
- Document storage to manage procedures and other content and integrate it with agency policies
- Expert-led implementation to help the agency customize the policies to their needs, train key personnel, and roll out new policies to staff

This solution reduces liability, improves policy compliance, increases efficiency, and enhances transparency.

More info:

https://one.lexipol.com//1088082/2025-04-15/f56x7x/1088082/174473529369CQ6CI5/Lexipol_One_Sheet___Policy_Management.pdf

https://one.lexipol.com//1088082/2025-01-17/f4yk8g/1088082/1737127888HOgy0ek7/Lexipol_Daily_Training_Bulletins.pdf

https://one.lexipol.com//1088082/2025-01-02/f4xjgb/1088082/1735875284fAvYHZZU/LX_Professional_Services_OS_2024.pdf

https://one.lexipol.com//1088082/2025-01-02/f4xjgb/1088082/1735875284fAvYHZZU/LX_Professional_Services_OS_2024.pdf

https://one.lexipol.com//1088082/2025-01-02/f4xjgb/1088082/1735875284fAvYHZZU/LX_Professional_Services_OS_2024.pdf

Online Training

Lexipol's E-Learning Platform delivers a comprehensive learning management system (LMS) featuring thousands of courses and videos tailored to law enforcement, fire, EMS, dispatch, corrections and local government. It supports training compliance, risk mitigation, and professional development through 24/7 accessible, on-demand modules.

Highlights include:

- Courses certified by national and state accrediting bodies such as IADLEST, POST, and CAPCE, meeting high training standards
- Content created by SMEs aligning with current laws, legislation, and industry trends to boost compliance
- Centralized training documentation for easy tracking and management of training requirements and personnel license credentials
- Robust content library covering critical topics, reducing the need for departments to create their own training materials
- Ability to create personalized training plans to meet the specific needs and job responsibilities of any role
- Flexible access allowing personnel to complete training at their own pace and on their own schedule
- Exclusive content partnerships with Echelon Front for leadership training and Dr. Gilmartin for emotional wellness and resilience topics. Additionally, Lexipol's masterclass fire series brings courses designed to address contemporary training challenges in Fire from renowned industry leaders.

This solution reduces overtime and travel costs associated with in-person training while increasing training access and driving efficiencies in training management.

More info:

<https://one.lexipol.com/p1a-one-sheet>

https://one.lexipol.com//1088082/2025-03-12/f5418x/1088082/174182648359udGRDt/PoliceOne_Academy___Dr._Kevin_Gilmartin_Courses___One_Sheet__4_.pdf

https://one.lexipol.com//1088082/2025-03-19/f54mtb/1088082/17424242963k9qFOgO/Lexipol_Leadership_Series_with_Echelon_Front___One_Sheet.pdf

https://one.lexipol.com//1088082/2025-03-19/f54mtb/1088082/17424242963k9qFOgO/Lexipol_Leadership_Series_with_Echelon_Front___One_Sheet.pdf

https://one.lexipol.com//1088082/2025-03-19/f54mtb/1088082/17424242963k9qFOgO/Lexipol_Leadership_Series_with_Echelon_Front___One_Sheet.pdf

https://one.lexipol.com//1088082/2025-03-19/f54mtb/1088082/17424242963k9qFOgO/Lexipol_Leadership_Series_with_Echelon_Front___One_Sheet.pdf

https://one.lexipol.com//1088082/2025-03-19/f54mtb/1088082/17424242963k9qFOgO/Lexipol_Leadership_Series_with_Echelon_Front___One_Sheet.pdf

https://one.lexipol.com//1088082/2025-03-19/f54mtb/1088082/17424242963k9qFOgO/Lexipol_Leadership_Series_with_Echelon_Front___One_Sheet.pdf

Training Tracking

Lexipol's Training Tracking solution simplifies and modernizes how public safety agencies manage training, personnel records, and inventory – providing a centralized platform designed for operational efficiency. Capabilities include:

- Build and manage training programs by combining online and offline coursework, creating custom tests, and tracking participation and completion

- Track requests and costs for external training
- Import field training data directly from the Lexipol Field Training module
- Sync course completions from Lexipol E-Learning, eliminating manual data entry
- Store and manage all critical personnel data – such as secondary employment, after-action reviews, transfer requests, and performance evaluations
- Track issued equipment, firearms assignments, K9 certifications, and inventory cycles

This tool centralizes and streamlines agency operations, giving agency leaders the ability to manage training, inventory, and personnel records with precision and confidence.

More info:

https://one.lexipol.com/l/1088082/2025-08-12/f5hbw5/1088082/1755013102i1LcS6oj/Training_Tracking___One_Sheet.pdf

Field Training

Built on the proven San Jose model, Lexipol's Field Training solution digitizes and streamlines the FTO process, enabling agencies to monitor and document trainee development with consistency and transparency. Key features include:

- A streamlined system centralizing all field training data in one place
- Daily Observation Reports (DORs) that allow FTOs to document field training activity and give real-time feedback
- Quick and easy-to-pull Supervisor Reports utilizing data from DORs
- The ability to review changes made to DORs, requiring a signature from supervisors
- Insights into how trainers are measuring up to other FTOs

Lexipol Field Training helps agencies effectively monitor the overall health of their FTO programs including K9, patrol and more, ensuring trainees have the preparation and training they need to excel while protecting against training-related liability.

More info:

https://one.lexipol.com/l/1088082/2025-02-26/f52ry2/1088082/1740589243OapZZtNJ/Lexipol_Info_Sheet___Field_Training_FTO_.pdf

EVALS – Mobile Skills Assessment

EVALS is a dynamic field and mobile skills assessment solution designed for fire departments, academies, and colleges. It supports real-time performance tracking through video and scenario-based evaluations.

Features include:

- Video recording and review of live training
- Custom job performance requirements (JPRs)
- Offline capabilities for assessments
- Digital taskbooks, custom forms, and tests
- Transparent documentation for accountability

EVALS helps standardize instruction, improve retention, and demonstrate readiness.

More info:

<https://one.lexipol.com/EVALS-Mobile-Skills-Assessment>

Reports

Lexipol Reports provides law enforcement agencies with data-driven insights that not only enhance accountability but also directly inform training and professional development initiatives. By connecting performance data to actionable learning opportunities, agencies can reinforce best practices, address emerging risks, and build a culture of continuous improvement.

The system incorporates an early intervention feature built on multiple data inputs that produce a comprehensive risk score. This, along with other high-liability key indicators, is showcased in the Command Center, offering one comprehensive, actionable view of both personnel and organizational performance. These insights are used to guide targeted training, policy reinforcement, and remedial instruction where needed.

Core modules include:

- Use of Force: Real-time documentation of use of force, providing customizable insights that enhance accountability and identify training needs for tactical decision-making and de-escalation.
- Vehicle Pursuits: Captures key data on pursuits to ensure they are justified, analyzed, and used to strengthen pursuit policy training and risk mitigation efforts.

- Vehicle Damage: Documents vehicle damage, tracks employee incidents, and identifies crash causes to inform defensive driving and operational safety training.
- Encounters: Collects field investigation and traffic stop data, supporting scenario-based training and bias-awareness reviews.
- Community Engagement: Enables online capture and automated routing of complaints and compliments, creating feedback loops that inform officer coaching and customer service training.
- Internal Affairs: Provides linked reporting for comprehensive reviews that support transparency and continuous learning within the organization.
- Centralized Command Center: Offers a dashboard view of multi-factor risk scoring, allowing leaders to link performance data to individualized training plans and department-wide learning goals.

This solution helps agencies reduce inefficient paper processes by automating data collection and turning performance data into practical training opportunities. By proactively identifying patterns of misconduct or skill gaps before they escalate, agencies can deliver timely, data-informed training interventions. In doing so, Lexipol Reports empowers organizations to make informed decisions, enhance accountability, and maintain alignment with best practices and industry standards through a training-driven culture of continuous improvement.

More info:

<https://one.lexipol.com/law-enforcement-performance-reporting-info-sheet>

Wellness

Lexipol Wellness offers a holistic, training-infused approach to supporting first responders' physical, mental, and emotional well-being. In addition to its robust wellness tools, the platform provides education, guided learning resources, and structured training programs that empower both individual personnel and agency leaders to foster a lasting culture of wellness, resilience, and readiness.

Lexipol Wellness combines anonymous support tools, expert-developed educational content, and data-driven insights to help agencies transform wellness from an individual responsibility into an organizational competency.

Core components include:

- Anonymous Mobile & Web Access: 24/7 availability to crisis support, peer supporters, and clinicians—alongside agency-specific resources and training materials that teach personnel how to recognize and respond to stress indicators.
- Wellness Tools & Educational Content: A comprehensive library of 60+ wellness topics, self-assessments, and interactive modules developed by first responder clinicians. These tools function as micro-learning opportunities, helping personnel build skills in areas such as stress management, resilience, emotional regulation, and PTSD recovery.
- Program Development Guidance: Step-by-step support to help agencies train and empower internal leaders through structured goal-setting, engagement strategies, and program sustainability plans—ensuring wellness becomes an ongoing, trainable practice, not a one-time initiative.
- Wellness Console: A leadership platform providing real-time analytics, communication tools, and training dashboards that allow administrators to measure engagement, track participation in wellness training, and refine their programs based on usage and outcomes.
- Wellness Liaison Training: A cornerstone program designed to equip agency wellness leaders with the knowledge and skills needed to launch and sustain impactful wellness programs, deliver peer-led training, and foster continuous engagement across the organization.

Lexipol Wellness enables agencies to turn wellness into an active learning discipline—where every tool, interaction, and insight contributes to professional development and long-term resilience. By embedding wellness education directly into daily practice, agencies can reduce stigma, enhance performance, and support retention by ensuring every first responder has access not just to help, but to the training and knowledge to sustain wellness over a career.

More info:

https://one.cordico.com/l/1088082/2025-03-17/f54cr4/1088082/1746729216kyKkzseo/Wellness_Solution__One_Sheet.pdf

Peer Support Training & Certification

Lexipol's Peer Support Training & Certification program equips public safety personnel with the skills and knowledge to support colleagues in times of crisis. It includes:

- 24/7 access to online learning, allowing your peer support members to train when it's convenient
- 25 hours of core curriculum for certification, plus numerous hours of CEU

advanced training through live webinars with subject matter experts

- Training certificates upon course completion with digital badge
- Reports to monitor and track training completion and certification renewal
- Peer Support Toolkit that provides essential resources and knowledge, tailored to first responders

This training leverages industry-leading best practices and adheres to national guidelines to ensure agency peer teams are comprehensively equipped to offer proactive, reactive and post-incident support.

More info:

<https://one.lexipol.com/Cordico/Peer-Support-Training-Certification-One-Sheet.pdf>

Clinician Training & Certification

Lexipol's Clinician Training and Certification Membership equips mental health professionals with the knowledge, tools, and credentials to serve public safety personnel effectively. Our program ensures clinicians are prepared to provide evidence-based, trauma-informed care while meeting the highest standards of ethical practice. Highlights include:

- Nationally Recognized Certification: Earn the Emergency Responder and Public Safety Certified Clinician (ERPSCC) designation, building trust with departments, municipalities and state organizations
- Specialized Training: Courses tailored specifically for clinicians serving public safety personnel
- Cultural Competency: Training designed by leading experts to bridge the gap between clinicians and public safety personnel and their families
- Continuing Education Credit: Core curriculum, advanced training and expert-led webinars, available 24/7
- Real-World Resources: Practical tools, downloadable resources, and tip sheets specifically focused on the complexities of public safety work

Clinician Training and Certification gives public safety leaders the confidence that their agency clinicians are prepared to offer culturally competent care and meet the unique needs of those in the high-risk, high-stress world of public safety.

More info:

[https://one.lexipol.com/11/1088082/2025-07-](https://one.lexipol.com/11/1088082/2025-07-11/f5f8xv/1088082/1752255206051mlfiJ/Lexipol_Info_Sheet___Clinician_Training_and_Certification_Membership.pdf)

[11/f5f8xv/1088082/1752255206051mlfiJ/Lexipol_Info_Sheet___Clinician_Training_and_Certification_Membership.pdf](https://one.lexipol.com/11/1088082/2025-07-11/f5f8xv/1088082/1752255206051mlfiJ/Lexipol_Info_Sheet___Clinician_Training_and_Certification_Membership.pdf)

75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Lexipol's solutions are designed to ensure that training is not a stand-alone activity, but a continuous, embedded component of every aspect of policy management, wellness, reporting, and performance tracking. Each product category contributes to a comprehensive learning ecosystem that reinforces policy understanding, operational readiness, and professional development. Subcategories within Policy Management • Training: Daily Training Bulletins (DTBs) expand the policy management solution to include a robust training subcategory. These scenario-based learning modules ensure public safety professionals have internalized agency policies and can demonstrate policy comprehension in real-world contexts. • Accreditation Management: Within Lexipol's policy management platform, the accreditation management toolset supports agency leadership in achieving, maintaining, and training toward accreditation standards, helping ensure compliance remains a living, learnable process. • Policy Assistant: A built-in AI-powered assistant enables end users to ask questions and retrieve responses grounded in their issued policy manuals—turning policy reference into on-demand micro-training for officers and staff. • Supplemental Manual Storage: Agencies can include and customize supplemental manuals—such as procedures manuals—to extend training content and align practical exercises with agency-specific protocols. • Managed Services: Lexipol's annual managed services provide a dedicated professional services specialist who ensures that agency policies and DTB training content remain synchronized and current, maintaining alignment between policy updates and the training that supports them. Subcategories within Online Training • Roll Call Training: Short-form, video-based learning modules reinforce evolving case law and operational updates, allowing agencies to embed real-time, situational training directly into daily roll calls. • Leadership Training: Leadership content focuses on developing supervisory and command-level skills, rooted in best practices and the principles of extreme ownership—ensuring leaders are trained to mentor and model effective performance. • Wellness Training: Through Lexipol's exclusive partnership with Dr. Kevin Gilmartin, agencies gain access to training based on Emotional Survival for Law Enforcement, equipping personnel and leaders alike with practical education to manage stress, resilience, and emotional wellness. Subcategories within Training Tracking • Performance Evaluations: Enables agencies to document and track employee performance evaluations—tying feedback to training completion and readiness metrics. • Employee Records: Maintains detailed personnel records, including employment history and career development data, supporting personalized training and promotion pathways. • Secondary Employment Tracking: Includes request and approval workflows for secondary employment, ensuring policy training compliance and workload awareness. • Training Expense Management: Provides employees and supervisors with tools to document and aggregate training-related expenses, offering visibility into ongoing training investments and resource allocation. Subcategories within Reports • Early Intervention System: A configurable system that alerts agency leadership when risk thresholds are exceeded—prompting targeted, data-informed remedial training and coaching to address patterns before they escalate. Subcategories across Products • Single Sign-On & Active Directory Integration: Lexipol's Single Sign-On solution allows seamless access across Policy, Training, Reports, and Wellness platforms using existing agency credentials. This integration streamlines user management and ensures that training access and completion records are automatically updated for every member of the organization. Summary Across every Lexipol product—Policy, Training, Reports, and Wellness—training serves as the common thread that connects data, policy, and people. Whether through scenario-based learning, accreditation preparation, leadership development, or wellness education, Lexipol ensures that every feature contributes to a comprehensive, measurable, and sustainable training ecosystem for public safety agencies.
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76	Describe your products/services interoperability and integration with other public safety equipment, software and systems, if applicable.	Lexipol solutions have various mechanisms to integrate with other public safety systems as detailed below: - Policy management: For customers seeking accreditation, Lexipol's policy management platform has an integration with Neogov's Power DMS platform that facilitates the seamless transfer of policy manuals between the two platforms - Online training: Lexipol has an integration with ESO that enables the transfer of training credits between Lexipol's records and ESO, an RMS provider - Field Training API: Lexipol has an open API for our Field Training software that allows agencies to connect their CAD system data into their Field Training software - State-level integrations: Lexipol has APIs that connect to various state bodies that enable agencies to meet compliance mandates. Examples include Lexipol's integration with WADEPs to meet the Use of Force mandate in Washington and the digital connection Lexipol has with ~20 states for automated reporting of training to state regulatory groups. Lexipol continues to invest in additional integrations to make a more seamless experience for customers.	*
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Table 78: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Comments	
77	Facilities, structures (fixed or mobile)	☐ Yes ☐ No	Not applicable - all of our services are delivered through a cloud-based solution.	*
78	Equipment, props, supplies, rentals, and consumables	☐ Yes ☐ No	Not applicable - all of our services are delivered through a cloud-based solution.	*
79	Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment	☐ Yes ☐ No	Not applicable - all of our services are delivered through a cloud-based solution.	*
80	Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies	☒ Yes ☐ No	Lexipol offers a learning management system however there are not corresponding offline (i.e., physical) materials and supplies, with the exception of an administrator being able to access copies of lesson plans for review, but not personnel testing. Through our Learning Management System, agencies can assign training, ensure compliance, create reusable training plans (e.g. supervisor tracks), track specialized credentials requiring specialized training, and numerous other features needed to effectively operate a public safety organization.	*
81	Services, equipment, and software directly related to the offering of the solutions described in #76 - 79 above, including design, installation, maintenance, repair, training, integration, support, and customization	☒ Yes ☐ No	Lexipol offers onboarding services to support customers in implementation of the learning management software.	*

Exceptions to Terms, Conditions, or Specifications Form

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
 2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
 3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
 4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
- [Pricing](#) - Sourcewell 2026 Pricing.xlsx - Friday October 17, 2025 17:12:38
 - [Financial Strength and Stability](#) - Sampling Sourcewell deals over the last 12 months (~\$14.5M).zip - Friday October 17, 2025 17:31:05
 - [Marketing Plan/Samples](#) - Sampling of Previous Marketing.zip - Friday October 17, 2025 17:19:02
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - MSA & Invoice Example.zip - Friday October 17, 2025 18:52:31
 - [Requested Exceptions](#) - RFP_102325_Public_Safety_Training_Master_Agreement - Lexipol Redline [101425].docx - Friday October 17, 2025 17:14:50
 - [Upload Additional Document](#) - Participating Addendums.zip - Friday October 17, 2025 18:31:23

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Marco DeLeon, Vice President, Lexipol 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 obligations contemplated in the solicitation proposal.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_4_Public_Safety_Training_RFP_102325 Thu October 16 2025 04:26 PM	☒	5
Addendum_3_Public_Safety_Training_RFP_102325 Fri October 10 2025 03:34 PM	☒	2
Addendum_2_Public_Safety_Training_RFP_102325 Mon September 15 2025 04:09 PM	☒	4
Addendum_1_Public_Safety_Training_RFP_102325 Mon September 8 2025 04:03 PM	☒	2



Proposal Evaluation
Public Safety Training RFP #102325
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Possible Points	Pass/Fail	A1A Software, LLC	Action Target, Inc.	All Hands Fire Equipment, LLC	American 3B Scientific	American Fire Training Systems, Inc.	ARCortex, Inc.	BlueVoice, Inc.	Catapult Design Studios, Inc. dba Catapult Tactical XR	Clarion Events, Inc. dba Fire Engineering Training	CM Labs Simulations Inc.
Conformance to RFP Requirements	Pass/Fail	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Financial Viability and Marketplace Success	50	35	40	40	33	30	34	31	35	38	
Ability to Sell and Deliver Solutions	150	105	123	121	110	93	113	104	110	116	
Marketing Plan	100	71	81	80	75	55	83	68	76	84	
Value Added Attributes	100	70	81	79	75	63	80	68	77	79	
Depth and Breadth of Offered Solutions	200	127	154	157	153	125	155	124	143	148	
Pricing	400	301	304	309	263	231	308	226	322	316	
Total Points	1,000	709	783	786	709	597	773	621	763	781	
Rank Order		49	15	13	49	59	23	58	29	16	

Possible Points	Pass/Fail	Crisis Response Leader Training, Inc.	DHE Computer Systems, LLC	DiaMedical USA Equipment, LLC	Digimation, Inc. dba DART Range	Diversified Logistics Training Solutions, LLC	Doron Precision Systems, Inc.	Draeger Safety canada, Ltd.	Driver Training Solutions, LLC	Elevate Healthcare	Evolve Range Solutions, LLC
Conformance to RFP Requirements	Pass/Fail	Pass		Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Financial Viability and Marketplace Success	50	36		36	35	34	41	36	40	36	34
Ability to Sell and Deliver Solutions	150	115		111	112	110	124	110	114	115	113
Marketing Plan	100	73		75	74	74	82	76	75	81	75
Value Added Attributes	100	81		76	78	77	82	77	80	80	79
Depth and Breadth of Offered Solutions	200	151		157	147	133	163	150	159	144	155
Pricing	400	318		304	301	259	328	319	346	308	322
Total Points	1,000	774		759	747	687	820	768	814	764	778
Rank Order		22		31	37	54	5	27	10	28	18

DocuSigned by:
Julia Riebe
/A3B922A1-0B4411-...
Julie Riebe, NIGP-CPP, Senior Procurement Analyst

DocuSigned by:
Scott Dobereiner
AF-2D26C0643-1943-3-...
Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II

DocuSigned by:
Mari Vielma
71-7AAC327BEC4B8-...
Mari Vielma, Procurement Analyst II

Signed by:
Neva Crawford
U37UB0B3B0B4E3-...
Neva Crawford, Procurement Analyst

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Proposal Evaluation
Public Safety Training RFP #102325
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Possible Points		Fire Facilities, Inc. dba Trachte Building Systems	Fireblast Global	Forcibal Entry, Inc. dba Lionheart	Gaumard Scientific Company, Inc.	GovWorx, Inc.	InVeris Training Solutions, Inc.	iZen ai, Inc.	Jahnke & Sons Construction, Inc. dba WHP Trainingtowers	JHB Group, Inc.	Kaiden Incorporated
Conformance to RFP Requirements	Pass/Fail	Pass	Pass	Pass	Pass	Pass	Pass		Pass	Pass	Pass
Financial Viability and Marketplace Success	50	39	42	34	34	36	35		41	43	35
Ability to Sell and Deliver Solutions	150	112	122	117	113	122	112		124	119	115
Marketing Plan	100	76	82	79	68	80	75		84	82	74
Value Added Attributes	100	79	80	72	72	79	79		82	83	79
Depth and Breadth of Offered Solutions	200	149	158	150	129	152	162		159	160	149
Pricing	400	323	336	319	285	309	297		331	331	319
Total Points	1,000	778	820	771	701	778	760		821	818	771
Rank Order		18	5	25	53	18	30		4	8	25

Possible Points		KFT Fire Trainer, LLC	Kilonove Interactive, Inc.	Kirila Fire Training Facilities, Inc. dba KIRILA FIRE CANADA ULC	KNZ Solutions, Inc.	L.N. Curtis & Sons	Laerdal Medical Corporation	Laser Ammo USA	Lexipol, LLC	LION Group, Inc. dba LION Safety Solutions	Military Consulting Solutions, LLC
Conformance to RFP Requirements	Pass/Fail	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Financial Viability and Marketplace Success	50	41	33	35	38	36	40	30	41	39	33
Ability to Sell and Deliver Solutions	150	123	108	121	110	112	128	91	128	115	113
Marketing Plan	100	68	77	79	76	73	82	60	84	75	81
Value Added Attributes	100	77	79	79	79	71	83	58	82	74	72
Depth and Breadth of Offered Solutions	200	154	152	156	152	142	163	121	150	159	144
Pricing	400	321	291	270	257	236	331	233	328	241	305
Total Points	1,000	784	740	740	712	670	827	593	813	703	748
Rank Order		14	40	40	48	57	3	60	11	52	35

Initials:

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Initial



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Public Safety Training RFP #102325
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	Possible Points	National Safety Council dba ORC HSE Strategies, LLC	Needl, Inc. dba Aurelian	Pocket Nurse Enterprises, Inc.	Quantum Creations, LLC dba Azulle	RAMROD XR GmbH	Regional Alliance for Firefighter Training	Retired LE Consultants	Safety Compliance Services, LLC	Shea Enterprises, LLC dba Shea Safety, LLC	Simformation, LLC dba Cat Simulators
Conformance to RFP Requirements	Pass/Fail	Pass	Pass	Pass		Pass	Pass	Pass		Pass	
Financial Viability and Marketplace Success	50	42	33	36		37	35	37		34	
Ability to Sell and Deliver Solutions	150	131	114	118		107	104	99		114	
Marketing Plan	100	86	78	74		75	69	70		71	
Value Added Attributes	100	85	78	76		78	71	72		73	
Depth and Breadth of Offered Solutions	200	159	129	149		149	123	140		153	
Pricing	400	329	305	319		291	281	298		303	
Total Points	1,000	832	737	772		737	683	716		748	
Rank Order		2	42	24		42	55	47		35	

	Possible Points	SoCal Pre Apprenticeship Program	Street Smarts VR	SupplyCore	Symtech Fire, LLC dba on Scene Training	TacMed Solutions, LLC	Tactik 360	Taylord Systems LLC	ThisGen, Inc.	Thoroughtec Simulation, Inc.	Ti Training LE, LLC dba Table Mountain Group
Conformance to RFP Requirements	Pass/Fail	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Financial Viability and Marketplace Success	50	36	36	38	42	38	34	36	33	35	39
Ability to Sell and Deliver Solutions	150	119	116	119	125	121	111	116	109	116	125
Marketing Plan	100	79	78	81	85	79	79	77	74	73	81
Value Added Attributes	100	78	78	77	85	85	78	74	77	77	84
Depth and Breadth of Offered Solutions	200	146	153	156	168	158	149	155	141	158	163
Pricing	400	285	281	309	334	321	306	294	273	316	328
Total Points	1,000	743	742	780	839	802	757	752	707	775	820
Rank Order		38	39	17	1	12	32	33	51	21	5

Initials:

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Proposal Evaluation

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Public Safety Training RFP #102325
Page 4 of 4

	Possible Points	TrainCy, Ltd.	V-Armed, Inc.	VES, LLC dba Vrpations	Virage Simulation, Inc.	W.S. Darley & Co.	XpertVR, Inc.
	Pass/Fail	Pass	Pass	Pass	Pass	Pass	Pass
Conformance to RFP Requirements							
Financial Viability and Marketplace Success	50	34	31	31	40	41	37
Ability to Sell and Deliver Solutions	150	108	110	111	123	118	111
Marketing Plan	100	78	73	74	84	78	80
Value Added Attributes	100	79	78	77	82	77	82
Depth and Breadth of Offered Solutions	200	135	151	141	159	164	156
Pricing	400	246	289	297	328	248	285
Total Points	1,000	680	732	731	816	726	751
Rank Order		56	44	45	9	46	34

Initials:

DS
JR

DS
SD

Initial
ML

Initial
MC



RFP #102325
REQUEST FOR PROPOSALS
for
Public Safety Training and Simulation Equipment and Technology

Proposal Due Date: October 23, 2025, 4:30 p.m., Central Time

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology to result in a procurement 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 October 23, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.

SOLICITATION SCHEDULE

Public Notice of RFP Published:	September 4, 2025
Pre-proposal Conference:	September 22, 2025, 10:00 a.m., Central Time
Question Submission Deadline:	October 15, 2025, 4:30 p.m., Central Time
Proposal Due Date:	October 23, 2025, 4:30 p.m., Central Time Late responses will not be considered.
Opening:	October 23, 2025, 4:30 p.m., Central Time See RFP Section V.G. "Opening"

I. ABOUT SOURCEWELL

A. SOURCEWELL

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and master agreement 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 (including Canadian Free Trade Agreement, Ontario-Quebec Trade and Cooperation Agreement, and Canada-European Union Comprehensive Economic and Trade Agreement, as applicable), and results in cooperative purchasing solutions from which Sourcewell's Participating Entities procure equipment, products, and services.

Cooperative purchasing provides participating entities and suppliers 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 master agreement expanding the reach of awarded suppliers' 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 MASTER AGREEMENTS

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

- Federal and state government entities¹;
- Cities, towns, and counties/parishes;
- Education service cooperatives;
- K-12 and higher education entities;
- Tribal government entities;
- Some nonprofit entities; and
- Other public entities.

The following entities are listed in this solicitation to satisfy the procurement requirements of Oregon, Utah, and Virginia [[Political Subdivision List - Oregon, Utah, and Virginia](#)].

In Canada, Sourcewell's master agreements are available for use by current and future members including:

¹ Pursuant to HAR §3-128-2, the State of Hawaii, Department of Accounting and General Services, State Procurement Office, on behalf of the State of Hawaii and participating jurisdictions, has provided notice of its Intent to Participate in the solicitation as a participating entity.

- Federal, provincial, and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Indigenous self-governing bodies;
- 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, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;
- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest; and
- Canoe procurement group of Canada's current and future members. Canoe members include:
 - Federal, provincial and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
 - Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest;
 - Indigenous self-governing bodies;
 - Airport authorities;
 - 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, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities; and
 - Canoe procurement group of Canada's current and future partner associations, including Saskatchewan Association of Rural Municipalities, Association of Manitoba Municipalities, Local Authorities Services/Association of Municipalities Ontario, Nova Scotia Federation of Municipalities, Federation of Prince Edward Island Municipalities, Municipalities Newfoundland Labrador, Union of New Brunswick Municipalities, Northwest Territories Association of Communities, Association of Yukon Communities, CivicInfo BC, Association and their current and future members.

○

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

Participating Entities typically access master agreements for equipment, products, or services through a purchase order issued directly to the awarded supplier. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell master agreements is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources.

To meet Participating Entities' needs, Sourcewell broadly publishes public notice of all solicitation opportunities, including this RFP. In addition, where applicable, other purchasing cooperatives and procurement officials receive notice and are encouraged to re-post the solicitation opportunity.

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

C. INTERGOVERNMENTAL SUPPORT AGREEMENTS

Pursuant to 10 U.S.C. § 2679, United States Department of Defense authorized installations may access Sourcewell's awarded cooperative purchasing master agreements through an Intergovernmental Support Agreement with Sourcewell. All transactions completed through this Intergovernmental Support program are directly facilitated by Sourcewell and may be subject to additional terms and conditions.

II. **SOLICITATION DETAILS**

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 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, school district, or regional cooperative.

1. Sourcewell is seeking proposals for Public Safety Training and Simulation Equipment and Technology, including but not limited to:
 - a. Facilities, structures (fixed or mobile);
 - b. Equipment, props, supplies, rentals, and consumables;
 - c. Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment;
 - d. Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies; and,
 - e. Services, equipment, and software directly related to the offering of the solutions described in Sections 1. a. – d. above, including design, installation, maintenance, repair, training, integration, support, and customization.

2. This solicitation does not include the equipment, products, or services covered under categories included in pending or planned Sourcewell solicitations, or in master agreements currently maintained by Sourcewell, identified below:

- a. Trailers with Related Equipment, Accessories, and Services (RFP #092922), with the limited exception of the purpose-built trailers identified in Section 1. above;
- b. Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories (RFP # 101223);
- c. Software Solutions and Related Services for Public Sector and Education Administration (RFP #060624);
- d. Public Safety Communications Technology and Hardware Solutions (RFP # 020625); and,
- e. Public Safety Software (RFP # 030425) except for those directly related to 1. a. - d. above.

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-only or products-only solutions may be appropriate for situations where Participating Entities possess the ability, either in-house or through local third-party contractors, to properly install and bring to operation the equipment or products being proposed.

Sourcewell prefers suppliers that provide a sole source of responsibility for the equipment, products, and services provided under a resulting master agreement. If proposer is including the equipment, products, and services of its subsidiary entities, the proposer must also identify all included subsidiaries in its proposal. If proposer requires the use of distributors, dealers, resellers, or subcontractors to provide the equipment, products, or services, the proposal must address how the equipment, products or services will be provided to Participating Entities, and describe the network of distributors, dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting master agreement.

Sourcewell encourages suppliers to offer 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. PROSPECTIVE MASTER AGREEMENT TERM

The term of any resulting master agreement(s) awarded by Sourcewell under this solicitation will be four years. Sourcewell and supplier may agree to up to three additional one-year extensions based on the best interests of Sourcewell and its Participating Entities. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

E. ESTIMATED MASTER AGREEMENT VALUE AND USAGE

Based on past volume of similar master agreements, the estimated annual value of all transactions from master agreements resulting from this RFP are anticipated to be USD 120M; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the master agreement(s) awarded from this RFP; however, sales and sales volume from any resulting master agreement 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 master agreement award.

G. ADDITIONAL CONSIDERATIONS

1. Master agreements 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. A proposer may submit only one proposal. If related, affiliated, or subsidiary entities elect to submit separate proposals, rather than a single parent-entity proposal, each such proposal must be prepared independently and without cooperation, collaboration, or collusion.

3. If a proposer works with a consultant on its proposal, the consultant (an individual or company) may not assist any other entity with a proposal for this solicitation.
4. 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.
5. 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.
6. A proposer's documented negative past performance with Sourcewell or its Participating Entities occurring under a previously awarded Sourcewell master agreement 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 service. Each line must indicate the proposer's published "List Price," as well as the "Master Agreement 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 master agreement resulting from this RFP.
2. The proposer's not to exceed price. A not to exceed price is the highest price for which equipment, products, or services may be billed to a Participating Entity. However, it is permissible for suppliers to sell at a price that is lower than the agreed upon price.
3. Stated in U.S. and Canadian dollars (as applicable).
4. Clearly understandable, 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 awarded a master agreement are expected to pay to Sourcwell an administrative fee in exchange for Sourcwell facilitating the resulting master agreements. The administrative fee is normally calculated as a percentage of the total sales to Participating Entities for all 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. MASTER AGREEMENT

Proposers awarded a master agreement will be required to execute a master agreement with Sourcwell (see attached template). Only those modifications the proposer indicates in its proposal will be available for discussion. Much of the language in the Master Agreement 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 identify any exception, or to request any modification, to Sourcwell's standard master agreement terms, conditions, or specifications, a proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Documents" section of the "Bid Details" page on the Sourcwell Procurement Portal and uploaded as part of its response. Only those exceptions noted at the time of the proposal submission will be considered.

Exceptions must:

1. Clearly identify the affected article and section.
2. Clearly note the requested modification; and as applicable, provide requested alternative language.

Unclear requests will be automatically denied.

Only those exceptions that have been accepted by Sourcwell will be included in the master agreement document provided to the awarded supplier for signature.

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

V. RFP PROCESS**A. PRE-PROPOSAL CONFERENCE**

Sourcwell will hold an optional, non-mandatory pre-proposal conference via webcast on the date and time noted in the Solicitation Schedule for this RFP and on the Sourcwell Procurement Portal. The purpose of this conference is to allow potential proposers to ask questions regarding this RFP and Sourcwell's competitive procurement 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

All 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 "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:

1. make any required adjustments to its proposal;
2. acknowledge the addenda; and
3. 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 24 hours to respond to certain issues.

Upon successful submission of a proposal, the Sourcewell Procurement 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 Sourcewell Procurement Portal, all proposals must be digitally acknowledged by an authorized representative of the proposer attesting that the information contained 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 master agreement award. The submission of inaccurate, misleading, or false information is grounds for disqualification from a master agreement award and may subject the proposer to remedies available by law.

E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

1. In substantial compliance with the requirements of this RFP or it will be considered nonresponsive and be rejected.
2. Complete. A proposal will be rejected if it is conditional or incomplete.
3. Submitted in English.
4. Valid and irrevocable for 150 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 in the Sourcewell Procurement Portal immediately following the proposal due date and time. To view the list of proposers resulting from the opening, verify that the Sourcewell Procurement Portal opportunities list search is set to “All” or “Closed.”

Members of the public may attend the Opening at Sourcewell’s office located at 202 12th Street NE, Staples, MN to hear the results.

VI. EVALUATION AND AWARD

A. EVALUATION

It is the intent of Sourcewell to award one or more master agreements to responsive and responsible proposers 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 its Participating Entities.

Factors to be considered in determining the number of master agreements to be awarded in any category may include the following:

1. Total evaluation scores (giving consideration to natural breaks in the scoring of responsive proposals);
2. The number and geographic location of highest-scoring proposers that offer:
 - a. A comprehensive selection of the requested equipment, products, or services;
 - b. A sales and service network ensuring availability and coverage for Participating Entities’ use; and
 - c. Other attributes of the proposer or contents of its proposal that assist Participating Entities in achieving environmental and social requirements, and goals.

Information submitted as part of a proposal should be as specific as possible when responding to the RFP. Do not assume Sourcewell has any knowledge about a specific supplier or product.

B. AWARD(S)

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

Sourcwell 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 Sourcwell Evaluator Scoring Guide (a copy is available in the Sourcwell Procurement Portal):

Conformance to RFP Requirements	Pass/Fail
Financial Viability and Marketplace Success	50
Ability to Sell and Deliver Solutions	150
Marketing Plan	100
Value Added Attributes	100
Depth and Breadth of Offered Solutions	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 Sourcwell's Executive Director, and delivered to the Sourcwell office located at 202 12th Street NE, P.O. Box 219, Staples, MN 56479. All documents that comprise the complete protest package must be received, and time stamped at the Sourcwell office by 4:30 p.m., Central Time, no later than 10 calendar days following Sourcwell's notice of master agreement award(s) or non-award. A protest must allege a procedural, technical, or legal defect, with supporting documentation. A protest that merely requests a re-evaluation of a proposal's content will not be entertained.

A protest must include the following items:

- The name, address, and telephone number of the protester;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the alleged procedural, technical, or legal defect;
- Analysis of the basis for the protest;
- Any additional supporting documentation;
- The original signature of the protester or its representative; 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.

D. RIGHTS RESERVED

This RFP does not commit Sourcwell to award any master agreement, 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 master agreements 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 master agreement if only one responsive proposal is received if it is in the best interest of Participating Entities; and
- Award a master agreement 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 Chapter 13, after negotiations are complete, including pricing and financial data. Sourcewell considers negotiations complete upon execution of a resulting master agreement.

Proposers are explicitly cautioned not to submit any data that they consider to be confidential, proprietary, or trade secret, as such data will not be treated as confidential and will be subject to public disclosure in accordance with Minnesota law.



9/8/2025

Addendum No. 1

Solicitation Number: RFP 102325

Solicitation Name: Public Safety Training and Simulation Equipment and Technology

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

Question 1:

Who are the incumbents?

Answer 1:

On the Sourcewell Procurement Portal Login page, under Resource Materials, see the Frequently Asked Questions (FAQ – RFP), section VII. Miscellaneous, answer to the question, “How can we get access to the past solicitation documents?”

Question 2:

What was the prior award amount?

Answer 2:

There was no awarded amount. The estimated sales as stated in the RFP is an estimate only and no guarantee of any sales.

Question 3:

Will Sourcewell consider proposals from suppliers offering a focused subset of solutions (e.g., training services only, VR-only, or regional coverage), or do they prefer comprehensive, nationwide offerings?

Answer 3:

See the FAQ – RFP, section II. Requested Equipment, Products, or Services.

Question 4:

Can proposers partner with other vendors to cover the full scope, and if so, how should partnerships/subcontractors be represented in the proposal?

Answer 4:

See the FAQ – RFP, section III. Dealers, Resellers, or Subcontractors.

Question 5:

Are nonprofit service providers eligible to propose directly as a prime supplier, or only in partnership with an equipment/technology provider?

Answer 5:

It is left to the discretion of the proposer to determine their approach to serving Sourcewell's participating entities.

Question 6:

How should nonprofits structure proposals if their offerings are primarily training, care, or community-based services tied to public safety (not equipment-heavy)?

Answer 6:

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 RFP Section II. B (Requested Equipment, Products and Services).

"Sourcewell prefers suppliers that provide a sole source of responsibility for the equipment, products, and services provided under a resulting master agreement. If proposer is including the equipment, products, and services of its subsidiary entities, the proposer must also identify all included subsidiaries in its proposal. If proposer requires the use of distributors, dealers, resellers, or subcontractors to provide the equipment, products, or services, the proposal must address how the equipment, products or services will be provided to Participating Entities, and describe the network of distributors, dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting master agreement. "

Question 7:

How heavily will geographic coverage weigh in the evaluation?

Answer 7:

Refer to the Sourcewell Evaluator Scoring Guide available in the Resource Materials on the Sourcewell Procurement Portal.

Question 8:

Can a regional supplier (e.g., Southern California-based) compete effectively, or is national delivery capacity essential for award consideration?

Answer 8:

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

Question 9:

Which categories of solutions (facilities, props, VR/AR, instructional programs) have historically driven the highest purchasing volume under similar agreements?

Can Sourcewell provide sample transaction data from comparable contracts?

Will nonprofits be expected to pay the same 1–2% administrative fee, or are there reduced fee options for nonprofit/service-based suppliers?

Answer 9:

See RFP section III. Pricing, B. Administrative Fees, “Proposers awarded a master agreement are expected to pay to Sourcewell an administrative fee in exchange for Sourcewell facilitating the resulting master agreements.”

End of Addendum

Acknowledgement of this Addendum to RFP 102325 posted to the Sourcewell Procurement Portal on 9/8/2025, is required at the time of proposal submittal.



9/15/2025

Addendum No. 2

Solicitation Number: RFP 102325

Solicitation Name: Public Safety Training and Simulation Equipment and Technology

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

Question 1:

How does the end customer place orders?

Answer 1:

In the RFP Section I. B. (Use of Resulting Master Agreements) "Participating Entities typically access master agreements for equipment, products, or services through a purchase order issued directly to the awarded supplier."

Question 2:

Is there an online system that acts as an order clearinghouse? EX: Customer wants a product. Submits an order to Sourcewell. Sourcewell then sends requests to the prime vendors.

Answer 2:

Entities buy directly from vendors, Sourcewell is not involved in the sales or fulfillment of orders. Participating entities or customers can also use the website section, Buy Sourcewell, to search for products, locate more product and service details, and purchase directly from a select group of suppliers.

Question 3:

Are contract holders allowed to contact Sourcewell vendors directly to place orders?

Answer 3:

See answer 1.

Question 4:

If requests are communicated from a “clearinghouse” system, in what format will vendors receive them? And by which communication method?

If the awards/orders are received electronically, is the format consistent from order to order? EX: EDI transaction (structured) Templated Excel spreadsheet, etc.

Answer 4:

See answer 1.

Question 5:

What types of updates does Sourcewell require? EX:

- Order status updates/reports. OTD, etc.
- Backorder updates
- Activity reports for defined time periods?
- Orders Taken
- Orders shipped
- Orders invoiced
- Non-Conformances/Quality related reports?

Answer 5:

See the Master Agreement, Article 2, 6) Reporting Requirements.

Question 6:

How are order status updates required to be communicated to Sourcewell or the end-customer?

Answer 6:

See answer 5.

Question 7:

Who is responsible for updating customers on order status?

Answer 7:

See answer 5.

Question 8:

How are invoices submitted to Sourcewell? Are end-customers invoiced directly by the vendors?

Answer 8:

See answer 5.

Question 9:

When may we submit invoices to Sourcewell/end-customer?
Must proof of delivery be received before an invoice can be sent?
What qualifies as proof of delivery?

Answer 9:

See answer 2.

Question 10:

Are there contract performance metrics that need to be tracked? If so, what are they?
How is the data collected by Sourcewell?

Answer 10:

See answer 5.

Question 11:

Are there opportunities for system integrations between Sourcewell and the prime vendors? If so, which transactions may be automated and what technologies are used to facilitate integration?

Answer 11:

See answer 2.

Question 12:

We are a for-profit organization (California C-corporation). Are we qualified to submit a proposal or bid for this RFP?

Answer 12:

To become an awarded Sourcewell supplier, you must excel in responding to our RFP within your category in a competitive solicitation process. See <https://www.sourcewell-mn.gov/sourcewell-for-vendors/become-a-supplier>.

End of Addendum

Acknowledgement of this Addendum to RFP 102325 posted to the Sourcewell Procurement Portal on 9/15/2025, is required at the time of proposal submittal.



10/10/2025

Addendum No. 3

Solicitation Number: RFP 102325

Solicitation Name: Public Safety Training and Simulation Equipment and Technology

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

Question 1:

In Table 2A & 2B Financial Viability and Marketplace Success, in item 17 – we sell both our own product as well as resell another software that is applicable for this RFP that we are including. Would you prefer that we say that both a) and b) are relevant to us? Or simply select the best choice?

Answer 1:

Refer to Questionnaire Table 2A, Line Item 17 within the Sourcewell Procurement Portal regarding organizations identifying as distributors, dealers, or resellers. 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. Proposals are evaluated based on the criteria stated in the RFP.

Question 2:

For Table 7B, are items 77 and 78 meant to be the physical facilities and equipment, etc.? So, if we offer software to track both of those groups of things, we should only then say yes to item 81?

Answer 2:

Refer to the FAQ - RFP section II. Requested Equipment, Products, or Services. Sourcewell will not pre-qualify any products or services. It is left to the discretion of each Proposer to determine if its products or services meet the scope of RFP II. B. Requested Equipment, Products, or Services. Only those products within the scope of the RFP will be included in any contract awarded by Sourcewell as a result of the solicitation.

End of Addendum

Acknowledgement of this Addendum to RFP 102325 posted to the Sourcewell Procurement Portal on 10/10/2025, is required at the time of proposal submittal.



10/16/2025

Addendum No. 4

Solicitation Number: RFP 102325

Solicitation Name: Public Safety Training and Simulation Equipment and Technology

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

Question 1:

Are items 26 and 28 of Table 3, both entitled "Sales Force", asking for a list of individuals within our Sales Force? If so, what is the different answer that you are looking for between 26 and 28?

Answer 1:

Questions 26 and 28 are asking different questions. It is left to the discretion of each proposer to determine and propose the response that best fits their business needs. Individual proposals are evaluated based on the criteria stated in the RFP.

Question 2:

Table 5A #44: Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors. How would we approach this from a distributor's perspective?

Answer 2:

It is left to the discretion of each proposer to determine and propose the response that best fits their business needs. Individual proposals are evaluated based on the criteria stated in the RFP.

Question 3:

Table 5A #46: Explain your licensing process and service agreements with end users. We do not offer service agreements as a distributor. Would this be sufficient to answer as N/A?

Answer 3:

It is left to the discretion of each proposer to determine and propose the response that best fits their business needs. Individual proposals are evaluated based on the criteria stated in the RFP.

Question 4:

If the proposed pricing is submitted as a Percentage Discount from Catalog Pricing, is a price file still required?

Answer 4:

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 Article III. Pricing. Proposals are evaluated based on the criteria stated in the RFP. Refer to RFP Section III. Pricing.

Question 5:

Regarding Question 20 on the Sourcewell portal, could the agency please confirm whether this question pertains specifically to awards and recognitions received for our performance, or if industry certifications such as ISO and individual credentials should also be included?

Answer 5:

Refer to the wording of the question, "...any relevant industry awards or recognition...".

Question 6:

For Question 23, please clarify if this question is requesting details on national level cooperative or federal contracts (e.g., GSA, NASPO, etc.), or if agency-specific, large-value contracts (Like MNSITE) would be acceptable examples?

Answer 6:

Refer to the wording of the question, "...all state, cooperative purchasing agreements...".

Question 7:

Are commercial customer references acceptable? Are references from our proposed OEM or technology partners permitted?

Answer 7:

Refer to the instructions provided for Table 2B: References/Testimonials, "...eligible to be Sourcewell participating entities."

Question 8:

For Question 26, which only states Sales Force, what information is expected here?

Answer 8:

Refer to the instructions provided for Table 3: Ability to Sell and Deliver Solutions, "Your response should address in detail at least the following areas:...".

Question 9:

For Question 30 - Customer Service Program, please elaborate on what elements Sourcewell considers part of a formal customer service program.

Answer 9:

Refer to the question which details the requested information.

Question 10:

If our company's operations are limited to the continental United States, should we still provide a response and mention OCONUS since Question 33 mentions "Not - areas of the U.S. and Canada"?

Answer 10:

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

Question 11:

With reference to Question 34, please confirm whether commercial customers are considered participating entities. If our team does not serve commercial accounts, should that be explicitly noted?

Answer 11:

Refer to RFP Section I. About Sourcewell.

Question 12:

On the anticipated scope, could Sourcewell share further details on the types of public safety equipment, software, and systems expected to fall under this contract?

Answer 12:

Sourcewell utilizes a competitive, solutions-based solicitation approach that is NOT based on detailed specifications or specific opportunities. A proposer can propose its entire offering that falls within the requested equipment, products, or services as described in Section II. Solicitation Details. B. Requested Equipment, Products, or Services within the RFP.

Question 13:

About partnership arrangements, is it permitted for firms to collaborate with OEMs or technology providers to fulfill the requirements of this solicitation?

Answer 13:

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 the section regarding the Requested Equipment, Products, or Services in the RFP Section II. B. "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 to the Master Agreement Article 2, for the manner in which an awarded supplier provides sales or service provider updates during the contract term.

Question 14:

Regarding the evaluation criteria, could Sourcewell provide insight into how the "Ability to Sell and Deliver Solutions" can be assessed?

Answer 14:

Refer to the instructions provided for Table 3: Ability to Sell and Deliver Solutions.

Question 15:

Table 5A #46: Explain your licensing process and service agreements with end users. We do not offer service agreements as a distributor. Would this be sufficient to answer as N/A?

Answer 15:

It is left to the discretion of each proposer to determine and propose the response that best fits their business needs. Individual proposals are evaluated based on the criteria stated in the RFP.

Question 16:

What constitutes sufficient depth and breadth of capability?

Answer 16:

Sourcwell is requesting proposals to meet the various needs of its 50,000+ Participating Entities as a whole, across the United States and Canada, NOT individual entities' needs. The use of Sourcwell contracts is voluntary for Participating Entities. In this competitive solicitation process, Sourcwell will not advise a proposer on the way it should submit a proposal. It is left to the discretion of each proposer to articulate and propose the approach that aligns with its business methods and satisfies the requirements of the RFP. Participating Entities' unique needs, and Solutions from awarded supplier(s), will be determined if and when Participating Entities choose to utilize a contract resulting from this solicitation.

Question 17:

What aspects are viewed as value-added attributes during evaluation?

Answer 17:

Refer to questions 41 – 48. It is left to the discretion of each proposer to determine and propose the response that best fits their business needs. Individual proposals are evaluated based on the criteria stated in the RFP.

End of Addendum

Acknowledgement of this Addendum to RFP 102325 posted to the Sourcwell Procurement Portal on 10/16/2025, is required at the time of proposal submittal.



Lexipol, LLC. 102325-LXP

Pricing for contract #102325-LXP offers Sourcewell participating agencies the following discount:

- 5% discount on each line item of the contract



The New York State Contract Reporter

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Thursday, 09/04/2025

Contracting Opportunity

Title: Public Safety Training and Simulation Equipment and Technology

Agency: Sourcewell

Division: Procurement Department

Contract Number: 102325

CR Number: 2126156

Contract Term: 4 YEARS

Date of Issue: 09/04/2025

Due Date/Time: 10/23/2025 4:30 PM
Central Time

County(ies): All NYS counties

Classification: Administrative & Technical - *Commodities*

Opportunity Type: General

Entered By: Tara Wolff

Description: Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for **Public Safety Training and Simulation Equipment and Technology** to result in a procurement 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://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than **October 23, 2025, at 4:30 p.m. Central Time**, and late proposals will not be considered.

Service-Disabled Veteran-Owned Set Aside: No

*** These goods or services have been purchased from an out-of-state/foreign vendor within the past three years.**

Business entities awarded an identical or substantially similar procurement contract within the past five years:

ADS, Inc.

Doron Precision Systems

Elevate healthcare

JHB Group

Laerdal Medical

Lexipol

Lion First Responder

Virage Simulation, Inc.

WHP Training Towers

Contact Information

Primary contact: Sourcewell
Procurement Department
Tara Wolff
Deputy Chief Procurement Officer
202 12th Street NE
P.O. Box 219
Staples, MN 56479
United States
Ph: 218-541-5362
rfpads@sourcewell-mn.gov

Submit to Sourcewell
contact: Procurement Department
Tara Wolff
Deputy Chief Procurement Officer
202 12th Street NE
P.O. Box 219
Staples, MN 56479
United States
Ph: 218-541-5362
rfpads@sourcewell-mn.gov

Bid Results

Bid Results have not been entered

Awards

Awards have not been entered

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Portland, OR, 97201
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Affidavit of Publication

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Staples, MN, 564790219

Re: Legal Notice 4088858, PUBLIC SAFETY TRAINING AND SIMULATION EQUIPMENT AND TECHNOLOGY
State of OR }

} SS:

County of Multnomah }

I, Michelle A. Ropp, being duly sworn, depose and say that I am the Principal Clerk of the Daily Journal of Commerce, a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.101 and 193.020, published in Portland in the aforesaid County and State; that I know from my personal knowledge that the notice described as:

PUBLIC SAFETY TRAINING AND SIMULATION EQUIPMENT AND TECHNOLOGY
SOURCEWELL

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

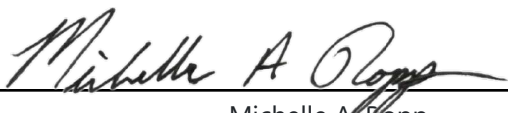
09/05/2025.

SEE EXHIBIT A

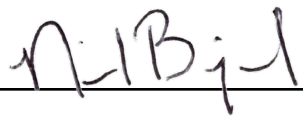
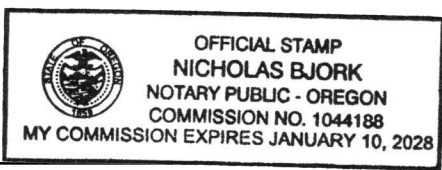
State of Oregon
County of Multnomah

SIGNED OR ATTESTED BEFORE ME ON 10th day of September 2025

By:


Michelle A. Ropp

By:

Nicholas Bjork
Notary Public, State of OR
No. 1044188
My commission expires on January 10, 2028

EXHIBIT A

**SOURCEWELL
PUBLIC SAFETY TRAINING AND
SIMULATION EQUIPMENT AND
TECHNOLOGY**

**Proposals Due 4:30 pm,
October 23, 2025**

REQUEST FOR PROPOSALS

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Published Sep. 5, 2025. 4088858

LOCALiQ

The Oklahoman

PO Box 631643 Cincinnati, OH 45263-1643

AFFIDAVIT OF PUBLICATION

Sourcewell
PO Box 219
Staples MN 56479-0219

STATE OF OKLAHOMA, COUNTY OF OKLAHOMA

The Oklahoman, 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; published and personal knowledge of the facts herein state and that the notice hereto annexed was Published in said newspapers in the issues dated on:

09/05/2025, 09/12/2025

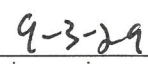
and that the fees charged are legal.
Sworn to and subscribed before on 09/12/2025



Legal Clerk



Notary, State of WI, County of Brown

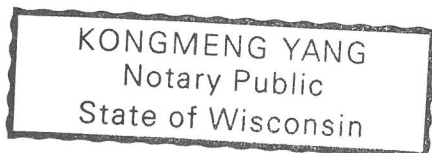


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REQUEST FOR PROPOSALS
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LPXLP

September 5, 12 2025

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 PO BOX 219
 STAPLES, MN 56479
 RFPAds@sourcewell-mn.gov

REQUEST FOR PROPOSALS

Sourcwell, a State of Minnesota local gov-
 ernment unit and service cooperative, is
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 Entities. Sourcwell Participating Entities
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 posals are due no later than **October 23,
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IPL0269195
 Sep 5 2025

State of South Carolina

County of Richland

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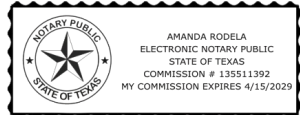
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Training and Simulation Equipment
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IPL0269195
Sep 5 2025

COLLEGE FOOTBALL WEEK 2 GAMES TO WATCH

Oklahoma-Michigan showdown leads way

Eddie Timanus USA TODAY

College football’s opening act, with a rare trio of top-10 clashes, was going to be hard to top. But as the saying goes, one should not let the perfect be the enemy of the good.

The Week 2 slate is admittedly lighter on marquee matchups. There is still, however, a lot to like for your viewing entertainment on Saturday, Sept. 6. In addition to another showdown of big-name programs from the two premier conferences, there’s a fierce in-state trophy game, a renewal of another heated rivalry, and a couple of other pairings that could provide more intrigue than one might surmise. Here’s a look at our picks for the best games to watch.

No. 13 Michigan at No. 24 Oklahoma

Time/TV: 7:30 p.m. ET, ABC.
Why watch: The day’s lone ranked matchup features two proud programs looking to bounce back after disappointing seasons. The Wolverines did finish last year with wins against Ohio State and Alabama but had fallen well out of Big Ten contention by then. The Sooners endured a rough first ride through the SEC but bigger things are expected in 2025. Much-ballyhooed Oklahoma transfer QB John Mateer got off to a quick start against Illinois State, with WR Keontez Lewis emerging as his primary target. The Michigan secondary, backed by hard-hitting DB Brandyn Hillman, will be tougher to solve. Freshman signal-caller Bryce Underwood passed a slightly tougher test for the Wolverines in his first start against New Mexico, with huge ground support from RB Justice Haynes. They’ll be facing a tough Sooners’ front seven, led by LBs Kip Lewis and Sammy Omosigho.

Why it could disappoint: This might be another case of the defenses being ahead of the offenses, so if you were underwhelmed by the lack of scoring in Ohio State-Texas last week, this might not be the game for you. But it should be worth the payoff if that results in more fourth-quarter drama, so don’t give up too quickly.

Iowa at No. 18 Iowa State

Time/TV: Noon ET, Fox.
Why watch: The annual clash for the Cy-Hawk Trophy rarely lacks drama. It has added intrigue this year with both these heartland squads hoping to make noise in their respective conferences. The Cyclones, already with a Big 12 win in hand, want to make it back to the league title tilt. The Hawkeyes, long known for tough defense, look to play sleeper in the Big Ten with an upgraded passing game. Iowa State QB Rocco Becht has been efficient if not overly flashy with his aerial game, taking advantage of TEs Gabe Burkle and Benjamin Brahmer in the red zone. The Hawkeyes LB corps, with veterans Karson Sharar and Jaden Harrell now in starting roles, must be ready. New Iowa QB Mark Gronowski wasn’t asked to do much in the Week 1 tune-up against Albany, and he’ll likely try to stretch the field more this time to give promising freshman RB Xavier Williams room to operate. That won’t be easy against the Cyclones solid secondary, anchored by DB Jamiison Patton.

Why it could disappoint: Again, there aren’t likely to be a lot of aerial fireworks in this one with the strong defensive units figuring to get the better of things. But that means a blowout either way is unlikely, so expect another down-to-the-wire finish.

No. 14 Ole Miss at Kentucky

Time/TV: 3:30 p.m. ET, ABC.
Why watch: Notable as the first official SEC game of the season, this contest ultimately might not figure in the league race. But the Wildcats are hopeful that it does after a down year in the conference. Ole Miss arguably has tougher games ahead but must nevertheless take this one seriously, especially after its loss in this series last year likely cost it a College Football Playoff berth. Kentucky prevailed 24-16 in its opener against Toledo, likely to be among the top teams in the Mid-American Conference. Well-traveled QB Zach Calzada had a subpar passing day but delivered a needed TD run to help the Wildcats escape. The Ole Miss attack is now in the hands of QB Austin Simmons, who was more productive but served up a couple of picks as well against overmatched Georgia State.
Why it could disappoint: Kentucky’s inconsistency in the passing game must be ironed out quickly, or any early deficit the Wildcats face might prove insurmountable. The Rebels for their part would like to quiet the Kentucky crowd early.

No. 12 Illinois at Duke

Time/TV: Noon ET, ESPN.



Oklahoma quarterback John Mateer throws against Illinois State during their game at Gaylord Family-Oklahoma Memorial Stadium. KEVIN JAIRAJ/IMAGN IMAGES

FOOTBALL ODDS

NFL				NC STATE 2.5 54.5 Virginia			
PITTSBURGH 22.5 51.5 Central Michigan				SYRACUSE 6.5 58.5 Connecticut			
TEXAS A&M 31.5 54 Utah State				OREGON STATE 3 45.5 Fresno State			
UTSA 4.5 65.5 Texas State				CLEMSON 33.5 51.5 Troy			
NAVY 21 58.5 uab				North Texas 10 58.5 WESTERN MICH			
COLORADO 23.5 50 Delaware				Ole Miss 10 50.5 KENTUCKY			
NEW ORLEANS 6.5 51 Kansas				MISSOURI 21.5 46.5 Bowling Green			
CINCINNATI 28.5 57.5 Oklahoma State				OREGON 15.5 45 Miami (OH)			
RUTGERS 28.5 45.5 Middle Tenn				WISCONSIN 17.5 56 South Florida			
West Virginia 23.5 62.5 Arkansas State				FLORIDA 10 55.5 Missouri State			
MARSHALL 13.5 56.5 GEORGIA STATE				Tulane 10.5 50.5 S ALABAMA			
KANSAS STATE 17 46.5 Army West Point				North Carolina 12.5 49.5 CHARLOTTE			
Houston 14 39 RICE				TOLEDO 7 60.5 Western KY			
USC 28.5 60.5 GA Southern				LSU 42.5 52 Louisiana Tech			
AUBURN 5 45 Ball State				OKLAHOMA 6.5 59 Michigan			
Arizona State 1 47.5 MISSISSIPPI ST				VIRGINIA TECH 4.5 46.5 Vanderbilt			
MICHIGAN ST 34 47 Boston College				NEBRASKA 36.5 50.5 Akron			
ALABAMA 2.5 55 Lou.-Monroe				ucla 4.5 52 NEW MEXICO ST			
SMU 3.5 41.5 San Diego State				IOWA STATE 1.5 45 Stanford			
TEXAS TECH 20.5 46 Sam Houston				HAWAII 7 47.5			
Illinois 3 49.5 DUKE							

South Florida at No. 15 Florida

Time/TV: 4:15 p.m. ET, SECN.
Why watch: What was expected to be a tune-up for the Gators on the eve of entering SEC competition got a lot more interesting after South Florida’s impressive takedown of Boise State. Now the Bulls look to upend the balance of power in the Sunshine State with this opportunity and a date with Miami to follow. The best news for Florida from its opener against Long Island was that QB DJ Lagway got in some work and got out of the game quickly, and the same can be said for LB Myles Graham and his fellow first teamers on the Gators defense. The Bulls counter with veteran QB Byrum Brown, who played a clean game and ran for two scores, and LB Jhalyn Shuler, who was all over the field in the stunner against the Broncos.
Why it could disappoint: With all due respect to the Mountain West and its defending champion Boise State, a road game in the SEC represents a major step up in weight class for the Bulls. That said, the Gators haven’t needed to show much yet, so it will be worth a look to see how long USF can hang around.

Kansas at Missouri

Time/TV: 3:30 p.m. ET, ESPN2.
Why watch: The Border War returns after a 14-year hiatus, and the timing seems ideal with both programs on an upward trajectory. Neither the Tigers nor the Jayhawks have been challenged in their combined three victories to date, so this figures to be a huge measuring stick game for both. Mizzou QB Beau Pribula wasted little time establishing himself in Columbia after backing up Drew Allar at Penn State. Kansas regains the services of dual-threat QB Jalon Daniels, who is finally healthy and showing how dynamic he can be. Names to know on the defensive side include Jayhawks LB Trey Lathan and Mizzou LB Josiah Trotter, who were formerly teammates at West Virginia.
Why it could disappoint: It shouldn’t, but again it’s hard to peg how these teams will stack up in the trenches given the lack of tangible results thus far. There was more than a little animosity between these programs when they were Big Eight rivals, but hopefully the renewal of acquaintances won’t lead to fisticuffs.

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Invitation to Bid for Audit of Federal Awards Learning Care Group, Inc. (LCG)

LCG is soliciting for sealed bids for an audit of federal awards including Head Start and Child Adult Care Food Program. Bid packages and specifications can be obtained via email to Jennifer.seeser@learningcaregroup.com, subject line Federal Audit.

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REQUEST FOR PROPOSALS

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NOTICES

PUBLIC NOTICE

Region 14 Education Service Center, Abilene, Texas is requesting proposals from qualified and experienced firms to provide:

• Debt and Lease Management and Consulting Service Solutions #25-S946

• Roofing Products and Services #25-S1070

PROPOSAL DUE DATE: OCTOBER 16, 2025, BEFORE 2:00 PM LOCAL TIME.

Responses shall be received electronically no later than the submittal deadline via Bonfire, an online portal. To access and obtain a copy of the solicitations, please visit: <https://omniapartners.bonfirehub.com/>.

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COLLEGE FOOTBALL WEEK 3 GAMES TO WATCH

No. 3 Georgia at No. 15 Tennessee

Time/TV: 3:30 p.m. ET Sept. 13, ABC

Why watch: Now things get real for the Bulldogs as they open SEC competition on the road after two warm-up games. The Volunteers at least have a Power Four win on their ledger but are also facing a major up-tick in degree of difficulty. QB Gunner Stockton and the Georgia offense haven’t had to use much of the play-book thus far, though RB Nate Frazier and WR Zachariah Branch have flashed their potential. LB Arion Carter and the Tennessee defense must keep the chunk plays to a minimum. Volunteers QB Joey Aguilar has quickly become a fan favorite in Knoxville, making good use of RB Star Thomas and WR Chris Brazzell II. He must beware of Bulldogs LB Raylen Wilson.

Why it could disappoint: We really don’t know much about these teams at this early juncture, so it’s possible one has a significant talent advantage. That seems unlikely though. This should be a four-quarter roller coaster, so let’s enjoy the ride.

No. 17 Texas A&M at No. 8 Notre Dame

Time/TV: 7:30 p.m. ET Sept. 13, NBC

Why watch: The Aggies dropped their season opener last year to the Fighting Irish and now look to return the favor in South Bend, Indiana. But there might be even more on the line for Notre Dame, which already has an “I” on its record and will now need every quality win it can muster to assemble a Playoff-worthy resume without benefit of a conference championship. Fighting Irish QB C.J. Carr had a credible passing day in hostile environs in his starting debut, though many observers questioned why standout RB Jeremiyah Love wasn’t utilized more against Miami. They can both expect to see a lot of Aggies LB Scooby Williams. Veteran A&M QB Marcel Reed is off to a fast start, and WR/PR K.C. Concepcion is extremely dangerous in open space. DB Jalen Stroman is a dependable last line of defense for Notre Dame.

Why it could disappoint: This wasn’t exactly a track meet when these teams got together last year, so you aren’t likely to see a slew of explosive plays this time, either. But it’s sure to have maximum intensity, and the game-changing event could occur at any time.

No. 23 South Florida at No. 6 Miami (Florida)

Time/TV: 4:30 p.m. ET Sept. 13, The CW

Why watch: Things couldn’t have gone much better to start the season for the Bulls, who look to take down a third consecutive ranked opponent. They will not catch the Hurricanes unaware, however, and Miami also has recorded one of the most notable results of the early season with that takedown of Notre Dame. USF’s swarming defense, featuring LBs Jhalyn Shuler and Mac Harris, now turns its attention to Miami QB Carson Beck, who is benefiting from sure-handed targets like WRs Malachi Toney and C.J. Daniels. Bulls offensive catalyst QB Byrum Brown doesn’t have as many weapons, but WR Keshawn Singleton can make opponents pay for coverage mistakes.

Why it could disappoint: The South Florida defense has effectively neutralized the first two quarterbacks it faced, but Beck might prove tougher to contain.

Florida at No. 4 LSU

Time/TV: 7:30 p.m. ET Sept. 13, ABC

Why watch: After surviving a hard-fought opener at Clemson, LSU can be forgiven for going through the motions at times against Louisiana Tech. The Tigers will need to refocus quickly for the Gators, who will be in full desperation mode. Tigers QB Garrett Nussmeier has a 68.4% completion percentage through his two games, but that number could be even better as he and his receivers have been periodically out of sync. Florida QB D.J. Lagway has moved the ball as well, but inefficiency in the red zone and a costly special-teams miscue were the undoing against South Florida.

Why it could disappoint: While there is no transi-tive property in football, it is fair to wonder just how strong LSU’s Week 1 win really is given Clemson’s sub-sequent issues. But it’s equally fair to question the Gators’ staying power in the extremely crowded SEC. It wouldn’t be surprising to see sloppy execution on both sides early.

Vanderbilt at No. 10 South Carolina

Time/TV: 7:45 p.m. ET Sept. 13, SECN

Why watch: In a Week 3 rarity, the Gamecocks and Commodores kick off SEC play having already faced a common opponent. Both picked up non-league victories at the expense of Virginia Tech. Vanderbilt’s performance was arguably more impressive, as they scored the last 34 points of the game. WR Tre Richardson has stepped up to provide a complementary outside target to TE Eli Stowers on the inside for Vandy QB Diego Pavia. Gamecocks QB LaNorris Sellers hasn’t been quite as accurate thus far, but Vicari Swain has provided a scoring boost with three TDs on punt returns.

Why it could disappoint: It shouldn’t. The Gamecocks might still have the edge at the line of scrimmage, but Vandy cannot be dismissed as the SEC’s perennial doormat.

No. 11 Clemson at Georgia Tech

Time/TV: Noon ET Sept. 13, ESPN

Why watch: The ACC favorite Tigers are in an odd place as they embark on league play, following up that tough loss to LSU with a near disaster against Troy. Georgia Tech fans might actually feel better about their team’s position with a road victory at Colorado and a tune-up in hand. The Clemson passing game has been unexpectedly pedestrian, with WR Bryant Wesco providing most of the downfield presence for QB Cade Klubnik thus far. The Yellow Jackets air defense, backed by DB Omar Daniels, has been sound despite still looking for its first interception of the season. Georgia Tech standout dual-threat QB Haynes King sat out the Gardner-Webb game with a lower body injury but should be ready to go.

Why it could disappoint: This might be yet another defensive slog for the Tigers, and points might be at even more of a premium if King isn’t at full speed for Tech.

Arkansas at No. 13 Ole Miss

Time/TV: 7 p.m. ET Sept. 13, ESPN

FOOTBALL ODDS

NFL Thursday FAVORITE GREEN BAY Sunday FAVORITE BALTIMORE CINCINNATI DALLAS DETROIT MIAMI San Francisco Buffalo PITTSBURGH LA Rams ARIZONA Denver Philadelphia MINNESOTA Monday FAVORITE HOUSTON LA Chargers College football Thursday FAVORITE NC State Friday FAVORITE INDIANA SYRACUSE HOUSTON Kansas State UCLA Saturday FAVORITE Memphis Oklahoma	LINE 3 O/U 49 LINE 11.5 3.5 5 6 1 3 6.5 3 5.5 6.5 1 1 3.5 LINE 2.5 3.5 LINE 7 48.5 37.5 4.5 1 15.5 LINE 3.5 21.5 O/U 45 49 45 46.5 43 40 44.5 46.5 40 41.5 44 43 47 44.5 O/U 42.5 46.5 52 59.5 66.5 45 54 52.5 51.5 51.5 UNDERDOG Washington Cleveland Jacksonville NY Giants Chicago New England NEW ORLEANS NY JETS Seattle TENNESSEE Carolina INDIANAPOLIS KANSAS CITY Atlanta Tampa Bay LAS VEGAS UNDERDOG WAKE FOREST Indiana State Colgate Colorado ARIZONA New Mexico TROY TEMPLE	ALABAMA Clemson MICHIGAN Oregon Buffalo AUBURN Connecticut NORTH TEXAS smu Georgia TEXAS TECH Pittsburgh usc Iowa State MISSOURI TEXAS MIAMI (FL) NEVADA Liberty FIU GA SOUTHERN VIRGINIA TECH Appalachian St OLE MISS ILLINOIS OHIO STATE East Carolina LOUISIANA TECH LSU KENTUCKY NOTRE DAME IOWA S CAROLINA Utah Navy TULANE UAB Air Force ARIZONA STATE Boston College Minnesota 21 27.5 22 24.5 10 6 28 3.5 23.5 7 20.5 21 27 40.5 17.5 9.5 6.5 2.5 3.5 7 27.5 31 75 10 7.5 24 6.5 35 4 23.5 14 1.5 11 4.5 16.5 13.5 2.5 46.5 52 42.5 48.5 55 52.5 58.5 47.5 61.5 50.5 58 59 51 56.5 61.5 61.5 7 55.5 51.5 58 59 57.5 46.5 49.5 42.5 49 48.5 52.5 58 49 52.5 54 57.5 51 59.5 44 42.5 Wisconsin GEORGIA TECH Central Michigan NORTHWESTERN KENT STATE South Alabama DELAWARE Washington St MISSOURI STATE TENNESSEE Oregon State WEST VIRGINIA PURDUE ARKANSAS Louisiana utep South Florida Middle Tenn BOWLING GREEN Florida Atlantic Jacksonville St Old Dominion SOUTHERN MISS Arkansas Western Mich Ohio CSTL. CAROLINA New Mexico Florida Eastern Michigan Texas A&M Massachusetts Vanderbilt WYOMING TULSA Duke Akron UTAH STATE Texas State STANFORD CALIFORNIA
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Why watch: Ole Miss got the win it needed at Kentucky last week to kick off its SEC slate. The Rebels now return home to take on the Razorbacks, who took care of their pre-conference business and now hope to make more noise in the league after some down years. Ole Miss QB Austin Simmons has been a bit too free with the ball at times, but RB Kewan Lacy and WR Harrison Wallace III are constant big-play threats. Arkansas counters with veteran QB Taylen Green, who has already accounted for 11 total TDs against overmatched competition.

Why it could disappoint: The Rebels offense hasn’t fired on all cylinders yet, but the Razorbacks defense hasn’t really been challenged either. If Ole Miss does make it a runaway, Arkansas fans can probably brace for a long year.

Wisconsin at No. 18 Alabama

Time/TV: Noon ET Sept. 13, ABC

Why watch: Hanging 73 on Louisiana-Monroe might have been therapeutic for the Crimson Tide, but it couldn’t erase the Florida State loss. They’ll need a strong showing in this one before diving into SEC play, but the Badgers hope to send a message that the Big Ten is just as competitive. WR Germie Bernard has emerged as Alabama QB Ty Simpson’s most reliable target. The Badgers’ active LB tandem of Christian Alliegro and Sebastian Cheeks will lead the effort to disrupt their timing. Wisconsin QB Billy Edwards Jr. is unlikely to return from an ankle injury, which would leave the offense in the hands of Danny O’Neil. In either case, the Badgers will rely on their ground game to control the clock.

Why it could disappoint: The Badgers might not have the speed weapons to take advantage, but if Alabama doesn’t remove the suspense from this one quickly, the temperature in Tuscaloosa will be dialed up even further.

– USA TODAY’s Eddie Timanus

Theegala healthy in time for PGA Tour Fall

Adam Schupak
Golfweek | USA TODAY NETWORK

NAPA, CA – Sahith Theegala was at the BMW Championship last month for all the wrong reasons. One year after finishing third at the Tour Championship, Theegala failed to qualify for the FedExCup Playoffs and was only at Caves Valley Golf Club for a sponsor appearance with Hero Motors Co. The only golf he would be playing there would be a hit and giggle about an hour away at Congressional Country Club that his manager organized rather than at Caves Valley, the tournament site.

“Not going to lie,” he said of being outside the ropes at one of the PGA Tour’s Playoff events, “it’s depressing to be here.”

But Theegala arrives at Silverado Resort, the site of his lone PGA Tour title, with renewed enthusiasm this week. He says he is 100% healthy and there’s still time to make highlights this fall.

Theegala’s season was sidetracked by multiple injuries. First, he hurt his oblique in February while moving homes (though he did hire movers for the heavy lifting) and it bothered him throughout the West Coast Swing.

He was hesitant to mention that it became a growing concern after swinging at a screen while competing in a TGL event ahead of the Arnold Palmer Invitational in March. Aiming for land on a wildly imagined island fairway hole, he let loose, attempting to carry



Theegala

the water. “It was all on me. I get so amped up. I hit ball speeds that I don’t hit ever on the golf course,” he explained. “I was swinging hard all day and I swung extra hard on that one. I actually piped it, but I felt a pop right when I swung.”

A spasm shot through his oblique like a spring coming unwound. But he played on through the Masters rather than getting checked out. “I kept playing golf as if it was nothing for about three weeks,” he said. “Even after I saw a doctor, it was not bad enough where I couldn’t play. So I kept playing on.”

Soon, the pain shifted to a second area. He recalled doing several exercises where he was pinning his shoulders back. His neck began bothering him as he tried to make compensations with his swing.

“I don’t know how I played Saturday at Truist,” said Theegala, who shot 78 and withdrew before the final round of one of the tour’s signature events in May.

The 27-year-old out of Pepperdine University had no choice but to sit out the PGA Championship and U.S. Open, but he refused to miss the British Open, too. He gave it a valiant try but knew he lacked both sufficient prep time for that major and hadn’t returned to full strength. He missed the cut at Royal Portrush and in all of his four most recent starts dating to the Memorial in May, only breaking par once in his last eight rounds.

He enters the FedExCup Fall ranked 147th in the

season-long standings and without a single top-10 finish, one year after recording nine of them. It’s been a significant decline after having finished no worse than 31st in his first four full seasons on the PGA Tour. (He is exempt for next season regardless of his finish this fall.)

“It felt like a lost season,” he said. “For the last five, six years, let’s say, when I put in the work, my golf got better, easy equation.”

But the year isn’t quite over and Theegala said he’s regained his health and he plans to play five of the seven fall events. He overcame a significant wrist injury in 2018 during college that required surgery in 2019 and sidelined him for 10 months. When he returned, he emerged as the top college golfer in the country before turning pro. He’s confident he can regain his position as one of the best players on tour and make a run at qualifying for the Presidents Cup team in 2026.

“I feel like a rookie again on tour, going to be fighting for spots and starting from scratch,” he said. “In a way, it feels good. Maybe I let myself get a little comfortable the last few years.”

Now, he’s back and hungrier than ever to get back to the winner’s circle, and there’s no better place for him to start that quest than at Silverado Resort, site of his previous victory in 2023.

“I’m just pumped that I can be here,” Theegala said. “I love playing tournament golf and getting the juices flowing. It’s cool to be tied in with this event and just happy to be here.”

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NOTICE TO OFFERORS
E-Rate Consulting Services
Request for Competitive Sealed Proposal # 26-04DP
1GPA will receive responses electronically via OpenGov Procurement at: https://procurement.opengov.com/portal/1GPA
Until October 9, 2025 @ 11:00 AM MST, Arizona Time
Electronic sealed responses are required and will be publicly opened through Zoom immediately following the deadline for receiving responses. See the solicitation for more information.
Solicitations may be downloaded online at the link above.
For additional information please contact Jen Stam at 866-306-3893 or jstam@1gpa.org

REQUEST FOR PROPOSALS
Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology to result in a procurement 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 October 23, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.

 [Access the Government of Alberta's Contingent Resource Program via Fieldglass – Start Here.](#) 

Open & Competitive Opportunity • Request for Proposal

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Public Safety Training and Simulation Equipment and Technology

APC Reference # AB-2025-05775

Internal Reference # 102325

Time Until Closing

49days 5hrs 22min

Category
Goods

Contracting Organization
Rural Municipalities of Alberta (RMA)

Bookmark 

Express Interest



Awarded



Open



Evaluation



Selection



Posting Date & Time

Thu • Sep 4, 2025 • 9:00 am (MT)

Closing Date & Time

Thu • Oct 23, 2025 • 3:30:00 pm (MT)



General
Info



Contact
Info



Submission
Info



Document
Downloads



Interested
Suppliers

When the information in this online posting varies from the downloadable documents (see below), the information in the documents always supersedes the information shown below.

General information

Contracting Organization Rural Municipalities of Alberta (RMA)	Organization Address 2510 Sparrow Drive Nisku, Alberta T9E 8N5 Canada
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Open & Competitive Opportunity • Request for Proposal • Rural Municipalities of Alberta (RMA)
Public Safety Training and Simulation Equipment and Technology

Open & Competitive Opportunity	Request for Proposal
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Region(s) of Delivery Alberta

Trade Agreement(s) NWPTA • CFTA • TCA • CETA
--

Description Canoe Procurement Group of Canada, is posting the solicitation on behalf of CivicInfo BC, RMA, SARM, AMM, LAS, UMNb, NSFM, FPEIM, MNL, NWTAC, NAM, AYC and its current and potential Members and represented Associations and their Members, which includes all MASH/MUSH sectors, Provincial Governments, Federal Agencies, Crown Corporations, local Governmental and other not-for-profit organizations located in all provinces and territories in Canada including but not limited to British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland and Labrador, Northwest Territories, Yukon Territories and Nunavut. Request for Proposal ("RFP") to result in regional and/or national contract solutions under the rules and regulations of Canadian trade agreements (including Canadian Free

Trade Agreement (CFTA) Chapter 5, Ontario-Quebec Trade and Cooperation Agreement, and Canada-European Union Comprehensive Economic and Trade Agreement (CETA) Chapter 19, New West Partnership Trade Agreement (NWPTA), Atlantic Trade and Procurement Partnership (ATPP) as applicable).

Canoe/Sourcwell is requesting proposals for Public Safety Training and Simulation Equipment and Technology in a national contracting solution for use by its members.

Members include thousands of governmental, higher education, K-12 education, not-for-profit, tribal government, and other public agencies located in Canada. A full copy of the Request for Proposals can be found on the Sourcwell Procurement Portal [<https://proportal.sourcwell-mn.gov>]. Only proposals submitted through the Sourcwell Procurement Portal will be considered. Proposals are due no later than October 23, 2025 at 4:30 p.m. Central Time, and late proposals will not be considered.

1. Sourcwell and Canoe are seeking proposals for Public Safety Training and Simulation Equipment and Technology, including but not limited to:

- a. Facilities, structures (fixed or mobile);
- b. Equipment, props, supplies, rentals, and consumables;
- c. Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment;
- d. Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies; and,
- e. Services, equipment, and software directly related to the offering of the solutions described in Sections 1. a. – d. above, including design, installation, maintenance, repair, training, integration, support, and customization.

2. This solicitation does not include the equipment, products, or services covered under categories included in pending or planned Sourcwell solicitations, or in master agreements currently maintained by Sourcwell, identified below:

- a. Trailers with Related Equipment, Accessories, and Services (RFP #092922), with the limited exception of the purpose-built trailers identified in Section 1. above;
- b. Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories (RFP # 101223);
- c. Software Solutions and Related Services for Public Sector and Education Administration (RFP #060624);
- d. Public Safety Communications Technology and Hardware Solutions (RFP # 020625); and,
- e. Public Safety Software (RFP # 030425) except for those directly related to 1. a. - d. above.

3. The term of any resulting contract(s) awarded by Sourcewell under this solicitation will be four years. Sourcewell and supplier may agree to up to three additional one-year extensions based on the best interests of Sourcewell and its Participating Entities. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.
4. 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. 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. Only complete proposals that are timely submitted through the Sourcewell Procurement Portal will be considered. Late proposals will not be considered. It is the Proposer’s sole responsibility to ensure that the proposal is received on time.
5. Following submission of proposals, negotiations may be permitted.
6. List of current and Potential Members and represented Associations and their Members which includes all MASH/MUSH sectors, Provincial Governments, Federal Agencies, Crown Corporations, local Governmental and other not-for-profit organizations located in all provinces and territories in Canada including but not limited to British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland and Labrador, Northwest Territories, Yukon Territories and Nunavut located here, <https://canoeprocurement.ca/canoe-current-future-members/>

Estimated Contract Start Date

Dec 1, 2025

Estimated Contract End Date

Nov 30, 2029

Estimated Contract Duration

4 Year(s) — 0 Week(s) — 0 Day(s)

*These estimated contract dates and duration are only estimates and subject to change.

UNSPSC Commodity Codes

The United Nations Standard Products and Services Code (UNSPSC) is an international classification system for products and services. You can use these codes to search for opportunities/notices that match the specific categories of products and/or services you supply. Previously used Goods and Services Identification Number (GSIN) codes are also listed, where available, as a convenience to Suppliers.

Code ↑	GSIN Code	Description	Code Level ↑
46000000	N9999	Defense and Law Enforcement and Security and Safety Equipment and Supplies	Segment
46200000	N6910	Defense and law enforcement and security and safety training equipment	Family
46201000	N6910	Public safety training equipment	Class
46210000	N6910	Workplace safety equipment and supplies and training materials	Family
46211500	N6910	Workplace safety training aids and materials	Class
46211600	N6910	Work area marking and visual indicators	Class

Note: Access the full open dataset of codes used in APC at [Open Government](#).

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Contact information

If you have questions, please contact the Contact Person below **only by email**.

Contact Person	Method of Contact
Tara Wolff Manager of Procurement	rfp@sourcewell-mn.gov

Address
2510 Sparrow Drive
Nisku, Alberta
Canada
T9E 8N5

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Submission information

Submission Channel(s) Follow the instructions... Only Proposals submitted through the Sourcewell Procurement Portal will be considered.

<https://proportal.sourcewell-mn.gov>

Proposals are due no later than October 23, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.

Additional Submission Information

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 October 23, 2025, 4:30 pm Central Time,

and late proposals will not be considered.

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. Only complete proposals that are timely submitted through the Sourcewell Procurement Portal will be considered. Late proposals will not be considered. It is the Proposer’s sole responsibility to ensure that the proposal is received on time.

All proposals must be received through the Sourcewell Procurement Portal no later than the Proposal Due Date and time noted in the Solicitation Schedule above. It is recommended that Proposers allow sufficient time to upload the proposal and to resolve any issues that may arise. The closing time and date is 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 Sourcewell Procurement 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.

All proposals must be acknowledged digitally by an authorized representative of the Proposer attesting that the information contained 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.

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Document downloads

Please take note

When you download a document, you are automatically added to the Interested Suppliers List (below) and subscribed to email notifications for this opportunity. You can remove yourself from this list by selecting the "Update Interest" button at the top of this page and then unselecting the "I'm interested in this opportunity" checkbox in the Express Interest section.

Documents

Document Name	File Info	 Download All
Procurement Package		
2025 09 04 RFP_102325_Public_Safety_Training_Canoe	PDF • 2.3 MB	 Download

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Interested suppliers

Prior to submitting a response to an opportunity, you should express interest before its Closing Date, so that your business name is published in the Interested Suppliers list below and you are subscribed to email notifications of updates to the opportunity.

Additionally, you may also choose to explicitly indicate interest in potential partnership inquiries from other Suppliers for this opportunity and publish your preferred contact information in the Interested Suppliers list.

Note that you will automatically be deemed as having expressed interest in an opportunity when you download any opportunity documents. You can update your interest in the opportunity and/or in partnerships at any time before the Closing Date, after which expressing and/or updating interest will NOT be available.

Interested suppliers list

 Interested in partnerships with other Suppliers

☐ Only display Suppliers interested in partnerships with other Suppliers.

Suppliers who express interest in this opportunity (see "Express interest" above) will be listed here. Check back later.

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Bid RFP #102325 - Public Safety Training and Simulation Equipment and Technology

[Switch to Vendor View]

Bid Type RFP

Bid Number 102325

Title Public Safety Training and Simulation Equipment and Technology

Start Date Sep 4, 2025 6:00:01 AM CDT

End Date Oct 23, 2025 4:30:00 PM CDT

Agency Sourcewell

Bid Contact Tara Wolff
(218) 541-5362
rfpads@sourcewell-mn.gov
202 12th Street NE
P.O. Box 219
Staples, MN 56479-0219

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Questions

0 Questions
0 Unanswered
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Description

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for **Public Safety Training and Simulation Equipment and Technology** to result in a procurement 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 **October 23, 2025, at 4:30 p.m. Central Time**, and late proposals will not be considered.

Pre-Bid Conference

Date Sep 22, 2025 10:00:00 AM CDT

Location ONLINE CONFERENCE

Notes Login information will be emailed two (2) business days prior to the event to those registered in the Sourcewell Procurement Portal

Documents

No Documents for this bid

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Bid Details

Bid Classification:	Goods
Bid Type:	RFP - General
Bid Number:	RFP 102325
Bid Name:	Public Safety Training and Simulation Equipment and Technology
Bid Status:	Open
Bid Closing Date:	Thu Oct 23, 2025 4:30:00 PM (CDT)
Question Deadline:	Wed Oct 15, 2025 4:30:00 PM (CDT)
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:	Yes
Public Opening Address:	See RFP and FAQ documents for details

Description:

Bid Document Access:

Categories:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology to result in a procurement 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> (<https://proportal.sourcewell-mn.gov>)]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than **October 23, 2025, at 4:30 p.m. Central Time**, and late proposals will not be considered.

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.

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Meeting Locations

The following are the meeting times and locations for the opportunity:

Meeting Location	Description	Date / Time	Mandatory Me...	Meeting Document
Online Pre-Proposal Conference	Login instructions will be posted to the "Documents" section and available to registered suppliers two business days prior to the web conference.	Monday September 22, 2025 10:00 AM (CDT)	No	

Documents			
File Name	Pages		
RFP_102325_Public_Safety_Training Wednesday September 3, 2025 10:53 AM	13		
RFP_102325_Public_Safety_Training_Master_Agreement Wednesday September 3, 2025 10:53 AM	13		

Addenda

No Addenda Available ...



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Public Safety Training and Simulation Equipment and Technology

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology 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 RFP can be found on the [Sourcewell Procurement Portal](#), and only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than October 23, 2025 at 04:30 AM CT and late proposals will not be considered.

Important Dates

Pre-Proposal Conference:
September 22, 2025 at 10:00 AM CT

Proposal Due:
October 23, 2025 at 04:30 AM CT

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



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102325 - Public Safety Training and Simulation Equipment and Technology (Published)

102325 - Public Safety Training and Simulation Equipment and Technology (Published)

Actions

Notes

Preview

Amendments

Bid Results

Award

Audit

Sourcewell

Preview

Print

Notice

Categories

Basic Information

Estimated Contract Value (CAD)
120,000,000.00 (Not shown to suppliers)

Reference Number
0000301991

Issuing Organization
Sourcewell

Solicitation Type
RFP - Request for Proposal (Formal)

Solicitation Number
102325

Title
Public Safety Training and Simulation Equipment and Technology

Source ID
PP.CO.USA.868485.C88455

Details

Location
Canada, All of Canada, All of Canada

Purchase Type
Duration: 4 years

Description
Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology to result in a ...

See more

Dates

Publication Date
2025/09/04 10:33:07 AM EDT

Question Acceptance Deadline
2025/10/15 05:30:00 PM EDT

Questions are submitted online
No

Closing Date
2025/10/23 05:30:00 PM EDT

Bid Intent
Not Available

Prebid Conference
2025/09/22 11:00:00 AM EDT

Contact Information

Procurement Department
rfpads@sourcewell-mn.gov

218-894-1930

Pre-Bidding Events

Event Type
Prebid Conference

Attendance
Recommended

Event date
2025/09/22 11:00:00 AM EDT

Location
Online Conference

Event Note
Login information will be emailed two (2) business days prior to the event to those registered in the Sourcewell Procurement Portal.

Bid Submission Process

Bid Submission Type
Electronic Bid Submission

Pricing
In attached document

Bid Documents List

Item Name	Description	Mandatory	Limited to 1 file
Bid Documents	Documents defining the proposal	Yes	No

Additional Bidding Instructions

Documents Defining the Proposal.

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SOVRA

90 S 400 W STE 600
SALT LAKE CITY, UT 84101-1431

The Salt Lake Tribune

PROOF OF PUBLICATION

CUSTOMER'S COPY

CUSTOMER NAME AND ADDRESS

SOURCEWELL
RFP ADS
PO BOX 219
Staples, MN 56479
RFPAds@sourcewell-mn.gov

ACCOUNT NUMBER

21495

ACCOUNT NAME

SOURCEWELL

TELEPHONE

218-894-5481

ORDER #

SLT0034581

CUSTOMER REFERENCE NUMBER**CAPTION**

REQUEST FOR PROPOSALS Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology to result in a procurement solution for use by its Participating Entities.

TOTAL COST

\$51.80

REQUEST FOR PROPOSALS

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for **Public Safety Training and Simulation Equipment and Technology** to result in a procurement 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 **October 23, 2025, at 4:30 p.m. Central Time**, and late proposals will not be considered.
SLT0034581

AFFIDAVIT OF PUBLICATION

AS THE SALT LAKE TRIBUNE, INC. LEGAL BOOKER, I CERTIFY THAT THE ATTACHED ADVERTISEMENT OF REQUEST FOR PROPOSALS Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology to result in a procurement solution for use by its Participating Entities. FOR SOURCEWELL WAS PUBLISHED BY THE SALT LAKE TRIBUNE, INC., WEEKLY NEWSPAPER PRINTED IN THE ENGLISH LANGUAGE WITH GENERAL CIRCULATION IN UTAH, AND PUBLISHED IN SALT LAKE CITY, SALT LAKE COUNTY IN THE STATE OF UTAH. NOTICE IS ALSO POSTED ON UTAHLEGALS.COM ON THE SAME DAY AS THE FIRST NEWSPAPER PUBLICATION DATE AND REMAINS ON UTAHLEGALS.COM INDEFINITELY. COMPLIES WITH UTAH DIGITAL SIGNATURE ACT UTAH CODE 46-2-101; 46-3-104.

PUBLISHED ON 09/07/2025

DATE 09/09/2025

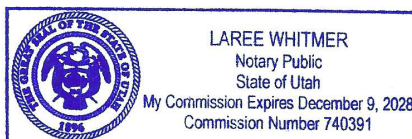
STATE OF UTAH
COUNTY OF SALT LAKE

SIGNATURE



SUBSCRIBED AND SWORN TO BEFORE ME ON THIS 9th DAY OF SEPTEMBER IN THE YEAR 2025

BY Doug Ryle



NOTARY PUBLIC SIGNATURE

PO BOX 271693
SALT LAKE CITY UTAH 84127
FED. TAX I.D.# 87-0128317
801-204-6910



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CUSTOMER NAME AND ADDRESS

SOURCEWELL
Mari Vielma
PO Box 219
Staples, MN 56479-0219

ACCOUNT NUMBER

70216

ACCOUNT NAME

SOURCEWELL

TELEPHONE

218-894-5483

ORDER

DN0029476

CUSTOMER REFERENCE NUMBER

REQUEST FOR PROPOSALS

CAPTION

REQUEST FOR PROPOSALS Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology to result in a procurement solution for use by its Participating Entities.

TOTAL COST

\$40.56

REQUEST FOR PROPOSALS

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for **Public Safety Training and Simulation Equipment and Technology** to result in a procurement 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 **October 23, 2025, at 4:30 p.m. Central Time**, and late proposals will not be considered.
DN0029476

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PUBLISHED ON 09/05/2025

DATE 09/09/2025

STATE OF UTAH
COUNTY OF Salt Lake

SIGNATURE

SUBSCRIBED AND SWORN TO BEFORE ME ON THIS 9th DAY OF SEPTEMBER IN THE YEAR 2025

BY KARYN VIGIL



NOTARY PUBLIC SIGNATURE



Proposal Opening Record

Date of opening: October 23, 2025

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology to result in procurement 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 October 23, 2025, at 4:30p.m. Central Time, and late proposals will not be considered.

The undersigned certify that all responses received on Request for Proposal #102325 were submitted through the Sourcewell Procurement Portal, and that each Proposer's response material was digitally sealed upon submission and remained inaccessible until the due date and time specified in the Solicitation Schedule.

Responses were received from the following:

A1A Software, LLC - Submitted Wed Oct 22, 2025 1:53:47 PM
Action Target, Inc. - Submitted Wed Oct 22, 2025 11:22:11 AM
All Hands Fire Equipment, LLC - Submitted Thu Oct 23, 2025 12:51:08 PM
American 3B Scientific - Submitted Thu Oct 23, 2025 1:44:08 PM
American Fire Training Systems, Inc. - Submitted Tue Oct 21, 2025 4:39:19 PM
ARCortex, Inc. - Submitted Thu Oct 23, 2025 12:22:52 AM
BlueVoice, Inc. - Submitted Thu Oct 23, 2025 1:29:22 PM
Catapult Design Studios, Inc. dba Catapult Tactical XR - Submitted Thu Oct 23, 2025 2:42:27 PM
Clarion Events, Inc. dba Fire Engineering Training - Submitted Wed Oct 22, 2025 11:16:59 AM
CM Labs Simulations Inc. - Submitted Thu Oct 23, 2025 8:38:47 AM
Crisis Response Leader Training, Inc. - Submitted Mon Oct 20, 2025 8:38:04 AM
DHE Computer Systems, LLC - Submitted Thu Oct 23, 2025 4:05:57 PM
DiaMedical USA Equipment, LLC - Submitted Wed Oct 22, 2025 9:57:55 AM
Digimation, Inc. dba DART Range - Submitted Fri Oct 17, 2025 8:37:42 AM
Diversified Logistics Training solutions, LLC - Submitted Wed Oct 22, 2025 10:48:02 AM
Doron Precision Systems, Inc. - Submitted Mon Oct 20, 2025 10:37:22 AM
Draeger Safety Canada, Ltd. - Submitted Thu Oct 23, 2025 3:29:45 PM
Driver Training Solutions, LLC - Submitted Mon Oct 20, 2025 10:41:18 PM
Elevate Healthcare - Submitted Thu Oct 23, 2025 10:05:25 AM
Evolve Range Solutions, LLC - Submitted Sat Oct 18, 2025 9:50:25 AM

Fire Facilities, Inc. dba Trachte Building Systems - Submitted Mon Oct 20, 2025 10:53:04 PM
Fireblast Global - Submitted Wed Oct 22, 2025 6:01:05 PM
Forcible Entry, Inc. dba Lionheart - Submitted Tue Oct 21, 2025 10:06:59 AM
Gaumard Scientific Company, Inc. - Submitted Wed Oct 22, 2025 12:55:29 PM
GovWorx, Inc. - Submitted Thu Oct 23, 2025 8:08:56 AM
InVeris Training Solutions, Inc. - Submitted Thu Oct 23, 2025 3:05:56 PM
iZen ai, Inc. - Submitted Wed Oct 22, 2025 10:48:10 AM
Jahnke & Sons Construction, Inc. dba WHP Trainingtowers - Submitted Thu Oct 23, 2025 2:48:04 PM
JHB Group, Inc. - Submitted Mon Oct 20, 2025 1:02:08 PM
Kaiden Incorporated - Submitted Thu Oct 23, 2025 2:40:04 PM
KFT Fire Trainer, LLC - Submitted Thu Oct 23, 2025 3:13:47 PM
Kilonova Interactive, Inc. - Submitted Thu Oct 23, 2025 3:41:39 PM
Kirila Fire Training Facilities, Inc. dba KIRILA FIRE CANADA ULC - Submitted Fri Oct 17, 2025 1:57:18 PM
KNZ Solutions, Inc. - Submitted Thu Oct 23, 2025 3:06:57 PM
L.N. Curtis & Sons - Submitted Thu Oct 23, 2025 4:11:41 PM
Laerdal Medical Corporation - Submitted Tue Oct 21, 2025 2:53:33 PM
Laser Ammo USA - Submitted Thu Oct 16, 2025 5:31:05 PM
Lexipol, LLC - Submitted Fri Oct 17, 2025 7:00:17 PM
LION Group, Inc. dba LION Safety Solutions - Submitted Wed Oct 22, 2025 10:41:12 AM
Military Consulting Solutions, LLC - Submitted Thu Oct 23, 2025 4:25:09 PM
National Safety Council dba ORC HSE Strategies, LLC - Submitted Thu Oct 23, 2025 12:29:21 PM
Needl, Inc. dba Aurelian - Submitted Thu Oct 23, 2025 12:43:38 PM
Pocket Nurse Enterprises, Inc. - Submitted Thu Oct 23, 2025 1:47:09 PM
Quantum Creations, LLC dba Azulle - Submitted Fri Oct 17, 2025 8:44:53 AM
RAMROD XR GmbH - Submitted Wed Oct 22, 2025 9:30:27 AM
Regional Alliance for Firefighter Training - Submitted Fri Oct 17, 2025 2:45:07 PM
Retired LE Consultants - Submitted Fri Oct 17, 2025 12:05:18 PM
Safety Compliance Services, LLC - Submitted Wed Oct 22, 2025 4:59:22 PM
Shea Enterprises, LLC dba Shea Safety, LLC - Submitted Wed Oct 22, 2025 9:14:03 PM
Simformotion, LLC dba Cat Simulators - Submitted Thu Oct 16, 2025 8:40:10 PM
SoCal Pre Apprenticeship Program - Submitted Sat Oct 18, 2025 11:39:16 AM
Street Smarts VR - Submitted Fri Oct 17, 2025 7:04:21 AM
SupplyCore - Submitted Thu Oct 23, 2025 1:16:37 PM
Symtech Fire, LLC dba On Scene Training - Submitted Wed Oct 22, 2025 5:16:10 PM
TacMed Solutions, LLC - Submitted Thu Oct 23, 2025 12:06:54 PM
Tactik 360 - Submitted Tue Oct 21, 2025 10:19:51 AM
Taylord Systems LLC - Submitted Thu Oct 16, 2025 7:24:56 PM
ThisGen, Inc. - Submitted Thu Oct 23, 2025 3:38:23 PM
Thoroughtec Simulation, Inc. - Submitted Wed Oct 22, 2025 10:04:55 AM
Ti Training LE, LLC dba Table Mountain Group - Submitted Thu Oct 16, 2025 4:35:33 PM
TrainCy, Ltd. - Submitted Tue Oct 21, 2025 7:32:36 AM
V-Armed, Inc. - Submitted Wed Oct 22, 2025 5:22:03 PM
VES, LLC dba Vrpatrients - Submitted Fri Oct 17, 2025 11:33:58 AM
Virage Simulation, Inc. - Submitted Wed Oct 22, 2025 9:32:11 PM
W.S. Darley & Co. - Submitted Thu Oct 23, 2025 3:10:02 PM
XpertVR, Inc. - Submitted Thu Oct 23, 2025 1:08:49 PM

The Proposals were opened electronically, and a list of all Proposers was made publicly available in the Sourcwell Procurement Portal, on October 23, 2025 at 4:30 p.m., Central Time. All responsive proposals were then submitted for review by the Sourcwell Evaluation Committee.

DocuSigned by:

6EE63AEDED5F46E...

Carol Jackson, MA, Senior Procurement Analyst

Signed by:

7F7AAC327BE54B6...

Mari Vielma, Procurement Analyst II



Cooperative Request Review

This cooperative request for **policy, training, reporting, and wellness solutions from Lexipol via Sourcewell contract #102325-LXP** is recommended for approval.

The anticipated project value is **\$215,000.00**. The estimated savings to Metro via this cooperative are **\$25,822.00**

The cooperative was requested by **MNPD**; use will be available to all Metro entities.

Council approval of the master agreement is required.

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 **Sourcewell**. **Sourcewell** is a public institution in **Minnesota** that meets the standards for governmental entity as defined in the referenced statute.

The contract resulted from a **competitive RFP with 66 offers**.

Regulatory Justification

R4.12.090.05 of the regulations to the procurement code authorize Metro to participate in cooperative purchasing agreements with other local governments for the purchase of supplies, services, or construction.

For this request the cooperative purchasing agreement is for services. This meets the standard as defined by the regulations.

Value Justification

It is unlikely that Metro, as a single government entity, will obtain better value through a competitive solicitation. That is because the pricing in this cooperative purchase agreement (**5% average off MSRP**) leverages both the scale of cooperative membership and the competition of multiple offers.

Further, a competitive solicitation for this good/service would require an estimated 139 hours of staff time valued at approximately \$17,457.00. Utilization of this cooperative will require 19 hours of staff time valued at approximately \$2,386.00. **A total savings (discount + staff time) of \$25,822.00.**

Impact on Minority & Women Owned Businesses

Pursuant to R4.12.090.05 of the regulations to the procurement code, Metro will work with the cooperative entity to maximize participation of disadvantaged firms in accordance with MCL 4.44 and 4.46.

Prepared by Kristin Butler
6/26/2026

Certificate Of Completion

Envelope Id: BA9419DE-19E1-8156-80EF-9E5A97CFF936

Status: Completed

Subject: Cooperative Form for State of Minnesota/Lexipol, LLC - C2026115 (Police)

Source Envelope:

Document Pages: 121

Signatures: 1

Envelope Originator:

Certificate Pages: 16

Initials: 1

Procurement Resource Group

AutoNav: Enabled

730 2nd Ave. South 1st Floor

Envelopeld Stamping: Enabled

Nashville, TN 37219

Time Zone: (UTC-06:00) Central Time (US & Canada)

prg@nashville.gov

IP Address: 170.190.198.185

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prg@nashville.gov

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Jan Harvey

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jan.harvey@nashville.gov

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Kristin Butler

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kristin.butler@nashville.gov

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Electronic Record and Signature Disclosure:

Accepted: 6/30/2022 8:01:22 AM

ID: 5cd6824b-d449-48a4-98af-13c4998e7cb9

Zak Kelley

Zak Kelley

Sent: 6/26/2026 1:23:35 PM

Zak.Kelley@Nashville.gov

Viewed: 6/26/2026 1:24:17 PM

Finance Manager

Signed: 6/26/2026 1:25:46 PM

Metro Nashville Government

Signature Adoption: Drawn on Device

Security Level: Email, Account Authentication (None)

Using IP Address: 170.190.198.185

Electronic Record and Signature Disclosure:

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Michelle A. Hernandez Lane

Michelle A. Hernandez Lane

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michelle.lane@nashville.gov

Viewed: 6/26/2026 8:19:10 PM

Deputy Director of Finance

Signed: 6/26/2026 8:21:24 PM

Metro

Signature Adoption: Pre-selected Style

Security Level: Email, Account Authentication (None)

Using IP Address: 170.190.198.185

Electronic Record and Signature Disclosure:

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In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

Timestamp

Agent Delivery Events

Status

Timestamp

Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Samir Mehic samir.mehic@nashville.gov Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Accepted: 6/26/2026 10:17:09 AM ID: 192a1de7-5cce-4ed3-85f2-ae9ff0af3fd7	COPIED	Sent: 6/26/2026 8:21:29 PM
John Scavio john.scavio@nashville.gov Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Accepted: 6/10/2026 7:03:21 AM ID: 29e43479-0423-45ca-af88-f6ccdd443ccd	COPIED	Sent: 6/26/2026 8:21:29 PM
Amber Gardner amber.gardner@nashville.gov Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Not Offered via Docusign	COPIED	Sent: 6/26/2026 8:21:30 PM
PRG prg@nashville.gov Metropolitan Government of Nashville and Davidson County Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Not Offered via Docusign	COPIED	Sent: 6/26/2026 8:21:30 PM
Gary Clay gary.clay@nashville.gov Asst. Purchasing Agent Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Not Offered via Docusign	COPIED	Sent: 6/26/2026 8:21:31 PM
John Stewart john.stewart@nashville.gov Procurement Officer 2 Metropolitan Government-Nashville & Davidson County Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Not Offered via Docusign	COPIED	Sent: 6/26/2026 8:21:32 PM
Terri Ray terri.ray@nashville.gov Finance Manager Metropolitan Government of Nashville and Davidson County Security Level: Email, Account Authentication (None)	COPIED	Sent: 6/26/2026 8:21:33 PM

Carbon Copy Events	Status	Timestamp
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Electronic Record and Signature Disclosure:
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Witness Events	Signature	Timestamp
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Notary Events	Signature	Timestamp
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Envelope Summary Events	Status	Timestamps
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Envelope Sent	Hashed/Encrypted	6/25/2026 10:16:09 AM
Certified Delivered	Security Checked	6/26/2026 8:19:10 PM
Signing Complete	Security Checked	6/26/2026 8:21:24 PM
Completed	Security Checked	6/26/2026 8:21:33 PM

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Electronic Record and Signature Disclosure
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4. SUBSCRIPTION SERVICE

During the term of the Service Plan and subject to these Terms and Conditions, Subscriber will have the right to obtain an Account and register its Authorized Users, who may access and use the Subscription Service, and DocuSign will provide the Subscription Service in material conformance with the Specifications. You must be 18 years of age or older to register for an Account and use the Subscription Service. Subscriber's right to use the Subscription Service is limited to its Authorized Users, and Subscriber agrees not to resell or otherwise provide or assist with the provision of the Subscription Service to any third party. In addition, DocuSign's provision of the Subscription Service is conditioned on Subscriber's acknowledgement and agreement to the following: (a) The Subscription Service facilitates the execution of eContracts between the parties to those eContracts. Nothing in these Terms and Conditions may be construed to make DocuSign a party to any eContract processed through the Subscription Service, and DocuSign makes no representation or warranty regarding the transactions sought to be effected by any eContract; (b) Between DocuSign and Subscriber, Subscriber has exclusive control over and responsibility for the content, quality, and format of any eContract. All eContracts stored by DocuSign are maintained in an encrypted form, and DocuSign has no control of or access to their contents; (c) If Subscriber elects to use one or more of the optional features designed to verify the identity of the intended recipient of an eContract that DocuSign makes available to its subscribers ("Authentication Measures"), DocuSign will apply only those Authentication Measures selected by the Subscriber, but makes no representations or warranties about the appropriateness of any Authentication Measure. Further, DocuSign assumes no liability for: (A) the inability or failure by the intended recipient or other party to satisfy the Authentication Measure; or (B) the circumvention by any person (other than DocuSign) of any Authentication Measure; (d) Certain types of agreements and documents may be excepted from electronic signature laws (e.g. wills and agreements pertaining to family law), or may be subject to specific regulations promulgated by various government agencies regarding electronic signatures and electronic records. DocuSign is not responsible or liable to determine whether any particular eContract is subject to an exception to applicable electronic signature laws, or whether it is subject to any particular agency promulgations, or whether it can be legally formed by electronic signatures; (e) DocuSign is not responsible for determining how long any d to be retained or stored under any applicable laws, regulations, or legal or administrative agency processes. Further, DocuSign is not responsible for or liable to produce any of Subscriber's eContracts or other documents to any third parties; (f) Certain consumer protection or similar laws or regulations may impose special requirements with respect to electronic transactions involving one or more "consumers," such as (among others) requirements that the consumer consent to the method of contracting and/or that the consumer be provided with a copy, or access to a copy, of a paper or other non-electronic, written record of the transaction. DocuSign does not and is not responsible to: (A) determine whether any

particular transaction involves a “consumer”? (B) furnish or obtain any such consents or determine if any such consents have been withdrawn; (C) provide any information or disclosures in connection with any attempt to obtain any such consents; (D) provide legal review of, or update or correct any information or disclosures currently or previously given; (E) provide any such copies or access, except as expressly provided in the Specifications for all transactions, consumer or otherwise; or (F) otherwise to comply with any such special requirements; and (g) Subscriber undertakes to determine whether any “consumer” is involved in any eContract presented by Subscriber or its Authorized Users for processing, and, if so, to comply with all requirements imposed by law on such eContracts or their formation. (h) If the domain of the primary email address associated with the Account is owned by an organization and was assigned to Subscriber as an employee, contractor or member of such organization, and that organization wishes to establish a commercial relationship with DocuSign and add the Account to such relationship, then, if Subscriber does not change the email address associated with the Account, the Account may become subject to the commercial relationship between DocuSign and such organization and controlled by such organization.

5. RESPONSIBILITY FOR CONTENT OF COMMUNICATIONS As between Subscriber and DocuSign, Subscriber is solely responsible for the nature and content of all materials, works, data, statements, and other visual, graphical, video, and written or audible communications submitted by any Authorized User or otherwise processed through its Account, the Subscription Service, or under any Service Plan. Accordingly: (a) Subscriber will not use or permit the use of the Subscription Service to send unsolicited mass mailings outside its organization. The term “unsolicited mass mailings” includes all statutory or common definitions or understanding of those terms in the applicable jurisdiction, such as those set forth for “Commercial Electronic Mail Messages” under the U.S. CAN-SPAM Act, as an example only; and (b) Subscriber will not use or permit the use of the Subscription Service: (i) to communicate any message or material that is defamatory, harassing, libelous, threatening, or obscene; (ii) in a way that violates or infringes upon the intellectual property rights or the privacy or publicity rights of any person or entity or that may otherwise be unlawful or give rise to civil or criminal liability (other than contractual liability of the parties under eContracts processed through the Subscription Service); (iii) in any manner that is likely to damage, disable, overburden, or impair the System or the Subscription Service or interfere with the use or enjoyment of the Subscription Service by others; or (iv) in any way that constitutes or encourages conduct that could constitute a criminal offense. DocuSign does not monitor the content processed through the Subscription Service, but in accordance with DMCA (Digital Millennium Copyright Act) safe harbors, it may suspend any use of the Subscription Service, or remove or disable any content that DocuSign reasonably and in good faith believes violates this Agreement or applicable laws or regulations. DocuSign will use commercially reasonable efforts to notify Subscriber prior to any such suspension or disablement, unless DocuSign reasonably believes that: (A) it is prohibited from doing so under applicable law or under legal process, such as court or government administrative agency processes, orders, mandates, and the like; or (B) it is necessary to delay notice in order to prevent imminent harm to the System, Subscription Service, or a third party. Under circumstances where notice is delayed, DocuSign will provide the notice if and when the related restrictions in the previous sentence no longer apply.

6. PRICING AND PER USE PURCHASES The prices, features, and options of the Subscription Service available for an Account depend on the Service Plan selected by Subscriber. Subscriber may also purchase optional services on a periodic or per-use basis. DocuSign may add or change the prices, features or options available with a

Service Plan without notice. Subscriber's usage under a Service Plan is measured based on the actual number of Seats as described in the Service Plan on the Site. Once a per-Seat Service Plan is established, the right of the named Authorized User to access and use the Subscription Service is not transferable; any additional or differently named Authorized Users must purchase per-Seat Service Plans to send Envelopes. Extra seats, users and/or per use fees will be charged as set forth in Subscriber's Service Plan if allowed by such Service Plan. If a Services Plan defines a monthly Envelope Allowance (i.e. # Envelopes per month allowed to be sent), all Envelopes sent in excess of the Envelope Allowance will incur a per-Envelope charge. Any unused Envelope Allowances will expire and not carry over from one billing period to another under a Service Plan. Subscriber's Account will be deemed to have consumed an Envelope at the time the Envelope is sent by Subscriber, regardless of whether Envelopes were received by recipients, or whether recipients have performed any actions upon any eContract in the Envelope. Powerforms are considered Envelopes within an Envelope Allowance Service Plan, and will be deemed consumed at the time they are "clicked" by any end user regardless of whether or not any actions are subsequently performed upon such Envelope. For Service Plans that specify the Envelope Allowance is "Unlimited," Subscriber is allowed to send a reasonable number of Envelopes from the number of Seats purchased. If DocuSign suspects that the number of Envelopes sent from a particular Seat or a group of Seats is abusive and/or unduly burdensome, DocuSign will promptly notify Subscriber, discuss the use-case scenario with Subscriber and any continued monitoring, additional discussions and/or information required to make a final determination on the course of action based on such information. In the event Subscriber exceeds, in DocuSign's sole discretion, reasonable use restrictions under a Service Plan, DocuSign reserves the right to transfer Subscriber into a higher-tier Service Plan without notice. If you misrepresent your eligibility for any Service Plan, you agree to pay us the additional amount you would have been charged under the most favorable pricing structure for which you are eligible. DocuSign may discontinue a Service Plan at any time, and with prior notice to you, may migrate your Account to a similar Service Plan that may carry a different fee. You agree to allow us to charge your credit card for the fees associated with a substitute Service Plan, even if those fees are higher than those you agreed to when you registered your Account. Optional services, are measured at the time of use, and such charges are specific to the number of units of the service(s) used during the billing period. Optional services subject to periodic charges, such as additional secure storage, are charged on the same periodic basis as the Service Plan fees for the Subscription Service.

7. SUBSCRIBER SUPPORT DocuSign will provide Subscriber support to Subscriber as specified in the Service Plan selected by Subscriber, and that is further detailed on DocuSign's website.

8. STORAGE DocuSign will store eContracts per the terms of the Service Plan selected by Subscriber. For Service Plans that specify the Envelope storage amount is "Unlimited," DocuSign will store an amount of Envelopes that is not abusive and/or unduly burdensome, in DocuSign's sole discretion. Subscriber may retrieve and store copies of eContracts for storage outside of the System at any time during the Term of the Service Plan when Subscriber is in good financial standing under these Terms and Conditions, and may delete or purge eContracts from the System at its own discretion. DocuSign may, at its sole discretion, delete an uncompleted eContract from the System immediately and without notice upon earlier of: (i) expiration of the Envelope (where Subscriber has established an expiration for such Envelope, not to exceed 365 days); or (ii) expiration of the Term. DocuSign assumes no liability or responsibility for a party's failure or inability to electronically sign any eContract within such a period of time. DocuSign may retain Transaction Data for as long as it has a

business purpose to do so. 9. BUSINESS AGREEMENT BENEFITS You may receive or be eligible for certain pricing structures, discounts, features, promotions, and other benefits (collectively, "Benefits") through a business or government Subscriber's agreement with us (a "Business Agreement"). Any and all such Benefits are provided to you solely as a result of the corresponding Business Agreement and such Benefits may be modified or terminated without notice. If you use the Subscription Service where a business or government entity pays your charges or is otherwise liable for the charges, you authorize us to share your account information with that entity and/or its authorized agents. If you are enrolled in a Service Plan or receive certain Benefits tied to a Business Agreement with us, but you are liable for your own charges, then you authorize us to share enough account information with that entity and its authorized agents to verify your continuing eligibility for those Benefits and the Service Plan. 10. FEES AND PAYMENT TERMS The Service Plan rates, charges, and other conditions for use are set forth in the Site. Subscriber will pay DocuSign the applicable charges for the Services Plan as set forth on the Site. If you add more Authorized Users than the number of Seats you purchased, we will add those Authorized Users to your Account and impose additional charges for such additional Seats on an ongoing basis. Charges for pre-paid Service Plans will be billed to Subscriber in advance. Charges for per use purchases and standard Service Plan charges will be billed in arrears. When you register for an Account, you will be required to provide DocuSign with accurate, complete, and current credit card information for a valid credit card that you are authorized to use. You must promptly notify us of any change in your invoicing address or changes related to the credit card used for payment. By completing your registration for the Services Plan, you authorize DocuSign or its agent to bill your credit card the applicable Service Plan charges, any and all applicable taxes, and any other charges you may incur in connection with your use of the Subscription Service, all of which will be charged to your credit card. Each time you use the Subscription Service, or allow or cause the Subscription Service to be used, you reaffirm that we are authorized to charge your credit card. You may terminate your Account and revoke your credit card authorization as set forth in the Term and Termination section of these Terms and Conditions. We will provide you with one invoice in a format we choose, which may change from time to time, for all Subscription Service associated with each Account and any charges of a third party on whose behalf we bill. Payment of all charges is due and will be charged to your credit card upon your receipt of an invoice. Billing cycle end dates may change from time to time. When a billing cycle covers less than or more than a full month, we may make reasonable adjustments and/or prorations. If your Account is a qualified business account and is approved by us in writing for corporate billing, charges will be accumulated, identified by Account identification number, and invoiced on a monthly basis. You agree that we may (at our option) accumulate charges incurred during your monthly billing cycle and submit them as one or more aggregate charges during or at the end of each cycle, and that we may delay obtaining authorization from your credit card issuer until submission of the accumulated charge(s). This means that accumulated charges may appear on the statement you receive from your credit card issuer. If DocuSign does not receive payment from your credit card provider, you agree to pay all amounts due upon demand. DocuSign reserves the right to correct any errors or mistakes that it makes even if it has already requested or received payment. Your credit card issuer's agreement governs your use of your credit card in connection with the Subscription Service, and you must refer to such agreement (not these Terms and Conditions) with respect to your rights and liabilities as a cardholder. You are solely responsible for any and all fees charged to your credit card by the issuer, bank, or financial institution including, but not limited to, membership,

overdraft, insufficient funds, and over the credit limit fees. You agree to notify us about any billing problems or discrepancies within 20 days after they first appear on your invoice. If you do not bring them to our attention within 20 days, you agree that you waive your right to dispute such problems or discrepancies. We may modify the price, content, or nature of the Subscription Service and/or your Service Plan at any time. If we modify any of the foregoing terms, you may cancel your use of the Subscription Service. We may provide notice of any such changes by e-mail, notice to you upon log-in, or by publishing them on the Site. Your payment obligations survive any termination of your use of the Subscription Service before the end of the billing cycle. Any amount not paid when due will be subject to finance charges equal to 1.5% of the unpaid balance per month or the highest rate permitted by applicable usury law, whichever is less, determined and compounded daily from the date due until the date paid. Subscriber will reimburse any costs or expenses (including, but not limited to, reasonable attorneys' fees) incurred by DocuSign to collect any amount that is not paid when due. DocuSign may accept any check or payment in any amount without prejudice to DocuSign's right to recover the balance of the amount due or to pursue any other right or remedy. Amounts due to DocuSign under these Terms and Conditions may not be withheld or offset by Subscriber for any reason against amounts due or asserted to be due to Subscriber from DocuSign. Unless otherwise noted and Conditions are denominated in United States dollars, and Subscriber will pay all such amounts in United States dollars. Other than federal and state net income taxes imposed on DocuSign by the United States, Subscriber will bear all taxes, duties, VAT and other governmental charges (collectively, "taxes") resulting from these Terms and Conditions or transactions conducted in relation to these Terms and Conditions. Subscriber will pay any additional taxes as are necessary to ensure that the net amounts received and retained by DocuSign after all such taxes are paid are equal to the amounts that DocuSign would have been entitled to in accordance with these Terms and Conditions as if the taxes did not exist. 11.

DEPOSITS, SERVICE LIMITS, CREDIT REPORTS, AND RETURN OF BALANCES You authorize us to ask consumer reporting agencies or trade references to furnish us with employment and credit information, and you consent to our rechecking and reporting personal and/or business payment and credit history if, in our sole discretion, we so choose. If you believe that we have reported inaccurate information about your account to a consumer reporting agency, you may send a written notice describing the specific inaccuracy to the address provided in the Notices section below. For you to use the Subscription Service, we may require a deposit or set a service limit. The deposit will be held as a partial guarantee of payment. It cannot be used by you to pay your invoice or delayed payment. Unless otherwise required by law, deposits may be mixed with other funds and will not earn interest. We reserve the right to increase your deposit if we deem appropriate. You may request that we reevaluate your deposit on an annual basis, which may result in a partial or total refund of the deposit to you or credit to your account. If you default or these Terms and Conditions are terminated, we may, without notice to you, apply any deposit towards payment of any amounts you owe to us. After approximately 90 days following termination of these Terms and Conditions, any remaining deposit or other credit balance in excess of amounts owed will be returned without interest, unless otherwise required by law, to you at your last known address. You agree that any amounts under \$15 will not be refunded to cover our costs of closing your account. If the deposit balance is undeliverable and returned to us, we will hold it for you for one year from the date of return and, during that period, we may charge a service fee against the deposit balance. You hereby grant us a security interest in any deposit we require to secure the performance of your obligations under these Terms and

Conditions. 12. TERM AND TERMINATION The term of these Terms and Conditions for each Account begins on the date you register for an Account and continues for the term specified by the Service Plan you purchase (the "Term"). You may terminate your Account at any time upon 10 days advance written notice to DocuSign following the Notice procedures set forth in these Terms and Conditions. Unless you terminate your Account or you set your Account to not auto renew, your Service Plan will automatically renew at the end of its Term (each a "Renewal Term"), and you authorize us (without notice) to collect the then-applicable fee and any taxes for the renewed Service Plan, using any credit card we have on record for you. Service Plan fees and features may change over time. Your Service Plan for a Renewal Term will be the one we choose as being closest to your Service Plan from the prior Term. For any termination (including when you switch your Account), you will be responsible for payment of all fees and charges through the end of the billing cycle in which termination occurs. If you terminate your annual Service Plan Account within the first 30 days of the Term, you may submit written request to DocuSign following the Notice procedures set forth in these Terms and Conditions, for a full refund of the prepaid fees paid by you to DocuSign. You will be limited to one refund. You agree that termination of an annual Service Plan after the first 30 days will not entitle you to any refund of prepaid fees. You will be in default of these Terms and Conditions if you: (a) fail to pay any amount owed to us or an affiliate of ours or any amount appearing on your invoice; (b) have amounts still owing to us or an affiliate of ours from a prior account; (c) breach any provision of these Terms and Conditions; (d) violate any policy applicable to the Subscription Service; (e) are subject to any proceeding under the Bankruptcy Code or similar laws; or (f) if, in our sole discretion, we believe that your continued use of the Subscription Service presents a threat to the security of other users of the Subscription Service. If you are in default, we may, without notice to you, suspend your Account and use of the Subscription Service, withhold refunds and terminate your Account, in addition to all other remedies available to us. We may require reactivation charges to reactivate your Account after termination or suspension. The following provisions will survive the termination of these Terms and Conditions and your Account: Sections 3, 9-11, and 15-23. 13. SUBSCRIBER WARRANTIES You hereby represent and warrant to DocuSign that: (a) you have all requisite rights and authority to use the Subscription Service under these Terms and Conditions and to grant all applicable rights herein; (b) the performance of your obligations under these Terms and Conditions will not violate, conflict with, or result in a default under any other agreement, including confidentiality agreements between you and third parties; (c) you will use the Subscription Service for lawful purposes only and subject to these Terms and Conditions; (d) you are responsible for all use of the Subscription Service in your Account; (e) you are solely responsible for maintaining the confidentiality of your Account names and password(s); (f) you agree to immediately notify us of any unauthorized use of your Account of which you become aware; (g) you agree that DocuSign will not be liable for any losses incurred as a result of a third party's use of your Account, regardless of whether such use is with or without your knowledge and consent; (h) you will not use the Subscription Service in any manner that could damage, disable, overburden or impair the System, or interfere with another's use of the Subscription Service by others; (i) any information submitted to DocuSign by you is true, accurate, and correct; and (j) you will not attempt to gain unauthorized access to the System or the Subscription Service, other accounts, computer systems, or networks under the control or responsibility of DocuSign through hacking, cracking, password mining, or any other unauthorized means. 14. DOCUSIGN WARRANTIES DocuSign represents and warrants that: (a) the Subscription Service as delivered to Subscriber

and used in accordance with the Specifications will not infringe on any United States patent, copyright or trade secret; (b) the Subscription Service will be performed in accordance with the Specifications in their then-current form at the time of the provision of such Subscription Service; (c) any DocuSign Products that are software shall be free of harmful or illicit code, trapdoors, viruses, or other harmful features; (d) the proper use of the Subscription Service by Subscriber in accordance with the Specifications and applicable law in the formation of an eContract not involving any consumer will be sufficient under the Electronic Signatures in Global and National Commerce Act, 15 U.S.C. Â§Â§ 7001 et seq. (the "ESIGN Act") to E-SIGN Act; (e) the proper use of the Subscription Service by Subscriber in accordance with the Specifications and applicable law in the formation of an eContract involving a consumer will be sufficient under the E-SIGN Act to support the validity of such formation, to the extent provided in the E-SIGN Act, so long as and provided that Subscriber complies with all special requirements for consumer eContracts, including and subject to those referenced in Section 4.(f) and (g) above; and (f) DocuSign has implemented information security policies and safeguards to preserve the security, integrity, and confidentiality of eContracts and to protect against unauthorized access and anticipated threats or hazards thereto, that meet the objectives of the Interagency Guidelines Establishing Standards for Safeguarding Subscriber Information as set forth in Section 501 (b) of the Gramm-Leach-Bliley Act.

15. DISCLAIMER OF WARRANTIES EXCEPT FOR THE REPRESENTATIONS AND WARRANTIES EXPRESSLY PROVIDED IN SECTION 14 OF THESE TERMS AND CONDITIONS, THE SUBSCRIPTION SERVICE AND THE SITE ARE PROVIDED "AS IS," AND DOCUSIGN: (a) MAKES NO ADDITIONAL REPRESENTATION OR WARRANTY OF ANY KIND WHETHER EXPRESS, IMPLIED (EITHER IN FACT OR BY OPERATION OF LAW), OR STATUTORY, AS TO ANY MATTER WHATSOEVER; (b) EXPRESSLY DISCLAIMS ALL IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, QUALITY, ACCURACY, AND TITLE; AND (c) DOES NOT WARRANT THAT THE SUBSCRIPTION SERVICE OR SITE ARE OR WILL BE ERROR-FREE, WILL MEET SUBSCRIBER'S REQUIREMENTS, OR BE TIMELY OR SECURE. SUBSCRIBER WILL BE SOLELY RESPONSIBLE FOR ANY DAMAGE RESULTING FROM THE USE OF THE SUBSCRIPTION SERVICE OR SITE. SUBSCRIBER WILL NOT HAVE THE RIGHT TO MAKE OR PASS ON ANY REPRESENTATION OR WARRANTY ON BEHALF OF DOCUSIGN TO ANY THIRD PARTY. USE OF THE SUBSCRIPTION SERVICE AND SITE ARE AT YOUR SOLE RISK. Because some states and jurisdictions do not allow limitations on implied warranties, the above limitation may not apply to you. In that event, such warranties are limited to the minimum warranty period allowed by the applicable law.

16. SUBSCRIBER INDEMNIFICATION OBLIGATIONS You will defend, indemnify, and hold us, our affiliates, officers, directors, employees, suppliers, consultants, and agents harmless from any and all third party claims, liability, damages, and costs (including, but not limited to, attorneys' fees) arising from or related to: (a) your use of the Subscription Service; (b) your violation of these Terms and Conditions; (c) your infringement, or infringement by any other user of your Account, of any intellectual property or other right of any person or entity; or (d) the nature and content of all materials, works, data, statements, and other visual, graphical, written, or audible communications of any nature submitted by any Authorized User of your Account or otherwise processed through your Account.

17. LIMITATIONS OF LIABILITY NOTWITHSTANDING ANYTHING TO THE CONTRARY CONTAINED IN THESE TERMS AND CONDITIONS, DOCUSIGN WILL NOT, UNDER ANY CIRCUMSTANCES, BE LIABLE TO SUBSCRIBER

FOR ANY CONSEQUENTIAL, INCIDENTAL, SPECIAL, OR EXEMPLARY DAMAGES ARISING OUT OF OR RELATED TO THE TRANSACTIONS CONTEMPLATED UNDER THESE TERMS AND CONDITIONS, INCLUDING BUT NOT LIMITED TO LOST PROFITS OR LOSS OF BUSINESS, EVEN IF APPRISED OF THE LIKELIHOOD OF SUCH DAMAGES OCCURRING. UNDER NO CIRCUMSTANCES WILL DOCUSIGN'S TOTAL LIABILITY OF ALL KINDS ARISING OUT OF OR RELATED TO THESE TERMS AND CONDITIONS OR SUBSCRIBER'S USE OF THE SUBSCRIPTION SERVICE (INCLUDING BUT NOT LIMITED TO WARRANTY CLAIMS), REGARDLESS OF THE FORUM AND REGARDLESS OF WHETHER ANY ACTION OR CLAIM IS BASED ON CONTRACT, TORT (INCLUDING NEGLIGENCE), OR OTHERWISE, EXCEED THE TOTAL AMOUNT PAID BY SUBSCRIBER TO DOCUSIGN UNDER THESE TERMS AND CONDITIONS DURING THE 3 MONTHS PRECEDING THE DATE OF THE ACTION OR CLAIM. EACH PROVISION OF THESE TERMS AND CONDITIONS THAT PROVIDES FOR A LIMITATION OF LIABILITY, DISCLAIMER OF WARRANTIES, OR EXCLUSION OF DAMAGES REPRESENTS AN AGREED ALLOCATION OF THE RISKS OF THESE TERMS AND CONDITIONS BETWEEN THE PARTIES. THIS ALLOCATION IS REFLECTED IN THE PRICING OFFERED BY DOCUSIGN TO SUBSCRIBER AND IS AN ESSENTIAL ELEMENT OF THE BASIS OF THE BARGAIN BETWEEN THE PARTIES. EACH OF THESE PROVISIONS IS SEVERABLE AND INDEPENDENT OF ALL OTHER PROVISIONS OF THESE TERMS AND CONDITIONS, AND EACH OF THESE PROVISIONS WILL APPLY EVEN IF THE WARRANTIES IN THESE TERMS AND CONDITIONS HAVE FAILED OF THEIR ESSENTIAL PURPOSE. Because some states and jurisdictions do not allow limitation of liability in certain instances, portions of the above limitation may not apply to you.

18. CONFIDENTIALITY – "Confidential Information" means any trade secrets or other information of DocuSign, whether of a technical, business, or other nature (including, without limitation, DocuSign software and related information), that is disclosed to or made available to Subscriber. Confidential Information does not include any information that: (a) was known to Subscriber prior to receiving it from DocuSign; (b) is independently developed by Subscriber without use of or reference to any Confidential Information; (c) is acquired by Subscriber from another source without restriction as to use or disclosure; or (d) is or becomes part of the public domain through no fault or action of Subscriber. During and after the Term of these Terms and Conditions, Subscriber will: (i) use the Confidential Information solely for the purpose for which it is provided; (ii) not disclose such Confidential Information to a third party; and (iii) protect such Confidential Information from unauthorized use and disclosure to the same extent (but using no less than a reasonable degree of care) that it protects its own Confidential Information of a similar nature. If Subscriber is required by law to disclose the Confidential Information or the terms of these Terms and Conditions, Subscriber must give prompt written notice of such requirement before such disclosure and assist the DocuSign in obtaining an order protecting the Confidential Information from public disclosure. Subscriber acknowledges that, as between the parties, all Confidential Information it receives from DocuSign, including all copies thereof in Subscriber's possession or control, in any media, is proprietary to and exclusively owned by DocuSign. Nothing in these Terms and Conditions grants Subscriber any right, title, or interest in or to any of the Confidential Information. Subscriber's incorporation of the Confidential Information into any of its own materials shall not render Confidential Information non-confidential. Subscriber acknowledges that any actual or threatened violation of this confidentiality provision may cause

irreparable, non-monetary injury to the disclosing party, the extent of which may be difficult to ascertain, and therefore agrees that DocuSign shall be entitled to seek injunctive relief in addition to all remedies available to DocuSign at law and/or in equity. Absent written consent of DocuSign, the burden of proving that the Confidential Information is not, or is no longer, confidential or a trade secret shall be on Subscriber.

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