

**MASTER AGREEMENT #102325****CATEGORY: Public Safety Training and Simulation Equipment and Technology****SUPPLIER: TacMed Solutions, LLC**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and TacMed Solutions, LLC, 1250 Harris Bridge Road, Anderson, SC 29621 (Supplier).

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

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

**Article 1:  
General Terms**

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

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

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

**13) Supplier Representations:**

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

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

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

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

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

- b. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.
- c. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.
- d. **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to

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

- e. **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.
- f. **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.
- g. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).
- h. **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- i. **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

- j. **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- k. **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- l. **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- m. **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- n. **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- o. **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- p. **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- q. **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcwell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcwell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

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

**Article 2:  
Sourcewell and Supplier Obligations**

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

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

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

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

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

19) **Grant of License.**

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

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

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

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

c) **Use; Quality Control.**

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

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

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

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

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

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

- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### **Article 3: Supplier Obligations to Participating Entities**

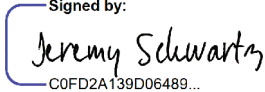
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

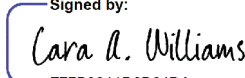
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

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

Sourcewell

TacMed Solutions, LLC

Signed by:  
  
 C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 2/12/2026 | 4:17 PM CST

Signed by:  
  
 F77B0311D2B64DA...  
 By: \_\_\_\_\_  
 Cara A. Williams  
 Title: Contracts & Compliance Manager  
 Date: 2/12/2026 | 2:35 PM CST

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

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## Vendor Details

Company Name: TacMed Solutions, LLC  
Does your company conduct business under any other name? If yes, please state: SC  
Address: 1250 Harris Bridge Road, Anderson, SC 29621  
ANDERSON, SC 29621  
Contact: Cara Williams  
Email: cwilliams@tacmedsolutions.com  
Phone: 816-699-1689  
Fax: 864-760-1689  
HST#: 46-4281028

## Submission Details

Created On: Wednesday October 01, 2025 13:25:04  
Submitted On: Thursday October 23, 2025 12:06:54  
Submitted By: Cara Williams  
Email: cwilliams@tacmedsolutions.com  
Transaction #: 091d320a-95b6-4844-9fb9-56ee866f3af2  
Submitter's IP Address: 147.243.180.49

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**Specifications**

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	TacMed Simulations, Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A
4	Provide your CAGE code or Unique Entity Identifier (SAM):	88WY4
5	Provide your NAICS code applicable to Solutions proposed.	339999 326199 332999 333310 339112 339113 423450 532490 541715 541990 611430
6	Proposer Physical Address:	1250 Harris Bridge Road Anderson, SC 29621
7	Proposer website address (or addresses):	www.tacmedsolutions.com
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Cara A. Williams Contracts & Compliance Manger cwilliams@tacmedsolutions.com 1250 Harris Bridge Road Anderson, SC 29621 214.549.5358
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Same as above.
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Kevin Webb Director Simulation Sales - U.S. kwebb@tacmedsolutions.com 1250 Harris Bridge Road Anderson, SC 29621 215.420.0403

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

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	TacMed Simulation™, a division of TacMed Solutions™, specializes in high-fidelity medical simulators and training aids designed for tactical combat casualty care (TCCC), first responders, military personnel, and veterinary applications. Originating from a U.S. Army research contract in 2011 to address severe blast trauma treatment, the product line evolved from TraumaFX® (acquired in 2019 and rebranded in 2021) into a comprehensive suite of rugged, realistic manikins and task trainers. The core mission is to reduce preventable deaths in crisis scenarios by enhancing hands-on training in austere	*
12	What are your company's expectations in the event of an award?	<p>Expectations for TacMed Simulation in Training                      TacMed Simulation products are widely used in TacMed training programs due to their realism and durability. Expectations for using them include:</p> <p>High-Fidelity Realism: Simulators mimic human (and canine) physiology with features like arterial bleeding, leg movement, pulses, and breathing, allowing for immersive scenarios that build muscle memory.</p> <p>Rugged Durability: Designed for outdoor/field exercises, with urethane cores and synthetic skin that withstand extreme conditions—ideal for military or emergency response drills.</p> <p>Skill-Specific Focus: Targeted for critical interventions, such as tourniquet application, needle decompression, chest tube insertion, and hemostatic packing, with objective feedback for instructors.</p> <p>Scalability: Suitable for classroom "crawl-walk-run" progression to full-scale exercises, supporting multiple trainees with replaceable parts for cost-efficiency.</p> <p>Outcomes: Trainees gain confidence in high-pressure environments, improving response times and accuracy in real-world trauma situations.</p> <p>If a Sourcewell award were to occur, it would streamline procurement for public entities (e.g., government agencies, schools, nonprofits), offering pre-vetted pricing and compliance. Currently, TacMed products are available via direct purchase, GSA schedules (TacMed Simulation holds GSA contract GS-07F-063DA), or other cooperatives.</p>	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	See attached.	*
14	What is your US market share for the Solutions that you are proposing?	35%	*
15	What is your Canadian market share for the Solutions that you are proposing?	5%	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	None	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	OEM	*

18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>Credentials:                      TIN: 20-4468032                      DUNS: 131480662                      CAGE: 3P1B8                      FSC: 6515, 6545                      NAICS:                      Medical: 423450, 611430, 611699                      Protection: 339113, 315990, 339999                      EDI-capable</p> <p>Certifications:                      ISO: 13485                      Berry Amendment-compliant                      FDA-registered                      Pharmaceutical-capable                      ITAR-certified</p> <p>Contract Vehicles                      DHS BPA: HSBP1015A00043                      Category 3 – Kits                      GSA: GS-07F-0163Y                      DAPA: SP0200-05-H0051                      DLA: SPM2D0-13-D0009 (ECAT)                      NATO: LZ-TMD-01</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	None	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	N/A	*
21	What percentage of your sales are to the governmental sector in the past three years?	44%	*
22	What percentage of your sales are to the education sector in the past three years?	3%	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	N/A	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	GSA: GS-07F-063DA Annual Sales Volume FY2024                      \$4,787,880 FY2023                      \$1,383,419 FY2022                      \$4,131,668	*

**Table 2B: References/Testimonials**

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

Entity Name *	Contact Name *	Phone Number *	
New York Medical College Center for Disaster Medicine Valhalla, NY	Dana M. Pagano	(914) 594-1742	*
Ridgewater College Wilmar, MN	Debi Petersen-Ahrendt	(320) 222-8262	*
Santa Barbara Cottage Hospital (Cottage Health)	Jennifer Granger Brown	(805) 682-7111 ext. 53528	*
Virginia Department of State Police Bureau of Field Operations   Special Operations Division	Senior Trooper Evan L. Holiday	540-541-1413	

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

Describe your company’s capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of

workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	TacMed is comprised of the following Sales Team: Vice President of Sales oversees the following direct FTE: Simulation Solutions Group (1) Director of Gvt Sales (1) Director of International Sales (1) Director of Domestic Sales (1) Sales Support Administrator Sales Engineering Team (3) Sales Engineers/Educators and Repair Technicians Medical Solutions Group (1) East Coast Sales Director (1) MidWest Sales Director (1) West Coast Sales Director (1) National Sales Director (1) International Sales Director
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	This proposal is being submitted directly from TacMed Simulation to Sourcewell. Authorized TacMed Simulation Distributors may choose to respond independently, which may include TacMed products. In such a case, TacMed would continue to provide service and support to the end user.
28	Service force.	TacMed Solutions service team is composed of four dedicated repair specialists skilled across mechanical, electrical, and pneumatic systems. Additionally this team is supported by Customer Service and Product Engineering (Hardware/Software) Specialist.
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	TacMed Simulation has developed a process to engage the Participating Agency from proposal, order entry and onsite training. This ensures the end user is fully engage in the investment and guarantees optimal use of the patient simulator.  Attached are copies of the proposal quote, order/ship and deliver notice. Proposal Quote: this is designed as a collaborative document between the Participating Agency and TacMed. This ensures the end user's goals are met with respect to the products they order. The Proposal Quote also outlines T& C's on how to place the order and payment terms. Order Notice: This document is sent to the Participating Agency to outline the complete order. Shipping Notice: This document is sent to the Participating Agency to alert them of the date of shipment including the tracking information for their reference. Delivery Notice: The document alerts the Participating Agency as to the confirmation that the order was delivered.

<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>TacMed Solutions customer service program is designed to deliver responsive, dependable, and relationship-based service and support for all customers, which includes military, law enforcement, medical, and civilian clients. We focus on accessibility, clear communication, and timely resolution and welcome and encourage feedback so that we can continually improve processes and the experience, for you, our customer. We provide an unwavering customer service commitment to you. Your experience is the core of our business. Whether your inquiry is regarding a request for information, service, or training, TacMed Solutions customer service team is easy to contact, reliable, and provides consistent communication from initial contact through resolution.</p> <p>Process and Procedures</p> <p>Contact Channels          Customers can reach us via phone (800-200-7465) for Sales and Support, email (simulation@tacmedsolutions.com), and support website (https://tacmedsolutions.com/pages/contact-us) for inquiries, troubleshooting, and service requests, as well as training and troubleshooting videos.</p> <p>Support Workflow          Case Logging: Every request is documented and tracked until resolution.          Escalation Path: Issues are escalated to technical specialists or engineering teams when needed.          Status Updates: Customers receive continual updates from initial inquiry through resolution.</p> <p>Service Scope          Assistance includes all product related and warranty inquiries, technical troubleshooting, coordination for return material authorization (RMA) for in warranty products, quotes for products and out of warranty service repairs, and training support coordination (at customer site or virtual) for optimal product use.</p> <p>Response-Time Approach          Urgent Issues: Prioritized immediately upon receipt.          Standard Requests: Addressed promptly during business hours, within the same day or next business day.          Scheduled Services: Coordinated based on customer availability and operational needs.</p> <p>Customer Service Philosophy          Our customer service philosophy is built on listening first and taking full ownership of every issue. We believe support should feel like a partnership, not a transaction. We provide clear, consistent communication and work quickly to deliver effective solutions. Our dedicated in-house team ensures every interaction reflects dedicated care, reliability, and professionalism. We've been where you are. We don't just support you; we advocate for you.</p>
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<p>31</p>	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities.</p>	<p>Overview of TacMed Simulation  TacMed Simulation™ is a leading provider of high-fidelity medical simulation products and training solutions, operating as a core pillar of TacMed Solutions™, a South Carolina-based company founded on the mission to reduce preventable deaths in crisis situations. Originally developed under a U.S. Army research contract for blast trauma training, TacMed Simulation specializes in rugged, lifelike simulators designed for tactical combat casualty care (TCCC), tactical emergency medical services (TEMS), and first responder scenarios. Our products emphasize realism, durability, and autonomous response features to immerse users in high-stakes environments, serving military, law enforcement, EMS, and healthcare training programs worldwide.  Key Products and Services  We offer a comprehensive range of simulation tools engineered for extreme conditions, including:  Full-Body Trauma Manikins: Models like the MATTi™ (a female-specific variant for inclusive training) and other whole-body simulators feature interchangeable injuries (e.g., amputations, gunshot wounds, sucking chest wounds), animatronic movements, programmable bleeding, breathing, pulses, and pupil dilation. These manikins include built-in communication systems for instructor feedback during scenarios.  Partial-Body Simulators: Lower-body and upper-body trainers focused on extremity trauma, vascular access, and hemorrhage control, with realistic synthetic skin over a urethane core for repeated use in field or classroom settings.  Task Trainers and Moulage: Specialized tools for procedures like tourniquet application, wound packing, IV insertion, and K9 injury simulation, paired with hyper-realistic wound kits for visual and tactile fidelity.  Training Services: Custom scenario development, on-site workshops, and integration support for simulation-based curricula. Our solutions support hybrid training environments, from virtual reality enhancements to live-action drills, and are backed by ongoing R&amp;D to incorporate emerging medical protocols.  All products are constructed for portability and resilience, withstanding drops, environmental exposure, and intensive use without compromising performance. We also provide rental options, maintenance kits, and pharmaceutical simulants (e.g., SimTrain™ range) to replicate real-world drug administration.  Ability to Provide Products and Services  TacMed Simulation possesses the full operational capacity to deliver our portfolio to public sector entities efficiently and at scale:  Manufacturing and Supply Chain: As a U.S.-based manufacturer, we maintain robust domestic production facilities in Anderson, South Carolina, ensuring consistent inventory levels and rapid fulfillment. Our supply chain is diversified to mitigate disruptions, with lead times typically under 4-6 weeks for standard orders and expedited options available for urgent needs.  Logistics and Distribution: We partner with certified carriers for nationwide and international shipping, including secure handling for sensitive training equipment. Volume discounts and bundled shipping apply for large deployments, and we offer white-glove delivery for institutional setups.  Technical Support: A dedicated team of simulation experts provides 24/7 remote troubleshooting, virtual demos, and compatibility assessments with existing training infrastructures. Our products integrate seamlessly with major debriefing software and are compliant with standards like ASTM for medical simulation durability.  Scalability: We have successfully equipped large-scale programs, including U.S. military branches and federal agencies, demonstrating our ability to handle contracts from single units to thousands. Customization is available to align with specific protocols, such as NATO TCCC guidelines.  Willingness to Provide to Sourcewell Participating Entities  TacMed Simulation is fully committed to partnering with Sourcewell-participating entities, including state/local governments, educational institutions, nonprofits, and cooperatives, to enhance their emergency preparedness and training efficacy. We actively participate in cooperative purchasing programs like Sourcewell to streamline procurement, offering pre-negotiated pricing, simplified bidding processes, and compliance with public sector requirements (e.g., Buy American Act where applicable).  Our enthusiasm stems from a shared goal: empowering frontline responders with tools that save lives. We extend the same high level of service to Sourcewell members as we do to our military and commercial clients, including priority access to new releases (e.g., upcoming enhancements to MATTi™ for pediatric and geriatric simulations), volume-based incentives, and dedicated account management. By leveraging Sourcewell's framework, participating entities can access our solutions with reduced administrative burden, faster deployment, and cost savings—ultimately amplifying their capacity to train effectively and respond decisively in crises.</p>
<p>32</p>	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.</p>	<p>All of our products, services and support programs are available to customer outside of the continental US. As outlined in Section 6B, we offer Outside of Continental US (OCONUS) line items for service and support programs.</p>

33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	none	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	none	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	All of our products, services and support programs are available to customer outside of the continental US. As outlined in Section 6B, we offer Outside of Continental US (OCONUS) line items for service and support programs.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes	*

**Table 4: Marketing Plan (100 Points)**

Line Item	Question	Response *
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<p>37</p>	<p>Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>TacMed Simulation, focuses its marketing strategy on building awareness, credibility, and demand for its high-fidelity trauma simulation manikins and training solutions among military, first responders, healthcare educators, and emergency medical services (EMS) professionals. The strategy emphasizes education, realism in training, and return on investment (ROI) for simulation programs, targeting B2B audiences in sectors like tactical medicine, nursing, and clinical training. TacMed's approach is multi-channel and collaborative, leveraging technology and real-world applications to promote opportunities such as product adoption, training programs, rentals, or partnerships.</p> <p><b>Core Components of the Marketing Strategy:</b></p> <p><b>Content and Educational Marketing:</b> TacMed prioritizes thought leadership through free webinars, blogs, and resources that demonstrate product value. For example, they host sessions on topics like pre-hospital blood transfusion simulation, maximizing efficiency in emergency training, and trauma simulator innovations, often in partnership with platforms like HealthySimulation.com. These webinars include live demos on their human manikins (e.g., MATTi female simulator) and tips for improving trauma events, aiming to educate potential customers on ROI and protocol integration. This positions TacMed as an expert, fostering trust and lead generation for sales opportunities.</p> <p><b>Social Media and Digital Promotion:</b> Active on platforms like X (formerly Twitter), TacMed shares timely content such as event announcements, product highlights, and humorous training insights to engage audiences. Posts often promote webinars, conferences, and partnerships, using hashtags like #TacMedSimulation, #SimulationTraining, and #MedicalTraining. We also share videos (e.g., on YouTube) showcasing simulator origins from U.S. Army contracts and global use. Digital campaigns highlight rebranding efforts (e.g., from TraumaFX to TacMed Simulation) and new features to drive traffic to registration links or the website.</p> <p><b>Events and Trade Shows:</b> TacMed invests heavily in in-person engagement at industry conferences to showcase products through booths and demos. Key events include NAEMSE, INACSL, SESAM, and Healthcare Simulation Week, where they introduce new simulators (e.g., addressing gender disparities in training), and network with educators and buyers. This hands-on approach promotes opportunities like simulator rentals or custom training, capitalizing on end-of-year budgets.</p> <p><b>Partnerships and Collaborations:</b> A collaborative "symphony" model involves teaming with distributors government entities (e.g., U.S. Army for technology development), and tech firms (e.g., Microhealth for integrated A/V-manikin systems). These partnerships expand global reach, co-create content (e.g., webinars), and co-promote solutions, such as bridging EMS trauma gaps with culture-over-technology emphases.</p> <p><b>Sales Enablement and Leadership:</b> Internal hires like a Director of Marketing (Don Smith) and Senior VP of Sales support strategic execution, including product training resources and rental programs for low- and high-fidelity simulators. The strategy includes one-stop solutions post-rebranding, combining equipment, training, and simulation for comprehensive promotions.</p> <p><b>Targeted Outreach:</b> Efforts focus on safety, decision-making in protocols, and addressing challenges like gender disparities or pre-hospital emergencies, tailored to end-users like paramedics, nurses, and military personnel. Timing aligns with fiscal cycles and trends like advanced trauma innovation.</p> <p>This strategy promotes "opportunities" (e.g., product sales, training adoption, or collaborations) by emphasizing realism, durability, and outcomes in high-stakes environments, with a mix of free value-adds to nurture leads into conversions.</p> <p>Representative samples of TacMed's marketing materials are publicly available online. Here are links to examples:</p> <p>Webinar promotional graphic and registration:  <a href="https://us06web.zoom.us/meeting/register/fyMtklzVSN2sFTTSZvIBtw">https://us06web.zoom.us/meeting/register/fyMtklzVSN2sFTTSZvIBtw</a> (from a blood transfusion simulation event).</p> <p>Product demo video: <a href="https://www.youtube.com/watch?v=jv7vsV6My4s">https://www.youtube.com/watch?v=jv7vsV6My4s</a> (overview of TacMed Simulation's trauma training).</p> <p>Conference booth promo image: <a href="https://pbs.twimg.com/media/Gtz8wQBxkAA-pkA.jpg">https://pbs.twimg.com/media/Gtz8wQBxkAA-pkA.jpg</a> (INACSL 2025 event featuring MATTi simulator).</p>
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38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>TacMed Simulation leverages various digital technologies and data-driven approaches in its marketing efforts to boost visibility, engagement, and credibility among military, first responders, and medical training professionals. TacMed's practices demonstrate effective use of social media and related tools. Below is a breakdown based of our public activities: Social Media Platforms for Promotion and Engagement TacMed Simulation actively uses platforms like X (formerly Twitter) and LinkedIn to disseminate content, fostering direct interaction with target audiences:</p> <p>Event and Product Promotion: TacMed frequently post about trade shows, conferences, and product demos, such as invitations to booths at events like SOMA 2024 or EMS World. These posts include images, calls-to-action (e.g., "Stop by booth #809"), and hashtags (e.g., #military, #soma2024, #firstresponders, #medicaltraining) to amplify reach. This helps drive foot traffic to physical events and online inquiries, enhancing lead generation.</p> <p>Content Sharing and Educational Outreach: TacMed's posts often feature behind-the-scenes (BTS) content, such as training sessions (e.g., Stop the Bleed programs) with photos and links to external resources like online courses or webinars. For instance, they share recordings of webinars like "How the U.S. Army Advances Trauma Simulation Through Technology Partnerships," including direct links and hashtags (#medic, #casualtycare, #tccc). This positions them as thought leaders, building trust and encouraging shares within professional networks.</p> <p>Multimedia Integration: TacMed incorporate photos, videos, and links to YouTube (e.g., product demos or educational videos on pre-hospital blood transfusions). This multimedia approach increases engagement metrics, as visual content performs well on social platforms, leading to higher views and interactions.</p> <p>These tactics enhance marketing effectiveness by leveraging algorithms on X and LinkedIn, where consistent posting with relevant hashtags improves discoverability and organic reach. Their X account (@TacticalMedical) has over 4,000 followers, indicating a targeted community focus that supports B2B sales in the medical simulation sector.</p> <p>Incorporation of Digital Data for Credibility TacMed Simulation integrates external digital data into marketing content to substantiate claims and appeal to evidence-based audiences:</p> <p>Research and Study References: In social media and blog posts, TacMed cites data from trauma studies (e.g., from the American College of Surgeons) to highlight product benefits, such as the life-saving impact of pre-hospital blood transfusions via their BLOOD TO GO™ program. This data-driven storytelling adds authority, differentiating our simulators (which feature real-time data monitoring and debriefing) from competitors.</p> <p>Analytics-Informed Content (Inferred): TacMed's consistent use of engagement-focused posts (e.g., webinars, BTS images) suggests reliance on platform analytics to refine strategies, such as timing posts for peak audience activity or tracking link clicks to measure ROI.</p> <p>Potential Metadata Usage TacMed's hashtag strategy serves as a basic form of metadata tagging, categorizing content for searchability on social platforms. This aids in targeted advertising or SEO within niche communities, potentially improving ad performance if they run paid campaigns (though no specifics are available).</p> <p>Overall, these efforts contribute to marketing effectiveness by creating an ecosystem of digital touchpoints that educate, engage, and convert prospects in a specialized market. Their approach emphasizes authenticity and value-driven content over aggressive sales, aligning with B2B norms in healthcare and defense sectors.</p>	*
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>TacMed's partnership with Sourcewell plays a pivotal role in promoting agreements arising from this RFP by leveraging its established network of over 50,000 participating agencies across government, education, and nonprofit sectors to facilitate access to competitively solicited contracts. As a cooperative purchasing agreement, our partnership will actively market these awarded contracts through our respective online portals, educational resources, and outreach efforts, ensuring that existing and prospective members can easily discover and utilize them without the need for individual RFPs. This promotion not only streamlines procurement for buyers but also enhances vendor visibility by associating the agreement with Sourcewell's reputation for compliance, competitive pricing, and efficiency, effectively acting as a trusted intermediary that amplifies market reach.</p> <p>To integrate a Sourcewell-awarded agreement into our sales process at TacMed, we would first incorporate it as a core option in our public sector sales strategy, training our sales team on its benefits to highlight it during outreach to eligible agencies. This includes featuring the contract prominently on our website, in marketing collateral, and in proposal responses, positioning it as a compliant, no-bid pathway for accessing our patient simulation products. We would also track usage through dedicated reporting tools to measure adoption, collaborate with Sourcewell on joint promotional activities, and align our internal CRM systems to flag opportunities where the</p>	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	N/A	*

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

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>TacMed provides both complimentary and fee-based training and maintenance programs. Complimentary programs include TMS University, a comprehensive knowledge management platform that offers education and training tailored to your specific equipment. Fee-based programs can be delivered virtually or in-person. In-person programs encompass initial or refresher training, preventative maintenance and repair, and system troubleshooting. Additionally, fee-based programs may include curriculum development geared towards patient simulation.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>TacMed Solutions offers the only realistic Animatronic Leg Motion (ALM) that allows for increased realism/immersion by replicating how the patient would react to trauma, and enhances the difficulty of applying the tourniquet.</p> <p>TacMed uses ultra-durable and lifelike proprietary silicone skin that can withstand over a decade of rigorous use, utilizing replaceable skin plugs at intervention sites, which reduce the cost of use.</p> <p>Long-range control - up to 100m outdoor line of sight (LOS). TacMed Solutions manikins are the only simulators that are compatible with all adult-sized medical adjuncts.</p> <p>TacMed allows our products to train while using the actual equipment that medical personnel would carry.</p> <p>TacMed Solutions is the only manufacturer to include built-in full-length arteries for bleeding, rather than localized pressure sensors. This enhances realism by ensuring the trainee applies proper application of tourniquets and can be placed anywhere along the limb (as in real life). TacMed Solutions has safe-to-fly certification on the Army Blackhawk (UH-60 - Fleetwide).</p> <p>TacMed Solutions manikins can be dragged by a single limb across rugged terrain and operated in all austere environments.</p> <p>TacMed Solutions is the only manufacturer to produce manikins that are separated into two halves. These halves are interchangeable within the fleet of manikins that TacMed offers. Allowing the end-users to pick and choose the specific injuries they want in a manikin.</p> <p>TacMed Solutions' unique development of single Upper/Lower Manikin halves allows them to be utilized with live actors.</p> <p>TacMed Solutions is the only manufacturer that is compatible with a Master Controller that can operate up to 12 x Whole-Body Systems or 24 x Uppers and Lower during a single scenario within a 200m Line-of-Site (LOS radius).</p> <p>TacMed Solutions is the only manufacturer to operate off of XBee technology, with a Zigby wireless protocol.</p>
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>All of our products are RoHS compliant. RoHS requires removal of harmful metals such as lead, cadmium, mercury, etc.</p>
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>All of our products are RoHS compliant. RoHS requires removal of harmful metals such as lead, cadmium, mercury, etc.; lead was traditionally used for soldering, but we no longer use it.</p>

<p>45</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>TacMed Simulation, specializes in high-fidelity medical training simulators designed for tactical and trauma scenarios, particularly benefiting public safety entities such as law enforcement, fire/rescue, EMS, and military personnel. This cooperative purchasing arrangement simplifies procurement, bypassing the need for individual RFPs while ensuring competitive pricing, value, and compliance with public sector requirements.</p> <p>Unique Attributes Offered to Sourcewell Participating Entities</p> <p>TacMed Simulation's products emphasize realism, durability, and practical training for high-stakes environments, enabling entities to conduct effective, scenario-based exercises without real-world risks. Key offerings include:</p> <ul style="list-style-type: none"> <li>• High-Fidelity Whole-Body Simulators (e.g., MATTi Female Manikin, EMITT Series): These feature autonomous responses to interventions, such as real-time changes in vital signs (breathing, pulse, pupil dilation/constriction), animatronic movements (e.g., leg motion), controllable bleeding from a 2-liter reservoir, and built-in audio communication for role-playing patient interactions. Interchangeable limbs and wound modules simulate diverse injuries like amputations, gunshots, sucking chest wounds, and blast trauma, allowing customizable training for point-of-injury care.</li> <li>• Task Trainers and Specialized Kits (e.g., Chest Trainer, HCT Wound Packing Kit): Focused on procedural skills like needle decompression, intraosseous infusion, chest tube insertion, cricothyroidotomy, airway management, and hemorrhage control. These include realistic anatomic landmarks (no marked indicators) and reusable components for repetitive practice, building muscle memory in crawl-phase training.</li> <li>• Canine (K9) Simulators (e.g., K9 Diesel): Tailored for veterinary and operational canine handlers, with over 28 intervention sites, active breathing, audio cues (e.g., whining or barking), and trauma features like bleeding and pulses. This addresses a niche gap in training for military working dogs, police K9s, and search-and-rescue animals.</li> <li>• Rental Program and Support Services: Flexible short- or long-term rentals of simulators, including setup, training, and maintenance, reduce upfront costs for budget-conscious entities. Additional services encompass curriculum development, scenario customization, and integration with augmented/virtual reality for immersive sessions.</li> <li>• Procurement Advantages via Sourcewell: Through TacMed Simulation., entities gain streamlined access to these tools under the Public Safety Training and Simulation Equipment category. This includes logistics support, kitted solutions (e.g., bundled with medical supplies), and program management, ensuring seamless integration into training programs while leveraging expertise in tactical and emergency procurement.</li> </ul> <p>These attributes support Sourcewell entities by enhancing preparedness for crisis response, reducing training costs through reusable/durable designs, and complying with standards like NFPA for fire/EMS training.</p> <p>What Makes TacMed Simulation Unique in the Industry</p> <p>TacMed stands out in the medical simulation sector due to its roots in tactical medicine and special effects technology (acquired from TraumaFX, originally tied to Lucasfilm's animatronics), combined with military-grade development. Unlike general-purpose simulators (e.g., from competitors like Laerdal or CAE), TacMed's focus on hyper-realistic trauma for austere environments sets it apart:</p> <ul style="list-style-type: none"> <li>• Hyper-Realism and Autonomy: Simulators react independently to treatments (e.g., bleeding stops with proper tourniquet application), providing immediate feedback without operator intervention. This fosters decision-making under pressure, exceeding basic manikins that require manual controls.</li> <li>• Rugged, Field-Ready Design: Built with urethane cores, synthetic skin, and water-resistant construction, products withstand extreme weather, rough handling, and outdoor use—ideal for tactical drills in any setting, unlike fragile lab-based alternatives.</li> <li>• Tactical and Specialized Focus: Originating from a U.S. Army contract for blast trauma, offerings prioritize combat/first-responder scenarios, including underrepresented areas like female-specific anatomy (addressing gender gaps in training) and K9 care (gold standard for veterinary programs). This contrasts with broader simulators lacking tactical depth.</li> <li>• Innovation and Collaborations: Partnerships (e.g., with SIMETRI for advanced K9 tech, Vcom3D for Arctic training) drive features like open-source architectures (MoHSES) for plug-and-play compatibility, reducing redundancy and enhancing customization. Over 25 years of evolution emphasize preventing "preventable deaths" through intuitive, evidence-based tools.</li> <li>• Global Impact and Proven Track Record: Deployed in over 60 countries, with thousands of units in use by DoD, law enforcement, and EMS, TacMed's solutions have directly influenced survivability in real operations, backed by organic growth without external funding.</li> </ul> <p>In summary, TacMed Simulation's blend of cinematic-level realism, tactical specificity, and robust accessibility via Sourcewell positions it as a leader for entities seeking efficient, impactful training to elevate response capabilities</p>
<p>46</p>	<p>Explain your licensing process and service agreements with end users.</p>	<p>Regarding TacMed's operating system. An End User Licensing Agreement is not required. The software is standalone, and the user is not provided anything they can download, install, or modify. It does not collect info and report it back to TacMed. You can't use TacMed software to control any other devices. TacMed doesn't provide a development kit or API, so it can't be incorporated into someone else's software. TacMed software is embedded in our simulation hardware, and it does not perform any other functions.</p>

<p>47</p>	<p>Describe your offering's compliance to applicable national standards such as: National Fire Protection Association (NFPA), Occupational Safety and Health Administration (OSHA), and American National Standards Institute (ANSI), Canadian Safety Association (CSA), and Technical Standards and Safety Association (TSSA)</p>	<p>TacMed Simulation specializes in high-fidelity medical simulators and training aids for trauma and emergency response scenarios. Our offerings demonstrate compliance or alignment with certain standards where applicable. Below is a breakdown for each of the specified national standards, focusing on relevance to their simulation products (e.g., whole-body mannequins, K9 simulators, and task trainers). Note that not all standards are directly applicable to simulation equipment, as some pertain to workplace regulations, fire safety codes, or product categories outside of training aids. Where no direct compliance is documented, I've noted potential indirect support through training applications.</p> <p><b>National Fire Protection Association (NFPA)</b>  TacMed Simulation offerings support training for compliance with NFPA 3000 (Standard for an Active Shooter/Hostile Event Response Program), which outlines requirements for medical response, armor protection, and casualty care in hostile environments. While the simulators themselves are not certified under NFPA, they are used to train responders in Tactical Emergency Casualty Care (TECC) protocols that align with NFPA 3000's mandatory elements, such as hemorrhage control and evacuation. For instance, the Clinical Response Whole Body System (CRWBS) and related kits enable scenario-based training to meet NFPA competencies for fire, EMS, and law enforcement personnel.</p> <p><b>Occupational Safety and Health Administration (OSHA)</b>  OSHA primarily regulates workplace safety and health rather than product certifications. No direct compliance statements for TacMed Simulation offerings exist in relation to OSHA standards (e.g., 29 CFR 1910 for general industry or bloodborne pathogens). However, their simulators are designed for safe use in training environments, potentially aiding organizations in meeting OSHA requirements for emergency preparedness and employee training (e.g., through realistic trauma simulations that promote safe handling of medical scenarios).</p> <p><b>American National Standards Institute (ANSI)</b>  Limited direct compliance is documented for simulation offerings specifically. However, some TacMed products (e.g., the SOF® Tourniquet, which may integrate with simulation training) meet ANSI standards for performance and reliability, achieving 100% compliance in relevant testing. For simulators, no ANSI-specific certifications (e.g., ANSI/ISEA for personal protective equipment or ANSI Z136 for lasers if applicable) are mentioned. Their offerings may indirectly support ANSI-aligned training in medical and safety protocols.</p> <p><b>Technical Standards and Safety Authority (TSSA)</b>  TSSA oversees technical safety in Ontario, Canada, focusing on areas like pressure vessels, boilers, and amusement devices—none of which appear directly applicable to medical simulation products. No compliance or certification information related to TSSA was identified for TacMed Simulation offerings.</p> <p><b>Additional Relevant Certifications for TacMed Simulation</b>  Although not among the queried standards, TacMed Simulation products comply with other applicable regulations that ensure quality and safety:</p> <ul style="list-style-type: none"> <li>- ISO 13485**: Quality management for medical devices (applies to manufacturing and design).</li> <li>- Berry Amendment and TAA Compliant**: Ensures U.S.-sourced materials for defense-related products.</li> <li>- FDA Registered**: For applicable medical training aids.</li> <li>- Airworthiness Certification (AWR1930)**: For specific simulators like APL-PB, MATT, and K9 Diesel, ensuring suitability for aviation training environments.</li> <li>- CE Marking**: Indicated for some products, denoting conformity with European health and safety requirements.</li> <li>- *P and NEMA Standards**: Certain accessories (e.g., cases) meet environmental resistance standards like IP 65/66/67 and NEMA 4X/12/13.</li> </ul>
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<p>48</p>	<p>Explain and provide information about any design services you offer.</p>	<p>Overview of TacMed Simulation Design Services</p> <p>TacMed Simulation specializes in high-fidelity medical simulators and training aids for tactical medicine (TacMed). Originally developed under a U.S. Army research contract for blast trauma training, it rebranded from TraumaFX® in 2021 to become one of three core pillars of TacMed Solutions (alongside emergency response technology and protective gear). The focus is on ruggedized, lifelike simulators designed for military, first responders, law enforcement, and healthcare professionals to enhance survivability in crisis situations, such as combat, mass casualty events, or hostile environments.</p> <p>While TacMed primarily excels in <b>product development and manufacturing</b>, our design services emphasize <b>customized simulation solutions</b> tailored to client needs. This includes collaborative design processes using advanced tools like computer-aided design (CAD) and 3D printing to create modular, durable manikins and task trainers. TacMed partners with entities like the U.S. Department of Defense (DoD), NATO, and simulation experts to ensure anatomical accuracy, physiological realism, and curriculum alignment. Their design philosophy prioritizes:</p> <ul style="list-style-type: none"> <li>- <b>Ruggedness</b>: Simulators built for field use in extreme weather, with urethane cores and synthetic skin that withstands repeated training.</li> <li>- <b>Modularity</b>: Interchangeable injuries, limbs, and components for versatile scenarios (e.g., trauma, non-trauma, veterinary).</li> <li>- <b>Realism</b>: Features like autonomous bleeding, breathing, animatronic movement, and real-time feedback to build muscle memory.</li> <li>- <b>Efficiency</b>: CAD streamlines prototyping, reducing mold-making time from weeks to days via 3D printing, enabling faster customization.</li> </ul> <p>TacMed offers <b>customer support services</b> including consultation for design selection, installation, and ongoing maintenance. For bespoke projects, they collaborate on R&amp;D to adapt simulators to specific training requirements, such as female-specific anatomy or K9 trauma care.</p> <p><b>Key Products and Design Features</b>  TacMed's simulators are engineered for high-stakes training, with design services enabling customization (e.g., adding specific wounds or integrating data capture for performance analytics). Here's a selection of flagship products:</p> <ul style="list-style-type: none"> <li>  <b>MATTi™ (Modular Advanced Medical Training Innovator)</b>   Whole-body female trauma manikin with removable limbs and interchangeable injuries (e.g., amputations, gunshots, chest wounds).   Modular design for 100+ scenarios; advanced physiology simulation; CAD-optimized for durability and realism.   Military, EMS, first responders; focuses on gender-specific battlefield care.  </li> <li>  <b>WBS EMITT™ (Whole-Body Simulator Emergency Medical Trauma Trainer)</b>   Full-body adult manikin for hemorrhage control, airway management, and critical interventions.   Active bleeding, real-time feedback, rugged construction; autonomous responses to treatments like tourniquets.   Medics, combat personnel; supports crawl-phase training.  </li> <li>  <b>K9 HERO</b>   Full-body canine medical trainer for working dog handlers.   Developed with DoD; simulates veterinary trauma with lifelike anatomy and responses.   Military K9 units, veterinarians; partnership with SIMETRI for advanced features.  </li> <li>  <b>Chest Trainer</b>   Partial upper-torso simulator for needle decompression and intraosseous infusion.   Ruggedized for field exercises; focuses on procedural accuracy.   Tactical medics in training progression.  </li> <li>  <b>HCT Kit (Hemorrhage Control Trainer)</b>   Wound packing simulator with 10 gauze trainers and a reusable wound model.   Builds muscle memory for junctional wounds; classroom-scale design.   First responders learning hemostatic techniques.  </li> </ul> <p>Options include one-time purchases, rentals, and integration with curricula from prehospital to hospital settings.</p>
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**Table 5B: Value-Added Attributes**

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

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	Payment Terms vary based on the customer. Average payment terms are Net 30. We accept ACH, Wires, and Credit Cards (3% fee).
59	Describe any leasing or financing options available for use by educational or governmental entities.	N/A
60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	TacMed utilizes the following transaction documents, samples are attached  Attached are copies of the proposal quote, order/ship and deliver notice. Proposal Quote: this is designed as a collaborative document between the Participating Agency and TacMed. This ensures the end user's goals are met with respect to the products they order. The Proposal Quote also outlines T& C's on how to place the order and payment terms. Order Notice: This document is sent to the Participating Agency to outline the complete order. Shipping Notice: This document is sent to the Participating Agency to alert them of the date of shipment including the tracking information for their reference. Delivery Notice: The document alerts the Participating Agency as to the confirmation that the order was delivered.

61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	We do not accept P-card payments.	*
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	TacMed is proposing a line item discount to Sourcwell. Outlined in the pricing materials is a price list outlining both MSRP/Commercial Price and proposed Sourcwell Partner Member Acquisition Cost.	*
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	The discount percentage varies from 2.61% to 32.29%. Generally, higher price points correspond to greater discount percentages.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	N/A	*
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	The sourcing methodology for related products and services will be based on individual quotes.	*
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Shipping to end user Applicable Tariffs and Sales Taxes	*
67	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	TacMed Simulation provides flexible freight, shipping, and delivery options designed to accommodate the needs of Sourcwell participating entities. Standard shipping costs are calculated based on order size, weight, delivery location, and requested delivery timeframe. These costs will be clearly itemized in all quotes and purchase orders to ensure transparency. We partner with reputable national and regional LTL carriers to ensure timely and secure delivery. Transit times vary depending on the destination. Expedited and white-glove delivery services are available upon request at an additional cost. For customers that choose to arrange their own shipping. We provide shipping support including providing Commercial Invoices, Shipper Letter of Instruction, and other documentation required by the carrier.	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	We are committed to serving Sourcwell participating entities in Alaska, Hawaii, Canada, and other offshore locations with the same level of service and reliability as our continental U.S. customers. Shipping to these regions is available via trusted freight carriers with experience in international logistics. Due to the complexity and variability in transportation to these locations, additional freight charges may apply. These charges are calculated based on weight, volume, service level, customs requirements, and final delivery location. All applicable fees, including customs brokerage, tariffs, or duties, are the responsibility of the receiving party and due to their volatility cannot be quoted.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	White-Glove Delivery Services: For high-value, delicate, or complex equipment, we offer white-glove service that includes inside delivery, unpacking, and debris removal at an additional cost. Scheduled Delivery Windows: Participating entities may choose specific delivery windows to accommodate staffing or operational needs. Staged or Phased Delivery: For large projects or multi-site deployments, we offer staged delivery over time to match training schedules. Real-Time Shipment Tracking: Our logistics system provides real-time tracking from shipment to final delivery. These services are designed to improve efficiency, reduce costs, and provide exceptional customer experience for all Sourcwell participants.	*
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the	Self-Audit Policy for Compliance with Sourcwell Participating Agreement  Policy Overview	

proper pricing.

This policy outlines the self-audit process and program implemented by TacMed Simulation to verify ongoing compliance with the terms of the proposed Participating Agreement with Sourcewell. The primary objectives are to ensure adherence to all contractual obligations, including but not limited to pricing integrity, reporting accuracy, and ethical business practices. This self-audit program is designed to promote transparency, prevent non-compliance risks, and facilitate proactive issue resolution. It applies to all Vendor personnel involved in Sourcewell-related sales, pricing, and reporting activities.

The policy emphasizes ensuring that Sourcewell Participating Entities (e.g., government agencies, educational institutions, and nonprofits) receive the contracted pricing without deviation, upcharges, or undisclosed fees. Non-compliance, if identified, will trigger immediate corrective actions.

#### Scope

- Covered Activities\* All transactions, quotations, sales, and reporting under the Sourcewell agreement, including product/service delivery, invoicing, and discount application.
- Frequency: Quarterly self-audits, with annual comprehensive reviews and ad-hoc audits triggered by high-volume sales periods or identified risks.
- Responsible Parties:
  - Audit Lead: Designated Compliance Officer or internal auditor.
  - Review Team: Cross-functional group including Sales, Finance, Legal, and Quality Assurance representatives.
  - External Oversight: Sourcewell will receive summary reports annually; full audit results provided upon request.

#### Self-Audit Process

The self-audit program follows a structured, four-phase approach to systematically evaluate compliance. Each phase includes documented procedures, checklists, and evidence retention for at least 7 years (in line with standard retention requirements for public contracts).

#### 1. Preparation Phase (Pre-Audit Planning)

- Timeline: 1-2 weeks prior to audit execution.
- Steps:
  - Identify audit scope based on recent sales volume (e.g., sample 10-20% of transactions from the prior quarter, stratified by participating entity type).
  - Gather baseline documents: Sourcewell contract, pricing schedules, sales records, invoices, and customer confirmations.
  - Develop a customized audit checklist, including:
    - Verification that all quotes/invoices reflect Sourcewell-discounted pricing (no more than 0% variance allowed, per contract).
    - Confirmation of no unauthorized fees
    - Review of sales training logs to ensure staff awareness of pricing rules.
  - Tools: Internal CRM system (e.g., NetSuite) for data extraction; secure audit management software for tracking.

#### 2. Execution Phase (Data Collection and Testing)

- Timeline: 2-4 weeks.
- Steps:
  - Pricing Compliance Verification:
    - Randomly select transactions involving Sourcewell Participating Entities.
    - Cross-reference quoted/invoiced prices against the official Sourcewell pricing matrix. Flag any discrepancies (e.g., if a participating entity was charged non-discounted rates).
    - Calculate compliance rate:  $(\text{Compliant Transactions} / \text{Total Sampled}) \times 100\%$ . Target:  $\geq 99\%$  compliance.
    - Transaction Review:
      - Validate entity eligibility (e.g., confirm buyer's Sourcewell membership via ID verification).
      - Ensure no bundling of non-contracted items at inflated rates.
      - Test for proper reporting: Confirm all sales were accurately logged in Sourcewell's reporting portal within 30 days.
      - Interviews and Walkthroughs: Conduct anonymous surveys with sales reps (minimum 5 per audit) to assess understanding of pricing protocols.
  - Sampling Methodology: Risk-based; prioritize high-value or new

		<p>participating entity transactions. Use statistical sampling if volume exceeds 500 transactions per quarter.</p> <p>3. Analysis and Reporting Phase</p> <ul style="list-style-type: none"> <li>- Timeline: 1 week post-execution.</li> <li>- Steps: <ul style="list-style-type: none"> <li>- Analyze findings using quantitative metrics (e.g., error rates, financial impact of discrepancies).</li> <li>- Categorize issues: Minor (e.g., documentation gaps), Moderate (e.g., pricing errors &lt;5% variance), Major (e.g., systemic under-discounting).</li> <li>- Draft an audit report including: <ul style="list-style-type: none"> <li>- Executive summary with key metrics (e.g., "98.5% pricing compliance rate; 2 discrepancies totaling \$500 in overcharges").</li> <li>- Root cause analysis (e.g., "Training gap identified in regional sales team").</li> <li>- Recommendations (e.g., "Refund overcharges to affected entities within 30 days").</li> <li>- Escalate major findings to senior leadership for approval.</li> </ul> </li> <li>- Metrics for Success:</li> </ul> </li> </ul> <p>4. Follow-Up and Corrective Action Phase</p> <ul style="list-style-type: none"> <li>- Timeline: Ongoing, with closure within 30-60 days of report issuance.</li> <li>- Steps: <ul style="list-style-type: none"> <li>- Implement corrective actions (e.g., refunds to Participating Entities for pricing errors, retraining for staff).</li> <li>- Re-test resolved issues in the next audit cycle.</li> <li>- Update policies/processes based on lessons learned (e.g., automate pricing checks in CRM).</li> <li>- Notify Sourcwell of any material non-compliance (e.g., errors &gt;\$1,000 or &gt;1% of sales) within 10 business days, including remediation plans.</li> </ul> </li> </ul> <p>Program Governance and Resources</p> <ul style="list-style-type: none"> <li>- <b>**Training**</b>: All relevant staff complete annual Sourcwell compliance training, with modules on pricing integrity and audit participation.</li> <li>- <b>Documentation</b>: All audit artifacts stored in a secure, access-controlled repository (e.g., SharePoint).</li> <li>- <b>Risk Monitoring</b>: Monthly dashboards track leading indicators (e.g., sales volume spikes) to trigger early audits.</li> <li>- <b>Continuous Improvement</b>: Annual program review to incorporate Sourcwell feedback or regulatory changes.</li> </ul>	
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	See self audit in Section 6A, Line 70 for metrics	*
72	Provide a proposed Administration Fee payable to Sourcwell. The Fee is in consideration for the support and services provided by Sourcwell. The proposed Administrative Fee will be payable to Sourcwell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>TacMed Simulation is proposing the following administration fee structure:</p> <ul style="list-style-type: none"> <li>- Quarterly reporting basis</li> <li>- Rebate percentages: 2% for all simulators, which includes upper, lower and whole-body systems, as well as Diesel and Hero K9s. 1.5% for all remaining items.</li> </ul>	*

**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	See attached pricing matrix for specific price points.

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

Line Item	Question	Response *
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<p>74</p>	<p>Provide a detailed description of all the Solutions offered, offered in the proposal.</p>	<p>Overview of TacMed Simulations  TacMed Simulations (formerly TraumaFX, now a division of TacMed Solutions) specializes in high-fidelity medical simulation products designed for tactical combat casualty care, first responders, military medics, and veterinary training. Their offerings emphasize realism, durability, and ruggedness for field-based trauma scenarios, incorporating features like animatronic movements, bleeding simulations, breathing mechanics, and autonomous responses to interventions. Products are built with urethane cores and lifelike synthetic skin, often developed from U.S. military contracts to reduce preventable deaths in crisis situations.</p> <p>Product Categories and Key Offerings</p> <p>Whole-Body Simulators  These full-body manikins provide immersive trauma training, simulating severe injuries like blast trauma, hemorrhage, and environmental challenges. They support procedures such as tourniquet application, wound packing, and airway management.</p> <p>  Whole Body Simulator HEMO – Pulses/Breathing (WBS-HEMO-PB)   Rugged full-body trainer for severe trauma treatment in any environment.   Realistic leg movement, arterial bleeding, deep inguinal wound for hemostasis; weather-resistant for field exercises.      Whole-Body Simulator Emergency Medical Trauma Trainer (WBS EMITT-TM)   High-fidelity trauma simulator for medics and first responders.   Autonomous responses to treatments; supports full-spectrum trauma care from point-of-injury to clinical handover.      Modular Anatomical Tactical Trauma Instructor (MATTi™)   Female-specific full-body simulator with modular design.   Interchangeable limbs, 2-liter blood reservoir, customizable for various injury scenarios; ideal for gender-specific training.  </p> <p>Upper and Lower Body Task Trainers  Focused on partial-body simulations for targeted skill-building, such as hemorrhage control and decompression, these are portable for classroom or crawl-phase training.</p> <p>  Simulation AirwayPlus Lifecast Upper (APL)   Upper torso trainer for airway and chest procedures.   Supports needle decompression, chest tube insertion, cricothyroidotomy, and intraosseous (I/O) infusion; realistic anatomic landmarks.      Simulation Chest Trainer   Partial upper torso for needle decompression and I/O training.   Ruggedized design; no marked indicators for authentic landmark location.      Lower Body Simulators   Leg-focused trainers for extremity trauma.   Bleeding simulation, tourniquet practice, and vascular access; durable for repeated use.  </p> <p>Canine (K-9) Simulators  Specialized veterinary trainers for military working dogs, first responders, and veterinarians, addressing gaps in canine trauma simulation.</p> <p>  K9 Hero   Full-body canine medical trainer.   Simulates trauma for operational canine handlers; supports wound care, IV access, and vital signs monitoring.      K-9 Diesel   High-fidelity canine simulator.   Realistic anatomy for procedures like hemorrhage control and airway management; developed with partners like SIMETRI for advanced performance.  </p> <p>Wound and Hemorrhage Control Trainers  Hands-on tools for practicing packing, hemostasis, and bleeding management, often used in kits for muscle memory development.</p> <p>  Hemorrhage Control Trainer (HCT) Kit   All-in-one wound packing simulator.   Includes training wound model and 10 Combat Gauze Trainers; focuses on rapid wound packing.      Wound Cube   Modular wound trainer for packing skills.   Realistic tissue feel; customizable wound configurations for varied scenarios.  </p> <p>- Accessories and Support: TacMed Simulations offers moulage kits, and integration with open-source systems like MoHSES for interoperable simulation ecosystems.  - Partnerships and Customization: Collaborations with entities like Vcom3D (for Arctic medicine) and Lucasfilm's effects team enhance product realism. Custom solutions are available for specific training needs.</p>
<p>75</p>	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Human Patient Simulators  Canine Simulators</p>

76	Describe your products/services interoperability and integration with other public safety equipment, software and systems, if applicable.	<p>TacMed's standard Operating System which is included in all Human Patient Simulators includes scenarios geared towards the American Heart Association (AHA) Advanced Cardiac Life Support (ACLS) and Tactical Combat Casualty Care (TCCC) curriculum. Additionally, this software offers an After Action Report which can be used for debriefing the learners post simulation and is exportable for entering into their portfolio.</p> <p>Both human and canine simulation operating software include scenarios which can be modified to custom integration into the programs simulation program.</p>
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**Table 78: Depth and Breadth of Offered Solutions**

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

Line Item	Category or Type	Offered *	Comments
77	Facilities, structures (fixed or mobile)	<input type="radio"/> Yes <input type="radio"/> No	Not Applicable
78	Equipment, props, supplies, rentals, and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	TacMed Simulation is a U.S. based manufacturer of task trainers, patient simulators and related operating systems. The breadth of our portfolio ranges from Department of Defense to Colleges and Universities
79	Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	In addition to the task trainers and patient simulators, TacMed provides virtual patient monitor, AED/Defibrillator and respiratory ventilator simulators.
80	Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies	<input checked="" type="radio"/> Yes <input type="radio"/> No	The support services offered by TacMed include basic, advanced and customer educational training programs. Included in these offering is curriculum integration programs to ensure the highest ROI for the end user
81	Services, equipment, and software directly related to the offering of the solutions described in #76 - 79 above, including design, installation, maintenance, repair, training, integration, support, and customization	<input checked="" type="radio"/> Yes <input type="radio"/> No	Post installation support is key to TacMed's relationship with the end user. This includes servicing warranty concerns, annual repair programs and on-going curriculum integration.

**Exceptions to Terms, Conditions, or Specifications Form**

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

**Documents**

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Sourcewell Pricing Final 10212025.pdf - Wednesday October 22, 2025 06:26:45
- [Financial Strength and Stability](#) - 2024 Audited TacMed Holdings, LLC Financial Statements.pdf - Thursday October 16, 2025 13:26:32
- [Marketing Plan/Samples](#) - TacMed Distributor Resources.zip - Thursday October 16, 2025 10:33:04
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Sample Quote to Participating Agency.pdf - Thursday October 16, 2025 15:33:39
- [Requested Exceptions](#) - RFP\_102325\_Public\_Safety\_Training\_Master\_Agreement\_With\_Exceptions.docx - Thursday October 23, 2025 11:51:01
- [Upload Additional Document](#) - Sample-Order Documnts.docx - Thursday October 16, 2025 15:34:36

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

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

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

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Cara Williams, Contract & Compliance Manager, TacMed Solutions, LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_4_Public_Safety_Training_RFP_102325</b> Thu October 16 2025 04:26 PM	<input checked="" type="checkbox"/>	5
<b>Addendum_3_Public_Safety_Training_RFP_102325</b> Fri October 10 2025 03:34 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_2_Public_Safety_Training_RFP_102325</b> Mon September 15 2025 04:09 PM	<input checked="" type="checkbox"/>	4
<b>Addendum_1_Public_Safety_Training_RFP_102325</b> Mon September 8 2025 04:03 PM	<input checked="" type="checkbox"/>	2

**AMENDMENT #1  
TO  
MASTER AGREEMENT # 102325-TMD**

THIS AMENDMENT, effective upon the date of the last signature below, is by and between **Sourcewell** and **TacMed Solutions, LLC.** (Supplier).

Sourcewell awarded a Master Agreement (102325-TMD) to the Supplier to provide Public Safety Training and Simulation Equipment and Technology to Participating Entities through Sourcewell's Cooperative Purchasing Program, effective February 12, 2026, through February 13, 2030 (Master Agreement).

The parties wish to amend the agreement to reflect that the Supplier will be expanding their sales/service offering through a new Distribution Network.

NOW, THEREFORE, the parties amend the Master Agreement as follows:

1. The response in line item 26 of "Table 3: Ability to Sell and Deliver Solutions" of the Proposal the Proposal is deleted in its entirety and replaced with:

"In addition to the original response, integrating our Distribution Network will exponentially enhance the visibility of our Sourcewell Contract. This integration serves as a force multiplier across the diverse segments we operate in.

Utilizing TacMed's distribution network, comprising dealers, resellers, and authorized partners, is one of the most potent levers for achieving success as a Sourcewell-awarded vendor. This model of national-contract integration with local execution generates substantial value.

Our objectives include establishing a local presence with a national scale, expanding market reach and penetration, driving revenue growth and volume leverage, and reaping operational benefits."

2. The response in line item 27 of "Table 3: Ability to Sell and Deliver Solutions" of the Proposal the Proposal is deleted in its entirety and replaced with:

"TacMed Solutions has established a Distribution Network that specializes in its respective market segments. Currently, we have Distribution Agreements with 14 organizations. These organizations operate in various markets, including Career Technical Education, EMS Products, Canine Working Dog Development, Law Enforcement, and Emergency Management.

Our distributors are carefully selected based on their proficiency in cultivating, sustaining, and expanding relationships. Some distributors specialize in specific geographies, while

others are national organizations selected for their logistical advantages. As a result, we will be able to provide Sourcewell Contract benefits to over 125 Sales Representatives.

We are strategically expanding our network by seeking partners who can uphold our mission and meet the end-user 's needs.”

3. The response in line item 28 of “Table 3: Ability to Sell and Deliver Solutions” of the Proposal the Proposal is deleted in its entirety and replaced with:

“The service team within a Sourcewell contract holder 's distribution network (dealers, authorized service providers, and local partners) delivers one of the most valuable components of the contract. It transforms a national pricing and compliance advantage into a comprehensive and dependable solution that public agencies highly value.

The core value delivered by the service team includes full product life cycle support, expedited response times with reduced risk, strengthened local relationships and community impact, and competitive differentiation.”

Except as amended by this Amendment, the Master Agreement remains in full force and effect.

**Sourcewell**

Signed by:

*Jeremy Schwartz*

C0FD2A139D06489...

By: \_\_\_\_\_

Jeremy Schwartz  
Chief Operating and Procurement Officer

Date: 5/19/2026 | 3:55 PM CDT

**TacMed Solutions, LLC**

Signed by:

*Cara A. Williams*

F77B0311D2B64DA...

By: \_\_\_\_\_

Cara Williams  
Contracts and Compliance

Date: 5/20/2026 | 10:38 AM CDT