

**MASTER AGREEMENT # 020625****CATEGORY: Public Safety Communications Technology and Hardware Solutions****SUPPLIER: PURVIS Systems Incorporated**

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 PURVIS Systems Incorporated, 88 Silva Lane, Middletown, RI 02842 (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 July 24, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a) **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.
 - b) **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.
 1. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #020625 to Participating Entities. In Scope solutions include:

Sourcewell is seeking proposals for Public Safety Communications Technology and Hardware Solutions, including communications technology and hardware designed or primarily intended for use by Public Safety agencies, such as:

 - a. In-station Public Safety alerting or paging systems;
 - b. Dispatch/control room consoles and associated integrated communications equipment;
 - c. Wearable or portable communication devices, including biomonitors wearables, alerting or paging systems;
 - d. Connectivity and interoperability devices, hardware, and equipment for the connection of communication systems and endpoints, including:
 - i. Satellite communications equipment;
 - ii. Portable and deployable wireless hubs, routers, and networks;
 - iii. Mesh networks and mesh radios;
 - iv. Land mobile/broadband radios;
 - v. Push to talk over Cellular (PoC) handsets; and,
 - vi. High Power User Equipment (HPUE) for LTE; and,
 - e. Airborne, marine, and underwater communication systems.
 2. Complimentary equipment, accessories, and services directly related to the offering of systems or solutions described in subsections 1. a. – e. above.
- 7) **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.
- 8) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

- 9) **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.
- 10) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcwell 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.
- 11) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 12) Supplier Representations:**
- i) **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.
 - ii) **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.
 - iii) **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.
- 13) **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 Sourcwell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 14) **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 Sourcwell if this certification changes at any time during the term of this Agreement.
- 15) **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.

i) **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.

ii) **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.

iii) **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 Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **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.

v) **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.

vi) **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.

vii) **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).

viii) **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.

- ix) **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.
- x) **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.
- xi) **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.
- xii) **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.
- xiii) **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.
- xiv) **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.
- xv) **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.
- xvi) **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.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, 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, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **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.

xix) **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.

xx) **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.

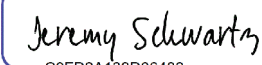
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within 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.

020625-PUR

Sourcewell

PURVIS Systems Incorporated

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/22/2025 | 8:19 PM CDT _____

DocuSigned by:

A7DFD5DABBB04CA...
By: _____
Danielle Flynn
Title: Contracts Manager
Date: 7/22/2025 | 12:34 PM CDT _____

RFP 020625 - Public Safety Communications Technology and Hardware Solutions

Vendor Details

Company Name: PURVIS Systems Incorporated
Address: 88 Silva Lane
Middletown, RI 02842
Contact: Kim Capwell
Email: kcapwell@purvis.com
Phone: 401-849-4750 670
Fax: 401-849-0121
HST#: 112299301

Submission Details

Created On: Thursday December 12, 2024 07:39:35
Submitted On: Wednesday February 05, 2025 13:56:51
Submitted By: Kim Capwell
Email: kcapwell@purvis.com
Transaction #: fc0b62a0-9dd9-4a64-9ef2-9abbb8226e84
Submitter's IP Address: 147.243.124.203

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.	PURVIS Systems Incorporated	*
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):	UEI: PZGKKRM4AK23	*
5	Provide your NAICS code applicable to Solutions proposed.	541512	
6	Proposer Physical Address:	88 Silva Lane Middletown RI 02842	*
7	Proposer website address (or addresses):	www.purvis.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):	Danielle Flynn, Contracts Manager 88 Silva Lane Middletown, RI 02842 dflynn@purvis.com 401-845-8432	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Danielle Flynn is the contractual point of contact. Her contact information is as follows: Danielle Flynn, Contracts Manager 88 Silva Lane Middletown, RI 02842 dflynn@purvis.com 401-845-8432	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Rick Foster is the technical point of contact. His contact information is as follows: Rick Foster, VP Public Safety Business Unit 88 Silva Lane Middletown, RI 02842 rfoster@purvis.com 401-619-2469	*

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.	Founded in 1973, we are a technology solutions partner specializing in the areas of fire station alerting, systems integration, software and hardware development, network engineering, test and evaluation, and maintenance/support. We have been installing and maintaining mission-critical systems for fire departments and other public safety organizations for over 50 years. We have successfully completed hundreds of PURVIS FSAS implementations across the country and in Canada for fire and rescue agencies of all sizes. More than 30 million people in the U.S. are served by a fire/rescue agency using a PURVIS FSAS solution. PURVIS CORE VALUES At PURVIS, our work is guided by several core values that reflect our commitment to public safety: Customer Service: Our priority is to understand and exceed the expectations of all clients, both new and long term, ensuring their success and satisfaction. Innovation: We continually invest in Research and Development to identify and implement new enhancements for the PURVIS FSAS. Our goals for system enhancements are aimed not only at introducing new functionality but also to utilize the latest technological advances to continually improve system performance and reduce costs for our customers. Integrity: We are committed to ethical business practices and transparency in every aspect of our business. Employee Empowerment/ Teamwork: We cultivate an employee-centric culture that fosters professional development, continuous learning, and opportunities for growth. By investing in our team's success, we ensure they have the tools and support needed to thrive in the workplace and deliver exceptional value to our clients. PURVIS BUSINESS PHILOSOPHY At PURVIS, our entire philosophy is built on delivering Peace of Mind to our clients, partners and employees. We are motivated by challenges, with an ability to succeed where others can't. We're large enough to be trusted by the Department of Defense, National Institutes of Health, and some of the nation's most sophisticated public safety organizations, yet we're small enough to be nimble and flexible. We utilize the latest technological advances, foster a customer focused mindset, and cultivate an employee-centric culture to deliver the highest quality products and services. Superior customer support and maintaining the highest levels of customer satisfaction are central to everything we do. Partnering with PURVIS means peace of mind so our clients can focus on protecting life, safety, and property. Over our 50-year history, much of our growth has been driven by our ongoing relationships with existing clients. When our clients partner with PURVIS, they get: Collaborative, consultative partnership with a proven process for learning their requirements and delivering what they need. Tailored, engineered solutions grounded in tenured experience, unmatched technical knowledge, and exceptional service. Reliable, responsive team of 250+ multi-disciplinary experts who are passionate about driving results and empowered to do what's right for them. We have a track record for retaining employees who'll work tirelessly and enthusiastically to fulfill our commitments and exceed client expectations. 24/7/365 support you they count on. When our clients call, we answer and address their problem – day or night. PURVIS INDUSTRY LONGEVITY & EXPERTISE PURVIS has over 50 years of experience in the installation and maintenance of mission-critical systems for fire departments, dispatch centers and other public safety organizations. We have been in the fire station alerting industry with related equipment and accessories for 19 years. And we have been selling, installing, maintaining and enhancing our PURVIS FSAS for over 13 years. The PURVIS FSAS is installed in thousands of fire stations throughout the United States and in Canada. Hundreds of fire and rescue agencies rely on the PURVIS FSAS for automated alerting. PURVIS has never failed to complete a project, and PURVIS has never been involved in any litigation for breach/default of contract. In the five decades of partnership between PURVIS and the FDNY, PURVIS has continually served as an extension of FDNY's team. PURVIS provides engineering services and 24x7x365 support on many of the data communications systems used by the FDNY on a daily basis, including the FDNY's alerting solutions in 243 firehouses and the call box system consisting of over 12,000 call boxes throughout NYC.
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12	What are your company's expectations in the event of an award?	PURVIS has held a Sourcewell contract since 2021 (prior to Sourcewell, PURVIS held the PPA contract since 2015) and the contract is an integral part of our sales and marketing strategy. Several agencies, large and small, have purchased a PURVIS solution through the Sourcewell contract. If awarded a new Sourcewell contract, we will continue to actively incorporate it into our marketing and sales strategies as a key purchasing vehicle for our products and services. Our team frequently receives inquiries from customers and prospects seeking streamlined and compliant procurement options, and we are confident the Sourcewell contract will continue to be an attractive solution. Based on our successful history with the contract and the favorable feedback we hear from public safety agencies nation-wide, we anticipate continued strong interest from agencies who will want to leverage the contract to simplify the procurement process. Our expectations are that the Sourcewell partnership will continue to enhance our ability to connect with new clients, serve existing customers more efficiently, and expand our reach in the public safety communication technology markets.
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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.	PURVIS Systems Incorporated is a standalone, privately held company. There are no subsidiaries or groups of companies within PURVIS. There are 460,913 shares issued and outstanding. The remaining shares are owned by 15 additional shareholders. Joseph Drago owns 66.25%. Paul Augart owns 13.35%. The remaining 13 shareholders own between 0.01% and less than 7.6% of the shares. With over 250 employees and annual revenues of approximately \$48 million, we have the financial resources and proven staying power to ensure long-term success for Sourcewell's member agencies. Our company's stability is unsurpassed and provides a high value for our clients when it comes to protecting their investment over the long term. In our 51-year history of implementing mission-critical systems in complex federal, state and local government environments, PURVIS has never failed to complete a project, and PURVIS has never been involved in any litigation for breach/default of contract. We have been in the fire station alerting industry with related equipment and accessories for 19 years, and we have been selling, installing, maintaining and enhancing the PURVIS FSAS for 13 years. We have successfully completed numerous PURVIS FSAS implementations throughout the United States and in Canada with zero impact to operations, including Los Angeles, CA, Montreal Canada, DuPage County, IL, Charleston County, SC, New York City, Pittsburgh, PA, Jacksonville, FL, Montgomery County, MD, Boston, MA, Fort Collins, CO, Williamson County, TX, and Washington D.C., among others. The PURVIS FSAS is used by hundreds of fire and rescue agencies in the United States. More than 30 million people in the US are protected by a fire/rescue agency using a PURVIS FSAS solution. PURVIS has experienced significant revenue and profit growth in its public safety business over the last 5 years and the PURVIS FSAS provides a significant portion of PURVIS's annual revenue and profit. FINANCIAL STABILITY Like all businesses, PURVIS seeks to be profitable while growing our company. But unlike many companies, our growth is carefully managed to ensure we never compromise our ability to fully provide for our clients both during and after a project. To ensure financial/fiscal responsibility and stability, PURVIS does the following: All PURVIS accounting policies and procedures are governed by standards set by the Financial Accounting Standards Board (FASB). PURVIS financial statements are audited annually by an independent CPA firm that provides an Independent Auditors Report, Audited Financial Statements, and meets directly with the PURVIS Board of Directors (BoD) to report its findings. Because part of its business involves Department of Defense (DoD) contracts, PURVIS is required to ensure all accounting, contracts, timekeeping, expense reporting and purchasing policies and procedures are compliant with the Defense Contract Audit Agency (DCAA) standards. DCAA conducts regular audits of PURVIS' policies and procedures. PURVIS utilizes a detailed Project Management Approach to ensure economic / financial sustainability. This is the same approach we will apply to every project awarded through the Sourcewell contract. SHAREHOLDER INVOLVEMENT PURVIS ownership includes a group of long-term investors. We have set procedures in place to ensure shareholders have oversight into the operation and strategic initiatives associated with the company. PURVIS Board of Directors meet quarterly to review the company performance. The Company's CEO and VP of Finance provide a detailed overview of current financial status and future forecasts. Proof of our financial stability lies in the following: Over the last 4 years, PURVIS has experienced continual annual growth in revenue and profit. PURVIS meets the highest level of accreditation with it lending institute. All of PURVIS outstanding accounts payable are less than 30 days. As of 1/15/2025 PURVIS has no outstanding debt. All of PURVIS outstanding accounts payable are less than 30 days. PURVIS has never filed for bankruptcy. Audited PURVIS financial statements for the last two (2) PURVIS fiscal years are included with our proposal as further proof of our financial stability. As a privately held company, these documents are proprietary and not subject to public disclosure. Therefore, we request that our audited financial statements not be released publicly or used for any other purpose than for Sourcewell to evaluate PURVIS Systems' financial stability as part of this RFP/proposal evaluation process.
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14	What is your US market share for the Solutions that you are proposing?	PURVIS is unable to identify the current US market share for the PURVIS Fire Station Alerting System. The vendors that offer other fire station alerting solutions are typically privately held companies and do not publicly release their market share information. However, PURVIS can confirm that the PURVIS Fire Station Alerting System is used by over 250 Fire and EMS departments in the US and in Canada. Additionally, the PURVIS FSAS is installed in over 1200+ fire stations across the US and in Canada. Currently there are over 30 million people protected by a fire/rescue agency using a PURVIS FSAS solution.	*
15	What is your Canadian market share for the Solutions that you are proposing?	PURVIS designed, implemented, and currently maintains a full FSAS solution in the City of Montreal, serving 67 fire stations. This project provided us with valuable experience working internationally, navigating the complexities of installing a bilingual solution in compliance with local codes and ordinances unique to Montreal. PURVIS' ability to adapt to a variety of regulatory environments and clients' needs will help us increase our FSAS market share in Canada.	*
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.	PURVIS has never filed for bankruptcy or been the subject of bankruptcy action.	*
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?	PURVIS is the manufacturer and service provider of the PURVIS Fire Station Alerting System. PURVIS has a direct sales and service force. Our sales force is comprised of employees and sales consultants. Our service force is comprised of employees, and we utilize a third-party call center to answer Help Desk calls. Additionally, it is not uncommon for us to partner with local companies for the installation and maintenance of a PURVIS FSAS solution. INSTALLATION PARTNERS & SUBCONTRACTING NETWORK Cabling, installation and on-site support are regularly subcontracted to a local vendor who meets our strict qualification standards. This allows us access to experts who are familiar with local building codes and ordinances, and it provides our FSAS clients with a locally present service provider should the need arise. The key to our successful partnerships is the detailed project planning and documentation that we complete with each of our subcontractors, coupled with our proven project management approach which ensures continuous project oversight and subcontractor accountability. PURVIS has built a reliable network of subcontractors throughout the country for the installation and maintenance of the PURVIS FSAS. The following list provides an overview of our existing installation and maintenance partners and their locations: A3 Communications: South Carolina, North Carolina, Georgia, Illinois, Washington BearCom: Pennsylvania, Colorado Britain Electric: Texas Communication Zone, Inc.: Illinois CyberComm, Inc.: Massachusetts, Rhode Island DataNet Systems Corp.: Washington D.C., Maryland Firetrol Protection Systems: Texas Gastier: Montreal, Canada Irish Communication Company: California KEV Security: New Jersey LAN-TEL: Massachusetts, New Hampshire Mason Technologies: New York SAS Security Alarm Service, Co.: Texas Sciens Building Solutions: Florida Shreveport Communications: Louisiana VSC Fire-Security: Florida Vision Electric: Connecticut PURVIS may contract with additional subcontractors outside of this list based on the location, requirements, and preferences of the participating entity.	*
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.	PURVIS is required to register with the Secretary of State to conduct business in each state we operate. Certain states and localities also require PURVIS to obtain business licenses to conduct business. PURVIS utilizes a national 3rd party company to identify and obtain the appropriate licenses required to operate in each state and locality. PURVIS currently holds all the required business licenses. Our subcontractors that install our system are sometimes required to hold low voltage or electrical certifications, depending on the nature of the work being performed and the jurisdiction. PURVIS ensures that our subcontractors possess all necessary licenses and certifications prior to work being performed.	*

19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	None.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	The PURVIS Fire Station Alerting System was recognized by the Central Texas KCENTV news channel NBC6 in their televised report "Waco Fire Department introduces new alert system that could save response time" in 2024. The PURVIS Fire Station Alerting System was recognized by South Carolina WCSC news channel 5 in their televised report "Dorchester Co. launches automated 911 system" in 2023. PURVIS' Debbie Proffitt, Vice President, was recently named as a 2021 Woman of Distinction, among four honorees awarded by the Greater Newport Chamber of Commerce in honor of Women's History Month. The PURVIS Fire Station Alerting System was recognized by The Atlanta Journal-Constitution in their article "Improving Dispatch Center Response Time in Milton" in 2021. The PURVIS Fire Station Alerting System was recognized by the Pittsburgh Post-Gazette in their article "Pittsburgh Debuts 'Silent' Alarm System" in 2020.	*
21	What percentage of your sales are to the governmental sector in the past three years?	99.9% of PURVIS' current (within the past three fiscal years) national sales are to the government sector.	*
22	What percentage of your sales are to the education sector in the past three years?	Zero percent of our sales are to the education sector in the past three years.	*
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?	PURVIS has been awarded state and cooperative purchasing contracts, and we have experience in marketing and utilizing these types of contracts as part of our sales process. We currently hold a Sourcewell Contract (042021-PUR) for Public Safety Communications Technology & Hardware Solutions. PURVIS previously held the Public Procurement Authority NPPgov (FireRescue GPO) cooperative purchasing contract for Station Alerting prior to that contract merging with Sourcewell. Several PURVIS customers have purchased a PURVIS solution through Sourcewell, including: Reno, NV; Truckee Meadows, NV; Grand Forks, ND; Martin County, FL; Alpharetta, GA; Central Kitsap, WA; Spartanburg, SC; Coshocton County, OH; Sparks, NV; Plymouth, MA; Lexington, KY; Nassau County, FL; Spanish Fort, AL; Summerville, SC; Waco, TX; Greer, SC; West Springfield, MA; and Bismarck, ND. We also hold a Massachusetts Statewide Contract (PSE-01 – Public Safety Equipment and Two-Way Radio) and a H-GAC Cooperative Agreement for 9-1-1 Equipment & Emergency Notification Software and Services. The HGACBuy "Government-to-Government" procurement service is available nationwide. The average annual sales volume over the past three years is \$1,467,171 for the Sourcewell contract, \$134,676 for the Massachusetts Statewide Contract, and \$2,046,654 for the H-GAC Cooperative Agreement.	*
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?	PURVIS holds a GSA Multiple Award Schedule (MAS) Contract (originally awarded as Schedule 871), contract number GS-10F-0191X. This contract is marketed for services related work we perform for the federal government. It is not marketed by PURVIS or used by public safety agencies for the products and services that we promote under our existing or potentially new Sourcewell contract. Annual sales volume over the past three years: \$1,497,743.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Pittsburgh Bureau of Fire	Mr. Danny Doyle, Lieutenant, Engine Co. 10D	412-651-3976	*
Reno Fire Department	Peter Briant, Division Chief, Support Services	775-657-4626	*
Bossier City Fire Department	Thomas Waggoner, Deputy Chief	318-465-6097	*

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

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

Line Item	Question	Response *	
26	Sales force.	PURVIS has a sales force of 9 individuals and is comprised of employees and consultants focused on sales and marketing.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	PURVIS has a direct sales force that currently markets and sells our products and services to agencies throughout the United States and in Canada. Our main office is located in Middletown, RI and we have sales, support and distribution centers in RI and NY.	*
28	Service force.	PURVIS has a service force of 21 full-time employees focused on the maintenance and service of the PURVIS Fire Station Alerting System. We also utilize a US-based third-party call center to answer Help Desk calls. Our current staff levels allow us to fully service clients on a national scale. Cabling, installation and on-site support are frequently subcontracted to a local vendor who meets our strict qualification standards. This allows us access to experts who are familiar with local building codes and ordinances, and it provides our clients with a locally present service provider should the need arise. The key to our successful partnerships is the detailed project planning and documentation that we complete with each of our subcontractors, coupled with our proven project management approach which ensures continuous project oversight and subcontractor accountability. PURVIS has installation and maintenance subcontractors throughout the country, including in Texas, Washington DC, New York, Rhode Island, Massachusetts, Maryland, New Jersey, South Carolina, North Carolina, Georgia, Florida, Pennsylvania, California, Colorado, Washington, Illinois, and other states. PURVIS also has an installation and maintenance partner in Canada. Together we support the PURVIS FSAS solution in Montreal.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	PURVIS has a proven and successful ordering process that we currently utilize with our existing Sourcewell contract. All orders will originate with our sales department. Our sales personnel will work closely with the customer to understand the customer's needs and configure a solution that meets the customer's requirements and budget considerations. PURVIS will provide the customer with a detailed proposal, based on the Sourcewell pricelist, that clearly identifies the solution that will be delivered and the scope of work. Once the proposal meets the customer's expectations, PURVIS' contracts team will work with the customer's contracts department to finalize terms and conditions and execute a signed agreement. Our contracts team will also communicate with Sourcewell during this process as required. PURVIS does not have a dealer network.	*

30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	PURVIS prioritizes effective communication and prompt resolution of issues throughout project implementation and post-cutover support. Our structured approach ensures all concerns are documented, addressed, and resolved efficiently. DURING PROJECT IMPLEMENTATION: 1. Problem Documentation. The PURVIS Project Manager documents each issue, including its cause, recommended solutions (if known), customer dependencies, and any potential impact on the schedule or budget. Every effort is made to prevent disruptions to the project budget and/or timeline. The problem documentation is included in the Weekly Project Report prepared by the PURVIS Project Manager and distributed to the Customer's Project Team. 2. Internal and Customer Meetings. Weekly project meetings with our internal team review the status of any open issues. If required, adjustments to the approach or proposed solution are discussed and documented in the weekly project report. Weekly meetings with the Customer's Project Team include updates on open issues and ensures transparency and alignment on resolution progress. 3. Continuous Monitoring. The above steps are repeated until the issue is resolved, with detailed updates included in the weekly project reports. POST CUTOVER & ACCEPTANCE: Post-cutover concerns and issues are managed through PURVIS' documented Warranty and Maintenance Support Policies and Procedures. PURVIS provides 24x7x365 technical support, which includes hardware and software support. 1. Help Desk Services. The PURVIS Help Desk operates 24/7/365, logging all customer support requests and creating trouble-tickets for all calls. When a system/subsystem/component failure occurs, the Customer will contact the PURVIS Help Desk by phone (for emergency and non-emergency requests), or online/e-mail (for non-emergency requests only). 2. Response Time: A PURVIS Support Engineer (Tier 1) will acknowledge the Customer's request within two (2) hours of receipt (typically within 30 minutes), and if needed, will solicit additional specific details regarding the service request. Following this initial response, PURVIS classifies the event by priority level: Emergency Request: defined as a major failure of FSAS software or hardware resulting in no service at one or more locations. PURVIS responds within four (4) hours and works continuously, including holidays, until the issue is resolved. Non-Emergency Request: defined as a failure or incident in which service continues to operate but a non-critical feature (such as a speaker or LED light) is not available or does not function as it should. PURVIS response within one business day during normal business hours (8am-5pm local time, excluding federal holidays), typically resolving the issue within two business days. 3. Ticket Management & Tracking: PURVIS uses Zendesk to manage service tickets. Each ticket is immediately assigned to a PURVIS support engineer and automatically shared with the relevant team members, including PURVIS support staff, project managers, and designated customer personnel. Updates to the ticket, including status changes or reassignments, trigger email notifications to all involved parties ensuring everyone remains informed. 4. Monitoring and Reporting: Zendesk provides detailed reporting on open and closed tickets, individual issue details, and historical trends. These insights support continuous improvement and ensure accountability. PURVIS' structured, transparent, and responsive approach to customer service enables us to meet our service commitments, ensuring minimal disruption and timely resolution for all issues.
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31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	PURVIS is fully willing and committed to providing our products and services to Sourcewell participating agencies throughout the United States. Under our existing Sourcewell contract, PURVIS has provided products and services to public safety agencies in the following locations: Reno, NV; Truckee Meadows, NV; Grand Forks, ND; Martin County, FL; Alpharetta, GA; Central Kitsap, WA; Spartanburg, SC; Coshocton County, OH; Sparks, NV; Plymouth, MA; Lexington, KY; Nassau County, FL; Spanish Fort, AL; Summerville, SC; Waco, TX; Greer, SC; West Springfield, MA; and Bismarck, ND. Our proven ability to sell and deliver nationwide is driven by our dedicated team of employees that sell, implement and maintain our fire station alerting system solutions. A key to our successful solution delivery is our trusted network of installation and maintenance partners throughout the United States. We complete a detailed project planning and documentation process with each of our subcontractors. This, combined with our proven project management approach, ensures continuous project oversight & subcontractor accountability. PURVIS has installation and maintenance subcontractors throughout the country, including in Texas, Washington DC, New York, Rhode Island, Massachusetts, Maryland, South Carolina, North Carolina, Georgia, Florida, Pennsylvania, California, Colorado, Washington, Illinois, and other states. Wherever possible, PURVIS seeks to partner with MWBE businesses. With more than 250 employees and annual revenues of approximately \$48 million, PURVIS has the necessary resources to effectively sell and maintain solutions for Sourcewell participating entities, now and well into the future. We have a 51-year track record of successfully supporting public safety agencies coast-to-coast, including some of the nation's largest agencies such as the Fire Department of New York City (a continuous PURVIS customer for 51 years) and the Los Angeles Fire Department (the PURVIS FSAS successfully and continuously provides automated alerting to the LAFD, including through recent wildfire incidents). Our team has extensive experience in collaborating with government entities and public safety organizations, and we are willing and able to provide the highest level of solutions and services to Sourcewell participating entities. Additionally, PURVIS has the capacity to manage multiple contracts simultaneously while maintaining our high standards of service, response times, and quality assurances our clients expect.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	PURVIS is fully able and willing to provide our products and services to Sourcewell participating entities in Canada. Our successful implementation of a Fire Station Alerting Solution in the City of Montreal highlights our capability to navigate the unique regulatory, logistical, and operational requirements associated with providing solutions to Canadian entities. With our experience in Montreal, we are fully prepared to assess and address the specific needs of participating Sourcewell agencies in Canada, including compliance with Canadian standards, bilingual requirements (English/French, where applicable), and local regulations. The same infrastructure, proven processes, and resources that we apply to the work we pursue and perform in the United States is applied to the pursuit and implementation of work in Canada. We have the capacity to add resources, if necessary, to further focus on the Canadian market. In addition, our existing installation and maintenance partner in Montreal is a large, international provider of mechanical and electrical services and solutions that performs work throughout Canada. Together we have the desire and the ability to sell and implement the PURVIS solution throughout the Country.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	At this time, PURVIS does not identify any specific geographic areas within the U.S. or Canada that we are unwilling to service through the proposed agreement.	*
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.	At this time, PURVIS does not identify any specific account types of Sourcewell Participating Entities that would be excluded from full access to our solutions if awarded an agreement. Our solutions and services are designed to be scalable and adaptable, accommodating the diverse needs of a variety of participating entities.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	PURVIS is prepared to deliver FSAS solutions to participating entities in Hawaii, Alaska, and US territories and we do not anticipate any significant restrictions to providing full service. As with all projects and clients, PURVIS would evaluate the needs of these entities and seek to partner with a local agency to ensure effective delivery, compliance with local requirements, and efficient support. Additionally, PURVIS will work with the participating entities to identify any abnormal impacts to lead times, shipping or personnel travel based on the entities location prior to any provided quotes and/or orders being placed.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	PURVIS is open to extending the terms of a master agreement to eligible nonprofit entities provided they fall within the scope of Sourcewell's membership and meet any applicable criteria.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Our marketing strategy for promoting a Sourcewell opportunity is to highlight the Sourcewell contract within our marketing initiatives. Our strategy encompasses a comprehensive, multi-faceted approach designed to maximize outreach, engagement, and lead-generation across multiple marketing channels: DIGITAL MARKETING PURVIS maintains a constantly evolving web presence, including dedicated "Contract Vehicle" and "Sourcewell" landing pages, which attracted approximately 2,500 active user per month in 2024. Our search engine optimization (SEO) efforts have driven approximately 13,000 sessions from organic searches, accounting for 33% of total web traffic. Additionally, paid search advertising via Google generated thousands of sessions and hundreds of qualified leads in 2024. Our digital strategy also includes regular publication of blogs, press releases, and news articles, alongside social media engagement on LinkedIn, where we have 882 active followers and achieved approximately 3,000 impressions in 2024. INDUSTRY OUTREACH: PURVIS actively participates in 6-10 trade shows and industry conferences a year. Using our speaking engagements, exhibits, and promotional activities, we highlight our Sourcewell partnership across these relevant industry events. Our advertising partnerships with leading industry publications (such as FR1, Firehouse, Clarion/FDIC, APCO, EMS1, FireEngineering, etc.) generated hundreds of leads in 2024. These industry outreach efforts are complemented by sponsored posts, e-Blasts, and targeted booth promotions. Our ongoing telemarketing and email marketing campaigns reach a prospect base of several thousand contacts, further supported by regular newsletters that feature PURVIS updates, thought leadership content, and Sourcewell-specific messaging. Additionally, as part of our longstanding commitment to the fire services industry, we also partner with the Fallen Firefighters Foundation, supporting its mission with donations to show support for the broader industry. CONTENT MARKETING PURVIS develops high-value content, such as eBooks, downloadable guides, and case studies, to further establish industry leadership and support our sales cycles. These assets, which often highlight our successful partnerships with organizations like FDNY and Boston Fire Department, generated significant leads in 2024. Additionally, Sourcewell is prominently referenced within our standard sales deck to ensure our sales team is equipped with targeted messaging and insights. Additionally, all budgetary sales quotes we provide for prospective customers include a reference to the Sourcewell contract. RELATIONSHIP MARKETING: Our relationship marketing strategy emphasizes direct outreach to agencies and clients within our network. At PURVIS, we prioritize ongoing account management to maintain and strengthen existing partnerships, ensuring client satisfaction and long-term collaboration. In this channel, we are able to provide technical assistance and sales consultations to support clients with upgrades that will ensure their solution maintains the ability to meet their evolving operational needs. Our integrated marketing strategy will ensure comprehensive promotion of the Sourcewell opportunity throughout all PURVIS marketing channels. Within the "document upload" section of this submission, you will find samples of the following marketing materials: - Thought leadership content: eBook, Affordability Guide, Trends Report, Delay Prevention - Sample industry e-blasts: FDIC 2025, A few others from last year - Paid search ad creative sample - Sample email newsletter - 2024 reporting dashboard(s) - Relevant sales deck slides - Picture of trade show booth/setup with our Sourcewell banner/flag prominently displayed - as we do at all industry conferences that we exhibit at.
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	PURVIS uses technology and digital data to improve our marketing efforts by focusing on tools like Search Engine Optimization (SEO) and paid search advertising. We rely on metadata to improve website performance and increase visibility, which helps us attract more visitors and generate qualified leads. Through blogs, press releases, and news articles we share useful content to engage with a relevant audience. We use LinkedIn to connect with professionals in our network and track our reach through follower growth and impressions. We monitor performance of our campaigns via Google Ads reporting tool, Google Analytics, Google Search Console, and other relevant reporting platforms. Our analysis of data provided by these different platforms allows us to continually adjust our campaigns to reach more people and achieve better results.

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?	While PURVIS is happy to collaborate with Sourcewell on joint marketing initiatives, in order to achieve the greatest success, we envision that the role of marketing a Sourcewell contract award to our customers and prospects is our responsibility. Sourcewell affords us the opportunity to present a national purchasing vehicle to our prospect and customer base, thereby assisting the customer with the purchasing process and eliminating the customer's requirement to go through an RFP process. Since we are "market makers" and work closely with our target prospects at the very earliest stages of their interest, being able to work continuously through the sales cycle smoothly is a key advantage. Sourcewell will continue to be a key tool in our arsenal that enables us to set the stage, early in our relationship with the customer, for working in close partnership. Sourcewell is prominently referenced within our standard sales deck to ensure our sales team is equipped with targeted messaging and insights. Additionally, all budgetary sales quotes we provide to prospective customers include a reference to the Sourcewell contract. Additionally, a PURVIS' sales executive attended the annual Sourcewell H2O Supplier Forum and PURVIS Account Management personnel attended a Sourcewell University event in Philadelphia. We have found that these events provide valuable opportunities to network with other Sourcewell providers and connect in-person with Sourcewell personnel to gain helpful information and recommendations for leveraging the contract. We anticipate, with a new contract award, that we will continue to attend these important events annually. Based on our experience, we have found and appreciate that Sourcewell resources are readily available to answer any contract or buying-related questions that may come up during the sales process, and to talk directly with potential customers that may require clarification on the use of the Sourcewell contract as a purchasing vehicle.	*
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.	Our products are not available through an e-procurement ordering process.	*

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.	While the PURVIS FSAS was designed to be intuitive and easy to use, PURVIS understands the importance of performing a thorough and timely transfer of knowledge from our key technical and operational staff members to the members of the agency who will be using the system. Our training typically includes the following: Dispatchers and Dispatch Supervisors are completely trained in the integration of FSAS into the Customer's dispatch operations. Technical and Administrative Staff are completely trained in the architecture, operation and troubleshooting procedures associated with the system. Station personnel are completely trained in the integration of FSAS into fire station operations. PURVIS has the experience, process, and products to ensure that Sourcewell members are thoroughly trained in the operation and maintenance of the PURVIS FSAS. The key to the success of any training program is the logistics required for staging each session of the course. Major logistics items include: - Scheduling of classes & makeup classes - Identifying a training site - Setting up the site - Producing training materials & handouts. - Installing necessary training equipment - Maintaining attendance records Experienced personnel conduct all training courses based on the Customer's solution and needs. Sessions have defined agendas, and our instructors ensure that sessions are conducted in accordance with the agenda while meeting the needs of students. Training provided by PURVIS is conducted in a train-the-trainer format, so Sourcewell members will be well-equipped with the knowledge and materials necessary to train or retrain their personnel after the initial PURVIS provided training. Additionally, all training sessions provided can be recorded for future use. Training is an optional service that can be purchased at the labor rates provided in the Sourcewell price list. Training is commonly provided via remote meeting tools but can be provided on-site for an additional cost.	*

42	Describe your proposed solutions integration and interoperability capabilities with other communication and technology components.	The PURVIS FSAS is primarily comprised of commercially available, off-the-shelf (COTS) components designed to integrate with other communications and technology components. Additionally, PURVIS engineers are systems-integrators with the experience necessary to interface the PURVIS FSAS with other equipment, software, and systems where applicable and whenever possible. The following are examples of how the PURVIS FSAS has and continues to integrate to other communications and technology components: Virtual Servers: The PURVIS FSAS Central Server software can be hosted on customer provided virtual servers. Some PURVIS FSAS customers request that the PURVIS FSAS software be hosted in their existing virtual server environment to help reduce costs and maximize efficiency by utilizing their own technology. The City of Jacksonville, FL utilizes their own virtual servers to host the PURVIS FSAS Central Server software. PURVIS FSAS Application Programming Interface (API): The PURVIS FSAS interfaces with the customer's Computer Aided Dispatch (CAD) system through the standards-based PURVIS FSAS Application Programming Interface (API). This API will reside on each PURVIS FSAS Central Server to automate the flow of incident data from CAD to the fire stations without the need for human intervention. PURVIS engineers have interfaced the FSAS with numerous CAD providers, including Motorola, Hexagon, Central Square, Infor, Tyler Technologies, Alpine and many more. PURVIS FSAS MCC7500 Interface: The PURVIS FSAS MCC7500 console interface communicates with the console through the Motorola MCC7500 API. It allows the PURVIS FSAS to use the MCC7500 Console (connected to a Motorola CEN) as a way to control audio announcements and radio paging (call alert, QCII, dtmf, group) to Motorola radios. The interface allows the FSAS to select a talk group, generate pages and dispatch audio over the selected talk group without interfacing directly to a dedicated radio. PURVIS has deployed the MCC7500 interface as part of our system implementation in Florence County, SC, Martin County, FL, and New Hanover County, NC amongst others. The interface was validated at Motorola's test facility in Illinois. Radio Interface Unit (RIU): The PURVIS FSAS RIU is a rack mounted device that connects with the PURVIS FSAS Central Server(s) and the customer's radio system through a customer-supplied dedicated radio for each channel or talk group that the system will alert over. The PURVIS FSAS RIU can also connect to a customer's radio system through a customer-supplied Motorola Conventional Channel Gateway (CCGW). The PURVIS FSAS RIU can connect to VHF, UHF, 700MHz, 800MHz, and P25 radio systems. Fire Station Equipment: The PURVIS FSAS is capable of integrating into a Sourcewell member's existing station devices and our engineers will work with the customer to identify the specific integration requirements. Some examples of existing devices: Audio Amplifiers and Speakers, Volume Controls, Lighting, Gas/Stove Shut-offs, Bay Door Controls, Flat Panel Monitors, Printers, etc.	*
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	PURVIS Systems understands the importance of a "green" program in today's business environment. That's why we consistently review our processes to help reduce, reuse, and recycle materials. We strive to reduce the amount of paper we use with the ultimate goal of going paperless. Currently, PURVIS recycles computers, monitors, batteries, cardboard, and paper. Since our Fire Station Alerting System is comprised of mostly commercially available, off-the-shelf (COTS) components, our system utilizes the most modern energy efficient technology. Additionally, most of the devices used on our solutions are low voltage components.	*
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.	There are currently no third-party issued eco-labels, ratings or certifications that PURVIS has received for the equipment or products in our proposal.	*

45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	At PURVIS we believe what sets us apart most from our competition is our fundamental approach to serving clients. When it comes to life-saving systems, we believe there is no such thing as a one-size-fits-all solution. As system integrators, our engineers move beyond basic installation and custom configure each instance of our FSAS to help our clients meet their needs and goals within the constraints of their unique infrastructure, budgets, and timelines. We have the skillset needed to think outside of the box when it comes to solving unexpected problems that arise. Our engineers run with problems and find effective and lasting solutions quickly. Beyond our superior product and our approach, a PURVIS solution also brings the following: Experience: With over 50 years of experience, we have an extensive background in mission-critical system design, development, and deployment. Company Size: PURVIS has the personnel and the resources necessary to successfully implement a fully integrated alerting solution for a project of any size and scope. CAD Integration Capabilities: The PURVIS FSAS can interface with virtually any modern-day CAD system through our standards-based XML interface. COTS Hardware: PURVIS' use of Commercially Available Off-the-Shelf (COTS) hardware devices keeps costs down for our clients and ensures system longevity. Designed Specifically for Station Alerting: Our system was designed from the ground up to operate specifically as a fire station alerting system. The PURVIS FSAS is a state-of-the-art system that uses the latest hardware and software technologies to function as the premier fire station alerting system available on the market today. Warranty, Maintenance, & Support: Providing post-installation support is just as important as the rest of the solution. Our warranty, maintenance, and support program is extensive and includes hardware, software, help desk support, emergency service, remote access support, and software version upgrades. Our 50-year history of providing continuous service and support to the FDNY demonstrates our commitment to delivering the highest levels of ongoing support.
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Table 5B: Value-Added Attributes

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

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
55	Describe your payment terms and accepted payment methods.	PURVIS's payment terms are Net 30. The preferred payment method is direct deposit via EFT. Also accepted are check and credit card with a 3% processing fee.	*
56	Describe any leasing or financing options available for use by educational or governmental entities.	PURVIS does not directly offer leasing or financing options, but we do promote to Sourcewell customers that NCL Government Capital is a tax-exempt municipal leasing provider that has a Sourcewell contract and that this option is available to them through Sourcewell.	*
57	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.	We have provided our license agreement and standard service level agreement as an attachment.	*
58	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	PURVIS does accept the P Card procurement and payment process with a 3% processing fee.	*
59	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	PURVIS is utilizing a Line-Item Pricing Model with a Sourcewell member discounted price off of the MSRP price. All prices are for a quantity of one. With the exception of shipping and handling, the Sourcewell discount is applied to all line items, including all hardware, software, and services. The Sourcewell discount is not applied to shipping and handling. Our Pricelist is included in the Documents upload section of our response.	*
60	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.	PURVIS is offering a 3% discount from MSRP/published list prices.	*
61	Describe any quantity or volume discounts or rebate programs that you offer.	PURVIS does not offer a volume rebate. We may offer individual customers a volume discount based on a volume purchase of hardware items. The volume discounts will range from 0%-3% off the published Sourcewell price, depending on the quantity purchased.	*
62	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 PURVIS Fire Station Alerting System has been developed using commercially available, off-the-shelf (COTS) components. For open market items or non-standard options, PURVIS will work with the customer to identify appropriate solutions. These items will be quoted individually in response to each such request.	*
63	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.	The total cost of acquisition includes costs associated with hardware, software, services, and shipping/handling. The pricing submitted with our response includes unit pricing for hardware, software, and services. Hardware and software types and quantities vary per customer, based on customer requirements. Software licenses are perpetual and a one-time up front cost. The services required for the implementation of each project are determined based on the level of effort needed to meet the individual customer requirements. All PURVIS services, including implementation, set-up, and training will be priced separately based on the labor rates for Fire Station Alerting System Services provided in our price list. Services are sold as a Firm Fixed Price. A one-year warranty is included with the initial system purchase. Installation, shipping and handling, and optional post warranty maintenance are not included in the pricing submitted with our response. Installation is typically provided by a PURVIS subcontractor and installation pricing is determined with the customer based on the required scope for each project. Shipping and handling costs are determined based on the types and quantities of purchased hardware. Post warranty maintenance options are available at an additional cost and varies based on the initial system purchase.	*

64	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Shipping will be an additional cost and will be identified as a separate line item for all the Fire Station Alerting System components being proposed. PURVIS will work with the Sourcewell participating entity to identify the shipping requirements/preferences of the components in order to minimize shipping costs to the Sourcewell member. Some items can be drop-shipped directly to the customer from our suppliers to minimize shipping and handling. Other items are received at the PURVIS warehouse facility for production, testing, and or inspection prior to shipping to the customer. Larger shipments are placed on pallets and shrink wrapped prior to shipment. PURVIS utilizes a national shipping provider.	*
65	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Regardless of location, shipping will be an additional cost and will be identified as a separate line item for all the Fire Station Alerting System components being proposed. PURVIS will work with the Sourcewell participating entity to identify the shipping requirements/preferences of the components in order to minimize shipping costs to the Sourcewell member. PURVIS shipped a significant amount of equipment to Canada as part of our system implementation project in Montreal. Those shipments were a combination of drop-shipments from our suppliers and direct shipments from the PURVIS warehouse facility.	*
66	Describe any unique distribution and/or delivery methods or options offered in your proposal.	The distribution and delivery of our system is done directly through PURVIS. PURVIS will work with the customer to identify their distribution and delivery preference. Typically, the FSAS components being provided will be delivered directly to the customer or PURVIS' on-site installation/ maintenance partner, if applicable.	*
67	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	PURVIS has an existing corporate infrastructure and long-established processes already in place to verify contract compliance. PURVIS already has a quote form specifically for the Sourcewell contract (used for our existing Sourcewell contract), which will be used to prepare quotes for participating entities to ensure that they receive the proper pricing as identified in this proposal. Additionally, the quote will be reviewed and validated for compliance prior to being issued to the participating entity. PURVIS will use the same process we currently use to report sales and remit admin fees on our applicable GSA, cooperative purchasing and statewide contracts. The Sourcewell contract will be set up with a unique identifier within our accounting system, Deltek Costpoint, so that all purchases under the Sourcewell contract can be easily tracked. In order to meet our quarterly reporting requirements, we generate Deltek reports that identify all sales against each contract; sales can be tracked by contract value, funded value, invoiced amount, and payments received, depending on the contract's reporting requirements. Our Contracts and Accounting departments independently verify the sales amounts each quarter prior to the submittal of the reports and payment of fees. Additionally, the Contracts department periodically reviews cumulative sales amounts to confirm accuracy throughout the life of the contract.	*
68	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.	PURVIS identifies annual sales goals and forecasts prior to the start of each fiscal year. We identify goals for new system sales, add on sales with existing customers, and annual maintenance sales. Where possible, and with customer agreement, we look to bundle multiple years of maintenance into the initial system purchase price. We have metrics to track results in each stage of the marketing/sales process; from monthly lead creation, to monthly opportunity creation, to monthly sales wins/loss. We also monitor Sourcewell adoption within each of these metrics to gauge success with the contract. Based on our experience as a current Sourcewell provider, we have found that our probability of win significantly increases when buyers opt to purchase through a cooperative contract such as Sourcewell.	*
69	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	PURVIS proposes a 2% administrative fee payable to Sourcewell for facilitation, management and promotion of the Sourcewell contract, should we be awarded.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
70	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	n/a	*

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

Line Item	Question	Response *
71	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	Our proposed solution for Sourcewell member agencies includes the PURVIS Fire Station Alerting System, PURVIS FSAS. However, as systems integrators, we believe the best solution requires more than just a product or system by itself. For that reason, our Fire Station Alerting System -FSAS- solutions include not only our product, but also the following: - Our well-established project management methodology with a defined and repeatedly proven project approach. - Our detailed design, installation, and implementation schedule and documentation. - Our successful standards-based testing and cutover program mitigates operational risks during system implementation. - Our comprehensive training program. - Our comprehensive warranty and maintenance program. - An ongoing relationship and dependable support with a stable company that will be here for the long term. The PURVIS FSAS is a state-of-the-art product that automates the alerting of fire and rescue personnel. The PURVIS FSAS was designed specifically for use as an automated voice dispatch and fire station alerting system. It meets NFPA standards associated with fire station alerting systems and its primary purpose is to: - Reduce overall response time, including dispatch processing and turnout times - Provide fast, reliable, and automated fire and EMS alerting over radio, over IP networks to fire stations, and over cellular networks to remote personnel - Streamline operating procedures and enhance dispatch communications with fire and EMS personnel. - Reduce first responder stress. The PURVIS FSAS will alert Fire/EMS personnel based on output of the customer's Computer Aided Dispatch -CAD- system used at the dispatch center. The system will provide distinct visual and volume escalating audible alerts for various apparatus types, incidents, and personnel. The PURVIS FSAS is configurable to meet the needs of each customer. This includes configurable ramped alert and pre-alert tones, text-to-speech announcements, visual displays, ramped lights, timers, and other available alerting options. Ramped audio and lighting options support heart friendly alerting within a station. The PURVIS FSAS automatically converts dispatch text to speech and broadcasts the automated voice over the customer's radio network and/or within the customer's fire/EMS stations(s) being alerted – depending on the customers desired configuration of the system. System configurations allow the fire/EMS stations to determine how the system should alert in the stations based on hours of operation. For example, the PURVIS FSAS is able lower the volume levels in specific areas of a station based on the time of day. Lowering the audio levels is particularly useful at night, when there is less background noise, to help reduce stress levels of response personnel. The PURVIS FSAS continually self-monitors and tests the health of the system for online and offline status. Any faults or failures are quickly detected and automatically communicated to dispatch, station and support personnel via the system. E-mail notices are also automatically sent to designated customer personnel. Authorized personnel are able to maintain the PURVIS FSAS solution. This includes monitoring system activities and updating system settings, features and components. Users with appropriate credentials are able to access the system remotely and locally to perform system maintenance. Remote Support access is accomplished through the use of secure, as defined by the customer, remote access to the FSAS servers. From the servers, PURVIS support personnel are able update system software, make configuration changes, and monitor system activities. Remote Access is intended for PURVIS support personnel. A local user with appropriate credentials can monitor the system and make systems configuration changes via the PURVIS FSAS software.

The PURVIS FSAS was designed to operate with constant uptime in mission critical environments. Therefore, redundancy was a key consideration in the development of the system and there are several automatic failover processes in place to ensure system uptime.

Customer personnel can perform system inquiries and transactions via the PURVIS FSAS software. System error and status log reports include date/time stamps on all system events, including details on all traffic between the customer's CAD system and any PURVIS FSAS servers, between any servers and any controllers at the fire stations, and between all network components in the fire stations.

All products associated with the PURVIS FSAS are new, unused, and reflect the most current product lines. The list below identifies the available components of the PURVIS FSAS:

DISPATCH COMPONENTS

1. Central Server - The core of the PURVIS FSAS, the Central Server maintains a central repository of all configuration and connection information and is responsible for maintaining connectivity to fire stations, the CAD system, the radio system and the PURVIS FSAS Dispatch/Management Console. The PURVIS FSAS Central Server processes CAD data transmitted by the CAD Interface and provides dispatch data to the fire stations involved in the incident.

A key feature of the PURVIS FSAS Central Server is in the redundant hardware and software architecture designed to provide the maximum up time to ensure stable and "always available" communication. When two servers are deployed – either in the same physical location or in separate geographic locations – each server operates in an active/active mode and maintains communications with the other server(s), the CAD system, the radio system and the fire stations. In the unlikely event of a server failure, this design ensures no delay or loss in alerting communications.

All fire stations required for a specific event are voice alerted simultaneously. The PURVIS FSAS Central Server translates the text to speech and automatically broadcast the audio over the designated radio channels/talk groups through the PURVIS FSAS audio radio interface. At the same time, the PURVIS FSAS Central Server will transmit the alert data to the required fire station(s) via the agency's IP network. The PURVIS FSAS Station Control Unit in each alerted fire station will translate the text to speech locally and then broadcast the audio over the station speakers. This design significantly reduces the size of data files transmitted over the network and also provides redundancy in the text-to-speech translations.

2. PURVIS FSAS API: The PURVIS FSAS will seamlessly interface with the customer's CAD system through the standards-based PURVIS FSAS Application Programming Interface (API). Once deployed, the CAD Interface fully automates the flow of incident data from the CAD to the fire station without the need for human intervention. The PURVIS FSAS API resides on each PURVIS FSAS Central Server and enables a seamless gateway for alert messaging transfer from the CAD system to the stations. With this interface implemented, no additional dispatch steps will be required outside of the existing CAD system to alert responders.

Our pricing assumes that each Agency is responsible for supplying the CAD -side of the CAD interface from their CAD vendor. The cost of this interface is not included in our proposal. Our proposal does include the required PURVIS side of the interface. When an incident is dispatched through the CAD system, the PURVIS FSAS automatically receives predefined incident data from the CAD and transmit that information to the fire station where personnel will be alerted via speakers and any displays, lights, or other devices that may be connected to the system.

PURVIS engineers have interfaced the FSAS with numerous CAD providers, including Motorola, Hexagon, Central Square, Inform, Tyler Technologies, Alpine and many more.

3. Dispatch/Management Console - The PURVIS FSAS Dispatch Management (DM) Console is a Lenovo, or similar, all-in-one LED desktop computer that hosts the DM Console software, a permissions-based application that provides the ability to manage, control, test and monitor the PURVIS FSAS. The graphical user interface (GUI) of the PURVIS FSAS DM Console software is designed to be easy to use.

The large buttons and high contrast screens provide quick access to critical features in the PURVIS FSAS, such as system monitoring, reporting and manual alerting. Many of the system features and critical information can be viewed from a single screen. Audible and visual alerts for critical system failures, such as circuit failures, are delivered to the PURVIS FSAS DM Console for NFPA compliance.

4. Radio Interface Unit - The PURVIS FSAS can interface with the customer's radio system to provide automated tone and voice alerts over radio. The Radio Interface Unit (RIU) is rack-mountable device that connects the PURVIS FSAS Central Server with the radio system. The PURVIS FSAS RIU can connect to VHF, UHF, 700MHz, 800MHz, and P25 radio systems. The PURVIS FSAS RIU must be installed within 25 feet of the radio that it connects with. PURVIS offers two models of RIUs that each support two or six radio channels/talk groups and the RIU's can be stacked to support automated alerting over as many channels or talk groups as needed in a customer environment. As an example, the PURVIS FSAS in Charleston County, SC currently alerts over 15 radio channels on the County's P25 radio system.

The PURVIS FSAS automatically determines which talk group(s) or channel(s) should

be alerted based on pre-defined incident criteria specified by station personnel and configured by PURVIS on the PURVIS FSAS Central Servers.

Using the approach of interfacing with a dedicated radio for each channel or talk group over which the system will alert allows the PURVIS FSAS to detect channel traffic and wait until the channel is free to begin automated dispatching. When the PURVIS FSAS interfaces with dedicated radios, the Agency will need to provide one dedicated radio for each talk group or channel that the system will alert over. The radio must have an auxiliary microphone input, an auxiliary speaker output, and an auxiliary PTT input that supports dry contact closure. For the PURVIS FSAS to detect that the radio channel/talk group is busy, the radio must have a dry contact closure output. We prefer radios that also have a separate dry contact closure that provides confirmation to the PURVIS FSAS that the FSAS has control of the channel/talk group when transmitting.

As an alternative to the PURVIS FSAS RIU described above, for customers that have a Motorola radio system and utilize Motorola MCC7500 radio consoles, PURVIS offers a Motorola MCC7500 console interface that communicates with the console through the Motorola MCC7500 API. The MCC7500 interface expands the radio alerting capabilities of the PURVIS FSAS. The MCC7500 interface allows the PURVIS FSAS to use the MCC7500 Console (connected to a Motorola CEN) as a way to control audio announcements and radio paging (call alert, QCII, dtmf, group) to Motorola radios. The interface allows the FSAS to select a talk group, generate pages and dispatch audio over the selected talk group without interfacing directly to a dedicated radio. The customer is responsible for providing the radio console(s) and performing all necessary radio system installation, programming and ongoing support.

5. PURVIS FSAS Portal - System administration and manual alerting can be performed through the secure, browser-based PURVIS FSAS Portal. The Portal resides on the PURVIS FSAS Central Server and can be accessed by users with appropriate login credentials from any computer with an Internet browser (Edge, Chrome, and FireFox) and network connectivity to the PURVIS FSAS Central Servers on the customer's network. The Portal can also be accessed from the PURVIS FSAS DM Console.

FIRE STATION COMPONENTS (MINIMUM REQUIRED)

1. Station Control Unit - The PURVIS FSAS SCU is responsible for receiving the incidents (or alerts) at the fire stations and then activating/updating all of the appropriate fire station electronics. Additionally, the PURVIS FSAS SCU is responsible for playing tones and messages over the fire station speakers.

The SCU includes the following:

Ethernet Port: used for IP communications and optional VOIP/SIP

Relays: typically used for functions such as bay door activation, appliance shutoff, light activation, etc.

Audio Inputs (can be prioritized): Typical uses include SCU TTS Audio, Radio, Paging Audio, Spare (i.e. mutual aid radio, audible sound detection, or phone)

Audio Output: To audio amplifier (either customer-supplied or PURVIS supplied)

General Purpose Inputs: Typical uses include Manual Activation Buttons, Two tone sequential input, DTMF paging, Contact closure input, Etc.

2. Network Switch - The Network Switch is a 24-port switch that provides Local Area Network (LAN) connectivity for various fire station devices.

3. SCU Remote Touch Screen - The PURVIS FSAS 22" SCU Remote Touch Screen can be wall or desk mounted within 150' of the SCU. The touch screen provides a simple, user friendly, GUI specifically designed to allow for efficient fire station operations. It displays critical FSAS related information to station personnel, including detailed incident information (including call type, priority, units assigned and location), general announcement messages, PURVIS FSAS system status (including equipment health, network status and CAD interface status), date/time and historical logs.

The touch screen display can also serve as a local module in the fire station to allow crew members to acknowledge incidents, manually test the system, and manually activate the system.

FIRE STATION COMPONENTS (OPTIONAL)

PURVIS offers numerous optional non-proprietary, Commercially Available Off-the-Shelf (COTS) audible and visual alerting devices that can be added to the system at any time, either during or after system installation. These options provide each customer with the ability to select the device types and quantities they desire within each of their alerting locations. The following is a list of optional devices:

1. Ambient Noise Sensor: The Ambient Noise Level Sensors detect the ambient background noise and amplify the audio being played to the associated speakers. In areas of the fire station where noise levels can be high, such as the drive bays, the PURVIS FSAS uses these sensors to ensure that critical audio alerts are audible.

The minimum and maximum audio levels for the system are configured during implementation to ensure that the levels are within the agency's requirements.

2. Audio/Relay Expansion Module (ARXM): The PURVIS FSAS ARXM supports audio zoning within a fire station and provides additional dry contact relays to expand on the relays available within the SCU. The PURVIS FSAS ARXM is available in four

(4), eight (8), and twelve (12) audio zone models, and eight (8) and sixteen (16) dry contact relay models or a combination thereof. More expansion modules can be added as needed.

3. Audio Amplifier: The PURVIS FSAS Audio Amplifier is a high efficiency amplifier designed to deliver clean, full bandwidth audio to speaker systems while reducing power consumption.

4. Doorbell: The doorbell is installed in a weatherproof housing at the fire station's public entrance and connected to the PURVIS FSAS Station Control Unit. Upon activation, the PURVIS FSAS SCU will alert the fire station via a configurable audible announcement.

5. Camera/Doorbell: PURVIS can install a camera at the front-door of the fire station with a doorbell that has an integrated microphone and speaker for 2-way audio communications. This provides a video and audio feed into the station and also back to the dispatch center. Any visitor to the fire station can get immediate assistance, either from station personnel who can get a "visual" on the visitor, or from the dispatch center if station personnel may be away or unavailable.

6. Dorm Remote: The Dorm Remote is a wall-mounted device that has eight (8) push buttons configured to correspond with the unit types assigned to the station. For instance, buttons may be configured for Engine, Ladder, Rescue, Hazmat, etc. Using the Dorm Remote, users can select the unit or units that must be activated in the dorm. When a unit is selected, a green LED light above the button for that unit type will light, indicating that the dorm is configured to activate for that particular unit type.

7. Dorm Remote Gateway (DRG): The PURVIS FSAS DRG provides the communication pathway between the PURVIS FSAS SCU and the Dorm Remotes installed in the station. All zone activations are managed through the PURVIS FSAS SCU software.

8. LED Light: The LED Light is available as a red or white standalone 3.5" low intensity light that will illuminate bunkrooms and hallways to provide safe egress at night. The red light can be used for safe egress at night and to reduce the startling effect of nighttime alerts.

9. LED Reader Board: The Reader Board provides incident information on a high contrast and bright LED display available in 24". The LED displays are easily readable at great distances making them ideally suited for installation in drive bays or other large spaces where high visibility is required. These displays will typically show the fire station personnel the incident address, cross street, common name, responding units, incident type and turn-out time.

10. Manual Push Button: The Manual Push Button can be configured for a variety of operations, including manually activating the system if connectivity to dispatch is lost or if an incident (such as a walk-up) occurs at the fire station requiring immediate response. The PURVIS FSAS Station Control Unit will activate all configured devices at the fire station and send a notification back to the Dispatch Center indicating that a manual activation occurred. The Manual Push Button can also be configured for incident acknowledgements, system tests, and more.

11. Message Board (Flat Panel): The Flat Panel Message Board is a 1080p LED display available in sizes ranging from 24" to 55". The display is wall mounted and configured to display incident alert information including but not limited to address, cross street, responding units, incident type and turn-out time.

12. Message Board Display Module: The message board display module will provide the FSAS Message Board display on a single or multiple monitors.

13. Printer: The FSAS Printer is a thermal style printer. This printer type decreases the likelihood of failures associated with ribbons, toner, ink cartridges, and paper. Incidents received at the fire station are sent immediately to the printer. The information printed typically includes the incident type, the address, the apparatus dispatched, and other comments that can be configured to the agency's specific needs.

14. Speaker (Surface/Recessed): These speakers are 8" self-amplified or 70v interior speakers. The speaker can be surface mounted in a 12" x 12" enclosure or recessed in a ceiling, depending on parameters in each fire station.

15. Speaker (Recessed with Red and/or White LED Lights): These speakers are 8" self-amplified or 70v interior speakers with an integrated Red LED light ring, White LED light ring, or combination of both. Typically installed in dorm rooms and hallways, these speakers with integrated Red LED lights reduce the startling effect of nighttime alerts and don't have a negative impact on the night vision of fire station personnel.

16. Speaker (Exterior/Drive Bay): These speakers are self-amplified or 70v exterior grade speakers for both exterior and drive bay applications. The exterior grade surface mount speaker allows for installation in both indoor and outdoor environments without sacrificing sound quality.

17. Strobe Light: The Strobe Light produces a high intensity strobe when an alert is received and is available in both interior and exterior models.

18. Multicolored Tower Light: The Multicolored Tower Light is an LED light bar with five (5) individual color segments. Colors include white, blue, green, amber and red. Colors can be used to indicate unit types or incident types.

19. Turnout Timer: The Turnout Timer is a dedicated wall mounted LED timer display. The Turnout Timer begins counting upward in one-second increments when the

incident is received at the fire station. The timer continues to count upward each second until the responding apparatus have acknowledged the incident, the optional Unit Presence Detector has detected the apparatus has left the drive bay, or when user-defined criteria has been met.

20. Unit Presence Detector: The Unit Presence Detector provides detection of apparatus in drive bay locations. This information is used to automatically record turn-out time on a unit by unit basis when a unit leaves the station for a dispatched incident. Timer data is logged in the database and can be accessed to perform Turn-Out Time data analysis.

21. Uninterruptible Power Supply (UPS): The UPS provides backup power to the PURVIS FSAS equipment in the event of a power outage.

22. Volume Control (wall mounted): The wall mounted volume control is a signal level controller that is capable of remotely controlling the volume of a single or multiple self-amplified or 70v speakers. The wall mounted volume control fits into a single gang electrical box.

MOBILE ALERTING

1. E-Mail: The PURVIS FSAS automatically transmits dispatch alerts and system trouble notices via e-mail to designated Fire Department personnel through the email system.

2. SMS: The system also includes the capability to transmit SMS text messages. Unlike other station alerting systems, the PURVIS FSAS sends out true SMS text messages versus using an email gateway to deliver the messages. While we have the capability of using an email gateway to send out text messages, we don't recommend it. Our approach of sending true SMS messages significantly increases the likelihood that messages will be delivered to the intended recipients and reduces the risk of cell carriers tagging messages as SPAM and blocking them from delivery. The PURVIS FSAS sends all SMS messages through a text message aggregator that has relationships with all major cell carriers. The aggregator then delivers the messages to the cellular carriers who then ultimately deliver the messages to the recipients' devices. Pricing for this option will be based on the required number of SMS credits needed by the Agency.

3. Mobile Application: The PURVIS FSAS Mobile Application provides authorized personnel with critical alerts, administrative alerts, situational awareness, maps, and other important incident information right on their iOS or Android device.

A TOTAL SOLUTION: PROJECT MANAGEMENT APPROACH

At PURVIS we believe our project management and our design-build approach are just as much a part of our "solution" as the product itself. Our entire project philosophy is built around one central belief: Public safety can't afford shortcuts. Therefore, at PURVIS, our approach to every project goes well beyond basic project management and system implementation. We recognize that the operational needs and infrastructure considerations for each agency are unique, and our approach starts with fully understanding a client's requirements and then tailoring a solution that meets their needs. Solution installation typically involves a local partner who has demonstrated experience in the local area with complex technology installations and maintenance and can provide first-hand knowledge about local ordinances and codes. And once the system is in place, we have the skills, expertise, and perhaps most importantly, the desire to continue the relationship. Our clients are repeat customers because of our commitment to long-term customer satisfaction.

Our approach is what it is because it is the right way to implement a public safety system of this size and scope into a mission-critical operating environment. PURVIS' structured approach to FSAS solution delivery is fully documented and has been implemented repeatedly as part of our solution for other clients. The following paragraphs provide brief details on the phases of our project approach:

The following paragraphs provide brief details on each phase:

1. Requirements and Configuration Definition Phase. The Scope of Services must be fully understood in order to define the complete solution and configuration settings necessary to maximize the effectiveness of the FSAS. Our final FSAS solution will be fully tailored to meet the operational model employed by the Client.

2. System Construction Phase: The best solution is one that allows the end user to implement their proven operational requirements and not one that requires the end user to adopt an operational model forced on them by a product. Therefore, each PURVIS FSAS solution is a fully configurable system that allows tailoring to meet the specific operational needs of the fire department without making costly and time-consuming hardware and software modifications to the system. During this phase of the project, we build the solution to meet the configurations defined in the previous phase.

3. Installation Phase: PURVIS frequently subcontracts cabling, installation and optional on-site support to a local vendor who meets our strict qualification standards. This allows us access to experts who are familiar with local building codes and ordinances, and it provides our clients with a locally present service provider should the need for rapid on-site service arise. The key to our successful partnerships is the detailed project planning and documentation that we complete with each of our

		subcontractors, coupled with our proven project management approach which ensures continuous project oversight and subcontractor accountability. PURVIS currently has dozens of proven installation & maintenance subcontracting partners throughout the United States, including in Texas, Washington DC, New York, Rhode Island, Massachusetts, Maryland, New Jersey, South Carolina, North Carolina, Georgia, Florida, Pennsylvania, California, Colorado, Washington, Illinois, and other states. PURVIS also has an installation and maintenance partner in Canada. Together we support the PURVIS FSAS solution in Montreal. 4. Test and Evaluation Phase: PURVIS has significant experience in the design, development, integration and testing of mission critical systems for public safety agencies. This experience includes the successful deployment of our FSAS in New York, Boston, DC, Montreal, Pittsburgh, and all other client locations. Our experience has led to the establishment of a formal System Test and Evaluation approach that we apply to each project. Test results are shared with clients as part of the implementation process. 5. Training Phase: PURVIS recognizes the importance of a thorough and timely transfer of knowledge from our key technical and operation staff members to the agency members who will be using and maintaining this system. PURVIS has the experience, methodology, and products to ensure all personnel are thoroughly trained in FSAS operation and maintenance. 6. Implementation (Cutover / Migration) Phase: PURVIS has a rich body of experience conducting and supporting cutover and migration activities for multiple clients. A key component to successful deployments has been our planning, testing, and documentation methodology, which includes full and thoughtful coordination with the customer. We understand the importance of making smooth and seamless transitions to new software, hardware, and system interfaces, and we know that success is rooted in careful planning and coordination with the client agency. We strive to minimize the impact on operational systems during deployment activities. Our extensive mission critical system cutover experience allows for a smooth transition to new or upgraded hardware or software 7. Warranty Maintenance and Support Phase: Providing comprehensive post-installation support is a critical element of the proposed solution. Our standard warranty for the PURVIS FSAS consists of a comprehensive one-year Warranty that begins upon final system acceptance by the client and includes the following: hardware warranty, a software warranty, 24x7x365 Help Desk (Zendesk Ticket Management System), 24x7x365 Emergency Service Support, Remote Software Support. Post warranty annual maintenance options are available to customers to extend the coverage provided during the warranty period.	
72	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Subcategory titles that best describe the PURVIS Fire Station Alerting System and relevant PURVIS services include: - Station Alerting - Communication/ Software/ Computers - Dispatch Systems/ Equipment - Dispatching Software - Alerting Software - Fire Station Equipment & Supplies - Communication Services - Software Services	*

Table 7B: 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	Offerings	Offered *	Comments	
73	In-station Public Safety alerting or paging systems;		☒ Yes ☐ No	Yes	*
74	Dispatch/control room consoles and associated integrated communications equipment;		☒ Yes ☐ No	Yes	*
75	Wearable or portable communication devices, including biomonitors wearables, alerting or paging systems		☐ Yes ☒ No	N/A	*
76	Connectivity and interoperability devices, hardware, and equipment for the connection of communication systems and endpoints, including:		☒ Yes ☐ No	Yes	*
77		Satellite communications equipment;	☐ Yes ☒ No	N/A	*
78		Portable and deployable wireless hubs, routers, and networks	☐ Yes ☒ No	N/A	*
79		Mesh networks and mesh radios	☐ Yes ☒ No	N/A	*
80		Land mobile/broadband radios	☐ Yes ☒ No	N/A	*
81		Push to Talk over Cellular (PoC) handsets	☐ Yes ☒ No	N/A	*
82		High Power User Equipment (HPUE) for LTE	☐ Yes ☒ No	N/A	*
83	Airborne, marine, and underwater communication systems		☐ Yes ☒ No	N/A	*

Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 84. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	☐ Yes ☒ No

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding

to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - PURVIS FSAS Price List 2025 Sourcewell.xlsx - Wednesday February 05, 2025 12:07:39
- [Financial Strength and Stability](#) - FY2024 Financial Statements.pdf - Tuesday February 04, 2025 09:24:30
- [Marketing Plan/Samples](#) - PURVIS Marketing Plan and Marketing Materials.pdf - Wednesday February 05, 2025 13:04:48
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - PURVIS FSAS License Agmt and Service Agmt (Version 8-2024) 1 (1).pdf - Tuesday February 04, 2025 09:25:06
- Requested Exceptions (optional)
- [Upload Additional Document](#) - PURVIS Executive Summary_Sourcewell_2025.pdf - Wednesday February 05, 2025 13:05:22

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. - Danielle Flynn, Contracts Manager, PURVIS Systems Incorporated

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

☒ Yes ☐ No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_12_Public_Safety_Communications_Eqpt_RFP_020625 Wed January 29 2025 03:10 PM	☒	4
Addendum_12_Public_Safety_Communications_Eqpt_RFP_020625 Wed January 29 2025 03:09 PM	☒	4
Addendum_11_Public_Safety_Communications_Eqpt_RFP_020625 Tue January 28 2025 01:37 PM	☒	1
Addendum_10_Public_Safety_Communications_Eqpt_RFP_020625 Mon January 27 2025 04:19 PM	☒	1
Addendum_9_Public_Safety_Communications_Eqpt_RFP_020625 Mon January 27 2025 10:15 AM	☒	1
Addendum_8_Public_Safety_Communications_Eqpt_RFP_020625 Tue January 21 2025 09:01 AM	☒	1
Addendum_7_Public_Safety_Communications_Eqpt_RFP_020625 Thu January 16 2025 03:36 PM	☒	1
Addendum_6_Public_Safety_Communications_Eqpt_RFP_020625 Wed January 8 2025 11:08 AM	☒	1
Addendum_5_Public_Safety_Communications_Eqpt_RFP_020625 Fri January 3 2025 03:19 PM	☒	1
Addendum_4_Public_Safety_Communications_Eqpt_RFP_020625 Mon December 30 2024 04:32 PM	☒	1
Addendum_3_Public_Safety_Communications_Eqpt_RFP_020625 Fri December 27 2024 09:56 AM	☒	1
Addendum_2_Public_Safety_Communications_Eqpt_RFP_020625 Tue December 24 2024 01:46 PM	☒	1
Addendum_1_Public_Safety_Communications_Eqpt_RFP_020625 Wed December 18 2024 08:04 AM	☒	1