



PO Box 206
3900 Central Parkway
Hudsonville, MI 49426

January 15, 2014

Mr. Chris Marquette, Contract Administrator
Department of Administration
Materials Management Division
112 Administration Building
St. Paul, MN 55155

RE: REQUEST FOR PROPOSAL (RFP)
LED Emergency Lightbars, Siren Warning Accessories and other related accessories

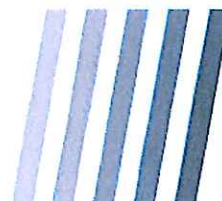
Dear Mr. Marquette,

Emergency Technology, Inc. dba SoundOff Signal is pleased to submit a response to the RFP for LED Emergency Lightbars, Siren Warning Accessories, and other related accessories. We make innovative safety lighting solutions for law enforcement vehicles that make law enforcement officers safe. For more than 20 years SoundOff Signal has provided safety lighting products, as well as sirens, speakers and switches. We are a Michigan-based small business and employee-owned company that designs, engineers and manufactures our robust offerings in the USA. We have experience supplying government entities including local, state, and federal agencies. We work daily with law enforcement agencies across the United States to provide them vehicle lighting solutions to meet their needs.

Our company information, product and solutions can be found on our website at www.soundoffsignal.com.

Our Market Basket response includes our Magnum and nFORCE lightbars. Included are the technical specification information and photos.

We are represented by our Authorized Distributors throughout the United States and abroad. We have included in this proposal only distributors for the 11 states that have signified their intent to participate in the Master Agreement. Upon request we will provide other distributors. The distributors in our list are experienced professionals that not only sell our product, but also install and service our products.



Toll Free 800.338.7337
Office 616.896.7100
Office Fax 616.896.1226
Order Fax 616.896.1286
www.soundoffsignal.com

Our RFP response includes six binders—One containing the signed original proposal and five containing copies. Original Cost Proposal (price schedule) one in paper/hardcopy form and one electronic flash drive is contained in a separate sealed envelope. Each binder contains the following:

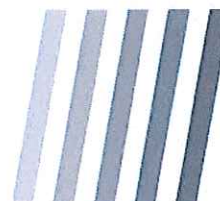
- Proposal and (one electronic searchable pdf on flash drive) in original binder.
- Signed Addendum #1 dated December 30, 2013 and signed Addendum #2 dated January 8, 2014, Addendum #3 dated January 14, 2014
- Acceptance of all terms and conditions.
- Forms included in RFP: Signature Page, Affirmative Action Certification, Trade Secret Information, Affidavit on Non-Collusion Service and Delivery, Savings, Taxpayer Identification, Veterans Preference, VPAT Web Content Accessibility Guidelines 2.0 level AA and State of Vermont Insurance certificate
- Explanation of website capability
- Technical specs and literature for the Magnum and nFORCE lightbars included in our Market Basket response
- SoundOff Signal commercial product catalog

We thank you for the opportunity to respond to your RFP. We look forward to working with you on future emergency lighting opportunities. If you have any questions or need additional information please call me at 616-662-6116 or email me at tbrown@soundoffsignal.com.

Sincerely,



Tom Brown
Federal Sales and Dealer Development Manager
tbrown@soundoffsignal.com | www.soundoffsignal.com
SoundOff Signal



Toll Free 800.338.7337
Office 616.896.7100
Office Fax 616.896.1226
Order Fax 616.896.1286
www.soundoffsignal.com



PROPOSAL

The State of Minnesota

On behalf of



REQUEST FOR PROPOSAL

MINNESOTA WSCA-NASPO Master Agreement for:

LED Emergency Light Bars, Siren Warning Accessories, and other Related Accessories



Materials Management Division
112 Administration Building
50 Sherburne Avenue
St. Paul, MN 55155
Voice: 651.296.2600
Fax: 651.297.3996

STATE OF MINNESOTA

REQUEST FOR PROPOSAL (RFP)

LED EMERGENCY LIGHT BARS, SIREN WARNING ACCESSORIES, AND OTHER RELATED ACCESSORIES

DUE DATE: JANUARY 8, 2014

TIME: 3:00 P.M., CENTRAL TIME

SIGNATURE PAGE

REQUEST FOR PROPOSAL (RFP)

TITLE: LED Emergency Light Bars, Siren Warning Accessories, and Other Related Accessories

DUE DATE: Wednesday, January 8, 2014

TIME: 3:00 P.M., CENTRAL TIME, USA

PLACE: Department of Administration
Materials Management Division
50 Sherburne Avenue
112 Administration Building
St. Paul, MN 55155

CONTACT: Chris Marquette
Contract Administrator
chris.marquette@state.mn.us

PHONE: 651.201.2427

FAX: 651.297.3996

CONTRACT PERIOD: The initial Contract term will be two (2) years, with the option to extend up to 36 months, upon agreement by both parties.

The response to this Request for Proposal (RFP) must be returned sealed. Sealed responses must be received in the office of the Director of the Materials Management Division and time-stamped no later than the date and time specified above, at which time the names of the vendors responding to this RFP will be read. **Late responses** cannot be considered. The laws of Minn. Stat. Ch. 16C apply to this RFP.

In accordance with this RFP, and subject to all conditions thereof, the undersigned agrees that its response to this RFP, or any part thereof, is an irrevocable offer for 90 days following the submission deadline date unless stated otherwise in the RFP. It is understood and agreed that the response, or any part thereof, when accepted by the appropriate department and Lead State officials in writing, may become part of a legal and binding Contract between the undersigned vendor and the State of Minnesota (Lead State).

Delivery Offered: * _____ days After Receipt of Order if different than called for in the Special Terms and Conditions. * 5 days in-stock items, non-stock items 15 days, custom to be negotiated at time of order.

Prompt Payment Terms (if available): ☐ % 30; ☐ % 15/Net 30; ☐ % 10/Net 30, ☐
Other (specify): Net 30

Name of Vendor: SoundOff Signal **Vendor E-Mail:** tbrown@soundoffsignal.com

Address: 3900 Central Parkway, Hudsonville, MI 49426

Phone: 616-662-6116 **Fax:** 616-896-1286 **Date:** January 6, 2014

Authorized Signature: 

Typed name of signer: Thomas Roe **Title:** Vice President

Signer must be authorized to contractually obligate the vendor.

Type or print clearly the name of the person who prepared the response: Tom Brown

SECTION 1: INTRODUCTION

The State of Minnesota, Department of Administration, Materials Management Division (Lead State) is requesting proposals on behalf of the State of Minnesota and WSCA-NASPO Cooperative Purchasing Organization (WSCA-NASPO), LLC, the Western States Contracting Alliance-National Association of State Procurement Officials cooperative purchasing program. The purpose of this Request for Proposal (hereafter called the RFP or Solicitation) is to establish Minnesota WSCA-NASPO Master Agreement(s) with qualified manufacturers for **LED EMERGENCY LIGHT BARS, SIREN WARNING ACCESSORIES, AND OTHER RELATED ACCESSORIES**. The Contracts will be set up as a percent (%) discount from the Manufacturer's Suggested Retail Price (MSRP) for the products offered (see Item No. 15 of Section No. 3).

This RFP describes a relationship to be established between the Lead State and a Responder and also specifies contractual conditions and details the basis for the responses, the subsequent review, and the final selection process. Detailed Contract obligations and measures of performance may be further defined in the final negotiated Contracts. The RFP shall not be construed to limit the Lead State's right to issue or not issue any Contract, to reject all proposals, or to negotiate with more than one Responder.

Sealed responses must be received in the Materials Management Division and time-stamped no later than the date and time specified, at which time the names of the vendors responding to this RFP will be read. Late responses cannot be considered. The laws of Minn. Stat. Ch. 16C, and all other applicable laws, apply to this RFP.

For the purpose of this RFP and any resulting contracts, Related Accessories refers to items which are part of a "Traffic Awareness Package" or "Vehicular Emergency Warning Products." This would typically include all warning lights such as; roof-mounted light bars, interior lighting packages, and other miscellaneous warning lights like scene lights, spot lights, as well as siren amplifiers, switches, speakers, mounting brackets, etc. Items not included are cages, push grilles, shotgun holders, etc.

All authorized governmental entities in any state are welcome to use the resulting Master Agreements through WSCA-NASPO with the approval of the Lead State Chief Procurement Official. Upon final award of the overarching Master Agreements, Contract Vendors are able to sign Participating Addendums (PA) at the option of Participating States. Participating States reserve the right to add state specific terms and conditions in their Participating Addendum as allowed by the Master Agreement.

This RFP will result in a Master Agreement. The initial Master Agreement term will be two (2) years, with the option to extend up to 36 months, upon agreement by both parties. Participating Entities will have the option to participate and further refine their Terms and Conditions through a Participating Addendum.

WSCA-NASPO BACKGROUND INFORMATION

Since 1993, the Western States Contracting Alliance (WSCA) served as the primary cooperative purchasing arm of the National Association of Lead State Procurement Officials (NASPO) and encouraged, fostered, and guided participating members to work collaboratively in an effort to create true procurement cooperatives.

NASPO has formed a subsidiary entity, the WSCA-NASPO Cooperative Purchasing Organization (WSCA-NASPO), LLC, to manage its national cooperative purchasing program. The LLC was formed in October of 2012 and began operating officially on January 1, 2013. A 21-member Management Board has been appointed to oversee the operations and activities of the new organization. The LLC is not a party to the Master Agreement resulting from this solicitation.

WSCA-NASPO represents a unified, nationally-focused cooperative purchasing program that will leverage the collective expertise and experience of WSCA and NASPO, aggregate the demand of all 50 states, the District of Columbia and the five organized territories, and their political subdivisions and other eligible entities, and help spur innovation and competition in the marketplace.

PARTICIPATING STATES

Apart from the Lead State conducting the Solicitation, the states listed below have signified their intent to participate in the Master Agreement(s) resulting from this RFP. These states are considered Participating States for the purposes of this Solicitation and its resulting contracts(s). Additional states may decide to participate after the Master Agreement(s) has been awarded. Other entities may be authorized by their state's Chief Procurement Official to enter into Participating Addenda. The states and entities executing Participating Addenda are "Participating Entities."

Colorado

Hawaii

Maine

Missouri

Nevada

New Hampshire

Oklahoma

South Dakota

Vermont

Washington

Some state specific terms and conditions are provided in **Section 5**. These are for informational purposes only and will be negotiated with each individual state after award of the Master Agreement. All states and other Participating Entities reserve the right to add additional terms and conditions to a participating addendums.

QUESTIONS.

Questions must be submitted in writing, via e-mail, to the Contract Administrator listed on Page 3. All questions received by **Wednesday, December 18, 2013**, will be responded to via an addendum to official Solicitation holders. Be specific and cite the section, item and page number to which the question refers. Contact regarding this RFP with any state personnel other than the Contract Administrator may result in rejection of the response.

SCHEDULE OF EVENTS

This section provides a tentative schedule of the critical project dates. Responders should carefully examine and make certain they have a clear understanding of the requirements of the specified project milestones and the associated dates.

Date/Time	ACTION
<i>Thursday, November 21, 2013</i>	Publish RFP
<i>Wednesday, December 18, 2013</i>	Cutoff Date for Questions
<i>Wednesday, January 8, 2013</i>	Proposal Due Date

PROPOSAL PREPARATION

Responses are to be prepared and presented in the same sequential order as the questions and requests for comments are presented in this document. Responses deviating from the RFP format and organization may be removed from further consideration. Responses are expected to provide a straightforward and concise description of the Responder's ability to meet the requirements.

The response to this RFP must be returned sealed. Sealed responses must be received in the Materials Management Division and time-stamped no later than the date and time specified in the Schedule of Events, at which time the names of the Responders responding to this RFP will be read. **Late responses** cannot be considered. The laws of Minn. Stat. Ch. 16C apply to this RFP.

Responses are to be sealed in mailing envelopes or packages with the Responder's name and address clearly written on the outside and must contain the following:

- **ONE (1) ORIGINAL and FIVE (5) COPIES** of the response in written form. **Do not include the pricing components (sheets) which are to be submitted separately as stated below.** The original copy of the response must be signed by an authorized member of the firm and marked "Original."
- **ONE (1) ORIGINAL** of the pricing document (no extra copies), in written form, in a separate sealed envelope marked **Pricing Proposal**. This must be received no later than the due date and time specified in the Schedule of Events.
- **ONE (1) electronic copy** (on CD or Flash Drive) of your entire response, including the pricing documents (unprotected Excel document).

Once the RFP is awarded, the original copies will be kept, but all other copies and the electronic copies may be destroyed.

Costs for developing a response to this RFP are entirely the Responder's responsibility and shall not be chargeable to the Lead State of Minnesota or to any agency thereof.

This RFP does not commit the Lead State to award any contract or to pay any costs incurred by the Responders responding. Any materials submitted may be incorporated by reference in the final Contract.

The Lead State reserves the right to accept or reject any or all responses or parts of responses and to waive informalities therein.

All responses must be prepared as stated herein and properly signed. Address all correspondence and inquiries regarding this RFP to the Contract Administrator identified on page nine (9) of this RFP. **THIS IS A REQUEST FOR PROPOSAL; NOT A PURCHASE ORDER.**

- a. **ALTERATIONS.** Any alteration, particularly in the price used to determine the successful response, may be rejected unless the alteration is initialed by the person authorized to contractually obligate the Responder. Proof of authorization shall be provided upon request.
- b. An **AUTHORIZED SIGNATURE** is required. The response must be in the legal name of the firm or business, and must be fully and properly executed and signed by an officer or other authorized representative who shall state his/her title.

Proof of authority of the person signing the response shall be furnished upon request. If the Responder is a corporation, a secretarial certificate of an excerpt of the corporate minutes showing that the signing officer has authority to contractually obligate the corporation shall be furnished. Where the corporation has designated an attorney-in-fact, the ordinary power of attorney should be furnished. If the Responder is a partnership, a letter of authorization shall be furnished, signed by one of the general partners. If the Responder is a proprietor, and the person signing the response is other than the owner, a letter of authorization signed by the owner shall be furnished.

SECTION 2: GENERAL TERMS AND CONDITIONS, AND FORMS

ALL GENERAL TERMS AND CONDITIONS (SECTION 2, A-C) AND SPECIAL TERMS AND CONDITIONS (SECTION 3) APPLY TO THE MASTER AGREEMENT CONTRACT

A. STATE OF MINNESOTA GENERAL TERMS AND CONDITIONS

B. WSCA-NASPO GENERAL TERMS & CONDITIONS

C. FORMS

SECTION 2: GENERAL TERMS AND CONDITIONS, AND FORMS

A. STATE OF MINNESOTA GENERAL TERMS AND CONDITIONS

1. **ACCEPTANCE OF TERMS AND CONDITIONS** The contents of the RFP and the response of the successful responder will become Master Agreement contractual obligations, along with the final Master Agreement, if acquisition action ensues. A statement of acceptance of the proposed Contract Terms and Conditions, unless taken exception to, as specified in the RFP must be included in the response. Any suggestions for alternate language shall be presented. The Lead State is under no obligation to accept wording changes submitted by the responder. The Lead State is solely responsible for rendering decisions in matters of interpretation on all terms and conditions. Any response which fails to comply with this requirement may be disqualified as nonresponsive.

All general proposal terms, specifications and WSCA-NASPO Terms & Conditions form a part of this RFP and will apply to any Master Agreements entered into as a result thereof.

2. **CONFLICT OF TERMS/ORDER OF PRECEDENCE:**

1. A Participating Entity's Participating Addendum ("PA");
2. Minnesota WSCA-NASPO Master Agreement (includes negotiated Terms & Conditions)
3. The Solicitation; and
4. Accepted portions of Contract Vendor's response to the Solicitation, as modified in any proposal revisions (if permitted)

These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contract Vendor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to the Master Agreement as an Exhibit or Attachment. No other terms and conditions shall apply, including terms and conditions listed in the Contract Vendor's response to the Solicitation, or terms listed or referenced on the Contract Vendor's website, in the Contract Vendor quotation/sales order or in similar documents subsequently provided by the Contract Vendor.

3. **ADDENDA TO THE RFP.** Any addendum issued will become a part of the RFP. The Lead State may modify or clarify the RFP by issuing one or more addenda to all parties who have received the RFP. Each responder must follow the directions on the addendum. Addenda will be numbered consecutively in the order they are issued.
4. **AWARD.** The award of this solicitation will be based upon the total accumulated points as established in the RFP, for separate items, by grouping items, or by total lot, and where at its sole discretion the Lead State believes it will receive the best value. The Lead State reserves the right to award this solicitation to a single responder, or to multiple responders, whichever is in the best interest of the Lead State. The Lead State reserves the right to accept all or part of an offer, to reject all offers, to cancel the solicitation, or to re-issue the solicitation, whichever is in the best interest of the Lead State.

The Sourcing Team will make a recommendation on the award of this RFP. The commissioner of Administration or designee may accept or reject the recommendation of the Sourcing Team. The final award decision will be made by the Commissioner of Administration and the WSCA-NASPO Management Board.

5. **CLARIFICATION.** If a responder discovers any significant ambiguity, error, conflict, discrepancy, omission, or other deficiency in the RFP, the responder shall immediately notify the Acquisition Management Specialist in writing, as specified in the introduction, of such error and request modification or clarification of the document.

Responders are cautioned that any activity or communication with a State employee or officer, or a member of the Evaluation Team, regarding this Solicitation's contents or process, is strictly prohibited and may, as a result, have its response rejected. Any communication regarding this Solicitation, its content or process, must be directed to the Acquisition Management Specialist listed in the Solicitation documents.

6. **COMPLETION OF RESPONSES.** A response may be rejected if it is conditional or incomplete. Responses that contain conflicting, false, or misleading statements or that provide references that contradict or do not support an attribute or condition stated by the responder, may be rejected.

7. **MASTER AGREEMENT ADMINISTRATOR.** The Master Agreement Administrator designated by WSCA-NASPO and the State of Minnesota, Department of Administration is: Chris Marquette. Direct all correspondence and inquiries, legal questions, general issues, or technical issues regarding this RFP to:
- Chris Marquette
Contract Administrator
Department of Administration
Materials Management Division
50 Sherburne Avenue
112 Administration Building
St. Paul, MN 55155
- Fax: 651.297.3996
E-mail: chris.marquette@state.mn.us
8. **DISPOSITION OF RESPONSES.** All materials submitted in response to this RFP will become property of the Lead State and will become public record after the evaluation process is completed. The evaluation process is complete when negotiations with the selected vendors are final. If the responder submits information in response to this RFP that it believes to be trade secret materials, as defined by the Minnesota Government Data Practices Act, Minn. Stat. § 13.37, the responder must:
- clearly mark all trade secret materials in its response at the time the response is submitted;
 - include a statement with its response justifying the trade secret designation for each item; and,
 - defend any action seeking release of the materials it believes to be trade secret, and indemnify and hold harmless the Lead State, its agents and employees, from any judgments awarded against the Lead State in favor of the party requesting the materials, and any and all costs connected with that defense. This indemnification survives the Lead State's award of a Master Agreement. In submitting a response to the RFP, the responder agrees that this indemnification survives as long as the trade secret materials are in possession of the Lead State. The Lead State is required to keep all the basic documents related to its Master Agreements, including responses to RFPs, for a minimum of seven years.
- The Lead State will not consider the prices submitted by the responder to be trade secret materials.
9. **DISPUTE RESOLUTION PROCEDURES.** Any issue a responder has with the RFP document, which includes, but is not limited to, the terms, conditions, and specifications, must be submitted in writing to and received by the Master Agreement Administrator prior to the opening due date and time. Any issue a responder has with the Master Agreement award must be submitted in writing to the Master Agreement Administrator within five working days from the time the intent to award. This notice may be made by any of the following methods: notification by letter, fax or email, or posted on the Materials Management website, www.mmd.admin.state.mn.us. The Lead State will respond to any protest received that follows the above procedure. For those protests that meet the above submission requirements, the appeal process is, in sequence: The responsible Master Agreement Administrator, the Materials Management Division (MMD) Assistant Director, and the MMD Director.
10. **ELECTRONIC FILES TO DOWNLOAD, COMPLETE, AND RETURN.** See Section 3, Special Terms, Conditions, Scope of Work and Pricing.
11. **ENTIRE AGREEMENT.** A written Master Agreement (including the contents of this RFP and selected portions of Contract Vendor's response incorporated therein by reference) and any written addenda thereto constitute the entire agreement of the parties to the Master Agreement.
12. **IRREVOCABLE OFFER.** In accordance with this Request for Proposal, and subject to all conditions thereof, the undersigned agrees that its response to this RFP, or any part thereof, is an irrevocable offer for 180 days following the submission deadline date unless stated otherwise in the RFP. It is understood and agreed that the response, or any part thereof, when accepted by the appropriate department and State officials in writing, may become part of a legal and binding Master Agreement between the undersigned vendor and the State of Minnesota.
13. **MATERIAL DEVIATION.** A responder shall be presumed to be in agreement with these terms and conditions unless it takes specific exception to one or more of the conditions. Submission by the responder of its proposed language shall not be viewed as an exception unless the responder specifically states in the response that its proposed changes are intended to supersede the terms and conditions.

RESPONDERS ARE CAUTIONED THAT BY TAKING ANY EXCEPTION THEY MAY BE MATERIALLY DEVIATING FROM THE REQUEST FOR PROPOSAL. IF A RESPONDER MATERIALLY DEVIATES FROM THE GENERAL TERMS, CONDITIONS AND INSTRUCTIONS OR THE WSCA-NASPO TERMS AND CONDITIONS AND/OR SPECIFICATIONS, ITS RESPONSE MAY BE REJECTED.

A material deviation is an exception to the Request for Proposal general or WSCA-NASPO terms and conditions and/or specifications that:

- a. gives the responder taking the exception a competitive advantage over other vendors; or,
- b. gives the Lead State something significantly different from that which the Lead State requested.

14. **NONRESPONSIVE RESPONSES.** Responses that do not comply with the provisions in the RFP may be considered nonresponsive and may be rejected.
15. **NOTICES.** If one party is required to give notice to the other under the Master Agreement, such notice shall be in writing and shall be effective upon receipt. Delivery may be by certified United States mail or by hand, in which case a signed receipt shall be obtained. A facsimile transmission shall constitute sufficient notice, provided the receipt of the transmission is confirmed by the receiving party. Either party must notify the other of a change in address for notification purposes. All notices to the Lead State shall be addressed as follows:
- Chris Marquette
Contract Administrator
50 Sherburne Avenue
112 Administration Bldg.
St. Paul, MN 55155
- chris.marquette@state.mn.us
16. **PRE-PROPOSAL MEETING.** Not applicable.
17. **PROPOSAL PREPARATION.** See Section 1, Introduction.
18. **QUESTIONS.** See Section 1, Introduction.
19. **SCHEDULE OF EVENTS.** See Section 1, Introduction.
20. **TAXPAYER IDENTIFICATION:** The Contract Vendor shall be registered as a vendor to the Lead State in the SWIFT Procurement System. Registration must be done online at <http://www.mmb.state.mn.us/vendorresources>.
21. **ACCEPTANCE OF PROPOSAL CONTENT.** The contents of this RFP and selected portions of response of the successful Proposer will become contractual obligations, along with the final Master Agreement, if acquisition action ensues. The Lead State is solely responsible for rendering the decision in matters of interpretation of all terms and conditions.
22. **ADMINISTRATIVE PERSONNEL CHANGES.** Not applicable.
23. **AMENDMENT(S).** Master Agreement amendments shall be negotiated by the Lead State with the Contract Vendor whenever necessary to address changes in the terms and conditions, costs, timetable, or other changes within the general scope of work. An approved Master Agreement amendment means one approved by the authorized signatories of the Contract Vendor and the Lead State as required by law.
24. **AMERICANS WITH DISABILITIES ACT (ADA).** Products provided under the Master Agreement must comply with the requirements of the Americans With Disabilities Act (ADA). The Contract Vendor's catalog and other marketing materials utilized to offer products under the Master Agreement must state when a product is not in compliance. If any descriptive marketing materials are silent as to these requirements, the Contract Vendor agrees that the customer can assume the product meets or exceeds the ADA requirements.
25. **AWARD OF RELATED CONTRACTS.** Not applicable.
26. **AWARD OF SUCCESSOR CONTRACTS.** Not applicable.

27. CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION

a. Certification regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion – Lower Tier Covered Transactions.

Instructions for certification:

1. By signing and submitting this proposal, the prospective lower tier participant [responder] is providing the certification set out below.
2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification, in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment.
3. The prospective lower tier participant shall provide immediate written notice to the person to whom this proposal [response] is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or had become erroneous by reason of changed circumstances.
4. The terms covered transaction, debarred, suspended, ineligible lower tier covered transaction, participant, person, primary covered transaction, principal, proposal, and voluntarily excluded, as used in this clause, have the meaning set out in the Definitions and Coverages section of rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations.
5. The prospective lower tier participant agrees by submitting this response that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction [subcontract equal to or exceeding \$25,000] with a person who is proposed for debarment under 48 CFR part 9, subpart 9.4, debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.
6. The prospective lower tier participant further agrees by submitting this proposal that it will include this clause titled, "Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion – Lower Tier Covered Transaction," without modification, in all lower tier covered transactions and in all solicitations for lower tier covered transactions.
7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not proposed for debarment under 48 CFR part 9, subpart 9.4, debarred, suspended, ineligible, or voluntarily excluded from covered transactions, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the list of parties excluded from federal procurement and nonprocurement programs.
8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is proposed for debarment under 48 CFR part 9, subpart 9.4, suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the Federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment.

b. Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion – Lower Tier Covered Transactions.

1. The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

2. Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

28. **CHANGE REQUESTS.** Not applicable.

29. **CONFLICT MINERALS.** Contract Vendor agrees to provide information upon request regarding adherence to the Federal Conflict Minerals Trade Act. See: <http://beta.congress.gov/111/bills/hr4173/111hr4173enr.pdf#page=838>
<http://www.sec.gov/news/press/2012/2012-163.htm>

30. **COPYRIGHTED MATERIAL WAIVER.** The Lead State reserves the right to use, reproduce and publish proposals in any manner necessary for State agencies and local units of government to access the responses, including but not limited to photocopying, State Intranet/Internet postings, broadcast faxing, and direct mailing. In the event that the response contains copyrighted or trademarked materials, it is the responder's responsibility to obtain permission for the Lead State to reproduce and publish the information, regardless of whether the responder is the manufacturer or reseller of the products listed in the materials. By signing its response, the responder certifies that it has obtained all necessary approvals for the reproduction and/or distribution of the contents of its response and agrees to indemnify, protect, save and hold the Lead State, its representatives and employees harmless from any and all claims arising from the violation of this section and agrees to pay all legal fees incurred by the Lead State in the defense of any such action.

31. **EFFECTIVE DATE.** Pursuant to Minnesota law, the Master Agreement arising from this RFP shall be effective upon the date of final execution by the Lead State, unless a later date is specified in the Master Agreement.

32. **FOREIGN OUTSOURCING OF WORK.** Not applicable.

33. **GOVERNMENT DATA PRACTICES.** The Contract Vendor and the Lead State must comply with the Minnesota Government Data Practices Act, Minn. Stat. Ch. 13, (and where applicable, if the Lead State contracting party is part of the judicial branch, with the Rules of Public Access to Records of the Judicial Branch promulgated by the Minnesota Supreme Court as the same may be amended from time to time) as it applies to all data provided by the Lead State to the Contract Vendor and all data provided to the Lead State by the Contract Vendor. In addition, the Minnesota Government Data Practices Act applies to all data created, collected, received, stored, used, maintained, or disseminated by the Contract Vendor in accordance with the Master Agreement that is private, nonpublic, protected nonpublic, or confidential as defined by the Minnesota Government Data Practices Act, Ch. 13 (and where applicable, that is not accessible to the public under the Rules of Public Access to Records of the Judicial Branch).

In the event the Contract Vendor receives a request to release the data referred to in this article, the Contract Vendor must immediately notify the Lead State. The Lead State will give the Contract Vendor instructions concerning the release of the data to the requesting party before the data is released. The civil remedies of Minn. Stat. § 13.08, apply to the release of the data by either the Contract Vendor or the Lead State.

The Contract Vendor agrees to indemnify, save, and hold the State of Minnesota, its agent and employees, harmless from all claims arising out of, resulting from, or in any manner attributable to any violation of any provision of the Minnesota Government Data Practices Act (and where applicable, the Rules of Public Access to Records of the Judicial Branch), including legal fees and disbursements paid or incurred to enforce this provision of the Master Agreement. In the event that the Contract Vendor subcontracts any or all of the work to be performed under the Master Agreement, the Contract Vendor shall retain responsibility under the terms of this article for such work.

34. **HAZARDOUS SUBSTANCES.** To the extent that the goods to be supplied by the Contract Vendor contain or may create hazardous substances, harmful physical agents or infectious agents as set forth in applicable State and federal laws and regulations, the Contract Vendor must provide Material Safety Data Sheets regarding those substances. A copy must be included with each delivery.

35. **HUMAN RIGHTS/AFFIRMATIVE ACTION.** The Lead State requires affirmative action compliance by its Contract Vendors in accordance with Minn. Stat. § 363A.36 and Minn. R. 5000.3400 to 5000.3600.

- a. Covered contracts and Contract Vendors. One-time acquisitions, or a contract for a predetermined amount of goods and/or services, where the amount of your response is in excess of \$100,000 requires completion of the Affirmative Action Certification page. If the solicitation is for a contract for an indeterminate amount of goods and/or services, and the State estimated total value of the contract exceeds \$100,000 whether it will be a multiple award contract or not, you must complete the Affirmative Action Certification page. If the contract dollar amount or the State estimated total contract amount exceeds \$100,000 and the Contract Vendor employed more than 40 full-time employees on a single working day during the previous 12 months in Minnesota or in the state where it has its principal place of business, the Contract Vendor must comply with the requirements of Minn. Stat. § 363A.36, subd. 1 and Minn. R. 5000.3400 to 5000.3600. A Contract Vendor covered by Minn. Stat. § 363A.36, subd. 1 and Minn. R. 5000.3400 to 5000.3600 that had more than 40 full-time employees within Minnesota on a single working day during the previous 12 months must have a certificate of compliance issued by the commissioner of the Department of Human Rights (certificate of compliance). A Contract Vendor covered by Minn. Stat. § 363A.36, subd. 1 that did not have more than 40 full-time employees on a single working day during the previous 12 months within Minnesota but that did have more than 40 full-time employees in the state where it has its principal place of business and that does not have a certificate of compliance must certify that it is in compliance with federal affirmative action requirements.
- b. Minn. Stat. § 363A.36, subd. 1 requires the Contract Vendor to have an affirmative action plan for the employment of minority persons, women, and qualified disabled individuals approved by the commissioner of the Department of Human Rights (commissioner) as indicated by a certificate of compliance. Minn. Stat. § 363A.36 addresses suspension or revocation of a certificate of compliance and contract consequences in that event. A contract awarded without a certificate of compliance may be voided.
- c. Minn. R. 5000.3400-5000.3600 implement Minn. Stat. § 363A.36. These rules include, but are not limited to, criteria for contents, approval, and implementation of affirmative action plans; procedures for issuing certificates of compliance and criteria for determining a Contract Vendor's compliance status; procedures for addressing deficiencies, sanctions, and notice and hearing; annual compliance reports; procedures for compliance review; and contract consequences for noncompliance. The specific criteria for approval or rejection of an affirmative action plan are contained in various provisions of Minn. R. 5000.3400-5000.3600 including, but not limited to, parts 5000.3420-5000.3500 and parts 5000.3552-5000.3559.
- d. Disabled Workers. Minn. R. 5000.3550 provides the Contract Vendor must comply with the following affirmative action requirements for disabled workers.

AFFIRMATIVE ACTION FOR DISABLED WORKERS

- (a) The Contract Vendor must not discriminate against any employee or applicant for employment because of physical or mental disability in regard to any position for which the employee or applicant for employment is qualified. The Contract Vendor agrees to take affirmative action to employ, advance in employment, and otherwise treat qualified disabled persons without discrimination based upon their physical or mental disability in all employment practices such as the following: employment, upgrading, demotion or transfer, recruitment, advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship.
- (b) The Contract Vendor agrees to comply with the rules and relevant orders of the Minnesota Department of Human Rights issued pursuant to the Minnesota Human Rights Act.
- (c) In the event of the Contract Vendor's noncompliance with the requirements of this clause, actions for noncompliance may be taken in accordance with Minn. Stat. § 363A.36 and the rules and relevant orders of the Minnesota Department of Human Rights issued pursuant to the Minnesota Human Rights Act.
- (d) The Contract Vendor agrees to post in conspicuous places, available to employees and applicants for employment, notices in a form to be prescribed by the commissioner of the Minnesota Department of Human Rights. Such notices must state the Contract Vendor's obligation under the law to take affirmative action to employ and advance in employment qualified disabled employees and applicants for employment, and the rights of applicants and employees.

(e) The Contract Vendor must notify each labor union or representative of workers with which it has a collective bargaining agreement or other contract understanding, that the Contract Vendor is bound by the terms of Minn. Stat. § 363A.36 of the Minnesota Human Rights Act and is committed to take affirmative action to employ and advance in employment physically and mentally disabled persons.

e. Consequences. The consequences of a Contract Vendor's failure to implement its affirmative action plan or make a good faith effort to do so include, but are not limited to, suspension or revocation of a certificate of compliance by the commissioner, refusal by the commissioner to approve subsequent plans, and termination of all or part of the Contract by the commissioner or the State.

f. Certification. The Contract Vendor hereby certifies that it is in compliance with the requirements of Minn. Stat. § 363A.36, subd. 1 and Minn. R. 5000.3400-5000.3600 and is aware of the consequences for noncompliance. It is agreed between the parties that Minn. Stat. 363.36 and Minn. R. 5000.3400 to 5000.3600 are incorporated into any contract between these parties based upon this specification or any modification of it. A copy of Minn. Stat. 363A.36 and Minn. R. 5000.3400 to 5000.3600 are available upon request from the contracting agency.

36. **INDEMNIFICATION, HOLD HARMLESS, AND LIMITATION OF LIABILITY.** The Contract Vendor shall indemnify, protect, save and hold harmless the Lead State and the Participating Entity, its representatives and employees, from any and all claims or causes of action, including all legal fees incurred by the State arising from the performance of the Master Agreement by the Contract Vendor or its agents, employees, or subcontractors. This clause shall not be construed to bar any legal remedies the Contract Vendor may have with the Lead State's and Participating Entity's failure to fulfill its obligations pursuant to the Master Agreement.

37. **JURISDICTION AND VENUE.** This RFP and any ensuing Master Agreement, its amendments and supplements thereto, shall be governed by the laws of the State of Minnesota, USA. Venue for all legal proceedings arising out of the Master Agreement, or breach thereof, shall be in the State or federal court with competent jurisdiction in Ramsey County, Minnesota. By submitting a response to this Request for Proposal, a Responder voluntarily agrees to be subject to the jurisdiction of Minnesota for all proceedings arising out of this RFP, any ensuing Master Agreement, or any breach thereof.

38. **LAWS AND REGULATIONS.** Any and all services, articles or equipment offered and furnished must comply fully with all local, State and federal laws and regulations, including Minn. Stat. § 181.59 prohibiting discrimination and business registration requirements of the Office of the Minnesota Secretary of State.

39. **NONVISUAL ACCESS STANDARDS.** Not applicable.

40. **NOTICE TO RESPONDERS.** Pursuant to Minn. Stat. § 270C.65, subd. 3, Contract Vendors are required to provide their Federal Employer Identification Number or Social Security Number. This information may be used in the enforcement of federal and State tax laws. Supplying these numbers could result in action to require a Contract Vendor to file tax returns and pay delinquent tax liabilities. These numbers will be available to federal and State tax authorities and State personnel involved in the payment of State obligations.

41. **ORGANIZATIONAL CONFLICTS OF INTEREST.** The responder warrants that, to the best of its knowledge and belief, and except as otherwise disclosed, there are no relevant facts or circumstances which could give rise to organizational conflicts of interest. An organizational conflict of interest exists when, because of existing or planned activities or because of relationships with other persons:

- a Contract Vendor is unable or potentially unable to render impartial assistance or advice to the State;
- the Contract Vendor's objectivity in performing the work is or might be otherwise impaired; or
- the Contract Vendor has an unfair competitive advantage.

The Contract Vendor agrees that if an organizational conflict of interest is discovered after award, an immediate and full disclosure in writing shall be made to the Assistant Director of the Department of Administration's Materials Management Division that shall include a description of the action the Contract Vendor has taken or proposes to take to avoid or mitigate such conflicts. If an organizational conflict of interest is determined to exist, the State may, at its discretion, cancel the Master Agreement. In the event the Contract Vendor was aware of an organizational conflict of interest prior to the award of the Master Agreement and did not disclose the conflict to the Master Agreement Administrator, the State may terminate the Master Agreement for default. The provisions of this clause shall be included in all subcontracts for work to be performed, and the terms "Contract," "Contract Vendor," "Master Agreement," "Master Agreement Administrator" and "Contract Administrator" modified appropriately to preserve the State's rights.

42. **PAYMENT CARD INDUSTRY DATA SECURITY STANDARD AND CARDHOLDER INFORMATION SECURITY.**

Not applicable.

43. **PERFORMANCE WHILE DISPUTE IS PENDING.** Notwithstanding the existence of a dispute, the parties shall continue without delay to carry out all of their responsibilities under the Master Agreement that are not affected by the dispute. If a party fails to continue without delay to perform its responsibilities under the Master Agreement, in the accomplishment of all undisputed work, any additional cost incurred by the other parties as a result of such failure to proceed shall be borne by the responsible party.

44. **PREFERENCE.**

Targeted/Economically Disadvantaged. In accordance with Minn. Stat. § 16C.16, subds. 6 and 7, eligible certified targeted group (TG) businesses and certified economically disadvantaged (ED) businesses will receive a 6 percent preference on the basis of award for this RFP. The preference is applied only to the first \$500,000 of the response to the RFP. Eligible TG businesses must be currently certified by the Materials Management Division prior to the bid opening date and time.

To verify TG/ED certification, refer to the Materials Management Division's web site at www.mmd.admin.state.mn.us under "Vendor Information, Directory of Certified TG/ED Vendors."

To verify TG eligibility for preference, refer to the Materials Management Division's web site under "Vendor Information, Targeted Groups Eligible for Preference in State Purchasing" or call the Division's HelpLine at 651.296.2600.

Reciprocal Preference. In accordance with Minn. Stat. §16C.06, subd 7, the acquisition of goods or services shall be allowed a preference over a non-resident vendor from a state that gives or requires a preference to vendors from that state, the preference shall be equal to the preference given or required by the state of the non-resident vendor. If you wish to be considered a Minnesota Resident vendor you must claim that by filling out the Resident Vendor Form included in this solicitation and include it in your response.

Veteran. In accordance with Minn. Stat. § 16C.16, subd. 6a, (a) Except when mandated by the federal government as a condition of receiving federal funds, the commissioner shall award up to a six percent preference in the amount bid on state procurement to **certified small businesses** that are **majority-owned and operated by:**

- (1) recently separated veterans who have served in active military service, at any time on or after September 11, 2001, and who have been discharged under honorable conditions from active service, as indicated by the person's United States Department of Defense form DD-214 or by the commissioner of veterans affairs;
- (2) veterans with service-connected disabilities, as determined at any time by the United States Department of Veterans Affairs; or
- (3) any other veteran-owned small businesses certified under section 16C.19, paragraph (d).

In accordance with Minn. Stat. § 16C.19 (d), a veteran-owned small business, the principal place of business of which is in Minnesota, is certified if it has been verified by the United States Department of Veterans Affairs as being either a veteran-owned small business or a service disabled veteran-owned small business, in accordance with Public Law 109-461 and Code of Federal Regulations, title 38, part 74.

To receive a preference the veteran-owned small business must meet the statutory requirements above by the solicitation opening date and time. The preference is applied only to the first \$500,000 of the response.

If responder is claiming the veteran-owned preference, attach documentation, sign and return form with response to the solicitation. Only eligible veteran-owned small businesses that meet the statutory requirements and provide adequate documentation will be given the preference.

45. **PUBLIC INFORMATION.** Once the information contained in the responses is deemed public information, interested parties may request to obtain the public information. You may call 651.201.2413 between the hours of 8:00 a.m. to 4:30 p.m. to make the request.
46. **PUBLICITY.** Any publicity given to the program, publications or services provided resulting from a State contract for goods or services, including but not limited to notices, informational pamphlets, press releases, research, reports, signs and similar public notices prepared by or for the Contract Vendor, or its employees individually or jointly with others, or any subcontractors, shall identify the State as the sponsoring agency and shall not be released, unless such release is a specific part of an approved work plan included in the Master Agreement prior to its approval by the State's Authorized Representative and the State's Assistant Director or designee of Materials Management Division.
- The Contract Vendor shall make no representations of the State's opinion or position as to the quality or effectiveness of the products and/or services that are the subject of the Master Agreement without the prior written consent of the State's Assistant Director or designee of Materials Management Division. Representations include any publicity, including but not limited to advertisements, notices, press releases, reports, signs, and similar public notices.
47. **PURCHASE ORDERS.** The State requires that there will be no minimum order requirements or charges to process an individual purchase order. The Master Agreement number and the PO number must appear on all documents (e.g., invoices, packing slips, etc.). The Ordering Entity's purchase order constitutes a binding contract
48. **RIGHTS RESERVED.** Notwithstanding anything to the contrary, the State reserves the right to:
- reject any and all responses received;
 - select, for Master Agreements or for negotiations, a response other than that with the lowest cost;
 - waive or modify any informalities, irregularities, or inconsistencies in the responses received;
 - negotiate any aspect of the proposal with any responder and negotiate with more than one responder;
 - request a BEST and FINAL OFFER, if the State deems it necessary and desirable; and
 - terminate negotiations and select the next response providing the best value for the State, prepare and release a new RFP, or take such other action as the State deems appropriate if negotiations fail to result in a successful Master Agreement.
49. **RISK OF LOSS OR DAMAGE.** The State is relieved of all risks of loss or damage to the goods and/or equipment during periods of transportation, and installation by the Contract Vendor and in the possession of the Contract Vendor or their authorized agent.
50. **SEVERABILITY.** If any provision of the Master Agreement, including items incorporated by reference, is found to be illegal, unenforceable, or void, then both the State and the Contract Vendor shall be relieved of all obligations arising under such provisions. If the remainder of the Master Agreement is capable of performance it shall not be affected by such declaration or finding and shall be fully performed.
51. **STATE AUDITS** (Minn. Stat. § 16C.05, subd. 5). The books, records, documents, and accounting procedures and practices of the Contract Vendor or other party, that are relevant to the Master Agreement or transaction are subject to examination by the contracting agency and either the Legislative Auditor or the State Auditor as appropriate for a minimum of six years after the end of the Master Agreement or transaction. The State reserves the right to authorize delegate(s) to audit this Master Agreement and transactions.
52. **SURVIVABILITY.** The following rights and duties of the State and responder will survive the expiration or cancellation of the resulting Master Agreements. These rights and duties include, but are not limited to paragraphs: Indemnification, Hold Harmless and Limitation of Liability, State Audits, Government Data Practices, Governing Law, Jurisdiction and Venue, Publicity, Intellectual Property Indemnification, and Admin Fees.
53. **TRADE SECRET/CONFIDENTIAL INFORMATION.** Any information submitted as Trade Secret must be identified and submitted per the Trade Secret Form and must meet Minnesota Trade Secret as defined in Minn. Stat. § 13.37.

SECTION 2: GENERAL TERMS AND CONDITIONS, AND FORMS

B. WSCA-NASPO GENERAL TERMS AND CONDITIONS

1. ADMINISTRATIVE FEES. The Contract Vendor shall pay a WSCA-NASPO Administrative Fee of one quarter of one percent (0.25%) in accordance with the Terms and Conditions of the Master Agreement no later than 60 days following the end of each calendar quarter. The WSCA-NASPO Administrative Fee shall be submitted quarterly and is based on sales of products and services (less any charges for taxes or shipping). The WSCA-NASPO Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with proposal.

Additionally, some states may require an additional fee be paid directly to the state on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contract Vendor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements may not affect the WSCA-NASPO Administrative Fee or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee.

2. AGREEMENT ORDER OF PRECEDENCE. The Master Agreement shall consist of the following documents:

1. A Participating Entity's Participating Addendum ("PA");
2. Minnesota WSCA-NASPO Master Agreement (includes negotiated Terms and Conditions)
3. The Solicitation; and
4. Accepted portions of the Contract Vendor's response to the Solicitation, as modified in any proposal revisions (if permitted)

These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contract Vendor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment. No other terms and conditions shall apply, including terms and conditions listed in the Contract Vendor's response to the Solicitation, or terms listed or referenced on the Contract Vendor's website, in the Contract Vendor quotation/sales order or in similar documents subsequently provided by the Contract Vendor.

3. AMENDMENTS. The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written approval of the WSCA-NASPO Master Agreement Administrator.

4. ASSIGNMENT OF ANTITRUST RIGHTS. Contract Vendor irrevocably assigns to a Participating Entity any claim for relief or cause of action which the Contract Vendor now has or which may accrue to the Contract Vendor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided to the Contract Vendor for the purpose of carrying out the Contract Vendor's obligations under this Master Agreement or Participating Addendum, including, at a Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

5. ASSIGNMENT/SUBCONTRACT. Contract Vendor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the WSCA-NASPO Master Agreement Administrator.

6. CANCELLATION. Unless otherwise stated in the special terms and conditions, any Master Agreement may be canceled by either party upon 60 days' notice, in writing, prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days' written notice, unless otherwise limited or stated in the special terms and conditions of this solicitation or in the applicable Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of a Participating Entity to indemnification by the Contract Vendor, rights of payment for goods/services delivered and accepted, and rights attending any warranty or default in performance in association with any order. Cancellation of the Master Agreement due to Contract Vendor default may be immediate if defaults cannot be reasonably cured as allowed per Default and Remedies term.

7. CONFIDENTIALITY, NON-DISCLOSURE AND INJUNCTIVE RELIEF

7.1 Confidentiality. Contract Vendor acknowledges that it and its employees or agents may, in the course of providing the Product under this Master Agreement, be exposed to or acquire information that is confidential to Participating Entity or Participating Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contract Vendor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to (a) any Participating Entity records, (b) personnel records, and (c) information concerning individuals, is confidential information of Participating Entity ("Confidential Information"). Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contract Vendor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that (a) is or becomes (other than by disclosure by Contract Vendor) publicly known; (b) is furnished by Participating Entity to others without restrictions similar to those imposed by this Master Agreement; (c) is rightfully in Contract Vendor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (d) is obtained from a source other than Participating Entity without the obligation of confidentiality, (e) is disclosed with the written consent of Participating Entity or; (f) is independently developed by employees, agents or subcontractor of Contract Vendor who can be shown to have had no access to the Confidential Information

7.2 Non-Disclosure. Contract Vendor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and not to copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than the performance of this Master Agreement to Participating Entity hereunder, and to advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contract Vendor shall use commercially reasonable efforts to assist Participating Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contract Vendor shall advise Participating Entity immediately if Contract Vendor learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Master Agreement and Contract Vendor shall at its expense cooperate with Participating Entity in seeking injunctive or other equitable relief in the name of Participating Entity or Contract Vendor against any such person. Except as directed by Participating Entity, Contract Vendor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Participating Entity's request, Contract Vendor shall turn over to Participating Entity all documents, papers, and other matter in Contract Vendor's possession that embody Confidential Information. Notwithstanding the foregoing, Contract Vendor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

7.3 Injunctive Relief. Contract Vendor acknowledges that breach of this Section, including disclosure of any Confidential Information, will cause irreparable injury to Participating Entity that is inadequately compensable in damages. Accordingly, Participating Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contract Vendor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Participating Entity and are reasonable in scope and content.

7.4 Participating Entity is agreeing to the above language to the extent is not in conflict with Participating Entities public disclosure laws.

8. DEBARMENT. The Contract Vendor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (Master Agreement) by any governmental department or agency. If the Contract Vendor cannot certify this statement, attach a written explanation for review by WSCA-NASPO.

In any order against this Master Agreement for a requirement established by a Purchasing Entity that discloses the use of federal funding, to the extent another form of certification is not required by a Participating Addendum or the order of the Purchasing Entity, the Contractor's quote represents a recertification consistent with the terms of paragraph 8, Section 2A, Minnesota Terms and Conditions

9. DEFAULTS & REMEDIES

- a. The occurrence of any of the following events shall be an event of default under this Master Agreement:
 - i. Nonperformance of contractual requirements; or
 - ii. A material breach of any term or condition of this Master Agreement; or
 - iii. Any representation or warranty by Contract Vendor in response to the solicitation or in this Master Agreement proves to be untrue or materially misleading; or
 - iv. Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contract Vendor, or the appointment of a receiver or similar officer for Contract Vendor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or
 - v. Any default specified in another section of this Master Agreement.
- b. Upon the occurrence of an event of default, Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 30 calendar days in which Contract Vendor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contract Vendor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.
- c. If Contract Vendor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contract Vendor shall be in breach of its obligations under this Master Agreement and Lead State shall have the right to exercise any or all of the following remedies:
 - i. Exercise any remedy provided by law; and
 - ii. Terminate this Master Agreement and any related Master Agreements or portions thereof; and
 - iii. Impose liquidated damages as provided in this Master Agreement; and
 - iv. Suspend Contract Vendor from receiving future bid solicitations; and
 - v. Suspend Contract Vendor's performance; and
 - vi. Withhold payment until the default is remedied.
- d. In the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

10. DELIVERY. Unless otherwise indicated in the Master Agreement, the prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination with all transportation and handling charges paid by the Contract Vendor. Additional delivery charges will not be allowed for backorders.

11. FORCE MAJEURE. Neither party to this Master Agreement shall be held responsible for delay or default caused by fire, riot, acts of God and/or war which is beyond that party's reasonable control. The WSCA-NASPO Master Agreement Administrator may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

12. GOVERNING LAW. This procurement and the resulting agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of any Participating Addendum or order against the Master Agreements shall be governed by and construed in accordance with the laws of the Participating Entity's State. Venue for any claim, dispute or action concerning an order placed against the Master Agreements or the effect of a Participating Addendum shall be in the Purchasing Entity's State.

13. INDEMNIFICATION. Deleted. See Item No. 36 of the Minnesota General Terms and Conditions.

14. INDEMNIFICATION – INTELLECTUAL PROPERTY. Deleted. See Item No. 36 of the Minnesota General Terms and Conditions.

15. INDEPENDENT CONTRACT VENDOR. The Contract Vendor shall be an independent Contract Vendor, and as such shall have no authorization, express or implied to bind WSCA-NASPO or the respective states to any agreements, settlements, liability or understanding whatsoever, and agrees not to perform any acts as agent for WSCA-NASPO or the states, except as expressly set forth herein.

16. INDIVIDUAL CUSTOMER. Except to the extent modified by a Participating Addendum, each Participating Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or to recover any costs allowed in the Master Agreement and applicable Participating Addendum for their purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contract Vendor will apply the charges and invoice each Purchasing Entity individually.

17. INSURANCE. Insurance is not applicable to this solicitation nor the resulting contracts.

18. LAWS AND REGULATIONS. Any and all supplies, services and equipment offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

19. LICENSE OF PRE-EXISTING INTELLECTUAL PROPERTY. Deleted. See Item No. 30 below.

20. NO WAIVER OF SOVEREIGN IMMUNITY. The Lead State, Participating Entity or Purchasing Entity to the extent it applies does not waive its sovereign immunity by entering into this Contract and fully retains all immunities and defenses provided by law with regard to any action based on this Contract.

If a claim must be brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court of the Participating Entity's State.

21. ORDER NUMBERS. Contract order and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.

22. PARTICIPANTS. WSCA-NASPO Cooperative Purchasing Organization LLC is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the WSCA/NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school districts, counties, cities, etc.) for all 50 states and the District of Columbia. Obligations under this Master Agreement are limited to those Participating States who have signed a Participating Addendum where contemplated by the solicitation. Financial obligations of Participating States are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating States incur no financial obligations on behalf of political subdivisions. Unless otherwise specified in the solicitation, the resulting award will be permissive.

23. PARTICIPATION OF ENTITIES. Use of specific WSCA-NASPO cooperative Master Agreements by state agencies, political subdivisions and other entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.

24. PAYMENT. Payment for completion of an order under this Master Agreement is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contract Vendor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

25. PUBLIC INFORMATION. The Master Agreement and all related documents are subject to disclosure pursuant to the Participating Entity's public information laws.

26. RECORDS ADMINISTRATION AND AUDIT. The disclosure of records in Participating States relating to Participating addenda and orders placed against the Master Agreement shall be governed by the laws of the Participating State and entity who placed the order.

The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of five (5) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, to assure compliance with the terms hereof or to evaluate performance hereunder.

Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for an overpayments inconsistent with the terms of the Master Agreement or orders or underpayment of fees found as a result of the examination of the Contractor's records.

The rights and obligations herein right exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State Master Agreement Administrator to review compliance with those obligations.

Records will be retained longer if required by Participating Entity's law.

27. REPORTS - SUMMARY AND DETAILED USAGE. In addition to other reports that may be required by this solicitation, the Contractor shall provide the following WSCA-NASPO reports.

a. Summary Sales Data. The Contractor shall submit quarterly sales reports directly to WSCA-NASPO using the WSCA-NASPO Quarterly Sales/Administrative Fee Reporting Tool found at

<http://www.naspo.org/WNCPO/Calculator.aspx>. Any/all sales made under the contract shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than the last day of the month following the end of the calendar quarter (as specified in the reporting tool).

b. Detailed Sales Data. Contract Vendor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contract Vendor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and WSCA-NASPO Cooperative Development Team no later than the last day of the month following the end of the reporting period. Reports shall be delivered to the Lead State and to the WSCA-NASPO Cooperative Development Team electronically through a designated portal, email, CD-Rom, flash drive or other method as determined by the Lead State. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement.

c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, social security numbers or any other numerical identifier, may be submitted with any report.

d. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and WSCA-NASPO shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

28. STANDARD OF PERFORMANCE AND ACCEPTANCE . Purchasing Entity shall determine whether all Products and Services delivered meet the Contractor's published specifications (a.k.a. "Specifications"). Standards of Performance and Acceptance Testing may be negotiated by the Participating Entity. No payment shall be made for any Products or Services until the Purchasing Entity has accepted the Products or Services. The Purchasing Entity will make every effort to notify the Contractor within thirty (30) calendar days following delivery of non-acceptance of a Product or completion of Service. In the event that the Contractor has not been notified within 30 calendar days from delivery of Product or completion of Service, the Product and Services will be deemed accepted on the 31st day after delivery of Product or completion of Services unless otherwise negotiated with the Participating Entity and Contractor.

29. SYSTEM FAILURE OR DAMAGE . In the event of system failure or damage caused by the Contract Vendor or its Product, the Contract Vendor agrees to use its commercially reasonable efforts to restore or assist in restoring the system to operational capacity.

30. TITLE OF PRODUCT .

OWNERSHIP

- a. **Ownership of Documents/Copyright.** Any reports, studies, photographs, negatives, databases, computer programs, or other documents, whether in tangible or electronic forms, prepared by the Contract Vendor in the performance of its obligations under the Master Agreement and paid for by the Purchasing Entity shall be the exclusive property of the Purchasing Entity and all such material shall be remitted to the Purchasing Entity by the Contract Vendor upon completion, termination or cancellation of the Master Agreement. The Contract Vendor shall not use, willingly allow or cause to allow such material to be used for any purpose other than performance of the Contract Vendor's obligations under this Master Agreement without the prior written consent of the Purchasing Entity.
- b. **Rights, Title and Interest.** All rights, title, and interest in all of the intellectual property rights, including copyrights, patents, trade secrets, trade marks, and service marks in the said documents that the Contract Vendor conceives or originates, either individually or jointly with others, which arises out of the performance of the Master Agreement, will be the property of the Purchasing Entity and are, by the Master Agreement, assigned to the Purchasing Entity along with ownership of any and all copyrights in the copyrightable material. The Contract Vendor also agrees, upon the request of the Purchasing Entity, to execute all papers and perform all other acts necessary to assist the Purchasing Entity to obtain and register copyrights on such materials. Where applicable, works of authorship created by the Contract Vendor for the Purchasing Entity in performance of the Master Agreement shall be considered "works for hire" as defined in the U.S. Copyright Act.
- c. **Notwithstanding the above,** the Purchasing Entity will not own any of the Contract Vendor's pre-existing intellectual property that was created prior to the Master Agreement and which the Purchasing Entity did not pay the Contract Vendor to create. The Contract Vendor grants the Purchasing Entity a perpetual, irrevocable, non-exclusive, royalty free license for Contract Vendor's pre-existing intellectual property that is contained in the products, materials, equipment or services that are purchased through this Master Agreement.

31. WAIVER OF BREACH. Failure of Lead State Master Agreement Administrator, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State or Participating Entity must be in writing. Waiver by the Lead State Master Agreement Administrator, Participating Entity, or Purchasing Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or breach of any terms or requirements shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, a Participating Addendum, or order.

32. WARRANTY. As specified in Section 3, paragraph 17, all items must carry the manufacturer's standard warranty. A copy of the warranty should be included for the purchaser at the time the quotation is submitted by the Contract Vendor.

33. WSCA-NASPO eMARKETCENTER. In July 2011, WSCA-NASPO entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible WSCA-NASPO entity's customers to access a central online website to view and/or shop the goods and services available from existing WSCA-NASPO Cooperative Contracts. The central online website is referred to as the WSCA-NASPO eMarket Center Contractor shall either upload a hosted catalog into the eMarket Center or integrate a punchout site with the eMarket Center.

Supplier's Interface with the eMarket Center

There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site. At a minimum, the Contractor agrees to the following:

1. **Implementation Timeline:** WSCA-NASPO eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with WSCA-NASPO and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.
2. **Definition of Hosted and Punchout:** WSCA-NASPO and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor.
Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by WSCA-NASPO Participating Entity users).
 - a. **Hosted Catalog.** By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data quarterly to the the eMarket Center for Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.
 - b. **Punch-Out Catalog.** By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable of being integrated with the eMarket Center as a. Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is up-to-date by providing a written update quarterly to the Contract Administrator stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.
3. **Revising Pricing and Product Offerings:** Any revisions (whether an increase or decrease) to pricing or product/service offerings (new products, altered SKUs, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in the eMarket Center may include price changes on a more frequent basis than once per quarter. The following conditions apply with respect to hosted catalogs:
 - a. Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).
 - b. Contract Administrator-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.

4. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can be found at: www.sciquest.com or call the SciQuest Supplier Network Services team at 800-233-1121.
5. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:
 - a. Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date product/service offering the Contractor is authorized to provide in accordance with the cooperative contract; and
 - b. The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contract between the Contractor and the Contract Administrator; and
 - c. The Catalog must include a Lead State contract identification number; and
 - d. The Catalog must include detailed product line item descriptions; and
 - e. The Catalog must include pictures when possible; and
 - f. The Catalog must include any additional WSCA-NASPO and Participating Addendum requirements.*
6. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML.
 - a. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.
7. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. WSCA-NASPO reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: <http://www.unspsc.com> and <http://www.unspsc.com/FAQs.asp#howdoesunspscwork>.
8. Applicability: Contractor agrees that WSCA-NASPO controls which contracts appear in the eMarket Center and that WSCA-NASPO may elect at any time to remove any supplier's offering from the eMarket Center.
9. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the WSCA-NASPO Contract Administrator and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.

* Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different WSCA-NASPO Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.

Several WSCA-NASPO Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain WSCA-NASPO Cooperative Contracts. In the event one of these entities elects to use this WSCA-NASPO Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and WSCA-NASPO to implement the catalog. WSCA-NASPO does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs.

34. DEFINITIONS. These definitions apply to the Master Agreement Terms and Conditions

Acceptance. Purchasing Entity (the entity authorized under the terms of any Participating Addendum to place orders under this Master Agreement) shall determine whether all Products and Services delivered meet the Contractor's published specifications (a.k.a. "Specifications"). No payment shall be made for any Products or Services until the Purchasing Entity has accepted the Products or Services. The Purchasing Entity will make every effort to notify the Contractor within thirty (30) calendar days following delivery non-acceptance of a Product or Service. In the event that the Contractor has not been notified within 30 calendar days from delivery of Product or completion of Service, the Product and Services will be deemed accepted on the 31st day after delivery of Product or completion of Services.

Contract Vendor or Contractor. The manufacturer responsible for delivering products or performing services under the terms and conditions set forth in the Master Agreement. The Contract Vendor must ensure partners utilized in the performance of this contract adhere to all the terms and conditions. For the purposes of this RFP, the term Partner will be utilized in naming the relationship a manufacturer has with another company to market and sell the contract. Participating States will have final determination/approval if a Partner may be approved for that state in the role identified by the Contract Vendor.

Finalist. A respondent who is found to be responsive under Phases I and II of the evaluation process and will be considered in Phase III.

Manufacturer. A company that, as one of its primary business function, designs, assembles, owns the trademark/patent and/or markets branded computer equipment.

Lead State. The State conducting this cooperative solicitation and centrally administering any resulting Master Agreement with the permission of the Signatory States. Minnesota is the Lead State for this procurement and the laws of Minnesota Statute Chapter 16C apply to this procurement.

Master Agreement. The underlying agreement executed by and between the Lead State and the Contract Vendor. Order or Purchase Order - means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

Participating Addendum. A written statement of agreement signed by the Contract Vendor and a Participating State or other Participating Entity that clarifies the operation of this Master Agreement for the Participating Entity (e.g., ordering procedures specific to a Participating State) and may add other state-specific language or other requirements. A Participating Addendum evidences the Participant's willingness to purchase and the Contract Vendor's willingness to provide equipment under the terms and conditions of this Master Agreement with any and all exceptions noted and agreed upon.

Participating States. States that utilize the Master Agreement established by the RFP and enter into a Participating Addendum which further defines their participation.

Participating Entity. A Participating State, or other legal entity, properly authorized by a Participating State to enter into the Master Agreement through a Participating Addendum and that authorizes orders from the Master Agreement by Purchasing Entities. Under the WSCA-NASPO program, in some cases, local governments, political subdivisions or other entities in a State may be authorized by the chief procurement official to execute its own Participating Addendum where a Participating Addendum is not executed by the chief procurement official for that state that covers local governments, political subdivisions, or other government entities in the state.

Order. A purchase order, sales order, or other document used by a Purchasing Entity to order the Equipment.

WSCA-NASPO. The WSCA-NASPO cooperative purchasing program, facilitated by the WSCA-NASPO Cooperative Purchasing Organization LLC, a 501(c)(3) limited liability company that is a subsidiary organization of the National Association of State Procurement Officials (NASPO). The WSCA-NASPO Cooperative Purchasing Organization facilitates administration of the cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states and the District of Columbia. The WSCA-NASPO Cooperative Development Team is identified in the Master Agreement as the recipient of reports and may be performing contract administration functions as assigned by the Lead State Contract Administrator.



SIGNED ADDENDUMS



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SOLICITATION ADDENDUM

Addendum No.:	<u>1</u>	Date of Addendum:	<u>12/30/13</u>
Due Date, Time:	<u>January 8, 2014, at 3:00 PM</u>	Revised Date, Time:	<u>January 15, 2014, at 3:00 PM</u>
Acquisition Mgmt. Spec.:	<u>Chris Marquette</u>	Agency:	<u>Minnesota Department of Administration – Materials Management Division</u>
Web Registration No.:	<u>19767</u>		
Title:	<u>WSCA-NASPO Master Agreement for LED Emergency Light Bars, Siren Warning Accessories, and Other Related Accessories</u>		

SCOPE OF ADDENDUM

The purpose of this Addendum is to **REVISE** the RFP Due Date, **ADD** a Participating State, **ANSWER** questions received before the Question Deadline, and **REVISE** items of the RFP.

1. The RFP Due Date is **REVISED** to **January 15, 2014, at 3:00 PM**.
2. The State of Montana has signed an Intent to Participate letter and is hereby **ADDED** to the Participating States list on Page 5 of the RFP.
3. The following are questions received before the Question Deadline and the Lead State's **ANSWERS**.
 - Q1. While reviewing the RFP we noticed there are ten states who have signified their intent to participate, however all 50 states can participate. Should our Authorized Distributor list that we submit include dealers for every state or just the ten listed?
 - A1. A complete distributor list is preferable, but not required. Distributors can be added throughout the Master Agreement term. For example, if you submit your response without listing a distributor for New Jersey and New Jersey later on decides they want to participate in the Master Agreement, we can establish your distributors for New Jersey at that time through a fully executed Amendment to the Master Agreement.
 - Q2. I don't have a straight discount that is taken across our product line. Each unit is priced at different discounts. Please advise if this is acceptable.
 - A2. Responders may submit multiple percent discounts based on item categories, but may not submit multiple percent discounts per single items. For example, the Responder may submit separate percent discounts for Lightbars, Sirens, and Warning Lights, but cannot submit separate percent discounts for specific Lightbar items.
 - Q3. Signature Page, Delivery Offered, Page 3 and Section 3, Item 5, Page 45
Which takes precedence page 3 or page 45? Our normal ARO is 20-30 days. 5 days is too short.
 - A3. Item No. 5 on Page 45 is **REVISED**. See Addendum Item No. 4 below.

- Q4.** Section 2, Item 20, Page 11
Does the registration requirement have to be done before submitting the RFP or when the Master Agreement is awarded?
- A4.** The Lead State would like all responders to register before the RFP submission deadline, but this is not a requirement. Awarded Vendors may register upon notice of Master Agreement award. No Master Agreement will be finalized until the Awarded Vendor has registered.
- Q5.** Section 2B, Item 1, Page 18
Who is responsible for fees payment if the orders are going through an Authorized Distributor? Is it the Contract Vendor's responsibility or the Authorized Distributor's?
- A5.** The Contract Vendor is responsible for collecting and submitting all sales reports from the authorized distributors and submitting all Administration Fees on invoiced sales whether they have been paid or not.
- Q6.** Section 2B, Item 27, a., Page 22
Who is responsible for providing the reports, the Authorized Distributor or the Contract Vendor?
- A6.** The Contract Vendor is responsible for collecting and submitting all sales reports from the authorized distributors and submitting all Administration Fees on invoiced sales whether they have been paid or not.
- Q7.** Section 2B, Item 33, Page 24
Are the Contract Vendor and/or Authorized Distributor required to participate or is it optional?
- A7.** Yes, the WSCA-NASPO eMarket Center Site Administrator will work with each awarded Contract Vendor to determine what functionality will work best for them, whether it be a Hosted Catalog, Punchout Site or Ordering Instructions.
- Q8.** Section 3, Item 14, Page 42
Authorized Distributor List—Does the Authorized Distributors listed in RFP response take the responsibilities of providing quote, receiving the PO, delivery, Invoicing and collecting payment? If so what are the consequences to the Contract Vendor if these responsibilities are not met by the Authorized Distributors?
- A8.** The Contract Vendor may choose to provide all quotes, accept all POs, perform all deliveries, and provide all invoices, or the Contract Vendor may delegate these duties to their authorized distributors. However, if the Contract Vendor delegates these duties to their authorized distributors, all Purchase Orders must be made in the name of the Contract Vendor and all payments will be submitted to the Contract Vendor. The Contract Vendor is responsible for their authorized distributor's performance.
- Q9.** Do the Authorized Distributors listed take the responsibilities of submitting Quarterly Reports (Section 2B, Item 27, a., p. 22) and pays the Administration Fees (Section 2B, Item 1, p. 18)?
- A9.** The Contract Vendor is responsible for collecting and submitting all sales reports from the authorized distributors and submitting all Administration Fees on invoiced sales whether they have been paid or not.
- Q10.** Will the Contract Vendor be able to add or delete Authorized Distributors during the Master Agreement period? If so what is the process?
- A10.** Yes. The Contract Vendor may add and/or delete Authorized Distributors at any time during the Master Agreement term upon request and mutual agreement of the Contract Administrator through a fully executed amendment to the Master Agreement.
- Q11.** Section 3, Item 13 & 15, Page 46
Our business is custom configured products which results to a specific new model No. and the price associated with it for the customer per their specifications. As result, these model numbers are not listed in the Price Schedule which is used as more of a guide. Will this RFP allow the vendor to continue this process and be able to stay within the guidelines?
- A11.** Item No. 15 on Page 46 of the RFP is **REVISED**. See Addendum Item No. 4 below.
- Q12.** Participating States, Page 5

Are these the only states will be on the Master Agreement and able to purchase from the Master Agreement? Once the RFP becomes a Master Agreement, are other states able to participate and be added? If so how is the Contract Vendor notified? Will the Contract Vendor be able to assign an Authorized Distributor for that state? Will the Contract Vendor be able to assign a distributor who is not on the list already for the new state?

- A12.** The Participating States listed in the RFP are those States which have signed an Intent to Participate (ITP). This ITP does not obligate those States to participate in the Master Agreement, it only signifies their interest. After the Master Agreements are established, interested states will execute Participating Addendums at which time they can begin purchasing from the Contract Vendors. Only Participating Entities which have executed a Participating Addendum may purchase from the Master Agreement. Participating Addendums cannot be executed without the Contract Vendor's signature, so this is how the Contract Vendor will be notified. The Contract Vendor may add Authorized Distributors at any time upon request, and mutual agreement of the Contract Administrator, through a fully executed amendment to the Master Agreement. This includes adding new Authorized Distributors for new Participating Entities.
- Q13.** This question is in reference to section 3: special terms, conditions, scope of work and pricing. Item # 4, "REQUIRED CAPABILITIES" on page 45. We are a distributor of emergency lighting products and are not a manufacturer. Can we, as a distributor, participate in this RFP?
- A13.** Your company can participate through your Manufacturer, but you, as a distributor, cannot submit a response. If you are interested in the potential Master Agreement, please contact your manufacturer and work with them on submitting a response while listing your company as an Authorized Distributor.
- Q14.** Is it mandatory for our website to conform to WCAG 2.0 level A or level AA to be considered for the Master Agreement if WCAG standards don't apply to the products and services that we offer?
- A14.** No. Responders are strongly encouraged to fill out the VPAT form included in Section 2. The completed VPAT form will be scored based on its compliance with the Accessibility Standards. The concept of an "accessible" website has no affiliation on if the products offered under the Master Agreement apply to accessibility. The review of the website will evaluate how accessible the website is for individuals utilizing the website under the Master Agreement. The State also reserves the right to reject the response if the website offered does not meet the Accessibility Standards as detailed in the RFP.
- Q15.** If not, do we still need to complete the VPAT?
- A15.** Completion of the VPAT is strongly encouraged. As detailed in the evaluation criteria, Accessibility is scored at a maximum of 100 points. Failure to complete and submit the WCAG VPAT will result in the vendor getting 0 points for that section. The State also reserves the right to reject the response if the website offered does not meet the Accessibility Standards as detailed in the RFP.
- Q16.** Page 11 Item 24 ADA.
We are in compliance with the states we manufacture our products in. Is this acceptable?
- A16.** The ADA is a federal law and is applicable to all states no matter where the products are manufactured and the Contract Vendor is required to comply with the ADA. The State is not in a position to know if the Contract Vendor is compliance with other state's disability requirements, or if that would meet the requirements of the ADA.
- Q17.** Page 12 #27 a. 5.
By selling through authorized participating distributors within a particular state, there is no way for the manufacturer to verify the requirement of this line item without communicating to distribution prior to the opening of this RFP (it could be considered collusion if we contacted them prior to opening/See Page 30). How do you expect any bidder to agree to this section without consulting their distributors?
- A17.** We cannot provide legal advice and suggest that any Responders that have concern over this issue seek their own legal counsel. Please note the REVISIONS to Item No. 14 on Page 46 of the RFP listed in Addendum Item No. 4 below.

Q18. Page 14 #35 Human Rights/Affirmative Action.

We have a strict Company Policy in reference to the above (copy supplied on request). Because we have no Federal Government contracts, we are not required to file with the government. Can we assume this is acceptable?

A18. Yes.

Q19. Page 17 #47 Purchase order.

The RFP clearly states no minimum order requirement or charges to process an individual purchase order. We have a \$50.00 minimum purchase requirement in order for our customers to receive free freight. With no minimum requirement, someone could order a \$5.00 item and want it shipped to Hawaii. There certainly would be no profit in that sale. Can the RFP be changed to include that orders under \$50.00 will have freight charges added to the invoice?

A19. Item No. 23 on Page 47 of the RFP is **REVISED**. See Addendum Item No. 4 below. The **REVISION** will address this concern.

Q20. #49 Risk of Loss or Damage.

If the product is sold to a state and installed by a third party, the Contract Vendor should not be responsible for loss or damage due to the third party's involvement. Can this be changed in the RFP?

A20. The section of the RFP referenced in this question is:

RISK OF LOSS OR DAMAGE. The State is relieved of all risks of loss or damage to the goods and/or equipment during periods of transportation, and installation by the Contract Vendor and in the possession of the Contract Vendor or their authorized agent.

This section states that installation performed by the Contract Vendor is covered under this clause, it does not include installation performed by a third-party. Installation is not a part of the RFP Scope of Work and therefore will not be included in the Master Agreement.

Q21. Section 2 Page 18 Item #1 Administrative Fee.

Is this based on paid invoices? If the manufacturer sells through local authorized participating distributor network, does the authorized participating distributor(s) pay the administrative fee? There would be no record of such sale at the manufacturer level because the participating distributor(s) are delivering from their inventory to meet the quick delivery requirement of this contract.

A21. The Contract Vendor is responsible for collecting and submitting all sales reports from the authorized distributors and submitting all Administration Fees on invoiced sales whether they have been paid or not.

Q22. Page 19 Item #7 Confidentiality, Non-disclosure and Injunctive Relief.

Can we assume that we can communicate freely with our participating distributors without being in violation of this section?

A22. We cannot provide legal advice and suggest that any Responders that have concern over this issue seek their own legal counsel. Please note the **REVISIONS** to Item No. 14 on Page 46 of the RFP listed in Addendum Item No. 4 below.

Q23. Page 22 Item #27 Reports.

If the manufacturer sells through authorized participating distributors, as with the administrative fee, the reports requested would be filed by each participating distributor, as the manufacturer would have no knowledge of these particular sales. Is this acceptable?

A23. The Contract Vendor is responsible for collecting and submitting all sales reports from the authorized distributors and submitting all Administration Fees.

Q24. Page 24 Item #33 WSCA-NASPO eMARKETCENTER.

If the manufacturer sells through authorized participating distributors, and in order to not be in collusion (see Page 30) prior to the opening of this RFP, we, as the manufacturer, do not know if our distributor network can meet the requirements set forth in this section. Is this acceptable?

A24. Yes, the WSCA-NASPO eMarket Center Site Administrator will work with each awarded Contract Vendor to determine what functionality will work best for them, whether it be a Hosted Catalog, Punchout Site or Ordering Instructions.

Q25. Page 25 #7 UNSPSC

We do not, and cannot, comply with this section of the contract because we sell through authorized distributors throughout the United States and worldwide, and our products have many options that are added to them to create one single product. This would be virtually impossible for us to implement. Can we still provide pricing, and would you make an award to us if we did not meet this requirement?

A25. Yes, the WSCA-NASPO eMarket Center Site Administrator will work with each awarded Contract Vendor and its authorized distributors to determine what UNSPSC codes will most appropriately match the fully configured product.

Q26. Page 31 Service and Delivery.

As a manufacturer, we have multiple account executives to cover different states, therefore, are we allowed to list the executive responsible for each state? This may not be applicable if the manufacturer is only selling through authorized participating distributors, as each of these distributors knows who their account executive is.

A26. Responders may list multiple contacts for multiple states.

Q27. Pages 36 through 43.

If the manufacturer sells through authorized participating distributors, in to order avoid collusion issues (see Page 30), how do we respond to all of these questions?

A27. The questions in the VPAT form refer to the Contract Vendor's (the Manufacturer) website, not the Distributors.

Q28. Section 3 Page 45 #5 Delivery Requirement.

In the event that the participating distributor does not have the item required by the department in stock, shipment for commodity in-stock items by the manufacturer can be made within 1 to 3 business days, but there is no way to guarantee a 5-day delivery, especially if the end user is in the State of Hawaii and the manufacturer is located in the continental United States. It may take UPS or the USPS a week to ten days to deliver the product. This is certainly out of the manufacturer's control. Custom-made products and systems are manufactured to specific customer requirements and can take up to 6 weeks for shipment to occur. How do we respond?

A28. Item No. 5 on Page 45 is **REVISED**. See Addendum Item No. 4 below.

Q29. Page 46 #9 Third Party Documentation.

If we, as the manufacturer, have an AMECA-approved testing facility, does this negate the third party documentation requirement?

A29. If the Contract Vendor has an AMECA accredited testing facility, that may suffice for third party documentation for the products for which the accreditation has been obtained.

Q30. Page 46 #12 Pricing offered in response.

Some states have imposed taxes on the manufacturer, for which we add an administrative fee to customer invoices in those specific states. Are we allowed to impose that fee to each invoice for those states, or should we just reduce the discount offered? This will increase the cost to those states that are not subject to the administrative fee.

A30. If certain states impose such taxes, they will be addressed in that State's Participating Addendum (PA). If the Contract Vendor receives a PA from a State for signature that does not address these taxes, the Contract Vendor should contact that State prior to signing the PA. The Contract Vendor must NOT add any admin fee to an invoice that is not covered in the PA.

Q31. Page 47 #18 Contract Vendor website.

The manufacturer has an Internet website where customers can view product, product configurations and warranty; however, because the manufacturer sells through authorized distributors, orders cannot be placed on/through our website. This would be left up to each individual participating distributor. Is this acceptable?

A31. Item No. 18 on Page 47 of the RFP is **REVISED**. See Addendum Item No. 4 below. Please note Item No. 33 on Page 24 and 25 of the RFP which references the WSCA-NASPO eMarket Center requirements.

Q32. Page 47 #19 Accessibility standards.

The URL supplied in your document must have a bad link, as we have been unable to access this requirement. Can you supply a copy of this?

A32. The URL is working properly, but a document containing the information accessible by that URL is attached herein for reference.

Q33. Our company intends to respond with two price lists, catalogs, and distributor lists. One set focuses on the Police & Fire Market, the other focuses on the Heavy-Duty Truck market. While some products cross over, there are differences in the product lines and expertise of our distributors. We feel the customer base is best served in this manner. Is this acceptable to you?

A33. Yes.

4. The following Items of the RFP are **REVISED**.

4a. **DELETE** Item No. 5 on Page 45 of the RFP and **REPLACE** it with the following:

DELIVERY REQUIREMENTS. Unless otherwise mutually agreed to, in-stock items must be delivered within five (5) business days after receipt of order and non-stock items must be delivered within fifteen (15) business days after receipt of order. Delivery requirements for custom made items will be negotiated at time of order placement. Orders must be shipped according to the directions of the Customer. The Contract Vendor is responsible for confirming delivery hours and unloading requirements with the Customer before delivery.

4b. **DELETE** Item No. 9 on Page 46 of the RFP and **REPLACE** it with the following:

THIRD-PARTY DOCUMENTATION. If requested by the Customer, documentation of independent third-party laboratory certification of lightbar modules meeting applicable national and international standards must be provided by the Contract Vendor at no additional cost.

If the Contract Vendor has an AMECA accredited testing facility, that may suffice for third party documentation for the products for which the accreditation has been obtained.

4c. **DELETE** Item No. 14 on Page 46 of the RFP and **REPLACE** it with the following:

AUTHORIZED DISTRIBUTOR LIST. Responders may submit a list of authorized distributors specific to each state for which they are submitting an offer. Use the Price Schedule's second tab at the bottom of the Worksheet to submit your distributor list and identify which states are available to each authorized distributor.

The Contract Vendor may choose to provide all quotes, accept all POs, perform all deliveries, and provide all invoices, or the Contract Vendor may delegate these duties to their authorized distributors. However, if the Contract Vendor delegates these duties to their authorized distributors, all Purchase Orders must be made in the name of the Contract Vendor and all payments will be submitted to the Contract Vendor. The Contract Vendor is responsible for their authorized distributor's performance.

The Contract Vendor is responsible for collecting, and submitting, all sales reports from the authorized distributors and submitting all Administration Fees on invoiced sales whether they have been paid or not.

The Contract Vendor may add and/or delete Authorized Distributors at any time during the Master Agreement term upon request and mutual agreement of the Contract Administrator through a fully executed amendment to the Master Agreement.

4d. **DELETE** Item No. 15 on Page 46 of the RFP and **REPLACE** it with the following:

CONTRACT PRICES. Prices offered will be a percent (%) discount from the Manufacturer's Suggested Retail Price (MSRP) for the products offered. The Responder shall provide a Manufacturer's MSRP Price List with a date and catalog number and a percentage (%) discount to be applied to the price list. This Price List is a max price for which the discount will be applied.

The percent (%) discount offered from the Manufacturer's Price List must remain firm or increase, as stated below, and cannot decrease during the entire Contract term. The percent (%) discount must be the same for all Customers. Responders may submit multiple percent discounts based on item categories, but may not submit multiple percent discounts per single items.

Any increase in the percent (%) discount will be allowed during the term of the Contract providing it is available to all Customers and it is approved by the Contract Administrator and is confirmed in a fully executed Contract amendment.

The Manufacturer's Price List may only be changed up to two (2) times within any twelve (12) month period to adjust prices, when mutually agreed to through a fully executed amendment. New items may be added at any time upon written notice to, and agreement of, the Contract Administrator.

Market Basket. The Price Schedule includes a Market Basket which provides a list of generic lightbars. Responders are to enter product information for comparable items from their catalog.

- 4e. **DELETE** Item No. 18 on Page 47 of the RFP and **REPLACE** it with the following:

CONTRACT VENDOR WEBSITE. The Contract Vendor must maintain an internet website for Customers to view products, product configurations, and warranties. Responders must include with their response an explanation of their website capabilities and are strongly encouraged to completed VPAT form included in Section 2.

- 4f. **DELETE** Item No. 19 on Page 47 of the RFP and **REPLACE** it with the following:

ACCESSIBILITY STANDARDS. The Lead State of Minnesota has developed IT Accessibility Standards effective September 1, 2010, which entails, in part, the Web Content Accessibility Guidelines (WCAG) 2.0 (Level AA) and Section 508 Subparts A-D which can be viewed at http://www.mmd.admin.state.mn.us/pdf/accessibility_standard.pdf.

Responders are strongly encouraged to fill out the VPAT form included in Section 2. The completed VPAT form will be scored based on its compliance with the Accessibility Standards.

- 4g. **DELETE** Item No. 21 on Page 47 of the RFP and **REPLACE** it with the following:

MINNESOTA SALES TAX. Per Minnesota State Sales Tax Fact Sheet No. 135, these commodities are not taxable. The Contract Vendor is NOT allowed to charge sales tax to orders placed by Minnesota State agencies. The Contract Vendor will verify sales tax requirements with participating states and other governmental units.

All tax requirements should be addressed in a State's Participating Addendum (PA). If the Contract Vendor receives a PA from a State for signature that does not address taxes, the Contract Vendor should contact that State prior to signing the PA to confirm tax requirements. The Contract Vendor must NOT add any admin fee to an invoice that is not covered in the PA.

- 4h. **DELETE** Item No. 23 on Page 47 of the RFP and **REPLACE** it with the following:

FREIGHT COSTS. Responders may offer their percentage discount two ways. The State reserves the right to award either or both methods.

Method #1

The Responder will offer a percent discount with Freight costs prepaid by the Contract Vendor and allowed to the Customer (the Contract Vendor is NOT allowed to invoice for freight).

Method #2

The Responder will offer a percent discount with Freight costs prepaid by the Contract Vendor and added to the invoice as a separate line item. The Contract Vendor must only invoice actual freight costs and must confirm all freight costs with the Customer before an order is placed.

Regardless on the method chosen for the Master Agreement , freight costs for all orders below \$50.00 will be prepaid by the Contract Vendor and Added to the invoice as a separate line item.

A new Question Deadline is scheduled for January 7, 2014, at 2:00 PM.

This addendum shall become part of the solicitation and **MUST** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: Soundoff Signal SIGNATURE: TH Roe
DATE: Jan 17, 2014 PRINTED NAME: THOMAS Roe
TITLE: CFO

MINNESOTA STATE ACCESSIBILITY STANDARD

From the Office of Carolyn Parnell
Chief Information Officer, State of Minnesota

Version: 2.00
Approved Date: 10/03/2013
Approval: Signature on file

Standard Statement

All impacted State information systems, tools and information content shall comply with the following, in the form adopted as of the effective date of this directive:

- Web Content Accessibility Guidelines (WCAG) 2.0 level AA. Level AAA compliance is encouraged.
- Section 508, as qualified, below.

Standard, Amplified

WCAG 2.0

The Web Content Accessibility Guidelines (WCAG) have been developed by the Web Accessibility Initiative (WAI) of the Worldwide Web Consortium (WC3), which develops strategies, guidelines and resources to help make the Web accessible to people with disabilities. All impacted State information systems, tools and information content shall comply with the following:

- WCAG 2.0
 - Level AA compliance is required.
 - Level AAA compliance is encouraged.

Section 508

In 1998, Congress amended the Rehabilitation Act of 1973 to require Federal agencies to make their electronic and information technology (EIT) accessible to people with disabilities. Inaccessible technology interferes with an ability to obtain and use information quickly and easily. Section 508 was enacted to eliminate barriers in information technology, open new opportunities for people with disabilities and encourage development of technologies that will help achieve these goals. All impacted State information systems, tools and information content shall comply with the following Subparts of Section 508:

- Section 508 Subpart A General:
 - 1194.3 General exceptions subparts (a), (b), (c) for workstations of State employees, (d), (e), (f) and other exceptions defined in Minnesota law or set forth in State policy
 - 1194.4 Definitions, except definitions of "Agency" and "Undue burden" which are defined in Minnesota State Statute
 - 1194.5 Equivalent facilitation

- Section 508 Subpart B Technical Standards:
 - 1194.21 Software applications and operating systems
 - 1194.22 Web-based intranet and internet information and application. Notes to §1194.22 are to be disregarded as the profile of WCAG 2.0 cited above applies instead
 - 1194.23 Telecommunications products
 - 1194.24 Video and multimedia products
 - 1194.25 Self-contained, closed products
 - 1194.26 Desktop and portable computers
 - Section 508 Subpart C Functional Performance Criteria:
 - 1194.31 Functional performance criteria
 - Section 508 Subpart D Information, Documentation, and Support:
 - 1194.41 Information, documentation and support
 - Should either WCAG 2.0 or Section 508 be updated, the Minnesota Standard automatically updates to the new version.
-

Compliance

Where a State information system, tool, or information content is not able to be brought into compliance, the system or content owner is responsible for reasonable accommodation.

The standard applies to all information technology acquired, procured, developed, or substantially modified or substantially enhanced after the effective date of this standard, including software available without cost. This standard does not apply to any procurement or development process initiated before the effective date of the standard.

This standard does not apply to external web pages outside of the editorial control of the State of Minnesota or that are supplied to the State of Minnesota under contract where the web site is part of a larger external website with minor customizations for the State of Minnesota. Links to external websites should be clearly marked in such a way that it is clear before clicking the link that the destination is not maintained by the State of Minnesota.

Reason for the standard

The reason for this standard is to improve the accessibility and usability of information technology products and services for all State of Minnesota government end-users. This standard is consistent with the Chapter Law 131/HF 1744 introduced by the 2009 Legislature, directing the adoption of accessibility standards for use by the State of Minnesota. 2009 Chapter Law 131/HF 1744 was signed into law on May 21, 2009.

Issue Date

The directive was issued 10/03/2013. It replaces two standards that existed concurrently: version 1.0, effective 10/01/2010 and version 1.5, effective 04/29/2011.

Effective Date

The directive is effective 10/03/2013. The effective date for the purposes of procurement initiations is 09/01/2010.

Applicability and Exclusions

This standard applies to executive branch state agencies as defined in the State of Minnesota Enterprise Security Office Applicability Standard.

Legislative, judicial and other non-executive branch organizations are encouraged to follow this standard.

Related Information

- *Accessibility Guidelines*
 - 2009 Chapter Law 131/HF 1744.
<https://www.revisor.mn.gov/laws/?id131&doctype=Chapter&year=2009&type=0>
 - The State of Minnesota Enterprise Architecture Policy, April 6, 2010
 - State of Minnesota Enterprise Security Office *Applicability Standard*.
http://www.state.mn.us/mn/externalDocs/OET/bESOEnterprise_Security_Program_Applicability_Standard_62209_072309081937_EnterpriseSecurityProgramApplicabilityStandard_FINAL_v01.pdf
 - State of Minnesota Enterprise Security Office *Glossary of Information Security Terms and Definitions*. Minnesota Statutes Section 16E.03. <https://www.revisor.mn.gov/statutes/?id=16E.03>
-

Procedures and Exceptions

The nature of the work determines the exception process. Appropriate action depends on, whether the work is the product of internal development or the result of a procurement.

When performing a procurement, (acquisition of commodities and general services) or obtaining a, contract for professional and technical services, follow the regular purchasing process. Any request for exception must either accompany the initial acquisition or professional services request or be attached to it later. The regular purchasing forms have been updated to include sections on accessibility, where applicable. The Enterprise Architecture Office receives copies of these attachments as part of the normal process.

Projects that use internal resources must follow an alternate exception process. In those cases where an organization determines that an exception is warranted, the organization self-certifies the exception using the *Accessibility Exception* form available from the OET web site and forwards a copy of the signed form to the Enterprise Architecture Office at OET.

The following list of exceptions may be referenced in the exception request.

- **Procurements or development processes initiated before September 1, 2010.**
 - The Standard applies to all information technology procured, developed, or substantially modified or substantially enhanced after September 1, 2010. The Standard does not apply to any procurement or development process initiated before September 1, 2010.
 - **Undue Burden:** This is an exception from MN Statute, and is also approved by the Technology Accessibility Advisory Committee.
 - Definition (16E.015, subd. 4). Undue burden means significant difficulty or expense determined and documented by the funding agency, including but not limited to difficulty or expense associated with technical feasibility.
 - **Infrastructure Hardware:** This is an exception from MN Statute, and is also approved by the Technology Accessibility Advisory Committee.
-

- “Infrastructure hardware” means servers, routers, switches, and non-end-user platform devices and their operating systems.
- **Emergency Purchases:** This is an exception from MN Statute, and is also approved by the Technology Accessibility Advisory Committee.
 - Emergency Acquisition. (a) For the purpose of this subdivision, “emergency” means a threat to public health, welfare, or safety that threatens the functioning of government, the protection of property, or the health or safety of people. (b) The solicitation process described in this chapter is not required in emergencies. In emergencies, the commissioner may make any purchases necessary for the repair, rehabilitation, and improvement of a state-owned structure or may authorize an agency to do so and may purchase, or may authorize an agency to purchase, goods, services, or utility services directly for immediate use.
- **State and National Security:** This is an exception approved by the Technology Accessibility Advisory Committee.
 - Electronic and information technology operated by state or federal agencies, the function, operation, or use of which involves intelligence activities, cryptologic activities related to state or national security, command and control of public safety or military forces, equipment that is an integral part of a weapon or weapons system, or systems which are critical to the direct fulfillment of public safety, military, or intelligence missions. Systems which are critical to the direct fulfillment of public safety, military, or intelligence missions do not include a system that is to be used for routine administrative and business applications (including payroll, finance, logistics, and personnel management applications).
- **Non-compliant or partially compliant products or services procured through a single source process:** This is an exception approved by the Technology Accessibility Advisory Committee.
 - The fact that a procurement is based on a single source selection is not an automatic exception. The focus must be on whether the product or service provided by the single source vendor is or can be made accessible. If it can, the product or service must meet the accessibility Standard unless it is subject to an exception. Definition (16C.02, subd. 18) Single source. “Single source” means an acquisition where, after a search, only one supplier is determined to be reasonably available for the required product, services, or construction item.
- **Incidental to a contract:** This is an exception approved by the Technology Accessibility Advisory Committee.
 - The Standard applies to the products and services being procured by State agencies and not a contractor's own internal workplace EIT. For example, if a State agency enters into a contract to have a web site developed, the web site is required to meet the applicable technical provisions of the state accessibility Standard because the web site is the deliverable that is being acquired by the agency (unless, of course, an exception applies). However, the contractor's office system used to develop the web site does not have to meet the technical provisions, since its equipment is incidental to the contract.
- **Individual Workstation:** This is an exception approved by the Technology Accessibility Advisory Committee.
 - The Standard does not require the installation of specific accessibility-related software or the attachment of an assistive technology device at a workstation of a state employee who is not an individual with a disability.
- **Alternate Location:** This is an exception approved by the Technology Accessibility Advisory Committee.
 - When agencies provide the public with access to information or data through electronic and information technology, agencies are not required to make products owned by the agency available for access and use by individuals with disabilities at a location other than that where the electronic and information technology is provided to the public, or to purchase products for

access and use by individuals with disabilities at a location other than that where the electronic and information technology is provided to the public. Example: An agency would not have the obligation to provide assistive technology for home use.

- **Fundamental Alteration:** This is an exception approved by the Technology Accessibility Advisory Committee.
 - This part shall not be construed to require a fundamental alteration in the nature of a product or its components.
- **Service Personnel Space:** This is an exception approved by the Technology Accessibility Advisory Committee.
 - Products located in spaces frequented only by service personnel for maintenance, repair, or occasional monitoring of equipment are not required to comply with the Standard. For hardware, two conditions must be met before an agency uses this exception when procuring a product. First, the agency must intend to locate the product in a physical space frequented only by service personnel. Second, the use of the product by the service personnel must be for maintenance, repair or occasional monitoring. If both conditions are met, the product does not have to meet the Standard. Hardware that might meet these dual conditions includes telephone equipment placed on racks in a "closet" or small room and network routers and storage devices or servers located in rooms or areas frequented only by service personnel for maintenance, repair or occasional monitoring of equipment. In addition, software which is installed or operated on a product which falls under this exception would be exempt from the Standard if the software application could only be operated from the physical place where the product is located. This might include specialized diagnostic software. By contrast, if the software could be operated from a remote workstation, the software would be subject to the Standard, irrespective of who is using it, since the product interface is not located in a physical space which meets the criteria for this exception.
- **Procurements conducted in accordance with the Matrix:** This is an exception approved by the Technology Accessibility Advisory Committee.
 - Procurements conducted utilizing the Accessibility Procurement Matrix (where the selection options has been approved by Admin and OET) comply with the approved Standard.
- **Monetary Thresholds:** This is an exception approved by the Technology Accessibility Advisory Committee.
 - The Standard does not apply to 1) Acquisitions (commodities and general services) of \$50,000 and under; and 2) P/T (professional and technical services) of \$25,000 and under.

History & Ownership

Revision History – record additions as Major releases, edits/corrections as Minor

Date	Author	Description	Major #	Minor #
10/1/2010	Technology Accessibility Advisory Committee	Original Standard	1.0	
04/29/2011	Craig Finseth	Updated to include procedures and exceptions	1.5	
10/03/2013	Jay Wyant, CIAO	Updated to reconcile 1.0 and 1.5 and clean up language	1.0	

Review History – periodic reviews to ensure compliance with program

Date	Reviewer	Description	Compliance
TBD	TBD	TBD	

Approval History – record of approval phases

Phase	Description	Date
Comment/revisions	Members of Technology Accessibility Advisory Committee met to draft changes.	April 2013
Final review	Email review and approval by Technology Accessibility Advisory Committee.	August 1, 2013
Architecture review	Solicit feedback from Architecture Governance Committee. There were no suggested changes	September 25, 2013
Final	In-person vote/ratification of updated Standard by Technology Accessibility Advisory Committee.	October 3, 2013

Contact

Jay Wyant, Chief Information Accessibility Officer: jay.wyant@state.mn.us

Phone: 651.201.1001

Fax: 651.296.6398



Materials Management Division
112 Administration Building
50 Sherburne Avenue
St. Paul, MN 55155
Voice: 651.296.2600
Fax: 651.297.3996
E-Mail: chris.marquette@state.mn.us

SOLICITATION ADDENDUM

Addendum No.: 2 Date of Addendum: January 8, 2014
Due Date, Time: January 15, 2014, at 3:00 PM Revised Date, Time: January 22, 2014, at 3:00 PM
Acquisition Mgmt. Spec.: Chris Marquette Agency: Minnesota Department of
Administration – Materials
Management Division
Web Registration No.: 19767
Title: WSCA-NASPO Master Agreement for LED Emergency Light Bars, Siren Warning
Accessories, and Other Related Accessories

SCOPE OF ADDENDUM

The purpose of this Addendum is to **REVISE** the RFP Due Date.

1. The RFP Due Date is REVISED to January 22, 2014, at 3:00 PM.

This addendum shall become part of the solicitation and **MAY** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: Soundoff Signal

SIGNATURE: Thomas Roe

DATE: Jan 17, 2014

PRINTED NAME: Thomas Roe

TITLE: CFO



Materials Management Division
112 Administration Building
50 Sherburne Avenue
St. Paul, MN 55155
Voice: 651.296.2600
Fax: 651.297.3996
E-Mail: chris.marquette@state.mn.us

SOLICITATION ADDENDUM

Addendum No.: 3 Date of Addendum: January 14, 2014
Due Date, Time: January 22, 2014, at 3:00 PM Revised Date, Time: No Change
Acquisition Mgmt. Spec.: Chris Marquette Agency: Minnesota Department of Administration – Materials Management Division
Web Registration No.: 19767
Title: WSCA-NASPO Master Agreement for LED Emergency Light Bars, Siren Warning Accessories, and Other Related Accessories

SCOPE OF ADDENDUM

The purpose of this Addendum is to **DELETE** and **REPLACE** Item No. 14 on Page 46 of the RFP.

1. DELETE Item No. 14 on Page 46 of the RFP and **REPLACE** it with the following.

AUTHORIZED DISTRIBUTOR LIST. Responders may submit a list of authorized distributors specific to each state for which they are submitting an offer. Use the Price Schedule's second tab at the bottom of the Worksheet to submit your distributor list and identify which states are available to each authorized distributor.

The Contract Vendor may choose to provide all quotes, accept all Purchase Orders, perform all deliveries, and provide all invoices, or the Contract Vendor may delegate these duties to its authorized distributors. The Contract Vendor is responsible for its authorized distributor's performance. The provisions of the Master Agreement shall apply with equal force and effect to all authorized distributors engaged by the Contract Vendor to perform under the Master Agreement. No authorized distributor shall serve to terminate or in any way affect the primary legal responsibility of the Contract Vendor for timely and satisfactory performance of the obligations of the Master Agreement.

The Contract Administrator reserves the right to remove any authorized distributor at any time due to poor performance upon written notice to the Contract Vendor. For Participating Entities in states without authorized distributors, the Contract Vendor must take all orders direct until an authorized distributor is assigned.

The Contract Vendor is responsible for collecting, and submitting, all sales reports from the authorized distributors and submitting all Administration Fees on invoiced sales whether they have been paid or not.

The Contract Vendor may add and/or delete Authorized Distributors at any time during the Master Agreement term upon request and mutual agreement of the Contract Administrator through a fully executed amendment to the Master Agreement.

This addendum shall become part of the solicitation and **MAY** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: SoundOff Signal
DATE: Jan 14, 2014

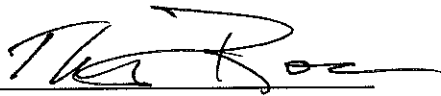
SIGNATURE: [Signature]
PRINTED NAME: THOMAS ROE
TITLE: CFO



ACCEPTANCE OF ALL TERMS & CONDITIONS

ACCEPTANCE OF TERMS AND CONDITIONS

SoundOff Signal accepts the Contract Terms and Conditions as specified in the RFP document.



Thomas Roe

Date 1/16/14

Vice President



RFP FORMS

SECTION 2: GENERAL TERMS AND CONDITIONS, AND FORMS

C. FORMS

FORMS MUST BE COMPLETED AND RETURNED WITH YOUR RESPONSE OR THE RESPONSE MAY BE REJECTED.

1. Affirmative Action Certification
2. Trade Secret Information
3. Affidavit of Non-Collusion
4. Service & Delivery
5. Savings
6. Taxpayer Identification
7. State of Minnesota Resident Form
8. Veterans Preference
9. Voluntary Product Accessibility Templates (VPAT)

State Of Minnesota – Affirmative Action Certification

If your response to this solicitation is or could be in excess of \$100,000, complete the information requested below to determine whether you are subject to the Minnesota Human Rights Act (Minnesota Statutes § 363A.36) certification requirement, and to provide documentation of compliance if necessary. It is your sole responsibility to provide this information and—if required—to apply for Human Rights certification prior to the due date of the bid or proposal and to obtain Human Rights certification prior to the execution of the contract. The State of Minnesota is under no obligation to delay proceeding with a contract until a company receives Human Rights certification.

BOX A – For companies which have employed more than 40 full-time employees within Minnesota on any single working day during the previous 12 months. All other companies proceed to BOX B.

Your response will be rejected unless your business:

- has a current Certificate of Compliance issued by the Minnesota Department of Human Rights (MDHR)
- or—
- has submitted an affirmative action plan to the MDHR, which the Department received prior to the date the responses are due.

Check one of the following statements if you have employed more than 40 full-time employees in Minnesota on any single working day during the previous 12 months:

- ☐ We have a current Certificate of Compliance issued by the MDHR. Proceed to **BOX C**. Include a copy of your certificate with your response.
- ☐ We do not have a current Certificate of Compliance. However, we submitted an Affirmative Action Plan to the MDHR for approval, which the Department received on _____ (date). Proceed to **BOX C**.
- ☐ We do not have a Certificate of Compliance, nor has the MDHR received an Affirmative Action Plan from our company. We acknowledge that our response will be rejected. Proceed to **BOX C**. Contact the Minnesota Department of Human Rights for assistance. (See below for contact information.)

Please note: Certificates of Compliance must be issued by the Minnesota Department of Human Rights. Affirmative Action Plans approved by the Federal government, a county, or a municipality must still be received, reviewed, and approved by the Minnesota Department of Human Rights before a certificate can be issued.

BOX B – For those companies not described in BOX A

Check below.

- ☒ We have not employed more than 40 full-time employees on any single working day in Minnesota within the previous 12 months. Proceed to **BOX C**.

BOX C – For all companies

By signing this statement, you certify that the information provided is accurate and that you are authorized to sign on behalf of the responder. You also certify that you are in compliance with federal affirmative action requirements that may apply to your company. (These requirements are generally triggered only by participating as a prime or subcontractor on federal projects or contracts. Contractors are alerted to these requirements by the federal government.)

Name of Company: SoundOff Signal Date: January 13, 2014
Authorized Signature: Thomas Roe Telephone number: 616-662-6116
Printed Name: Thomas Roe Title: Vice President

For assistance with this form, contact:

Minnesota Department of Human Rights, Compliance Services

Web: <http://mn.gov/mdhr/>
Email: compliance.mdhr@state.mn.us

TC Metro: 651-539-1095 Toll Free: 800-657-3704
TTY: 651-296-1283

Trade Secret Information Form

Under Minnesota's Data Practices Act, data submitted in a response becomes public upon completion of the evaluation process and negotiations are complete, or upon completion of the selection process for a Solicitation. However, "trade secret information" as defined in Minn. Stat. § 13.37, subd. 1(b), cannot be disclosed to the public. While the majority of data submitted in a response is not trade secret information, the following form is needed to assist the Lead State in making appropriate determinations about the release of data provided in a response.

All Responders must select one of the following boxes:

- ☒ My response **does not** contain "trade secret information." I understand that my entire response will become public record in accordance with Minn. Stat. § 13.591.
- ☐ My response **does** contain trade secret information because it contains data that:
1. is a formula, pattern, compilation, program, device, method, technique or process; **AND**
 2. is the subject of efforts by myself or my organization that are reasonable under the circumstances to maintain its secrecy; **AND**
 3. derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use.

Complete only if trade secret status is asserted:

I am claiming that aspects of my response contain trade secret information. I have completed the following:

- ☐ I have clearly marked and placed any data I claim to be "trade secret information" in a separate envelope **AND** I am attaching an explanation justifying the trade secret designation.

Please note that failure to attach an explanation may result in a determination that the data does not meet the statutory trade secret definition. All data for which trade secret status is not justified will become public in accordance with Minn. Stat. § 13.591.

By submitting this response, Responder agrees to indemnify and hold the Lead State, its agents and employees, harmless from any claims or causes of action relating to the Lead State's withholding of data based upon reliance on the above representations, including the payment of all costs and attorney fees incurred by the Lead State in defending such an action.

ONLY information properly identified utilizing this form will be eligible for Trade Secret designation. This form must accompany any documentation that is being submitted for Trade Secret. This includes but is not limited to any material that may be submitted as part of the Solicitation response, or in relation to a subsequent Contract. Information labeled "confidential", "proprietary", or labeled with similar tags with regard to limiting the Lead State's disclosure will NOT be eligible for trade secret designation unless the form provided in the Solicitation is properly completed and submitted as a cover page to the information, and it meets the statutory definition of a trade secret. By submitting a response you agree that the information submitted that does not follow the trade secret process defined herein or does not meet the statutory definition of trade secret may be released by the Lead State without prior notification to the Responder and/or the Contract Vendor.

STATE OF MINNESOTA
DEPARTMENT OF ADMINISTRATION
MATERIALS MANAGEMENT DIVISION
AFFIDAVIT OF NONCOLLUSION

I hereby swear (or affirm) under the penalty of perjury:

1. That I am the Responder (if the Responder is an individual), a partner in the company (if the Responder is a partnership), or an officer or employee of the responding corporation having authority to sign on its behalf (if the Responder is a corporation);
2. That the attached response has been arrived at by the Responder independently and has been submitted without collusion with and without any agreement, understanding or planned common course of action with any other vendor designed to limit fair or open competition;
3. That the contents of the RFP response have not been communicated by the Responder or its employees or agents to any person not an employee or agent of the Responder and will not be communicated to any such persons prior to the official opening of the responses; and
4. I certify that the statements in this affidavit are true and accurate.

Authorized Signature: _____

Date: _____

Firm Name: _____

Thi Ro

January 13, 2014

SoundOff Signal

Subscribed and sworn to me this 16th day of January

Notary Public

Deborah A. Schropp

My commission expires 12-08-2017

DEBORAH A SCHROFF
NOTARY PUBLIC - STATE OF MICHIGAN
COUNTY OF ALLEGAN
My Commission expires Dec. 8, 2017
Acting in the County of Ottawa

**STATE OF MINNESOTA
DEPARTMENT OF ADMINISTRATION
MATERIALS MANAGEMENT DIVISION**

SERVICE AND DELIVERY

Service and delivery are important requirements for all Lead State Contracts. The successful Responder will be expected to ship all orders within the time specified in its response or, in the case of unanticipated problems causing a delay, notify the agency of the problem and when the shipment will be made. All requests for information from Lead State agencies will be answered promptly. Any Contract Vendor found to be providing unsatisfactory service during the Contract period may be disqualified for a subsequent Contract award.

SUBSEQUENT CONTRACT REVISIONS. No verbal or written instructions from Lead State agencies or officials to change any provision of the resulting Contract shall be accepted by the Contract Vendor without the approval of the Contract Administrator. The Contract Vendor shall report any such requests to the Contract Administrator who will issue approval or denial in writing.

CONTACT PERSON FOR ORDERS:

NAME:	<u>Dawn Ramirez</u>	TITLE:	<u>Customer Service Manager</u>
TELEPHONE NUMBER:	<u>616-662-6127</u>	FAX NUMBER:	<u>616-896-1286</u>
TOLL FREE NUMBER:	<u>800-338-7337 ext 127</u>	E-MAIL:	<u>dramirez@soundoffsignal.com</u>

CONTACT PERSON TO EXPEDITE ORDERS (if different from above):

NAME:	<u>Dawn Ramirez</u>	TITLE:	<u>Customer Service Manager</u>
TELEPHONE NUMBER:	<u>616-662-6127</u>	FAX NUMBER:	<u>616-896-1286</u>
TOLL FREE NUMBER:	<u>800-338-7337 ext 127</u>	E-MAIL:	<u>dramirez@soundoffsignal.com</u>

ORDER ADDRESS:

STREET/PO BOX:	<u>3900 Central Parkway</u>		
CITY/STATE:	<u>Hudsonville, MI</u>	ZIPCODE:	<u>49426</u>
TELEPHONE NUMBER:	<u>616-662-6116</u>	FAX NUMBER:	<u>616-896-1286</u>
TOLL FREE NUMBER:	<u>800-338-7337 ext 116</u>	E-MAIL:	<u>tbrown@soundoffsignal.com</u>

REMIT-TO ADDRESS:

STREET/PO BOX:	<u>PO Box 206</u>		
CITY/STATE:	<u>Hudsonville, MI</u>	ZIPCODE:	<u>49426</u>
TELEPHONE NUMBER:	<u>616-662-6116</u>	FAX NUMBER:	<u>616-896-1286</u>
TOLL FREE NUMBER:	<u>800-338-7337 ext 116</u>	E-MAIL:	<u>tbrown@soundoffsignal.com</u>

**STATE OF MINNESOTA
DEPARTMENT OF ADMINISTRATION
MATERIALS MANAGEMENT DIVISION**

CONTRACT SAVINGS

SAVINGS REPORT.

Responders are required to calculate the percentage savings the Lead State will realize as a result of the Contract and include the amount of the percentage savings in the response.

Contract Prices Average: 12 % Less than the price quoted to the general public (for reporting purposes only).

**STATE OF MINNESOTA
DEPARTMENT OF ADMINISTRATION
MATERIALS MANAGEMENT DIVISION**

TAXPAYER/VENDOR IDENTIFICATION

The Contract Vendor consents to disclosure of its social security number, federal employer tax identification number, and/or Minnesota tax identification number to federal and Lead State tax agencies and Lead State personnel involved in the payment of Lead State obligations. These identification numbers may be used in the enforcement of federal and Lead State tax laws which could result in action requiring the Contract Vendor to file tax returns and pay delinquent tax liabilities, if any (Minn. Stat. § 270C.65).

Firm Name: Emergency Technology, Inc. dba SoundOff Signal
Address: 3900 Central Parkway
Hudsonville, MI 49426

0000220819

Minnesota SWIFT Vendor Registration Number: _____

If you are not registered as a vendor to the Lead State in the SWIFT Procurement System, you must register online at <http://www.mmb.state.mn.us/vendorresources>.
(Note: If approved, you will receive your vendor number approximately two business days after you register.)

Are you a sole proprietorship? ☐ Yes ☒ No

Are you an independent contractor? ☐ Yes ☒ No

**STATE OF MINNESOTA
RESIDENT VENDOR FORM**

In accordance with Laws of Minnesota 2013, Chapter 142, Article 3, Section 16, amending Minn. Stat. § 16C.02, subd. 13, a "Resident Vendor" means a person, firm, or corporation that:

- (1) is authorized to conduct business in the state of Minnesota on the date a solicitation for a contract is first advertised or announced. It includes a foreign corporation duly authorized to engage in business in Minnesota;
- (2) has paid unemployment taxes or income taxes in this state during the 12 calendar months immediately preceding submission of the bid or proposal for which any preference is sought;
- (3) has a business address in the state; and
- (4) has affirmatively claimed that status in the bid or proposal submission.

To receive recognition as a Minnesota Resident Vendor ("Resident Vendor"), your company must meet each element of the statutory definition above by the solicitation opening date and time. If you wish to affirmatively claim Resident Vendor status, you should do so by submitting this form with your bid or proposal.

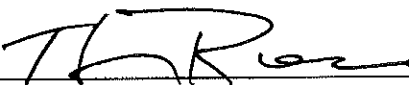
Resident Vendor status may be considered for purposes of resolving tied low bids or the application of a reciprocal preference.

I HEREBY CERTIFY THAT THE COMPANY LISTED BELOW:

1. Is authorized to conduct business in the State of Minnesota on the date a solicitation for a contract is first advertised or announced. *(This includes a foreign corporation duly authorized to engage in business in Minnesota.)*
☒ Yes ☐ No (must check yes or no)
2. Has paid unemployment taxes or income taxes in the State of Minnesota during the 12 calendar months immediately preceding submission of the bid or proposal for which any preference is sought.
☐ Yes ☒ No (must check yes or no)
3. Has a business address in the State of Minnesota.
☐ Yes ☒ No (must check yes or no)
4. Agrees to submit documentation, if requested, as part of the bid or proposal process, to verify compliance with the above statutory requirements.
☒ Yes ☐ No (must check yes or no)

BY SIGNING BELOW, you are certifying your compliance with the requirements set forth herein and claiming Resident Vendor status in your bid or proposal submission.

Name of Company: SoundOff Signal Date: January 13, 2014

Authorized Signature:  Telephone: 616-662-6116

Printed Name: Thomas Roe Title: Vice President

IF YOU ARE CLAIMING RESIDENT VENDOR STATUS, SIGN AND RETURN THIS FORM WITH YOUR BID OR PROPOSAL SUBMISSION

**STATE OF MINNESOTA
VETERAN-OWNED PREFERENCE FORM**

In accordance with Minn. Stat. § 16C.16, subd. 6a, (a) except when mandated by the federal government as a condition of receiving federal funds, the commissioner shall award up to a six percent preference in the amount bid on state procurement to **certified small businesses that are majority-owned and operated by:**

(1) recently separated veterans who have served in active military service, at any time on or after September 11, 2001, and who have been discharged under honorable conditions from active service, as indicated by the person's United States Department of Defense form DD-214 or by the commissioner of veterans affairs;

(2) veterans with service-connected disabilities, as determined at any time by the United States Department of Veterans Affairs; or

(3) any other veteran-owned small businesses certified under section 16C.19, paragraph (d).

In accordance with Minn. Stat. § 16C.19 (d), a veteran-owned small business, the principal place of business of which is in Minnesota, is certified if it has been verified by the United States Department of Veterans Affairs as being either a veteran-owned small business or a service disabled veteran-owned small business, in accordance with Public Law 109-461 and Code of Federal Regulations, title 38, part 74.

To receive a preference the veteran-owned small business must meet the statutory requirements above by the Solicitation opening date and time. The preference is applied only to the first \$500,000 of the response.

If you are claiming the veteran-owned preference, **attach documentation, sign and return this form with your response to the Solicitation.** Only eligible veteran-owned small businesses that meet the statutory requirements and provide adequate documentation will be given the preference.

I HEREBY CERTIFY THAT THE FIRM LISTED BELOW:

My firm is a certified small business and it is majority-owned and operated by an eligible person as defined by Minn. Stat. § 16C.16, subd. 6a.

☐ Yes ☒ No (must check yes or no) State the type of documentation attached: _____

DOCUMENTATION MUST BE PROVIDED FOR ONE OF THE FOLLOWING REQUIREMENTS:

☐ (1) recently separated veterans who have served in active military service, at any time on or after September 11, 2001, and who have been discharged under honorable conditions from active service, as indicated by the person's United States Department of Defense form DD-214 or by the commissioner of veterans affairs;

State the type of documentation attached: _____

☐ (2) veterans with service-connected disabilities, as determined at any time by the United States Department of Veterans Affairs;

State the type of documentation attached: _____

☐ (3) any other veteran-owned small businesses certified under Minnesota Statute Section 16C.19, paragraph (d).

State the type of documentation attached: _____

Name of Company: _____
Authorized Signature: _____
Printed Name: _____

Date: _____
Telephone: _____
Title: _____

IF YOU ARE CLAIMING THE VETERAN-OWNED PREFERENCE, ATTACH DOCUMENTATION, SIGN AND RETURN THIS FORM WITH YOUR RESPONSE TO THE SOLICITATION.

VPAT

Web Content Accessibility Guidelines 2.0 level AA

This WCAG VPAT applies to the responder's website to be offered under the Contract.

It is strongly recommended Technical Staff who are trained in Accessibility complete this form.

The comments portion must be filled in to further define how accessibility is or is not met. The quality of the comments impacts the reviewers' understanding of the accessibility of your product/service. NOTE: MN only adopted the standards that are level A and level AA. This list includes level AAA standards, which are optional and highlighted in yellow. Comments are not required for level AAA.

Principle 1: Perceivable – information and user interface components must be presentable to users in ways they can perceive.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
<i>Guideline 1.1 Text Alternatives: Provide text alternatives for any non-text content so that it can be changed into other forms people need, such as large print, braille, speech, symbols or simpler language.</i>				
1.1.1	<p>Non-text Content: All non-text content that is presented to the user has a text alternative that serves the equivalent purpose, except for the situations listed below (Level A).</p> <ul style="list-style-type: none"> Controls, Input: If non-text content is a control or accepts user input, then it has a name that describes its purpose. (Refer to Guideline 4.1 for additional requirements for controls and content that accepts user input.) Time-Based Media: If non-text content is time-based media, then text alternatives at least provide descriptive identification of the non-text content. (Refer to Guideline 1.2 for the additional requirements for media.) Test: If non-text content is a test or exercise that would be invalid if presented in text, then text alternatives at least provide descriptive identification of the non-text content. Sensory: If non-text content is primarily intended to create a specific sensory experience, then text alternatives at least provide descriptive identification of the non-text content. CAPTCHA: If the purpose of non-text content is to confirm that content is being accessed by a person rather than a computer, then text alternatives that identify and describe the purpose of the non-text content are provided, and alternative forms of CAPTCHA using output modes for different types of sensory perception are provided to accommodate different disabilities. Decorative, Formatting, Invisible: If non-text content is pure decoration, is used only for visual formatting, or is not presented to users, then it is implemented in a way that it can be ignored by assistive technology. 	NO	NO	
		NO	NO	
		NO	NO	
		NO	NO	
		NO	NO	
		NO	NO	

<i>Guideline 1.2 Time-based Media: Provide alternatives for time-based media.</i>				
1.2.1	<p>Audio-only and Video-only (Prerecorded): For prerecorded audio-only and prerecorded video-only media, the following are true, except when the audio or video is a media alternative for text and is clearly labeled as such. (Level A):</p> <ul style="list-style-type: none"> Prerecorded Audio-only: An alternative for time-based media is provided that presents equivalent information for prerecorded audio-only content. Prerecorded Video-only: Either an alternative for time-based media or an audio track is provided that presents equivalent information for prerecorded video-only content. 	NO	NO	
1.2.2	Captions (Prerecorded): Captions are provided for all prerecorded audio content in synchronized media, except when the media is a media alternative for text and is clearly labeled as such. (Level A)	NO	NO	
1.2.3	Audio Description or Media Alternative (Prerecorded): An alternative for time-based media or audio description of the prerecorded video content is provided for synchronized media, except when the media is a media alternative for text and is clearly labeled as such. (Level A)	NO	NO	
1.2.4	Captions (Live): Captions are provided for all live audio content in synchronized media. (Level AA)	NO	NO	
1.2.5	Audio Description (Prerecorded): Audio description is provided for all prerecorded video content in synchronized media. (Level AA)	NO	NO	
1.2.6	Sign Language (Prerecorded): Sign language interpretation is provided for all prerecorded audio content in synchronized media. (Level AAA)	N/A		
1.2.7	Extended Audio Description (Prerecorded): Where pauses in foreground audio are insufficient to allow audio descriptions to convey the sense of the video, extended audio description is provided for all prerecorded video content in synchronized media. (Level AAA)	N/A		
1.2.8	Media Alternative (Prerecorded): An alternative for time-based media is provided for all prerecorded synchronized media and for all prerecorded video-only media. (Level AAA)	N/A		
1.2.9	Audio-only (Live): An alternative for time-based media that presents equivalent information for live audio-only content is provided. (Level AAA)	N/A		
<i>Guideline 1.3 Adaptable: Create content that can be presented in different ways (for example simpler layout) without losing information or structure.</i>				
1.3.1	Info and Relationships: Information, structure, and relationships conveyed through presentation can be programmatically determined or are available in text. (Level A)	NO	NO	
1.3.2	Meaningful Sequence: When the sequence in which content is presented affects its meaning, a correct reading sequence can be programmatically determined. (Level A)	NO	NO	
1.3.3	Sensory Characteristics: Instructions provided for understanding and operating content do not rely solely on sensory characteristics of components such as shape, size, visual location, orientation, or sound. (Level A)	NO	NO	

Guideline 1.4 Distinguishable: Make it easier for users to see and hear content including separating foreground from background.				
1.4.1	Use of Color: Color is not used as the only visual means of conveying information, indicating an action, prompting a response, or distinguishing a visual element. (Level A)	YES	YES	ARROWS
1.4.2	Audio Control: If any audio on a Web page plays automatically for more than 3 seconds, either a mechanism is available to pause or stop the audio, or a mechanism is available to control audio volume independently from the overall system volume level. (Level A)	YES	YES	CAN PAUSE
1.4.3	Contrast (Minimum): The visual presentation of text and images of text has a contrast ratio of at least 4.5:1, except for the following: (Level AA) <ul style="list-style-type: none"> Large Text: Large-scale text and images of large-scale text have a contrast ratio of at least 3:1; Incidental: Text or images of text that are part of an inactive user interface component, that are pure decoration, that are not visible to anyone, or that are part of a picture that contains significant other visual content, have no contrast requirement. Logotypes: Text that is part of a logo or brand name has no minimum contrast requirement. 	NO NO NO	NO NO NO	
1.4.4	Resize text: Except for captions and images of text, text can be resized without assistive technology up to 200 percent without loss of content or functionality. (Level AA)	YES	YES	CRT L& PLUS KEY WILL EXPAND
1.4.5	Images of Text: If the technologies being used can achieve the visual presentation, text is used to convey information rather than images of text except for the following: (Level AA) <ul style="list-style-type: none"> Customizable: The image of text can be visually customized to the user's requirements; Essential: A particular presentation of text is essential to the information being conveyed. 	YES YES	YES YES	CAN BE CAPTURED
1.4.6	Contrast (Enhanced): The visual presentation of text and images of text has a contrast ratio of at least 7:1, except for the following: (Level AAA) <ul style="list-style-type: none"> Large Text: Large-scale text and images of large-scale text have a contrast ratio of at least 4.5:1; Incidental: Text or images of text that are part of an inactive user interface component, that are pure decoration, that are not visible to anyone, or that are part of a picture that contains significant other visual content, have no contrast requirement. Logotypes: Text that is part of a logo or brand name has no minimum contrast requirement. 	N/A		
1.4.7	Low or No Background Audio: For prerecorded audio-only content that (1) contains primarily speech in the foreground; (2) is not an audio CAPTCHA or audio logo, and (3) is not vocalization intended to be primarily musical expression such as singing or rapping, at least one of the following is true: (Level AAA) <ul style="list-style-type: none"> No Background: The audio does not contain background sounds. Turn Off: The background sounds can be turned off. 20 dB: The background sounds are at least 20 decibels lower than the foreground speech content, with the exception of occasional sounds that last for only one or two seconds. 	N/A N/A		

1.4.8	<p>Visual Presentation: For the visual presentation of blocks of text, a mechanism is available to achieve the following: (Level AAA)</p> <ul style="list-style-type: none"> • Foreground and background colors can be selected by the user. • Width is no more than 80 characters or glyphs (40 if CJK). • Text is not justified (aligned to both the left and the right margins). • Line spacing (leading) is at least space-and-a-half within paragraphs, and paragraph spacing is at least 1.5 times larger than the line spacing. • Text can be resized without assistive technology up to 200 percent in a way that does not require the user to scroll horizontally to read a line of text on a full-screen window. 	N/A		
1.4.9	<p>Images of Text (No Exception): Images of text are only used for pure decoration or where a particular presentation of text is essential to the information being conveyed. (Level AAA)</p>	N/A		

Principle 2: Operable - User interface components and navigation must be operable.

[illegible]

2.2.2	<p>Pause, Stop, Hide: For moving, blinking, scrolling, or auto-updating information, all of the following are true: (Level A)</p> <ul style="list-style-type: none"> Moving, blinking, scrolling: For any moving, blinking or scrolling information that (1) starts automatically, (2) lasts more than five seconds, and (3) is presented in parallel with other content, there is a mechanism for the user to pause, stop, or hide it unless the movement, blinking, or scrolling is part of an activity where it is essential; and Auto-updating: For any auto-updating information that (1) starts automatically and (2) is presented in parallel with other content, there is a mechanism for the user to pause, stop, or hide it or to control the frequency of the update unless the auto-updating is part of an activity where it is essential. 	YES	YES	CLICK ON IT STEPS IT
		NO	NO	
2.2.3	No Timing: Timing is not an essential part of the event or activity presented by the content, except for non-interactive synchronized media and real-time events. (Level AAA)	N/A		
2.2.4	Interruptions: Interruptions can be postponed or suppressed by the user, except interruptions involving an emergency. (Level AAA)	N/A		
2.2.5	Interruptions: Interruptions can be postponed or suppressed by the user, except interruptions involving an emergency. (Level AAA)	N/A		
<i>Guideline 2.3 Seizures: Do not design content in a way that is known to cause seizures.</i>				
2.3.1	Three Flashes or Below Threshold: Web pages do not contain anything that flashes more than three times in any one second period, or the flash is below the general flash and red flash thresholds. (Level A)	YES	YES	FLASH PATTERN GALLERY
2.3.2	Three Flashes: Web pages do not contain anything that flashes more than three times in any one second period. (Level AAA)	N/A		
<i>Guideline 2.4 Navigable: Provide ways to help users navigate, find content, and determine where they are.</i>				
2.4.1	Bypass Blocks: A mechanism is available to bypass blocks of content that are repeated on multiple Web pages. (Level A)	NO		
2.4.2	Page Titled: Web pages have titles that describe topic or purpose. (Level A)	YES	YES	HAVE TITLES
2.4.3	Focus Order: If a Web page can be navigated sequentially and the navigation sequences affect meaning or operation, focusable components receive focus in an order that preserves meaning and operability. (Level A)	YES	YES	HAVE LOGICAL PROGRESSION
2.4.4	Link Purpose (In Context): The purpose of each link can be determined from the link text alone or from the link text together with its programmatically determined link context, except where the purpose of the link would be ambiguous to users in general. (Level A)	NO	NO	
2.4.5	Multiple Ways: More than one way is available to locate a Web page within a set of Web pages except where the Web Page is the result of, or a step in, a process. (Level AA)	YES	YES	HAVE SEARCH BAR BY CATEGORY & PRODUCT
2.4.6	Headings and Labels: Headings and labels describe topic or purpose. (Level AA)	YES	YES	LABELS WILL
2.4.7	Focus Visible: Any keyboard operable user interface has a mode of operation where the keyboard focus indicator is visible. (Level AA)	NO	NO	

2.4.8	Location: Information about the user's location within a set of Web pages is available. (Level AAA)	N/A		
2.4.9	Link Purpose (Link Only): A mechanism is available to allow the purpose of each link to be identified from link text alone, except where the purpose of the link would be ambiguous to users in general. (Level AAA)	N/A		
2.4.10	Section Headings: Section headings are used to organize the content. (Level AAA)	N/A		

Principle 3: Understandable - Information and the operation of user interface must be understandable.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments
<i>Guideline 3.1 Readable: Make text content readable and understandable.</i>				
3.1.1	Language of Page: The default human language of each Web page can be programmatically determined. (Level A)	YES	YES	CAN CHANGE PAGE TRANS
3.1.2	Language of Parts: The human language of each passage or phrase in the content can be programmatically determined except for proper names, technical terms, words of indeterminate language, and words or phrases that have become part of the vernacular of the immediately surrounding text. (Level AA)	YES	YES	LATE BUTTON AUTOMATIC
3.1.3	Unusual Words: A mechanism is available for identifying specific definitions of words or phrases used in an unusual or restricted way, including idioms and jargon. (Level AAA)	N/A		
3.1.4	Abbreviations: A mechanism for identifying the expanded form or meaning of abbreviations is available. (Level AAA)	N/A		
3.1.5	Reading Level: When text requires reading ability more advanced than the lower secondary education level after removal of proper names and titles, supplemental content, or a version that does not require reading ability more advanced than the lower secondary education level, is available. (Level AAA)	N/A		
3.1.6	Pronunciation: A mechanism is available for identifying specific pronunciation of words where meaning of the words, in context, is ambiguous without knowing the pronunciation. (Level AAA)	N/A		
<i>Guideline 3.2 Predictable: Make Web pages appear and operate in predictable ways.</i>				
3.2.1	On Focus: When any component receives focus, it does not initiate a change of context. (Level A)	YES	YES	DOES CHANGE FOCUS
3.2.2	On Input: Changing the setting of any user interface component does not automatically cause a change of context unless the user has been advised of the behavior before using the component. (Level A)	NO	NO	
3.2.3	Consistent Navigation: Navigational mechanisms that are repeated on multiple Web pages within a set of Web pages occur in the same relative order each time they are repeated, unless a change is initiated by the user. (Level AA)	YES	YES	VERY CONSISTENT
3.2.4	Consistent Identification: Components that have the same functionality within a set of Web pages are identified consistently. (Level AA)	YES	YES	VERY CONSISTENT

3.2.5	Change on Request: Changes of context are initiated only by user request or a mechanism is available to turn off such changes. (Level AAA)	N/A		
<i>Guideline 3.3 Input Assistance: Help users avoid and correct mistakes.</i>				
3.3.1	Error Identification: If an input error is automatically detected, the item that is in error is identified and the error is described to the user in text. (Level A)	YES	YES	AUTOMATICALLY DELETED NOTATED
3.3.2	Labels or Instructions: Labels or instructions are provided when content requires user input. (Level A)	YES	YES	
3.3.3	Error Suggestion: If an input error is automatically detected and suggestions for correction are known, then the suggestions are provided to the user, unless it would jeopardize the security or purpose of the content. (Level AA)	NO		
3.3.4	Error Prevention (Legal, Financial, Data): For Web pages that cause legal commitments or financial transactions for the user to occur, that modify or delete user-controllable data in data storage systems, or that submit user test responses, at least one of the following is true: (Level AA) <ul style="list-style-type: none"> • Reversible: Submissions are reversible. • Checked: Data entered by the user is checked for input errors and the user is provided an opportunity to correct them. • Confirmed: A mechanism is available for reviewing, confirming, and correcting information before finalizing the submission. 	YES YES YES	YES YES YES	INFO MUST BE COMPLETED INFO MUST BE COMPLETED
3.3.5	Help: Context-sensitive help is available. (Level AAA)	N/A		
3.3.6	Error Prevention (All): For Web pages that require the user to submit information, at least one of the following is true: (Level AAA) <ul style="list-style-type: none"> • Reversible: Submissions are reversible. • Checked: Data entered by the user is checked for input errors and the user is provided an opportunity to correct them. • Confirmed: A mechanism is available for reviewing, confirming, and correcting information before finalizing the submission. 	N/A		

Principle 4: Robust - Content must be robust enough that it can be interpreted reliably by a wide variety of user agents, including assistive technologies.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments
<i>Guideline 4.1 Compatible: Maximize compatibility with current and future user agents, including assistive technologies.</i>				
4.1.1	Parsing: In content implemented using markup languages, elements have complete start and end tags, elements are nested according to their specifications, elements do not contain duplicate attributes, and any IDs are unique, except where the specifications allow these features. (Level A)	NO	NO	
4.1.2	Name, Role, Value: For all user interface components (including but not limited to: form elements, links and components generated by scripts), the name and role can be programmatically determined; states, properties, and values that can be set by the user can be programmatically set; and notification of changes to these items is available to user agents, including assistive technologies. (Level A)	YES	YES	TYPE IN STATE OR COUNTRY

SECTION 3: SPECIAL TERMS, CONDITIONS, SCOPE OF WORK AND PRICING

PREFACE STATEMENT. THE INFORMATION CONTAINED BELOW DESCRIBES THE SPECIAL TERMS, CONDITIONS AND SPECIFICATIONS APPLICABLE TO THE RFP (RFP/SOLICITATION) AND SUBSEQUENT CONTRACT, AND IS IN ADDITION TO THE GENERAL TERMS AND CONDITIONS.

1. **ESTIMATED AMOUNT.** The estimated total dollar value of the Contract for **one year** is **\$1,800,000.00**. However, this shall not be construed as either the minimum or maximum amount. It shall also be understood and accepted by the Responder that any quantities shown in this RFP are estimated quantities only and impose no obligation upon the Lead State, WSCA-NASPO or Participants either minimum or maximum.
2. **PURPOSE.** The purpose of this Solicitation is to receive responses and award contract(s) with qualified manufacturers to provide **LED Emergency Light Bars, Siren Warning Accessories, and other Related Accessories** for patrol vehicles to the Minnesota Department of Public Safety's Lead State Highway Patrol Division (DPS), other State Agencies, WSCA-NASPO Participants, and Minnesota CPV Members (collectively referred to as Customers hereafter), on an as needed basis. The Contracts will be set up as a percent (%) discount from the Manufacturer's Suggested Retail Price (MSRP) for the products offered (see Item No. 15 below).
3. **MINNESOTA COOPERATIVE PURCHASING VENTURE (CPV) MEMBERS.** The Contract will also be available to all CPV members. Minn. Stat. § 16C.03, subd. 10 authorizes the Lead State, acting through its Materials Management Division, to enter into purchasing agreements with one or more governmental units and other entities allowable by law, as described in Minn. Stat. § 471.59, subd. 1, to exercise jointly the purchasing powers and functions each has individually. This authority is referred to as the Cooperative Purchasing Venture program. For more information, see Lead State web site www.mmd.admin.state.mn.us.

The Contract Vendor agrees to provide the contract to CPV members at the same prices, terms, conditions, and specifications.

4. **REQUIRED CAPABILITIES.** The Contract Vendor must be a qualified manufacturer of LED emergency light bars, siren warning accessories, and other related accessories. Qualified manufacturers must have been in business providing these items for a minimum of two (2) years. The Contract Vendor must maintain an internet website for Customers to view products and product configurations, warranties, and place orders. See Number 18 below.
5. **DELIVERY REQUIREMENTS.** Orders must be shipped according to the directions of the Customer and must be shipped within five (5) days after receipt of order unless otherwise mutually agreed by the Customer and Contract Vendor. The Contract Vendor is responsible for confirming delivery hours and unloading requirements with the Customer before delivery.
6. **BUYING "OFF" CONTRACT.** This Contract does not prohibit Lead State agencies from using their delegated local purchasing authority to procure similar goods and services from other vendors.
7. **SCOPE OF WORK.** The Customers intend to purchase **LED Emergency Light Bars, Siren Warning Accessories, and other Related Accessories** for vehicles. Related accessories may include, but not limited to, items which are part of a "Traffic Awareness Package" or "Vehicular Emergency Warning Products" which includes all warning lights such as; roof-mounted light bars, interior lighting packages, and other miscellaneous warning lights like scene lights, spot lights, as well as siren amplifiers, switches, speakers, mounting brackets, etc. Items such as cages, push grilles, shotgun holders, etc., are excluded. The State reserves the right to determine what products will be allowed in the Contract.

The specific manufacturers desired are: Federal Signal, Whelen, Code 3, SpeedTech Lights, Extreme Tactical Dynamics, Fenix Ind., Able 2, Star Warning Systems, Signal Vehicle Products, Soundoff Signal, and Carson Mfg. These manufacturers are intended to establish a standard only and **are not restrictive**. Other manufacturers with products having comparable quality, style, and performance characteristics will be considered. The State reserves the right to reject any alternate manufacturer that it believes is not offering products with comparable quality, style, and performance characteristics.

8. **SPECIFICATIONS.** All emergency lightbars must meet applicable national and international standards for emergency lights which include, but are not limited to, SAE J1113-21 and -41, J575, J578, J595, J845, and subsequent revisions, or appropriate national or international standards (such as CISPR 12 and 25) if SAE standard has been superseded.
9. **THIRD-PARTY DOCUMENTATION.** If requested by the Customer, documentation of independent third-party laboratory certification of lightbar modules meeting applicable national and international standards must be provided by the Contract Vendor at no additional cost.
10. **PRODUCT DEMONSTRATIONS.** If requested, the Contract Vendor must provide product demonstrations at no cost to the Customer. The Contract Vendor will only be required to provide demonstrations to Customers in the states for which they were awarded.
11. **ITEMS OFFERED AS NEW.** All products, material, supplies and equipment offered and furnished must be new, of current manufacturer production, and must have been formally announced by the manufacturer as being commercially available as of the date of the Solicitation opening, unless otherwise stated in this Solicitation.
12. **PRICING OFFERED IN RESPONSE.** Prices listed in your response to this Solicitation must take into consideration all inherent costs of providing the requested goods and/or services. The Responder agrees to pay any and all fees, including, but not limited to: duties, custom fees, permits, brokerage fees, licenses and registrations. The Lead State, WSCA-NASPO and Participants will not pay any additional charges beyond the price(s) listed in the response, unless otherwise provided for by law or expressly allowed by the terms of the Solicitation or in Participants Participating Addendum.
13. **PRICE SCHEDULE.** Responders will enter their price offer on the attached Price Schedule. Responders may choose to offer their products to all states, or limit their offer to just one or more states. The Contract Vendor must provide products to all Customers within each state they are awarded. **Responders must identify which states are eligible for their offer on the Price Schedule.**
14. **AUTHORIZED DISTRIBUTOR LIST.** Responders may submit a list of authorized distributors specific to each state for which they are submitting an offer. Use the Price Schedule's second tab at the bottom of the Worksheet to submit your distributor list and identify which states are available to each authorized distributor.
15. **CONTRACT PRICES.** Prices offered will be a percent (%) discount from the Manufacturer's Suggested Retail Price (MSRP) for the products offered. The Responder shall provide a Manufacturer's MSRP Price List with a date and catalog number and a percentage (%) discount to be applied to the price list.

The percent (%) discount offered from the Manufacturer's Price List must remain firm or increase, as stated below, and cannot decrease during the entire Contract term. The percent (%) discount must be the same for all Customers.

Any increase in the percent (%) discount will be allowed during the term of the Contract providing it is available to all Customers and it is approved by the Contract Administrator and is confirmed in a fully executed Contract amendment.

The Manufacturer's Price List may only be changed up to two (2) times within any twelve (12) month period, when mutually agreed to through a fully executed amendment.

Market Basket. The Price Schedule includes a Market Basket which provides a list of generic lightbars. Responders are to enter product information for comparable items from their catalog.
16. **HIGHER DISCOUNT FOR QUANTITY BREAKS.** Responders may also offer quantity price breaks. The price breaks will be in the form of a higher percentage discount, off of the Manufacturer Price List, for the order. Use the Price Schedule's third tab at the bottom of the Worksheet to submit the higher discounts offered and the quantity break lines (e.g., 5% higher discount for 20-29 units ordered, 10% higher discount for 30-39 units ordered, etc.).

17. **MANUFACTURER CATALOGS AND PRICES LISTS.** The Contract Vendor will provide copies of the manufacturer's catalogs and price lists if so requested by any Customer at no cost to the requestor.
18. **CONTRACT VENDOR WEBSITE.** The Contract Vendor must maintain an internet website for Customers to view products and product configurations, warranties, and place orders. Responders must include with their response an explanation of their website capabilities and the completed VPAT form included in Section 2.
19. **ACCESSIBILITY STANDARDS.** The Lead State of Minnesota has developed IT Accessibility Standards effective September 1, 2010, which entails, in part, the Web Content Accessibility Guidelines (WCAG) 2.0 (Level AA) and Section 508 Subparts A-D which can be viewed at http://www.mmd.admin.state.mn.us/pdf/accessibility_standard.pdf.
- Responders must fill out the VPAT form included in Section 2. The completed VPAT form will be scored based on its compliance with the Accessibility Standards.
20. **WARRANTY.** All items must carry the manufacturer's standard warranty. A copy of the warranty should be included to the purchaser at the time the quotation is submitted by the Contract Vendor.
21. **MINNESOTA SALES TAX.** Per Minnesota State Sales Tax Fact Sheet No. 135, these commodities are not taxable. The Contract Vendor is NOT allowed to charge sales tax to orders placed by Minnesota State agencies. The Contract Vendor will verify sales tax requirements with participating states and other governmental units.
22. **SHIPPING REQUIREMENTS.** All orders shall be shipped FOB Destination.
23. **FREIGHT COSTS.** Responders may offer their percentage discount two ways. The State reserves the right to award either or both methods.

Method #1

The Responder will offer a percent discount with Freight costs prepaid by the Contract Vendor and allowed to the Customer (the Contract Vendor is NOT allowed to invoice for freight).

Method #2

The Responder will offer a percent discount with Freight costs prepaid by the Contract Vendor and added to the invoice as a separate line item. The Contract Vendor must only invoice actual freight costs and must confirm all freight costs with the Customer before an order is placed.

24. **ELECTRONIC FILE TO DOWNLOAD, COMPLETE, AND RETURN.** Responders must download an Excel document. This document contains the Solicitation Price Schedule for entering price information. The Price Schedule contains four (4) worksheets/tabs. One for entering the Manufacturer information, one for entering the Distributor information, one for entering the Market Basket pricing, and one to offer quantity breaks. In order for you to download the document you must type or copy and paste the URL address listed below into your browser address line. When the document file opens, use the "Save As..." feature to save the document to your computer hard drive or a disk. If you try to use the URL address listed below as a link, you will be unable to save the document to your hard drive or disk and unable to use/save the document.

Please type or copy and paste the following URL address into your browser:

<http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19767L-336PricePages.xls>

If you need assistance please contact our helpline at 651.296.2600.

SECTION 4: EVALUATION PROCESS

Except at the invitation of the Contract Administrator, no activity or comments from Responders regarding this RFP shall be discussed with any of the sourcing team during the Solicitation and the evaluation of the responses. A Responder who contacts a sourcing team member may, as a result, have its response rejected.

During the evaluation process, all information concerning the responses submitted will remain private and will not be disclosed to anyone whose official duties do not require such knowledge. At any time during the evaluation, the Lead State may request that a Responder provide explicit written clarification to any part of its response.

Responses are private or nonpublic data until the completion of the evaluation process as defined by Minn. Stat. § 13.591. The completion of the evaluation process is defined as the Lead State having completed negotiating the Contract with the selected vendor. If no award is made the responses are not made public. The Lead State will notify all Responders in writing of the evaluation results.

If only one response is submitted to the Solicitation, the Lead State reserves the right to review the response submitted for compliance and to award without assigning points or to reject the offer and re-issue the Solicitation, whatever is in the Lead State's best interest.

PHASES.

The Lead State shall conduct an evaluation of responses to this RFP. The evaluations will be conducted in four phases:

Phase I - Review and select responsive, compliant responses

Phase II - Evaluate responses

Phase III - Select finalist[(s)]

Phase IV - Sign Contract[(s)]

Phase I - Review and Select Responsive, Compliant Responses. The purpose of this phase is to determine if each response complies with the mandatory terms, conditions, and specifications in the RFP. A pass/fail criteria will be used. A response must comply with all instructions listed in this RFP. The Lead State reserves the right to reject any and all responses, to modify these RFP specifications, or to waive any informalities in the RFP. Any response found to be non-responsive will be eliminated from further evaluation.

Phase II - Evaluate Responses. Only those responses found to be responsive under Phase I will be considered in Phase II. The Lead State may request clarification from one or more Responders. The responses must be made in writing as the Lead State will only use what is in writing for evaluation purposes. The response to the request for clarification may be considered along with the original response for the evaluation.

However, the Lead State reserves the right to make an award without further clarification of the responses received. Therefore, it is important that each response be submitted in the most complete manner possible.

Responses will be rated as follows:

Accessibility – WCAG VPAT	100 Points
Acceptance of Terms & Conditions	100 Points
Price	800 Points
TOTAL:	1000 Points

As indicated above, points will be awarded based on the level of acceptance of the Lead State's terms and conditions as specified in this RFP. Acceptance of all terms and conditions will result in the award of the maximum points available. Responders should note that the Lead State reserves the right to pursue negotiations on any exception taken in Phase III. Responders should also note that the awarding of points does not automatically mean that the Lead State has accepted the Responder's proposed language.

Phase III - Select Finalist(s). Only those responses that are found to be responsive under Phases I and II will be considered in Phase III.

The Lead State reserves the right to request oral presentations, enter into negotiations, and/or request Best & Final offers by the Responders and the opportunity to interview key personnel during Phase II and/or III. The Lead State reserves the right to select the number of Responders for the Best & Final offer, oral presentations, and/or to enter into negotiations. The evaluation scores may be revised as a result of the responses to the oral presentations, Best & Final Offer, and/or negotiations.

The award of this Solicitation will be based upon the total accumulated points as established in the RFP, for separate items, by grouping items, or by total lot, and where at its sole discretion the Lead State believes it will receive the best value. The Lead State reserves the right to award this Solicitation to a single Responder, or to multiple Responders, whichever is in the best interest of the Lead State. The Lead State reserves the right to accept all or part of an offer, to reject all offers, to cancel the Solicitation, or to re-issue the Solicitation, whichever is in the best interest of the Lead State.

The Sourcing Team will make a recommendation(s) on the award of this RFP and the number of vendors that should be awarded a contract. The commissioner of Administration or designee may accept or reject the recommendation of the Sourcing Team. The final award decision will be made by the Commissioner of Administration and provided to the WSCA-NASPO Management Board for approval.

Phase IV. Sign Contract with Awarded Vendor.

SECTION 5: ATTACHMENTS

- A. Participating States Terms & Conditions – **These are examples, included for informational purposes only.** Each participating state will include its own state specific terms and conditions in their Participating Addendum.
- B. Responder Checklist

A. PARTICIPATING STATES TERMS & CONDITIONS – FOR INFORMATIONAL PURPOSES ONLY

A1. STATE OF MAINE UNIQUE TERMS AND CONDITIONS

1. Quotes must be submitted electronically. Additional and alternate bids may also be submitted. File attachments may be uploaded to the electronic quote response. Supporting documents and literature may be faxed or mailed to the Division of Purchases prior to bid opening. Whenever, in quotes and specifications, an article or material is defined by using a trade name and catalog number of a manufacturer or vendor, the term "or approved equal", if not inserted therewith, shall be implied. Any reference to a particular manufacturer's product either by trade name or by limited description has been made solely for the purpose of more clearly indicating the minimum standard of quality desired. The term "or approved equal" is defined as meaning any other make which in the opinion of the Director is of such character, quality and performance equivalence as to serve the purpose for which it is to be used equally as well as that specified. Consideration will be given to proposals submitted on alternate commodities to the extent that such action is deemed to serve the best interests of the State. The bidder quoting on a commodity other than as specified shall furnish complete identification, descriptive literature or data with respect to the alternate commodity he/she proposes to furnish. Lack of such information on the quote may be construed to mean that the bidder proposes to furnish the commodity as described.
2. Submit a separate unit price for each item unless otherwise specified in the quote request. Awards will be made to the bidder offering the best value to the State of Maine, taking into consideration the qualities of the goods or services to be supplied, their conformity to specifications, the purposes for which they are required, the date of delivery and the best interest of the State. (5 MRSA 1825, B7)

Award will be made on a basis of each item, or as a group, whichever is to the best interest of the State. Prices should be stated in units of the quantity specified, delivered to destination, including all trade or quantity discounts. Cash discounts of payments 20 days or more are considered in determining low bidder as specified in item 17 a response to a quote is considered valued upon submission by acceptance into the electronic system.
3. Electronic secure responses must be submitted. Quotes close at 2:00 p.m., local time, on the announced day. The State of Maine is not responsible for delays due to network congestion.
4. Quotes may be withdrawn by written notice provided such notice is received prior to the final contract/order.
5. Tabulations will, after the award of the Master Agreement or Purchase Order, be available for public inspection.
6. Any discrepancy between unit and total prices will be governed by unit price on the original quote.
7. The Division of Purchases reserves the right to reject any or all quotes, to waive any formality and technicality in quotes, and, unless otherwise specified by the bidder, to accept any item or items in the quote deemed best for the interest of the State of Maine.
8. Awards will be made to the lowest responsible bidder, considering the best value to the State. The quality of the services, supplies, materials or equipment to be supplied, their conformity with specifications, the purpose for which required, date of delivery, and ultimate cost thereof to the State, are the general value components which will best secure the greatest possible economy consistent with the grade or quality of services, supplies, materials and equipment best adapted for the purpose for which needed.
9. Tie quotes shall be resolved on the basis of factors deemed by the Director to serve the best interests of the State or by the drawing of lots, provided that price, quality, availability and other factors being equal, master agreements or purchases shall be awarded to the in-state bidder or to bidder offering commodities produced or manufactured in the State of Maine, and services rendered by Maine bidders.
10. Where grades are not specified in inquiry, give grade on which you quote, using forms which have a definite meaning to the trade.

11. Samples of items, when required, must be furnished free of charge and, if not destroyed, will upon request be returned COLLECT, unless STAMPS for postage and insurance must be forwarded with sample. Delivery included with the text of quote document.
12. The contractor must furnish the item as specified on the Purchase Order and any deviation there from will be grounds for rejection.
13. The Division of Purchases reserves the right to increase or decrease by 10% the quantities of any item or items ordered unless otherwise stated.
14. All transportation charges, including expense for freight, transfer, express, mail etc., shall be prepaid and be at the expense of the contractor unless otherwise specified in the quote – Should note that.
15. All deliveries shall comply in every respect with all applicable Federal, State and local laws and regulations.
16. Please specify terms and cash discounts. Time, in connection with discount offered, will be computed from date of delivery at destination after final inspection and acceptance, or from date of receipt of correct invoice, whichever is later. A discount percentage under 20 days will not be considered in the awarding of a contract due to normal accounting procedure in the issuance of payment. A bid or quote with terms stating "less than 25 net" will not be considered unless in the best interest of the State.
17. Time of delivery must be stated in definite terms. If time varies for different items, the bidder shall so state. If time is of the essence, the earliest delivery date may be a factor in the award.
18. The State is exempt from the payment of Federal Taxes on articles not for resale. Please quote less these taxes. Upon application, exemption certificate will be furnished with Purchase Order when required.
19. Maine State Sales and Use Taxes should not be included in your quote as the State is exempt from the payment of such taxes and no certificate of exemption is necessary.
20. No Purchases Order or master agreement may be assigned, sublet or transferred without the written consent of the Director.
21. In case of default by the contractor, the right is reserved by the Division of Purchases to procure the material or supplies from other sources and charge any excess cost occasioned thereby to the contractor. However, the contractor shall not be held liable for any failure or delays in fulfillment of his contract arising from strikes, fires, or Act of God, or any other cause(s) which by reasonable diligence could not be prevented.
22. The Maine CHEMICAL SUBSTANCE IDENTIFICATION LAW (26 M.R.S.A. 1709-1725) requires that all manufacturers, importers, suppliers, or distributors of hazardous chemicals doing business in this State provide a copy of the current material safety data sheet for any hazardous chemical to their direct purchasers of that chemical.

A2. STATE OF SOUTH DAKOTA UNIQUE TERMS AND CONDITIONS

In addition to the terms and conditions already indicated in the Solicitation document, the following terms and conditions will apply to any contract entered into by the State of South Dakota as a result of this Solicitation.

1. Assignment of Anti-trust Claims: The contractor hereby agrees to convey, assign and transfer to the State of South Dakota all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States, 15 U.S.C.A. §1, et seq. (1973), and under the antitrust laws of the State of South Dakota, SDCL 37-1, and amendments thereto, relating to the particular goods, services and materials purchased by the State of South Dakota in connection with this contract.

A3. STATE OF MINNESOTA UNIQUE TERMS AND CONDITIONS

1. **ADMINISTRATIVE FEE.** Not applicable.
2. **DATA SECURITY.** The Contract Vendor is required to recognize that on the performance of the Participating Addendum the Contract Vendor will become a holder of and have access to private data on individuals and nonpublic data as defined in the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13 and Minnesota Statutes Section 270B.02.

In performance of the contract, the Successful Vendor agrees that it will comply with the laws under Minnesota Statute Chapters 325E.64, 270B and 13, relating to confidentiality of information received as a result of the contract. The Contract Vendor agrees that it, its officers, employees and agents will be bound by the above confidentiality laws and that it will establish procedures for safeguarding the information.

The Contract Vendor agrees to notify its officers, employees and agents of the requirements of confidentiality and of the possible penalties imposed by violation of these laws. The Contract Vendor agrees that neither it, nor its officers, employees or agents will disclose or make public any information received by the Contract Vendor on behalf of the State of Minnesota.

The Contract Vendor shall recognize the State of Minnesota's sole and exclusive right to control the use of this information. The Contract Vendor further agrees that it shall make no use of any of the described information, for either internal or external purposes, other than that which is directly related to the performance of the Participating Addendum.

The Contract Vendor shall recognize that if it becomes aware of a privacy or security incident regarding the content of any State of Minnesota information, the Contract Vendor agrees to immediately report the event to the Minnesota Office of Enterprise Technology (OET) (d/b/a MN.IT).

The Contract Vendor agrees to indemnify and hold harmless the State of Minnesota from any and all liabilities and claims resulting from the unauthorized disclosure by the Contract Vendor, its officers, employees or agents of any information required to be held confidential under the provisions of the Participating Addendum. The Contract Vendor must return all source data to the State's project manager.

3. **BUYING "OFF" CONTRACT.** This Participating Addendum does not prohibit State agencies from using their delegated local purchasing authority to procure similar goods and services from other vendors.
4. **DEFAULT.** All commodities and services furnished will be subject to inspection and acceptance by the Ordering Entity after delivery. No substitutions or cancellations are permitted without written approval of the Ordering Entity. Back orders, failure to meet delivery requirements, or failures to meet specifications in the purchase order and/or the Contract authorizes the Ordering Entity to cancel the purchase order, or any portion of it, purchase elsewhere, and charge the full increase in cost and administrative handling to the defaulting Contract Vendor. In the event of default, the State reserves the right to pursue any other remedy available by law. A Contract Vendor may be including but not limited to; removed from the vendor's list, suspended or debarred from receiving a Master Agreement for failure to comply with the terms and conditions of the Master Agreement, or for failure to pay the State for the cost incurred on the defaulted Master Agreement
5. **DEFINITIONS. CPV Members.** The Cooperative Purchasing Venture (CPV) program was established by Minn. Stat. § 16C.03, subd. 10, which authorizes the commissioner of the Minnesota Department of Administration (Commissioner of Administration) through its Materials Management Division (MMD) to enter into a cooperative purchasing agreement for the provision of goods, services, and utilities" with one or more governmental units and other entities as described in Minn. Stat. § 471.59, subd. 1 and Minn. Stat. § 16C.03, subd. 10. Based on this authority, the Commissioner of Administration enters into a joint powers agreement that designates MMD as the authorized purchasing agent for the governmental unit or other entity. Governmental units and other entities joining the program are given an access code which identifies them as CPV members and permits them to access the MMD website to get information about commodities and/or services available on the State of Minnesota (State) contracts. Governmental units and other entities who are not members of the CPV program are not authorized to use the contract prices. The Contract Vendor agrees to provide the contract to CPV members at the same prices, terms, conditions, and specifications. For additional information, visit the MMD website at www.mmd.admin.state.mn.us.

- a. **State Agencies.** This term applies only to State agencies and departments, as defined in Minn. Stat. §§ 15.01 and 15.021.
 - b. **Ordering Entity.** This term applies to any State Agency or CPV Member when allowed in the Participating Addendum.
 - c. **State and State of Minnesota.** These two terms apply to the Minnesota Department of Administration, Materials Management Division (MMD), representing the State of Minnesota as the contracting agency for the Participating Addendum.
 - d. **Contract Vendor and Contractor.** These two terms apply to the awarded vendor from the WSCA-NASPO Master Price Agreement that MMD selects to receive a Participating Addendum.
 - e. **Contract.** Contract is defined as the WSCA-NASPO Master Price Agreement and the Minnesota Participating Addendum.
6. **EFFECTIVE DATE and CONTRACT PERIOD.** The Contract shall be effective upon the date of final execution by the State of Minnesota. The Contract term will begin on the date of Participating Addendum execution, to [Enter Specific Date], with the option to extend up to [Enter Numeric #] months, upon agreement by all parties.
 7. **ELECTRONIC FUNDS TRANSFER (EFT) PAYMENT METHOD AND STRUCTURE.** In accordance with Minn. Stat. § 16A.40 the Contract Vendor is required to provide their bank routing information to the Minnesota Department of Finance to enable payments to be made through EFT.
 8. **E-VERIFY CERTIFICATION.** Not applicable.
 9. **FUNDING OUT CLAUSE.** Not applicable.
 10. **GENERAL INSURANCE REQUIREMENTS.** Not applicable.
 11. **INDEMNIFICATION.** For clarification and not as a limitation, the Contract Vendor hereby expressly extends, in addition to the other terms, conditions and specifications of the Contract, the foregoing defense and indemnification obligations to Cooperative Purchasing Venture (CPV) Members, including Board of Trustees of the Minnesota State Colleges and Universities, in addition to Agency as defined in Minn. Stat. § 16.C.02, in addition to the legislative and judicial branches and constitutional offices of state government.
 12. **PAYMENT.** Minn. Stat. § 16A.124 requires payment within 30 days following receipt of an undisputed invoice, merchandise or service, whichever is later. Terms requesting payment in less than 30 days will be changed to read "Net 30 days." The Ordering Entity is not required to pay the Contract Vendor for any goods and/or services provided without a written purchase order or other approved ordering document from the appropriate Ordering Entity. In addition, all goods and/or services provided must meet all terms, conditions and specifications of the Contract and the ordering document and be accepted as satisfactory by the Ordering Entity before payment will be issued.

Conditions of Payment. The Contract Vendor under the Contract must be in accordance with the Contract as determined by the sole discretion of the State's Authorized Representative and be in accordance with all applicable federal, state, and local laws, ordinances, rules, and regulations including business registration requirements of the Office of the Minnesota Secretary of State.
 13. **PRODUCTS CONTAINING CERTAIN TYPES OF POLYBROMINATED DIPHENYL ETHER BANNED.** By signing the Contract, Contract Vendor certifies that they have read and will comply with Minn. Stat. §§ 325E.385-325E.388.
 14. **PURCHASING CARDS.** Contract Vendor will accept a purchasing card for order placement in addition to accepting a purchase order, without adding a surcharge or passing the processing fees or for the purchasing card back to the State. The State's single purchase limit is \$2,500 on the purchasing card.

15. **PROFESSIONAL/TECHNICAL (P/T) SERVICES.** Not applicable.
16. **PRINTERS AND MULTI-FUNCTIONAL DEVICES.** Not applicable.
17. **RETAINAGE.** Not applicable.
18. **SUBCONTRACTOR PAYMENT.** Not applicable.
19. **SUPPLY CHAIN SECURITY.** The Contract Vendor must ensure that the Contract Vendor and any subcontractors or third parties involved in assembling, manufacturing, packaging, distributing, handling, warehousing, transporting or shipping State of Minnesota goods, including goods intended to be but not yet delivered to the State of Minnesota, meet all applicable security standards and all applicable local, state, federal, and international laws, rules and regulations (hereinafter "supply chain security").

Contract Vendor must maintain certification in an official supply chain security program (ISO 28000, Customs-Trade Partnership Against Terrorism (C-TPAT), Authorized Economic Operator (AEO), or other program accepted in writing by the State of Minnesota, Office of Enterprise Technology (OET d/b/a MN.IT Services or MN.IT and the State of Minnesota, Department of Administration's Materials Management Division (MMD)) and comply with the program's security standards for all orders sourced from the Contract/Agreement. To demonstrate certification, Contract Vendor must provide to MMD and OET within one month following the effective date of this Contract/Agreement or amendment adding this Section, whichever is later, a letter verifying its certification status in an official supply chain security program and, if available, supporting documentation of its certification. Contract Vendor must immediately notify MMD and OET of any change to its certification status.

Alternatively, if Contract Vendor is not certified or loses certification, Contract Vendor must complete an OET security form to confirm that it complies with supply chain security. The form will require supporting documentation of any responses and must be completed to OET's satisfaction.

Notification of Supply Chain Security Breach. Contract Vendor and its subcontractors must immediately notify MMD, OET, and the purchasing entity, if different from OET, of any breach of supply chain security involving State of Minnesota goods, including goods intended to be but not yet delivered to the State of Minnesota. Breach of supply chain security includes, but is not limited to, cargo theft, tampering, unauthorized access, or other activities that involve suspicious actions or circumstances. Goods received with viruses, malware or similar security deficiencies constitute breach of supply chain security.

Return/Rejection of Goods. If a breach of supply chain security has occurred or the State of Minnesota in good faith suspects a breach may have occurred, including evidence that packaging or goods were tampered with or damaged, the State may reject delivery of those goods and/or return any goods already delivered. Breach of supply chain security has the meaning described in the preceding Subsection "Notification of Supply Chain Security Breach." Rejection of delivery or return of goods shall be solely at the expense and responsibility of the Contract Vendor.

The State of Minnesota may instruct Contract Vendor, at Contract Vendor's expense, to sanitize or destroy returned goods and, upon completing sanitization or destruction, Contract Vendor must provide a Certificate of Data Destruction that meets the requirements of the then current version of NIST Special Publication 800-88. The Certificate of Data Destruction must be provided to OET within one month following the completion of sanitization or destruction.

At no additional expense to the State of Minnesota, Contract Vendor must provide within a reasonable time frame replacement goods for any goods that were rejected at delivery or returned due to a supply chain security breach.

20. **TAXES.** Not applicable.
21. **TERMINATION OF THE PARTICIPATING ADDENDUM.** The Participating Addendum may be canceled by the State or the Commissioner of Administration at any time, with or without cause, upon 30 days written notice to the Contract Vendor. In the event the Contract Vendor is in default, the Participating Addendum is subject to immediate cancellation to the extent allowable by applicable law. In the event of such a

cancellation, the Contract Vendor shall be entitled to payment, determined on a pro rata basis, for work or services satisfactorily performed and accepted. The Contract Vendor may request to cancel the Participating Addendum but must receive written approval from the State.

**A4. STATE OF MISSOURI
UNIQUE TERMS AND CONDITIONS**

TERMS AND CONDITIONS

This contract expresses the complete agreement of the parties and performance shall be governed solely by the specifications and requirements contained herein. Any change must be accomplished by a formal signed amendment prior to the effective date of such change.

1. APPLICABLE LAWS AND REGULATIONS

- a. The contract shall be construed according to the laws of the State of Missouri (state). The contractor shall comply with all local, state, and federal laws and regulations related to the performance of the contract to the extent that the same may be applicable.
- b. To the extent that a provision of the contract is contrary to the Constitution or laws of the State of Missouri or of the United States, the provisions shall be void and unenforceable. However, the balance of the contract shall remain in force between the parties unless terminated by consent of both the contractor and the state.
- c. The contractor must be registered and maintain good standing with the Secretary of State of the State of Missouri and other regulatory agencies, as may be required by law or regulations.
- d. The contractor must timely file and pay all Missouri sales, withholding, corporate and any other required Missouri tax returns and taxes, including interest and additions to tax.
- e. The exclusive venue for any legal proceeding relating to or arising out of the contract shall be in the Circuit Court of Cole County, Missouri.
- f. The contractor shall only employ personnel authorized to work in the United States in accordance with applicable federal and state laws and Executive Order 07-13 for work performed in the United States.

2. INVOICING AND PAYMENT

- a. The State of Missouri does not pay state or federal taxes unless otherwise required under law or regulation. Prices shall include all packing, handling and shipping charges FOB destination, freight prepaid and allowed unless otherwise specified herein.
- b. The statewide financial management system has been designed to capture certain receipt and payment information. For each purchase order received, an invoice must be submitted that references the purchase order number and must be itemized in accordance with items listed on the purchase order. Failure to comply with this requirement may delay processing of invoices for payment.
- c. The contractor shall not transfer any interest in the contract, whether by assignment or otherwise, without the prior written consent of the state.
- d. Payment for all equipment, supplies, and/or services required herein shall be made in arrears unless otherwise indicated in the specific contract terms.
- e. The State of Missouri assumes no obligation for equipment, supplies, and/or services shipped or provided in excess of the quantity ordered. Any unauthorized quantity is subject to the state's rejection and shall be returned at the contractor's expense.
- f. All invoices for equipment, supplies, and/or services purchased by the State of Missouri shall be subject to late payment charges as provided in section 34.055, RSMo.
- g. The State of Missouri reserves the right to purchase goods and services using the state purchasing card.

3. DELIVERY

Time is of the essence. Deliveries of equipment, supplies, and/or services must be made no later than the time stated in the contract or within a reasonable period of time, if a specific time is not stated.

4. INSPECTION AND ACCEPTANCE

- a. No equipment, supplies, and/or services received by an agency of the state pursuant to a contract shall be deemed accepted until the agency has had reasonable opportunity to inspect said equipment, supplies, and/or services.
- b. All equipment, supplies, and/or services which do not comply with the specifications and/or requirements or which are otherwise unacceptable or defective may be rejected. In addition, all equipment, supplies, and/or services which are discovered to be defective or which do not conform to any warranty of the contractor upon inspection (or at any later time if the defects contained were not reasonably ascertainable upon the initial inspection) may be rejected.

- c. The State of Missouri reserves the right to return any such rejected shipment at the contractor's expense for full credit or replacement and to specify a reasonable date by which replacements must be received.
- d. The State of Missouri's right to reject any unacceptable equipment, supplies, and/or services shall not exclude any other legal, equitable or contractual remedies the state may have.

5. CONFLICT OF INTEREST

Elected or appointed officials or employees of the State of Missouri or any political subdivision thereof, serving in an executive or administrative capacity, must comply with sections 105.452 and 105.454, RSMo, regarding conflict of interest.

6. WARRANTY

The contractor expressly warrants that all equipment, supplies, and/or services provided shall: (1) conform to each and every specification, drawing, sample or other description which was furnished to or adopted by the state, (2) be fit and sufficient for the purpose intended, (3) be merchantable, (4) be of good materials and workmanship, and (5) be free from defect. Such warranty shall survive delivery and shall not be deemed waived either by reason of the state's acceptance of or payment for said equipment, supplies, and/or services.

7. REMEDIES AND RIGHTS

- a. No provision in the contract shall be construed, expressly or implied, as a waiver by the State of Missouri of any existing or future right and/or remedy available by law in the event of any claim by the State of Missouri of the contractor's default or breach of contract.
- b. The contractor agrees and understands that the contract shall constitute an assignment by the contractor to the State of Missouri of all rights, title and interest in and to all causes of action that the contractor may have under the antitrust laws of the United States or the State of Missouri for which causes of action have accrued or will accrue as the result of or in relation to the particular equipment, supplies, and/or services purchased or procured by the contractor in the fulfillment of the contract with the State of Missouri.

8. CANCELLATION OF CONTRACT

- a. In the event of material breach of the contractual obligations by the contractor, the state may cancel the contract. At its sole discretion, the state may give the contractor an opportunity to cure the breach or to explain how the breach will be cured. The actual cure must be completed within no more than 10 working days from notification, or at a minimum the contractor must provide the state within 10 working days from notification a written plan detailing how the contractor intends to cure the breach.
- b. If the contractor fails to cure the breach or if circumstances demand immediate action, the state will issue a notice of cancellation terminating the contract immediately. If it is determined the DPMM improperly cancelled the contract, such cancellation shall be deemed a termination for convenience in accordance with the contract.
- c. If the state cancels the contract for breach, the state reserves the right to obtain the equipment, supplies, and/or services to be provided pursuant to the contract from other sources and upon such terms and in such manner as the state deems appropriate and charge the contractor for any additional costs incurred thereby.
- d. The contractor understands and agrees that funds required to fund the contract must be appropriated by the General Assembly of the State of Missouri for each fiscal year included within the contract period. The contract shall not be binding upon the state for any period in which funds have not been appropriated, and the state shall not be liable for any costs associated with termination caused by lack of appropriations.

9. BANKRUPTCY OR INSOLVENCY

Upon filing for any bankruptcy or insolvency proceeding by or against the contractor, whether voluntary or involuntary, or upon the appointment of a receiver, trustee, or assignee for the benefit of creditors, the contractor must notify the state immediately. Upon learning of any such actions, the state reserves the right, at its sole discretion, to either cancel the contract or affirm the contract and hold the contractor responsible for damages.

10. INVENTIONS, PATENTS AND COPYRIGHTS

The contractor shall defend, protect, and hold harmless the State of Missouri, its officers, agents, and employees against all suits of law or in equity resulting from patent and copyright infringement concerning the contractor's performance or products produced under the terms of the contract.

11. NON-DISCRIMINATION AND AFFIRMATIVE ACTION

In connection with the furnishing of equipment, supplies, and/or services under the contract, the contractor and all subcontractors shall agree not to discriminate against recipients of services or employees or applicants for employment on the basis of race, color, religion, national origin, sex, age, disability, or veteran status unless otherwise provided by law. If the contractor or subcontractor employs at least 50 persons, they shall have and maintain an affirmative action program which shall include:

- a. A written policy statement committing the organization to affirmative action and assigning management responsibilities and procedures for evaluation and dissemination;
- b. The identification of a person designated to handle affirmative action;
- c. The establishment of non-discriminatory selection standards, objective measures to analyze recruitment, an upward mobility system, a wage and salary structure, and standards applicable to layoff, recall, discharge, demotion, and discipline;
- d. The exclusion of discrimination from all collective bargaining agreements; and
- e. Performance of an internal audit of the reporting system to monitor execution and to provide for future planning.

If discrimination by a contractor is found to exist, the state shall take appropriate enforcement action which may include, but not necessarily be limited to, cancellation of the contract, suspension, or debarment by the state until corrective action by the contractor is made and ensured, and referral to the Attorney General's Office, whichever enforcement action may be deemed most appropriate.

12. AMERICANS WITH DISABILITIES ACT

In connection with the furnishing of equipment, supplies, and/or services under the contract, the contractor and all subcontractors shall comply with all applicable requirements and provisions of the Americans with Disabilities Act (ADA).

13. FILING AND PAYMENT OF TAXES

The commissioner of administration and other agencies to which the state purchasing law applies shall not contract for goods or services with a vendor if the vendor or an affiliate of the vendor makes sales at retail of tangible personal property or for the purpose of storage, use, or consumption in this state but fails to collect and properly pay the tax as provided in chapter 144, RSMo. For the purposes of this section, "affiliate of the vendor" shall mean any person or entity that is controlled by or is under common control with the vendor, whether through stock ownership or otherwise.

14. COMMUNICATIONS AND NOTICES

Any notice to the contractor shall be deemed sufficient when deposited in the United States mail postage prepaid, transmitted by facsimile, transmitted by e-mail or hand-carried and presented to an authorized employee of the contractor.

Revised 01/26/12

A5. STATE OF VERMONT UNIQUE TERMS AND CONDITIONS

1. **Confidentiality:** The successful response will become part of the contract file and will become a matter of public record as will all other responses received. If the response includes material that is considered by the bidder to be proprietary and confidential under 1 VSA, Chapter 5, the bidder shall clearly designate the material as such, explaining why such material should be considered confidential. The bidder must identify each page or section of the response that it believes is proprietary and confidential with sufficient grounds to justify each exemption from release, including the prospective harm to the competitive position of the bidder if the identified material were to be released. Under no circumstances can the entire response or price information be marked confidential. Responses so marked may not be considered.
2. **Appropriations:** If this contract extends into more than one fiscal year of the State (July 1 to June 30), and if appropriations are insufficient to support this contract, the State may cancel at the end of the fiscal year, or otherwise upon the expiration of exiting appropriation authority.
3. **Independence, Liability:** The Contractor will act in an independent capacity and not as officers or employees of the State.

The Contractor shall defend the State and its officers and employees against all claims or suits arising in whole or in part from any act or omission of the Contractor or of any agent of the Contractor. The State shall notify the Contractor in the event of any such claim or suit, and the Contractor shall immediately retain counsel and otherwise provide a complete defense against the entire claim or suit.

After a final judgment or settlement the Contractor may request recoupment of specific defense costs and may file suit in Washington Superior Court requesting recoupment. The Contractor shall be entitled to recoup costs only upon a showing that such costs were entirely unrelated to the defense of any claim arising from an act or omission of the Contractor.

The Contractor shall indemnify the State and its officers and employees in the event that the State, its officers or employees become legally obligated to pay any damages or losses arising from any act or omission of the Contractor.

4. **Insurance:** Before commencing work on this contract the contractor must provide certificates of insurance to show that the following minimum coverages are in effect. It is the responsibility of the contractor to maintain current certificates of insurance on file with the state through the term of the contract.

Workers Compensation: With respect to all operations performed, the contractor shall carry workers' compensation insurance in accordance with the laws of the State of Vermont.

General Liability and Property Damage: With respect to all operations performed under the contract, the contractor shall carry general liability insurance having all major divisions of coverage including, but not limited to:

Premises - Operations
Products and Completed Operations
Personal Injury Liability
Contractual Liability

The policy shall be on an occurrence form and limits shall not be less than:

\$1,000,000 Per Occurrence
\$1,000,000 General Aggregate
\$1,000,000 Products/Completed Operations Aggregate
\$ 50,000 Fire/ Legal/Liability

Contractor shall name the State of Vermont and its officers and employees as additional insureds for liability arising out of this contract.

Automotive Liability: The contractor shall carry automotive liability insurance covering all motor vehicles, including hired and non-owned coverage, used in connection with the contract. Limits of coverage shall not be less than: \$1,000,000 combined single limit.

Contractor shall name the State of Vermont and its officers and employees as additional insureds for liability arising out of this contract.

No warranty is made that the coverages and limits listed herein are adequate to cover and protect the interests of the contractor for the contractor's operations. These are solely minimums that have been established to protect the interests of the State.

5. **Set Off:** The State may set off any sums which the Contractor owes the State against any sums due the Contractor under this contract; provided, however, that any set off of amounts due the State of Vermont as taxes shall be in accordance with the procedures more specifically provided hereinafter.
6. **No Gifts or Gratuities:** Contractor shall not give title, or possession of anything of substantial value (including property, currency, travel and/or education programs) to any officer or employee of the State during the term of this contract.
7. **Certification for apparel, footwear, and textiles (sweatshop prohibition):** Before commencing work on this contract, the contractor must provide certification from each supplier that meets the requirements of 29 V.S.A. §922(a) as well as a list of the names and addresses of each supplier, as required by 29 V.S.A. §922(b). Contractor certifies that if, at any time during the contract period, there are changes to the information in the certification or to the list of suppliers the contractor will promptly inform the Commissioner of Buildings and General Services of such changes.



CERTIFICATE OF LIABILITY INSURANCE

Page 1 of 1

DATE (MM/DD/YYYY)
12/18/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Willis of Michigan, Inc. c/o 26 Century Blvd. P.O. Box 305191 Nashville, TN 372305191 USA	CONTACT NAME:	PHONE (A/C, No, Ext): 1-877-945-7378	FAX (A/C, No): 1-888-467-2378
	E-MAIL ADDRESS: certificates@willis.com		
INSURED SoundOff Signal 3900 Central Parkway Hudsonville, MI 49426	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A: Cincinnati Insurance Company		10677
	INSURER B: Hartford Insurance Company of the SE		38261
	INSURER C: Hartford Insurance Company of the Midwest		37478
	INSURER D:		
	INSURER E:		
INSURER F:			

COVERAGES

CERTIFICATE NUMBER: W118812

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS		
A	<input checked="" type="checkbox"/> GENERAL LIABILITY	Y		CPP3660821	11/01/2011	11/01/2014	EACH OCCURRENCE \$ 1,000,000		
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000		
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						MED EXP (Any one person) \$ 5,000		
							PERSONAL & ADV INJURY \$ 1,000,000		
	GENERAL AGGREGATE \$ 2,000,000								
	PRODUCTS - COMP/OP AGG \$ 2,000,000								
	GEN'L AGGREGATE LIMIT APPLIES PER:								
	<input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC								
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY			81UENZA4517	11/01/2013	11/01/2014	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000		
	<input checked="" type="checkbox"/> ANY AUTO						BODILY INJURY (Per person) \$		
	<input type="checkbox"/> ALL OWNED AUTOS						BODILY INJURY (Per accident) \$		
	<input type="checkbox"/> HIRED AUTOS						PROPERTY DAMAGE (Per accident) \$		
	SCHEDULED AUTOS NON-OWNED AUTOS								
	<input type="checkbox"/> UMBRELLA LIAB						EACH OCCURRENCE \$		
	<input type="checkbox"/> EXCESS LIAB						AGGREGATE \$		
	<input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$								
C	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	N/A		81WEBT3335	11/01/2013	11/01/2014	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER \$		
	<input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory In NH)						E.L. EACH ACCIDENT \$ 1,000,000		
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE \$ 1,000,000		
							E.L. DISEASE - POLICY LIMIT \$ 1,000,000		

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
State of Vermont and its officers and employees are included as Additional Insureds as respects to General Liability.

CERTIFICATE HOLDER**CANCELLATION**

State of Vermont
115 State Street
Montpelier, VT 05633

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

SR ID: 1893511

Batch #: 17602

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ACORD 25 (2010/05)

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RFP:
DATE:

CERTIFICATE OF COMPLIANCE

This form must be completed in its entirety and submitted as part of the response for the proposal to be considered valid.

TAXES: Pursuant to 32 V.S.A. § 3113, bidder hereby certifies, under the pains and penalties of perjury, that the company/individual is in good standing with respect to, or in full compliance with a plan to pay, any and all taxes due to the State of Vermont as of the date this statement is made. A person is in good standing if no taxes are due, if the liability for any tax that may be due is on appeal, or if the person is in compliance with a payment plan approved by the Commissioner of Taxes.

INSURANCE: Bidder certifies that the company/individual is in compliance with, or is prepared to comply with, the insurance requirements as detailed in Section 4 of the State of Vermont Additional Terms and Conditions to the NASPO Terms and Conditions and Required Forms Cooperative Procurements. Certificates of insurance must be provided prior to issuance of a contract and/or purchase order. If the certificate(s) of insurance is/are not received by the Office of Purchasing & Contracting within five (5) days of notification of award, the State of Vermont reserves the right to select another vendor. Please reference the RFP and/or RFQ # when submitting the certificate of insurance.

CERTIFICATION FOR APPAREL, FOOTWEAR, AND TEXTILES (SWEATSHOP PROHIBITION): Bidder certifies that the company/individual is in compliance with the requirements as detailed in Section 7 of the State of Vermont Additional Terms and Conditions to the NASPO Terms and Conditions and Required Forms Cooperative Procurements. The contractor must provide certification from each supplier that meets the requirements of 29 V.S.A. §922(a) as well as a list of the names and addresses of each supplier, as required by 29 V.S.A. §922(b). Contractor certifies that if, at any time during the contract period, there are changes to the information in the certification or to the list of supplier the contractor will promptly inform the Commissioner of Buildings and General Services of such changes. The state reserves the right to ask for additional information and / or certifications any time during the contract period. Failure of the vendor to comply with any provision of this certification will be considered a default of the vendor's contract obligations.

CONTRACT TERMS: The undersigned hereby acknowledges and agrees to the State of Vermont Additional Terms and Conditions to the NASPO Terms and Conditions and Required Forms Cooperative Procurements.

TERMS OF SALE: The undersigned agrees to furnish the products or services listed at the prices quoted. The Terms of Sales are Net 30 days from receipt of service or invoice, whichever is later. Percentage discounts may be offered for prompt payments of invoices, however such discounts must be in effect for a period of 30 days or more in order to be considered in making awards.

FORM OF PAYMENT: Would you accept the Visa Purchasing Card as a form of payment? Yes X No

Insurance Certificate(s): Attached YES

Will provide upon notification of award YES

Delivery Offered: 30 days after notice of award

Terms of Sale: NET30

Quotation Valid for: 90 days

(If Discount)
Date: January 13, 2013

Name of Company: SOUNDOFF SIGNAL

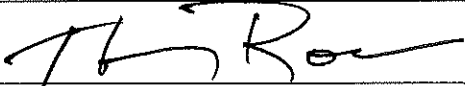
Contact Name: TOM BROWN

Address: 3900 CENTRAL PARKWAY

Fax Number: 616-896-1286

HUDSONVILLE, MI 49426

E-mail: tbrown@soundoffsignal.com

By: 
Signature (Bid Not Valid Unless Signed)

Name: Thomas Roe
(Type or Print)

All returned quotes and related documents must be identified with our request for quote number.

Offshore Outsourcing Questionnaire

Vendors must indicate whether or not any services are or will be performed in a country other than the United States. Indicate N/A if not applicable.

Services:

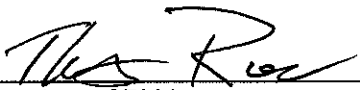
Proposed Service to be Outsourced	Bid Total	Offshore Dollars	Represents what % of total Contract Dollars	Outsourced Work Location (Country)	Subcontractor
n/a					

If any or all of the services are or will be outsourced offshore, Vendors are required to provide a cost estimate of what the cost would be to provide the same services onshore and/or in Vermont.

Proposed Service to be Outsourced	Bid Total if provided Onshore	Bid Total if provided in Vermont	Cost Impact	Onshore Work Location	Subcontractor
n/a					

SoundOffsignal.com

Name of Bidder:


 Signature of Bidder:

January 13, 2014

Date

ENVIRONMENTAL INFORMATION FORM
June 1, 2008

RECYCLED MATERIALS OR PRODUCTS:

All bidders are to complete the following information in reference to each item being quoted. Additional pages may be used if necessary.

ITEM #	BRAND/MANUFACTURER	% OF RECYCLED CONTENT	% POST CONSUMER CONTENT
ALL	SOUNDOFF SIGNAL	100% ALL CARDBOARD	100% ALL CARDBOARD


MERCURY CONTENT CERTIFICATION:

The undersigned hereby certifies that none of the items quoted in this RFQ/RFP and any contract issued as a result contain mercury except as identified below. Bidders shall also specify the amount of mercury contained in any of the products listed below. Additional pages may be used if necessary.

ITEM	PART #	MERCURY CONTENT
SOUNDOFF SIGNAL PRODUCTS	ALL	NONE

SOUNDOFF SIGNAL

Name of Bidder:


Signature of Bidder:

JANUARY 13, 2014

Date:

TOWNS AND SCHOOLS QUESTIONNAIRE

PROVISIONS FOR THE PURCHASE OF SUPPLIES, MATERIALS, AND EQUIPMENT FOR TOWNS, SCHOOLS, POLITICAL SUBDIVISIONS, AND INDEPENDENT COLLEGES* OF THE STATE OF VERMONT

The Office of Purchasing & Contracting keeps a current file of the contracts that are available to the political subdivisions and colleges. We are continually interested in expanding this file and would appreciate a positive response to the following questions:

1. Will you furnish these products and services to the political subdivisions of the State of Vermont at the same prices, terms and conditions as you quoted in this response? Yes X No _____

If no, kindly outline below the prices, terms, and conditions under which you will agree to supply these needs.

2. Will you furnish these products and services to the independent colleges of the State of Vermont at the same prices, terms and conditions as you quoted in this response? Yes X No _____

If no, kindly outline below the prices, terms, and conditions under which you will agree to supply these needs.

It should be noted that if you agree to extend these contract terms and prices to the political subdivisions or to independent colleges, all such items furnished will be billed directly to and paid for by the political subdivision or college and neither the State of Vermont, nor its Commissioner of Buildings and General Services, personally or officially, assumes any responsibility.

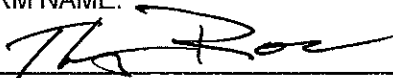
LED EMERGENCY LIGHT BARS

SOUNDOFF SIGNAL

RESPONSE TITLE:

FIRM NAME:

JANUARY 13, 2014



DATE:

BY:

*Independent Colleges are "any institution of higher education chartered in VT and accredited or holding a certificate of approval from the State Board of Education."

A6. STATE OF NEW HAMPSHIRE UNIQUE TERMS AND CONDITIONS

1. The State of New Hampshire, acting through the Division of Plant and Property Management, engages the firm or individual ("the Vendor") to perform the services and/or sale of goods, described in the attached State documents, if any, and the Vendor's bid or quotation, both of which are incorporated herein by reference.

2. COMPLIANCE BY VENDOR WITH LAWS AND REGULATIONS. In connection with the performance of this agreement, the Vendor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities which shall impose any obligation or duty upon the Vendor, including, but not limited to civil rights and equal opportunity laws.

3. TERM. The contract, and all obligations of the parties thereunder, shall become effective on a specified date and shall be completed in their entirety prior to a specified date. Any work undertaken by the Vendor prior to the effective date shall be at his sole risk and, in the event that the contract shall not become effective, the State shall be under no obligation to reimburse the Vendor for any such work.

4. CONTRACT PRICE. The contract price, a payment schedule and a maximum limitation of price shall be as specified by the bid invitation and the Vendor's bid. All payments shall be conditioned upon receipt and approval by the State, of appropriate vouchers and upon satisfactory performance by the Vendor, as determined by the State. The payment by the State of the Contract Price shall constitute complete reimbursement to the Vendor for all expenses of any nature incurred by the Vendor in the performance by the Vendor and complete payment for the Services. The State shall have no other liability to the Vendor.

5. DELIVERY. If the vendor fails to furnish items and/or services in accordance with all requirements, including delivery, the state may re-purchase similar items from any other source without competitive bidding, and the original vendor may be liable to the state for any excess costs.

6. INVOICING. All invoices must be in triplicate showing Order Number, Unit and Extension Prices and discounts allowed. A separate invoice shall be submitted for each order. Unless otherwise noted on the invitation to bid or purchase order, payment will not be due until thirty (30) days after all services have been completed, or all items have been delivered, inspected and accepted or the invoice has been received at the agency business office, whichever is later.

7. PERSONNEL.

7.1. The Vendor shall disclose in writing the names of all owners (5% or more), directors, officers, employees, agents or subcontractors who are also officials or employees of the State of New Hampshire. Any change in this information shall be reported in writing within fifteen (15) days of their occurrence.

7.2. The person signing this agreement on behalf of the State, or his or her delegee ("Contracting Officer") shall be the State's representative for purposes of this agreement. In the event of any dispute concerning the interpretation of this agreement, the Contracting Officer's decision shall be final.

8. EVENT OF DEFAULT; REMEDIES.

8.1. Any one or more of the following acts or omissions of the Vendor shall constitute an event of default hereunder ("Events of Default");

8.1.1. failure to deliver the goods or services satisfactorily or on schedule; or

8.1.2. failure to submit any report required hereunder; or

8.1.3. failure to perform any of the other covenants and conditions of this agreement.

8.2. Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1. give the Vendor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this agreement, effective two (2) days after giving the Vendor notice of termination; and

8.2.2. give the Vendor a written notice specifying the Event of Default and suspending all payments to be made under this agreement and ordering that the portion of the Contract Price, which would otherwise accrue to the Vendor during the period from the date of such notice until such time as the State determines that the Vendor has cured the Event of Default, shall never be paid to the Vendor; and

8.2.3. set off against any other obligation the State may owe to the Vendor any damages the State suffers by reason of any Event of Default; and

8.2.4. treat the agreement as breached and pursue any of its remedies at law or in equity, or both.

9. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event, or any subsequent Event. No express failure of any Event of Default shall be deemed a waiver of any provision hereof. No such failure or waiver shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other default on the part of the Vendor.

10. VENDOR'S RELATION TO THE STATE. In the performance of this agreement the Vendor is in all respects an independent Vendor, and is neither an agent nor an employee of the State. Neither the Vendor nor any of its officers, employees, agents or members shall have authority to bind the State nor are they entitled to any of the benefits, workmen's compensation or emoluments provided by the State to its employees.

11. ASSIGNMENT AND SUBCONTRACTS. The Vendor shall not assign, or otherwise transfer any interest in this agreement without the prior written consent of the State. No work required by this contract shall be subcontracted without the prior written consent of the State.

If a vendor is unable to complete delivery by the date specified, he must contact the using agency. However, the agency is not required to accept a delay to the original delivery date. All deliveries are subject to inspection and receiving procedure rules as established by the State of New Hampshire. Deliveries are not considered accepted until compliance with these rules has been established. State personnel signatures on shipping documents shall signify only the receipt of shipments. All deliveries shall be FOB Destination.

12. INDEMNIFICATION. The contractor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based on, resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Vendor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant shall survive the termination of this agreement.

12.1 PATENT PROTECTION. The seller agrees to indemnify and defend the State of New Hampshire from all claims and losses resulting from alleged and actual patent infringements and further agrees to hold the State of New Hampshire harmless from any liability arising under RSA 382-A:2-312(3). (Uniform Commercial Code).

13. TOXIC SUBSTANCES. In compliance with RSA 277-A known as the Workers Right to Know Act, the vendor shall provide Material Safety Data Sheets with the delivery of any and all products covered by said law.

14. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given below.

15. AMENDMENT. This agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto.

16. CONSTRUCTION OF AGREEMENT AND TERMS. This agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns.

17. ADDITIONAL PROVISIONS. The additional provisions (if any) have been set forth as Exhibit "A" hereto.

18. ENTIRE AGREEMENT. This agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings relating hereto.

B. RESPONDER CHECKLIST

CHECKLIST.

This list may not be comprehensive, read the RFP thoroughly for information required in this Solicitation.

- ☐ **One original and Five copies** of proposal and one electronic searchable pdf on flash drive or CD
- ☐ One original cost proposal (Price Schedule) – one in paper/hardcopy form and one electronic flash drive or CD **sealed in separate envelope**
- ☐ Signed Addendums (if applicable)
- ☐ Acceptance of all Terms & Conditions
Acceptance of Terms of condition must be noted and/or alternative language presented.
- ☐ Forms included in RFP:
 - ___ Signature Page
 - ___ Affirmative Action Certification
 - ___ Trade Secret Information
 - ___ Affidavit of Non-Collusion
 - ___ Service & Delivery
 - ___ Savings
 - ___ Taxpayer Identification
 - ___ Veterans Preference
 - ___ VPAT Web Content Accessibility Guidelines 2.0 level AA
- ☐ Explanation of Website Capability



EXPLANATION OF WEBSITE CAPABILITY

EXPLANATION OF WEBSITE CAPABILITY

SoundOff Signal

Soundoff Signal maintains a website for Customers to view products, product configurations, and warranties. Please visit our website at www.soundoffsignal.com. Our website includes the following:

TRANSLATOR BUTTON—Viewer can pick what language they would like to use. Button located on the top of the front page.

MARKETS—Landing page buttons to view EMERGENCY, AMBER, BUS, and GSA markets. These buttons allow the viewer to look at application galleries for the different markets. Galleries include products and applications pictures.

HOME BUTTON—Takes viewer to the Home Page.

ABOUT US BUTTON—Lists Affiliations, Career Opportunities, and Quality.

PRODUCTS BUTTON—Viewer can see all SoundOff products by category including specification information, cut sheet, product numbers, pictures, installation sheets, and order forms.

SALES & SUPPORT BUTTON—Includes:

- Dealer information—locator map
- Tech Services—Flasher/Vehicle charts, Returns, Troubleshooting, warranty Policy, and Contacts.
- Sales—Includes how to order, Product Feedback, and Customer Feedback.
- Customer Service—Includes FAQ'S and Contacts.
- Knowledge Base—Includes installation documents and certifications.
- Dealer Login—Our dealer portal
- Supplier Information—Includes change form, Supplier seven step form, SoundOff Supplier Quality manual, and Vendor purchase order Terms and Conditions.

RESOURCES BUTTON— includes: Catalogs, Flyers, Price Guides, SoundOff Signal Apparel, Trade Show Schedule, Video Library, Literature Request, and Patent Notification.

NEWS ROOM BUTTON— includes: Industry News, Press Releases, and solution essays.

CONTACT US BUTTON— includes: Corporate address and links to different SoundOff departments.

BOTTOM OF PAGE— includes: Above buttons, also access to social media sites including Facebook, YouTube, Twitter, and LinkedIn.

Most of our dealers have websites which prominently display our products and link to our SoundOff website. We have also filled out the VPAT document located in Section 2. Daily we are working to improve our website. We are open to improving our site to meet Accessibility Standards outlined in the RFP.



TECHNICAL SPECIFICATIONS AND LITERATURE

MAGNUM AND NFORCE LIGHTBAR
Technical Specification and Literature

See following pages



Exterior Full Size LED Lightbar



Features

- 6 LED inboard modules deliver Fusion Boost technology for extreme brightness
- 3 LED inboard modules designed with a new TurboOptic to deliver maximum intensity at an affordable price
- 6 or 12 LED corner modules
- Low profile design
- Cruise mode option
- Optimal rear stop/turn modules available
- Replaceable outer Lens
- Dimming capability



1.800.338.7337

LIGHTBARS

www.soundoffsignal.com



Amber, Blue and Red

TECHNICAL SPECIFICATIONS

FLASH PATTERNS

Standard Warning	21 flash patterns
LED Take Down & Alley Lights	5 flash patterns
Take Down/Work Lights	5 flash patterns
Arrow Left, Center & Arrow Right	4 flash patterns
Arrow Warning	Solid Arrow: 9 Warning, Split Arrow: 17 Warning

VOLTAGE

CURRENT DRAW @ 12.8 VDC

Inboard/Warning Module	Flashing: 0.5 Amps / Steady on: 1.0 Amps
Corner	Flashing: 0.8 Amps / Steady on: 1.6 Amps
Alley Light	Flashing: 0.21 Amps / Steady on: 0.42 Amps
Take Down Light	LED: 3 / Steady on: 0.42 / Flashing: 0.21 LED: 6 / Steady on: 0.84 / Flashing: 0.42 LED: 9 / Steady on: 1.26 / Flashing: 0.63

TECHNOLOGY

Inboard Module	3 or 6 Gen3 LEDs
Corner/End Module	6 or 12 Gen3 LEDs
Alley Light	3 LED
Take Down Light	3, 6, or 9 LED Modules

OPERATING TEMPERATURE

	-40° to +65° C / -40° to +149° F
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LENGTHS

	23" (58.4 cm), 35.5" (90.2cm), 42" (106 cm), 48" (12.9 cm), 54" (137 cm), 73" (185.4 cm), 73" (185.4 cm)
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HEIGHT

All Lengths	2.3" (5.8 cm)
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DEPTH

All Lengths	12.3 (31.2 cm)
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WARRANTY

	Five-year
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OPTIONS

Mounts	Headache and Low Profile Fixed Bracket
Rear Split Arrow	Available with 6 or 12 LED Dual Color Modules

1.800.338.7337

LIGHTBARS

www.soundoffsignal.com

THINK new Smart Design.

September 2013



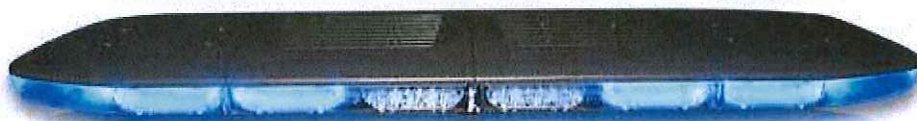
Exterior Lightbar The Next Generation

Introducing the nFORCE® lightbar.
An innovative solution that combines
next generation design with attention
grabbing performance.

Gone is the boxy police car design
of yesterday. Say hello to the bold
new looks of today's police vehicles.
With its minimized size, aerodynamic
design and accentuated shapes,
nFORCE® took its visual cue from the
sleek appearance and body styles of
today's new police vehicles.

We know that getting home safely to
your family is what is most important
to you. That's why nFORCE® delivers
much more than great looks.

Nexus Technology provides powerful
forward facing and off-axis
illumination to optimize traffic control
while keeping you safe and secure.



#ENFLBS



Features

- Inboard LED module options: any combination of single color 6 or 9 LED, dual color 12 LED or tri-color 18 LED counts
- Corner LED module options: any combination of single color 12 or 18 LED, dual color 24 LED or tri-color 30 LED counts
- Front or rear steady-burn inboard modules
- "All white" forward facing modules option for intense forward and left/right scene lighting
- 6 LED Take Downs, 3 LED Alley Lights standard
- Manual dimming capability for nighttime use
- Cruise mode
- Ability to shut down complete front or rear inboard and select corner modules
- Rear arrow option
- Available in 24", 36", 42", 48", 54", 60" and 72" lengths
- Windows PC App software for ease of programming and RJ45 connector with SoundOff® Signal sirens

Technical Specifications (see page 2)



3900 Central Parkway | Hudsonville, MI 49426
Telephone: 800.338.7337 | Order fax: 616.896.1286
www.soundoffsignal.com

nFORCE® Exterior Lightbar Technical Specifications

Input Voltage Range	10-16Vdc	24-30Vdc
Number of LEDs and Current Draw (Peak/Average)	Max 500mA for each 3LED bank. Inboard Module: 6 LED Single Color: < 1.0A @ 12.8Vdc 9 LED Single Color: < 1.5A @ 12.8Vdc 12 LED Dual Color: < 1.0A @ 12.8Vdc 18 LED Tri-Color: < 1.0A @ 12.8Vdc Corner Module: 12 LED Single Color: < 2.0A @ 12.8Vdc 18 LED Single Color: < 3.0A @ 12.8Vdc 24 LED Dual Color: < 2.0A @ 12.8Vdc 30 LED Tri Color: < 2.0A @ 12.8Vdc Takedown: 6 LED Takedown: < 1.0A @ 12.8Vdc Alley: 3LED Alley: < 0.5A @ 12.8Vdc	Future
Number of LEDs and Wattage (Average)	Inboard Module: 6 LED Single Color: < 6.4W @ 12.8Vdc 9 LED Single Color: < 9.6W @ 12.8Vdc 12 LED Dual Color: < 6.4W @ 12.8Vdc 18 LED Tri-Color: < 6.4W @ 12.8Vdc Corner Module: 12 LED Single Color: < 12.8W @ 12.8Vdc 18 LED Single Color: < 19.2W @ 12.8Vdc 24 LED Dual Color: < 12.8W @ 12.8Vdc 30 LED Tri Color: < 12.8W @ 12.8Vdc Takedown: 6 LED Takedown: < 12.8W (steady ON) @ 12.8Vdc Alley: 3LED Alley: < 6.4W (steady ON) @ 12.8Vdc	Future
Flash Patterns	Warning: 32, Takedown/Alley: 15 and Arrow L/C/R: 6	
Operating Temperature	-40°C to +65°C	
Mounting	Standard hook bracket mount with angle adjustment wedges Headache rack mount Permanent mount Magnetic mount (24" version only)	
Dimensions	Lengths: 24", 36", 42", 48", 54", 60" and 72" Depth: 12" Height: 2.55" (bar only)	
Warranty	5-year	
Certifications	SAE J845, J575	

For additional information and for an order form for the nFORCE® Exterior Lightbar, visit www.soundoffsignal.com, select products, lightbars then nFORCE® lightbar.