



RFP #030425
REQUEST FOR PROPOSALS
for
Public Safety Software

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

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Software to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.

SOLICITATION SCHEDULE

Public Notice of RFP Published:	January 14, 2025
Pre-proposal Conference:	February 11, 2025, 2:00 p.m., Central Time
Question Submission Deadline:	February 24, 2025, 4:30 p.m., Central Time
Proposal Due Date:	March 4, 2025, 4:30 p.m., Central Time Late responses will not be considered.
Opening:	March 4, 2025, 4:30 p.m., Central Time See RFP Section V.G. "Opening"

I. ABOUT SOURCEWELL

A. SOURCEWELL

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and master agreement award process for the benefit of its 50,000+ participating entities across the United States and Canada. Sourcewell's solicitation process complies with State of Minnesota law and policies, conforms to Canadian trade agreements (including Canadian Free Trade Agreement, Ontario-Quebec Trade and Cooperation Agreement, and Canada-European Union Comprehensive Economic and Trade Agreement, as applicable), and results in cooperative purchasing solutions from which Sourcewell's Participating Entities procure equipment, products, and services.

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

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

B. USE OF RESULTING MASTER AGREEMENTS

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

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

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

- Federal, provincial, and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Indigenous self-governing bodies;

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

- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the cities of Calgary, Edmonton, Toronto, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;
- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest; and
- Canoe procurement group of Canada’s current and future members. Canoe members include:
 - Federal, provincial and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
 - Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest;
 - Indigenous self-governing bodies;
 - Airport authorities;
 - Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the cities of Calgary, Edmonton, Toronto, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities; and
 - Canoe procurement group of Canada’s current and future partner associations, including Saskatchewan Association of Rural Municipalities, Association of Manitoba Municipalities, Local Authorities Services/Association of Municipalities Ontario, Nova Scotia Federation of Municipalities, Federation of Prince Edward Island Municipalities, Municipalities Newfoundland Labrador, Union of New Brunswick Municipalities, Northwest Territories Association of Communities, Association of Yukon Communities, CivicInfo BC, Association and their current and future members.

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

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

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

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

C. INTERGOVERNMENTAL SUPPORT AGREEMENTS

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

II. SOLICITATION DETAILS

A. SOLUTIONS-BASED SOLICITATION

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

B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

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

Sourcewell is seeking proposals for “off-the-shelf” public safety software, pre-built, readily available applications for large market segments. Sourcewell **IS NOT** looking for artificial intelligence (AI) customization, but public safety software with existing AI capabilities is eligible. Off-the-shelf software solutions may include standalone Software as a Service (SaaS) platforms, or cloud-based solutions for law enforcement, fire/rescue, EMS, emergency management, emergency communication centers, and other related emergency service agencies and personnel. These solutions are categorized into three groups for this RFP:

1. **Category 1. Public Safety Response – Agency Situational Awareness, including but not limited to:**
 - a. Incident command and management (incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.);
 - b. Mapping (vertical location, indoor, outdoor);
 - c. Asset tracking and location (personnel, vehicles, controlled substances, equipment, etc.);
 - d. Community notifications (evacuations, minor crime reporting, shelter in place, etc.);

- e. One-to-one and one-to-many collaboration and coordination (SMS, push to talk, video, voice, etc.); and,
- f. Public safety focused data and analysis applications, to include but not limited to video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration.

Proposers selecting or responding to Category 1 are **ONLY** able to provide one (1) or a combination of solutions in Category 1. a – f above and will **ONLY** be evaluated in Category 1. See Appendix I of the RFP for further guidance.

2. Category 2. Public Safety Response – Agency Operations, including but not limited to:

- a. Pre-incident planning software, such as:
 - i. Fire prevention related inspections and enforcement;
 - ii. Operational management (scheduling, training, compliance, etc.); and
 - iii. Data and analytics to inform staffing, deployment, station location, budget, and other management decisions.
- b. Incident/post-incident software, such as:
 - i. CAD, RMS for law enforcement, fire, and EMS;
 - ii. Electronic Patient Care Reporting (ePCR) and data transfer to hospitals;
 - iii. Digital and physical evidence management;
 - iv. E-citation systems; and
 - v. Law enforcement case management.

Proposers selecting or responding to Category 2 are **ONLY** able to provide one (1) or a combination of solutions in Category 2. a – b above and will **ONLY** be evaluated in Category 2. See Appendix I of the RFP for further guidance.

3. Category 3. Comprehensive Solutions

- a. Solutions that offer at least one (1) or a combination of solutions from **BOTH** Category 1 and Category 2 above.

Proposers selecting or responding to Category 3 can provide one (1) or a combination of solutions in **BOTH** Categories 1 and 2 above and will **ONLY** be evaluated in Category 3. Proposers who select or respond to both Category 1 and Category 2 **WILL BE** evaluated under Category 3 and **WILL NOT** be evaluated under Category 1 and Category 2. Proposers selecting or responding to all three (3) categories will **ONLY** be evaluated under Category 3. See Appendix I of the RFP for further guidance.

Complimentary equipment, accessories, and services must be directly related to the offering of systems or solutions described in sections 1 – 3 above. Software platforms or solutions should be able to integrate with a broad range of other software and hardware solutions to improve

and/or expand agency capabilities. Sourcewell **IS NOT** looking for artificial intelligence (AI) customization, but public safety software with existing AI capabilities is eligible.

4. This solicitation does not include that equipment, products, or services covered under categories included in pending or planned Sourcewell solicitations, or in master agreements currently maintained by Sourcewell, identified below:
 - a. Fleet Management Technologies with Related Software Solutions (RFP #020221);
 - b. Fleet Management Services (RFP #030122);
 - c. Unified Communications and Contact Center Solutions (RFP #120122);
 - d. Unmanned and Remotely Operated Vehicle Systems with Related Technology and Services (RFP #011223);
 - e. Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories (RFP #101223);
 - f. Technology Products and Services with Related Solutions (RFP #121923);
 - g. Wireless Voice and Data Services with Related Solutions, Equipment, and Accessories (RFP #031924);
 - h. Software Solutions and Related Services for Public Sector and Education Administration (RFP #060624);
 - i. Staffing with Related Services and Solutions (RFP #061324);
 - j. Artificial Intelligence (AI) Readiness, Implementation, and Support Services (RFP #110724);
 - k. Facility Security Systems, Equipment, and Software with Related Services (RFP #121024); and,
 - l. Public Safety Communications Technology and Hardware Solutions (RFP #020625).

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

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

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

C. REQUIREMENTS

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

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

D. PROSPECTIVE MASTER AGREEMENT TERM

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

E. ESTIMATED MASTER AGREEMENT VALUE AND USAGE

Based on past volume of similar master agreements, the estimated annual value of all transactions from master agreements resulting from this RFP are anticipated to be USD 80 Million; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the master agreement(s) awarded from this RFP; however, sales and sales volume from any resulting master agreement are not guaranteed.

F. MARKETING PLAN

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

ADDITIONAL CONSIDERATIONS

1. Master agreements will be awarded to proposers able to best meet the need of Participating Entities. Proposers should submit their complete line of equipment, products, or services that are applicable to the scope of this RFP.
2. A proposer may submit only one proposal. If related, affiliated, or subsidiary entities elect to submit separate proposals, rather than a single parent-entity proposal, each such proposal must be prepared independently and without cooperation, collaboration, or collusion.
3. If a proposer works with a consultant on its proposal, the consultant (an individual or company) may not assist any other entity with a proposal for this solicitation.
4. Proposers should include all relevant information in its proposal, since Sourcewell cannot consider information that is not included in the proposal. Sourcewell reserves the right to verify proposer's information and may request clarification from a proposer, including samples of the proposed equipment or products.
5. Depending upon the responses received in a given category, Sourcewell may need to organize responses into subcategories in order to provide the broadest coverage of the requested equipment, products, or services to Participating Entities. Awards may be based on a subcategory.
6. A proposer's documented negative past performance with Sourcewell or its Participating Entities occurring under a previously awarded Sourcewell master agreement may be considered in the evaluation of a proposal.

III. PRICING

A. REQUIREMENTS

All proposed pricing must be:

1. Either Line-Item Pricing or Percentage Discount from Catalog Pricing, or a combination of these:
 - a. **Line-item Pricing** is pricing based on each individual product or service. Each line must indicate the proposer's published "List Price," as well as the "Master Agreement Price."
 - b. **Percentage Discount from Catalog or Category** is based on a percentage discount from a catalog or list price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products or services. Individualized percentage discounts can be applied to any number of defined product groupings. Proposers will be responsible for providing and maintaining current published MSRP with Sourcewell, and this pricing must be included in its proposal and provided throughout the term of any master agreement resulting from this RFP.
2. The proposer's not to exceed price. A not to exceed price is the highest price for which equipment, products, or services may be billed to a Participating Entity. However, it is permissible for suppliers to sell at a price that is lower than the agreed upon price.
3. Stated in U.S. and Canadian dollars (as applicable).

4. Clearly understandable, complete, and fully describe the total cost of acquisition (e.g., the cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Entity's location).

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

B. ADMINISTRATIVE FEES

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

IV. MASTER AGREEMENT

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

To identify any exception, or to request any modification, to Sourcewell's standard master agreement terms, conditions, or specifications, a proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Documents" section of the "Bid Details" page on the Sourcewell Procurement Portal and uploaded as part of its response. Only those exceptions noted at the time of the proposal submission will be considered.

Exceptions must:

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

Unclear requests will be automatically denied.

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

If a proposer receives a master agreement award resulting from this solicitation it will have up

to 30 days to sign and return the master agreement. After that time, at Sourcewell's sole discretion, the master agreement award may be revoked.

V. RFP PROCESS

A. PRE-PROPOSAL CONFERENCE

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

B. QUESTIONS REGARDING THIS RFP AND ORAL COMMUNICATION

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

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

C. ADDENDA

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

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

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

“MY BIDS” section of the Sourcewell Procurement Portal Vendor Account periodically after submitting its proposal (and up to the Proposal Due Date). If the proposer’s proposal status has changed to INCOMPLETE, the proposer is solely responsible to:

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

D. PROPOSAL SUBMISSION

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

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

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

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

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

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

E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

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

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

F. PROPOSAL WITHDRAWAL

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

G. OPENING

The Opening of proposals will be conducted in the Sourcewell Procurement Portal immediately following the proposal due date and time. To view the list of proposers resulting from the opening, verify that the Sourcewell Procurement Portal opportunities list search is set to "All" or "Closed."

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

VI. EVALUATION AND AWARD

A. EVALUATION

It is the intent of Sourcewell to award one or more master agreements to responsive and responsible proposers offering the best overall quality, selection of equipment, products, and services, and price that meet the commonly requested specifications of Sourcewell and its Participating Entities. The award(s) will be limited to the number of proposers that Sourcewell determines is necessary to meet the needs of its Participating Entities.

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

1. Total evaluation scores (giving consideration to natural breaks in the scoring of responsive proposals);
2. The number and geographic location of highest-scoring proposers that offer:
 - a. A comprehensive selection of the requested equipment, products, or services;
 - b. A sales and service network ensuring availability and coverage for Participating Entities' use; and

- c. Other attributes of the proposer or contents of its proposal that assist Participating Entities in achieving environmental and social requirements, and goals.

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

B. AWARD(S)

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

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

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

Conformance to RFP Requirements	Pass/Fail
Financial Viability and Marketplace Success	50
Ability to Sell and Deliver Solutions	150
Marketing Plan	100
Value Added Attributes	100
Depth and Breadth of Offered Solutions	200
Pricing	400
TOTAL POINTS	1000

C. PROTESTS OF AWARDS

Any protest made under this RFP by a proposer must be in writing, addressed to Sourcewell’s Executive Director, and delivered to the Sourcewell office located at 202 12th Street NE, P.O. Box 219, Staples, MN 56479. All documents that comprise the complete protest package must be received, and time stamped at the Sourcewell office by 4:30 p.m., Central Time, no later than 10 calendar days following Sourcewell’s notice of master agreement award(s) or non-award. A protest must allege a procedural, technical, or legal defect, with supporting documentation. A protest that merely requests a re-evaluation of a proposal’s content will not be entertained.

A protest must include the following items:

- The name, address, and telephone number of the protester;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the alleged procedural, technical, or legal defect;

- Analysis of the basis for the protest;
- Any additional supporting documentation;
- The original signature of the protester or its representative; and
- Protest bond in the amount of \$20,000 (except where prohibited by law or treaty).

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

D. RIGHTS RESERVED

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

Sourcewell reserves the right to:

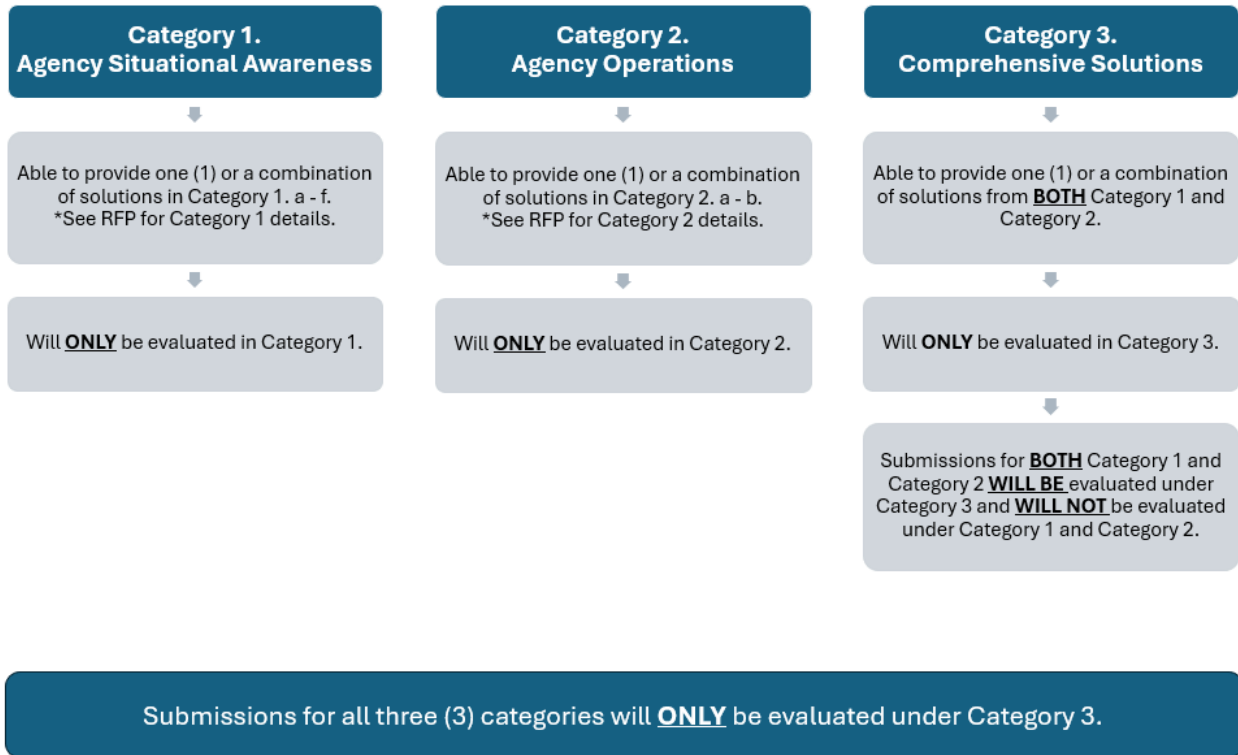
- Modify or cancel this RFP at any time;
- Reject any and all proposals received;
- Reject proposals that do not comply with the provisions of this RFP;
- Select, for master agreements or for discussion, a proposal other than that with the lowest cost;
- Independently verify any information provided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

E. DISPOSITION OF PROPOSALS

All materials submitted in response to this RFP will become property of Sourcewell and will become public record in accordance with Minnesota Statutes Section 13.591, after negotiations are complete. Sourcewell considers that negotiations are complete upon execution of a resulting master agreement. It is the proposer's responsibility to clearly identify any data submitted that it considers to be protected. Proposer must also include a justification for the classification citing the applicable Minnesota law. Sourcewell may reject proposals that are marked confidential or nonpublic, either substantially or in their entirety.

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

Appendix I





1/17/2024

Addendum No. 1

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

Is there a preferred format for submitting our RFP response?

Answer 1:

Proposers must complete the “Step 1 – Specifications” questionnaire directly in the Sourcewell Procurement Portal. Proposers should also upload applicable, supplemental attachments under “Step 2 – Documents” in the Procurement Portal.

“Requested Exceptions” is the only document that requires specific formatting. If the proposer has any exceptions to the Master Agreement, the “proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the ‘Documents’ section” per RFP section IV. Master Agreement.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 1/17/25, is required at the time of proposal submittal.



1/17/2024

Addendum No. 2

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

Can Sourcewell provide an excel export version of the online requirements and questions? We will not provide this excel with our submittal, we would just like to have an exported version of the questions so it can be more easily shared amongst our team. We will then copy the answers we put into this excel document into the format requested for this response.

Answer 1:

Sourcewell is unable to provide the online requirements and questions in Excel format. However, suppliers can access a PDF version of the online questionnaire by going to "Step 4 – Preview Bid" in the Procurement Portal then selecting the "Preview My Bid in PDF" button.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 1/17/25, is required at the time of proposal submittal.



01/21/2025

Addendum No. 3

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

Is there a budget for the Solution?

Answer 1:

Per section II. E. Estimated Master Agreement Value and Usage of the RFP, the estimated annual value of all transactions from master agreements resulting from this RFP are anticipated to be USD 80 Million. Sourcewell anticipates considerable activity under the master agreement(s) awarded from this RFP; however, sales and sales volume from any resulting master agreement are not guaranteed.

Question 2:

Do you anticipate a packaged software along with Consulting Services to develop Requirements and Testing etc?

Answer 2:

Sourcewell is requesting proposals to meet the various needs of its 50,000+ Participating Entities as a whole, across the United States and Canada, not individual entities' needs. The use of Sourcewell contracts is voluntary for Participating Entities. In this competitive solicitation process, Sourcewell will not advise a proposer on the way it should submit a proposal. It is left to the discretion of each proposer to articulate and propose the approach that aligns with its business methods and satisfies the

requirements of the RFP. Proposals are evaluated based on the criteria stated in the RFP. Participating Entities' unique needs, and Solutions from awarded vendor(s), will be determined if and when Participating Entities choose to utilize a contract resulting from this solicitation.

Question 3:

Is there an incumbent [sic]?

Answer 3:

Twelve (12) contracts were awarded under RFP #051321 Public Safety Software.

Question 4:

Can we do a Pilot or POC ?

Answer 4:

Refer to answer 2.

Question 5:

In article 2, Section 22, subsection b: Is email an accepted Alternate Manner for the submission of Certificates of Insurance, or do they need to be mailed to the address listed in the Master Agreement?

Answer 5:

Per Article 2, section 22, subsection b of the Master Agreement, prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell following award announcement.

Question 6:

Hello, do notifications related to the bid, such as the addition of bid addenda or any other new posts, get sent to plan holders? If not, is there a way to do so? Thank you!

Answer 6:

Addenda issued by Sourcewell become a part of the RFP and will be delivered to potential proposers through the Sourcewell Procurement Portal. Other documents such as the Pre-Proposal login information are also posted through the portal. Any updates and changes to the RFP are documented and sent to all registered plan holders via the portal.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 01/21/2025, is required at the time of proposal submittal.



01/24/2025

Addendum No. 4

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

In conjunction with Addendum No. 3 (Answer 3:) issued 01/21/2025, can you please identify the twelve (12) vendors that were awarded contracts under RFP #051321 Public Safety Software, and if any of those contracts are still in force or if they expired including the date.

Answer 1:

The following contracts were awarded under RFP #051321 Public Safety Software:

051321-AOG	ATIMS	Expires 7/27/2025
051321-BAK	Backdraft	Contract Not Signed
051321-DEC	Deccan	Expires 7/27/2025
051321-GYS	Genasys	Expires 7/27/2026
051321-MOT	Motorola Solutions	Expires 7/27/2025
051321-OFF	Off Duty Management	Expires 7/27/2025
051321-QKT	Quicket Solutions	Expires 7/27/2025
051321-RDO	RadioMobile	Expires 7/27/2025
051321-SMT	SmartCOP, Inc.	Expires 7/27/2025
051321-UTI	Utility Associates, Inc.	Expires 7/27/2025
051321-VAI	Vaisala	Expires 7/27/2025
051321-ENV	Envisage dba Vector Solutions	Expires 7/27/2025

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 01/24/2025, is required at the time of proposal submittal.



01/29/2025

Addendum No. 5

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

If software products can fit into both Category 1 and Category 2, should we include them in both Categories (in the appropriate subcategory)? Or only in one Category?

Answer 1:

Per the RFP, "Proposers selecting or responding to Category 3 **can provide one (1) or a combination of solutions in BOTH Categories 1 and 2** above and will **ONLY** be evaluated in **Category 3**. Proposers who select or respond to both Category 1 and Category 2 **WILL BE** evaluated under Category 3 and **WILL NOT** be evaluated under Category 1 and Category 2. Proposers selecting or responding to all three (3) categories will **ONLY** be evaluated under Category 3. See Appendix I of the RFP for further guidance.

Question 2:

Do you have an update for connecting to the Pre-Proposal Conference.

Answer 2:

Login instructions will be posted to the "Documents" section of the RFP's "Bid Details" page in the Sourcewell Procurement Portal and available to registered suppliers two (2) business days prior to the web conference. Instructions will also be sent to all registered plan takers at that time.

Question 3:

In Table 2B: References from eligible Sourcewell entities. Can you provide detail about the meaning of Sourcewell entities? Do they have to be Government's? Do they have to be 3 different agencies, or can they be references be from different projects within the same entity?

Answer 3:

Refer to RFP Section 1. About Sourcewell, which defines Sourcewell's participating entities.

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

Question 4:

Questions 26 and 28 under Table 3 appear to be incomplete. If they aren't, what details ought to be included to answer those questions?

Answer 4:

Refer to the instructions listed under the Table 3: Ability to Sell and Delivery Solutions header.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 01/29/2025, is required at the time of proposal submittal.



01/31/2025

Addendum No.6

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

To clarify - if a product can fit within both Category 1 and Category 2 UNDER the umbrella of Category 3, should they be listed in each subcategory? Or just in one subcategory? For example, if within Category 3 a product qualifies to be included in line item 98 - Public safety focused data and analysis applications - Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration (Category 1 under Category 3) AND ALSO qualifies to be included in line item 102 - Pre-incident planning software - Data analytics to inform staffing, deployment, station location, budget, and other management decisions (Category 2 under Category 3), then should this product be included under line item 98, under line item 102, or under both line items 98 and 102?

Answer 1:

A proposer responding to Category 3 and offering solutions that qualify under both Category 1 and Category 2 must indicate both categories and subcategories in their response to Table 7D.

Question 2:

Under Category 2 – Type B.iii (page 5), it states 'Digital and Physical Evidence Management Solution' as one of the solutions. To qualify for this RFP, is it mandatory to

include a physical Evidence Management component, or would a solution focused solely on digital evidence management be considered compliant?

Answer 2:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. It is left to the discretion of each proposer to articulate and demonstrate its ability to service participating entities and what solutions-based products fall within the RFP, Section II. B. Requested Equipment, Products, or Services, that satisfy all the requirements included in the questionnaire tables. The solicitation is a competitive process, and proposals are evaluated on the content submitted based on the criteria stated in the RFP.

Question 3:

The RFP outlines specific categories of public safety software solutions, including situational awareness, and agency operations. However, are vendors permitted to propose additional public safety-related solutions that are not explicitly listed within these categories but may provide significant value to Sourcewell's Participating Entities? If so, how should vendors structure their proposal i.e in which table should we include these additional solutions while ensuring compliance with the RFP's requirements?

Answer 3:

Refer to answer 2.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 01/31/2025, is required at the time of proposal submittal.



02/03/2025

Addendum No.7

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

In Category 1, you have two categories/sub categories we would like further information on.

Incident Command: Can you confirm if any of the 12 vendors from the previous bid (those mentioned in prior addendums) provided this category? Can you also confirm the types of public safety agencies that would use this software? We ask this to confirm if by marking yes, we must be able to offer this software to all public safety agencies. Or, can our solution be geared towards a specific type of public agency (i.e. Police or Fire)?

Asset Tracking & Location: Please confirm the same information as above.

Answer 1:

Note, Sourcewell's requests for equipment, products, and services (categories and sub-categories) may be revised each solicitation to best reflect our Participating Entity's needs and to reflect market trends within the industry.

Incident Command –

Of the 12 suppliers contracted under RFP #051321 (refer to Addendum 3 and 4), five (5) suppliers proposed equipment, products, or services pertaining to "Incident command, logging recorder, and evidence, ticketing, or citation management systems."

Asset Tracking & Location –

Of the 12 suppliers contracted under RFP #051321 (refer to Addendum 3 and 4), six (6) suppliers proposed equipment, products, or services pertaining to “Personnel non-fleet asset resource and controlled substance tracking or location solutions.”

Master Agreements are available for use by all agencies listed in Section I. B. of the RFP. Sourcewell does not track granular transaction details (category or subcategory within a solicitation) made between a Participating Entity and a contracted Supplier. Therefore, Sourcewell is not able to provide information on the entities utilizing incident command or asset tracking and location solutions.

Each proposer may determine whether a category or sub-category descriptor (or descriptors) applies to the products, equipment, and services offered in the proposal and include those details (if any) in their response.

Question 2:

Under Category 2, you list Incident/Post-Incident Software. A subcategory is CAD, RMS for law enforcement, fire, and EMS.

Can we provide just part of this solution? I.e. just a CAD software or just an RMS software for Fire / EMS?

Answer 2:

Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell’s requested equipment, products, and services as described in RFP Section II. B. Requested Equipment, Products and Services. However, only those products within the scope of the RFP will be included in any contract awarded by Sourcewell as a result of this solicitation.

Question 3:

For Line Item 108, exceptions or modifications to the MSA. If we say yes, and provide redlines, will our redlines impact our scoring in this bid?

Answer 3:

All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement. Requested exceptions and modifications do not impact scoring. Proposals are scored based on the criteria outlined in the RFP.

Question 4:

Under Category 1, the Category of Mapping. Can you clarify what you are looking for here? For example, if we offer an RMS solution with integrated maps from Google or GIS, would we qualify as a Yes to this category?

Answer 4:

Sourcwell is seeking mapping solutions (vertical location, indoor, outdoor) as it relates to public safety response and agency situational awareness.

Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcwell's requested equipment, products, and services as described in RFP Section II. B. Requested Equipment, Products and Services. However, only those products within the scope of the RFP will be included in any contract awarded by Sourcwell as a result of this solicitation.

Question 5:

Under the Ability to Sell and Deliver Solutions section, line item 35 asks about account type of Participating entity which will not have full access to your solutions if awarded an agreement.

Can you elaborate on this? What does account type mean? Are participating agencies specific public agencies? All information you can provide to clarify is appreciated.

Answer 5:

Refer to Addendum 5, answer 3.

The different types of Participating Entities are considered account types regarding Table 3, line 35.

Question 6:

Will the pre-proposal conference be recorded and shared on the RFP site?

Answer 6:

The pre-proposal conference will be recorded. A PDF copy of the pre-proposal slides and

a link to view the recording will be distributed to all registered plan takers and posted to the “Bid Documents” section of the solicitation on the Sourcewell Procurement Portal.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 02/03/2025, is required at the time of proposal submittal.



02/10/2025

Addendum No.8

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

Regarding the document titled RFP_030425_Pre-Proposal Conference Login Information, are vendors meant to pre-register for the meeting using the registration link provided? Or is this the meeting link to join at the scheduled time? When entering the password and clicking the link just now, the subsequent webpage does not load.

Answer 1:

The link for the Pre-Proposal Conference has been updated. An updated document has been posted to the "Documents" section of the RFP's "Bid Details" page.

For your convenience, the login directions are also provided below:

- **Registration link:** <https://vimeo.com/event/4804709>
- **Password:** service

A Frequently Asked Questions guide has been posted to the Portal home page resource materials for your reference.

Question 2:

Please provide a working link for the registration for the conference call for Feb 11. After entering the correct password, the circle spins, and spins and spins.

Answer 2:

Refer to answer 1.

Question 3:

Please confirm the pre-proposal link you provided is working. When registering with the information provided (<https://vimeo.com/event/4804709/7c95addf64>) and password, the response is spinning only. We have several resources that tried the link using different browsers. Thank you.

Answer 3:

Refer to answer 1.

Question 4:

Hello - I tried viewing the Vimeo video, but it doesn't load. Can you send the details?
Thank you.

Answer 4:

Refer to answer 1.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 02/10/2025, is required at the time of proposal submittal.



02/12/2025

Addendum No.9

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

As mentioned on the pre-bid meeting, the state of Minnesota has unique public information laws. Regarding the public availability of the documents submitted, will bidders' pricing attachments and narrative responses be considered protected (e.g., can other vendors/competitors see each other's proposed pricing post-award)?

Answer 1:

Refer to RFP Section VI. E. Disposition of Proposals for guidance on materials submitted in response to the RFP and applicable public data laws.

Question 2:

Would the submission of a Dun & Bradstreet (D&B) report be an acceptable way to demonstrate our company's financial stability as part of the proposal requirements?

Answer 2:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. It is left to the discretion of each proposer to determine the information necessary to best demonstrate their financial viability and marketplace that they are willing to include in their submittal. Proposals are evaluated on the content submitted.

Financial information and public data was discussed during the pre-proposal conference. The pre-proposal conference was recorded, and all registered plan takers were sent an email providing the presentation slides in PDF format and a link to the recording. A document with a link to the recording has also been posted in the “Documents” section of the RFP’s “Bid Details” page in the Sourcewell Procurement Portal.

Question 3:

In response to Category 1, Section D. How will your message be delivered to the end-user. Will you have opt-ins for the residents? Or will you have a geo-cell broadcast into the area like an amber alert?

Answer 3:

Sourcewell is requesting proposals to meet the various needs of its 50,000+ Participating Entities as a whole, across the United States and Canada, not individual entities’ needs. The use of Sourcewell contracts is voluntary for Participating Entities.

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

Participating Entities’ unique needs, and Solutions from awarded vendor(s), will be determined if and when Participating Entities choose to utilize a contract resulting from this solicitation.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 02/12/2025, is required at the time of proposal submittal.



02/19/2025

Addendum No.10

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

Regarding RFP #030425. We noticed that a competing vendor is the incumbent in a category and product type that we are interested in participating in. Will you potentially award multiple vendors with the Sourcewell cooperative purchasing contract for the same Category and product type, for example Category 1, (d) Community Notifications. Or can only 1 vendor be chosen per Category and product type, like Category 1 (d) Community Notifications?

Answer 1:

Refer to RFP Section VI. EVALUATION AND AWARD, subsections A. and B., for information regarding Sourcewell's intent with respect to awards. No limit (minimum or maximum) on the number of awards has been imposed.

Question 2:

Regarding Article 3, Section 18 (Data Practice) of the Master Agreement, does this section apply to data created under an agreement between Supplier and a Participating Entity if the Participating Entity is not located in Minnesota?

Answer 2:

Article 2, Section 18 Data Practices, encompasses the data that Sourcewell collects and maintains in the course of its relationship with the awarded supplier and their contract

with Sourcewell. It does not encompass the direct relationship between the participating entity and the supplier. Sourcewell is obligated to comply with the Minnesota Government Data Practices Act regardless of where the supplier is located.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 02/19/2025, is required at the time of proposal submittal.



02/21/2025

Addendum No.11

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

Most of my existing customers participate in Sourcewell but often don't realize they do. If my company is awarded a contract with Sourcewell, will I be required to confirm if a customer participates in Sourcewell for every sale I make?

Answer 1:

Refer to Article 1, section 4 of the Master Agreement, "Supplier Access. The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities."

Question 2:

What is the passing score, if any, for being awarded a Sourcewell contract for this RFP?

Answer 2:

Redundant question. Refer to Addendum 9.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 02/21/2025, is required at the time of proposal submittal.



02/24/2025

Addendum No.12

Solicitation Number: RFP 030425

Solicitation Name: Public Safety Software

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

Question 1:

We are responding under Category 2. Our solution is turnkey and includes software and professional services provided by our company. The software must be deployed on a mobile computer and agencies typically require other hardware in their vehicles. We have reselling relationships with manufacturers so that we can sell and support these hardware items. However, agencies are not required to purchase from us. Can you confirm that it is acceptable to only include our software and services in our response, but indicate that they agency will be required to purchase (through their preferred source) hardware for the solution to function as required in the field?

Answer 1:

In the competitive process, Sourcewell will not pre-evaluate a proposer's equipment, product, or services offering, or advise a proposer on the content of the proposal. Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell's requested equipment, products, and services as described in RFP Section II. B. Requested Equipment, Products or Services. However, only those products within the scope of the RFP will be included in any contract awarded by Sourcewell as a result of this solicitation.

Question 2:

Our solution requires software licenses and professional services to implement. We offer our customers 2 options to procure the solution: a traditional software license purchase as well as a monthly subscription. The overall price to the customer for a

purchase can be calculated through line item MSRP pricing. However, it is priced in a tiered model that decreases per license fees as license quantities increase. The professional services are specific to each agency based on requirements identified during the sales process. The can also be provided in an MSRP format, by requirement. However, the subscription price is calculated based on all of the above factors specifically for each customer. There is no possible way to list an MSRP for the subscription pricing option. Is it possible to simply state that the subscription pricing is calculated off the discounted MSRP purchase prices and reflects the same discounts of X% provided in the purchase option?

Answer 2:

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

Question 3:

1. How many agencies does Sourcewell anticipate using this contract in the first year?

Answer 3:

Refer to Addendum 3, Answer 2.

Per RFP Section II. E. Estimated Master Agreement Value and Usage, the estimated annual value of all transactions from master agreements resulting from this RFP are anticipated to be USD 80 Million.

Question 4:

2. Can Sourcewell clarify onboarding and training expectations for the selected vendor?

Answer 4:

Refer to the RFP, section II. F. MARKETING PLAN, "Proposer's sales force will be the primary source of communication with Participating Entities. The proposer's Marketing Plan should demonstrate proposer's ability to deploy a sales force or dealer network to Participating Entities, as well as proposer's sales and service capabilities. It is expected that proposer will promote and market any contract award." Awarded suppliers will work with their Supplier Development Administrator to best market the contract post-award.

Question 5:

3. Are there any requirements for federal compliance (e.g., Homeland Security, FEMA, USGS ShakeAlert integration)?

Answer 5:

Refer to Addendum 3, Answer 2.

ALL requirements have been established in writing in the RFP and Master Agreement. Participating entities may have additional requirements based on specific funding source terms and conditions.

To request a modification to the Master Agreement, a Proposer may complete and submit the Exceptions to Terms, Conditions, or Specifications Form, which is found as the final Table of Step 1 in the proposal submission process.

Question 6:

4. What is the preferred pricing model for Sourcewell (fixed subscription, per-user, or per-deployment pricing)?

Answer 6:

Each proposer, in its discretion, will determine and propose the pricing approach that aligns with its business methods and satisfies all the requirements in RFP Section III. Pricing. In the competitive process, Sourcewell will not advise a proposer on the format of its proposal. However, a pricing document with the content selected by the proposer must be uploaded to successfully submit a proposal within the Portal.

Question 7:

5. Will Sourcewell provide marketing and outreach support for awarded vendors?

Answer 7:

Refer to Answer 4.

Question 8:

I had a question about the price list for sourcewell contract submissions. Many

of the examples had just a list of products and % discounts. Was this the expectation, or is there an expectation for a specific price for the product as well?

Answer 8:

Refer to Answer 6.

Question 9:

In the MASTER AGREEMENT #030425, Section 16. ii) DAVIS-BACON ACT... refers to construction, please confirm that this Section does not apply to a SaaS solution.

Answer 9:

Per Master Agreement Article 1, section 16. ii) Davis-Bacon Act, "When required by federal program legislation, **all prime construction contracts** in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act."

This section does not encompass software solutions.

End of Addendum

Acknowledgement of this Addendum to RFP 030425, posted to the Sourcewell Procurement Portal on 02/24/2025, is required at the time of proposal submittal.