



**MASTER AGREEMENT #030425**  
**CATEGORY: Public Safety Software**  
**SUPPLIER: Geo-Comm, Inc.**

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 Geo-Comm, Inc., 1100 W. St. Germain Street, Suite 300, St. Cloud, MN 56301 (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 17, 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.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in Solicitation #030425, Category 1. Public Safety Response – Agency Situational Awareness, to Participating Entities. In-scope solutions include:
- a) Category 1. Public Safety Response – Agency Situational Awareness, including but not limited to:
- i) Incident command and management (incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.);
  - ii) Mapping (vertical location, indoor, outdoor);
  - iii) Asset tracking and location (personnel, vehicles, controlled substances, equipment, etc.);
  - iv) Community notifications (evacuations, minor crime reporting, shelter in place, etc.);
  - v) One-to-one and one-to-many collaboration and coordination (SMS, push to talk, video, voice, etc.); and
  - vi) Public safety focused data and analysis applications, to include but not limited to video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration.

Complimentary equipment, accessories, and services must be directly related to the offering of systems or solutions described in section 7)a) above. Software platforms or solutions should be able to integrate with a broad range of other software and hardware solutions to improve and/or expand agency capabilities. Sourcewell IS NOT looking for artificial intelligence (AI) customization, but public safety software with existing AI capabilities is eligible.

- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.

11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

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.

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

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

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

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 Sourcewell 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 Sourcewell 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**

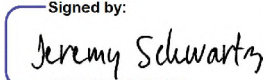
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

Sourcewell

Geo-Comm, Inc.

Signed by:  
  
 C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 7/15/2025 I 5:20 PM CDT

Signed by:  
  
 1FF924065616450...  
 By: \_\_\_\_\_  
 Brian Jacobson  
 Title: Chief Financial Officer  
 Date: 7/15/2025 I 3:33 PM CDT

# RFP 030425 - Public Safety Software

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## Vendor Details

Company Name: Geo-Comm, Inc.  
Does your company conduct business under any other name? If yes, please state: GeoComm  
Address: 1100 West St. Germain St  
Suite 300  
St. Cloud, Minnesota 56301  
Contact: Matthew Hayes  
Email: mhayes@geocomm.com  
Phone: 320-281-2178  
HST#: 41-1811590

## Submission Details

Created On: Friday January 17, 2025 10:24:56  
Submitted On: Tuesday March 04, 2025 14:01:51  
Submitted By: Matthew Hayes  
Email: mhayes@geocomm.com  
Transaction #: a82dd88f-7794-4fe0-9a49-def2801f56b8  
Submitter's IP Address: 147.243.246.21

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**Specifications**

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Geo-Comm, Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
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).	DBA: GeoComm
4	Provide your CAGE code or Unique Entity Identifier (SAM):	NAL1KQ4KL3M1
5	Provide your NAICS code applicable to Solutions proposed.	541370
6	Proposer Physical Address:	1100 W. St. Germain Street, Suite 300, St. Cloud, Minnesota 56301
7	Proposer website address (or addresses):	www.geocomm.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):	Brian Jacobson, Chief Financial Officer, bjacobson@geocomm.com, (320) 216.1101
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Matthew Hayes, Sales Operations Manager, mhayes@geocomm.com, (320) 281.2178
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Alison Kendall, Proposal Developer, akendall@geocomm.com, (320) 216.2345

**Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 28)**

Line Item	Question	Response *
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11	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p>GeoComm was founded in Minnesota on May 18, 1995, to provide local governments with turnkey emergency 9-1-1 software and GIS services. Over the last 29 years, GeoComm has grown to serve local, regional, statewide, and military agencies in forty-nine states, helping keep more than 100 million people safe. Through the years, our statewide Next Generation 9-1-1 GIS project footprint has expanded to include seventeen statewide projects across the country. Today GeoComm has a national reputation as a leading provider of public safety GIS systems. These systems route emergency calls to the appropriate 9-1-1 call center, map the caller's location on a call taker or dispatcher map, and guide emergency responders to the scene of the accident on mobile displays within police, fire, and ambulance vehicles.</p> <p>More recently, GeoComm's innovative solutions are enhancing emergency response situational awareness by empowering emergency responders with a visual representation of indoor spaces for key buildings in their response areas and by converting raw z-axis position measurements into a dispatchable location.</p> <p>In 2011, GeoComm became a Platinum Partner program member in the Esri Partner Network (EPN), the highest of the partner programs. As a Platinum EPN Partner, GeoComm and Esri collaborate closely on advancing and maximizing the utilization of GIS in public safety and 9-1-1 programs for reducing response times, saving lives, and protecting property. In addition, we have advanced Esri platform technical support and case escalation. Last, GeoComm was recently awarded a State and Local Government (SLG) Specialty designation. GeoComm is one of just 37 Esri partners with this designation.</p> <p>Most recently, GeoComm developed GeoComm Indoor Safety, a digital mapping solution which leverages the latest Esri ArcGIS technology to support faster response to indoor emergencies. The solution provides detailed indoor maps of customer buildings and surrounding grounds, along with critical information needed by entity authorities, public safety agencies, and first responders for streamlining and reducing response times to emergencies inside buildings.</p> <p><b>GeoComm's Core Values</b>                  In carrying out our day-to-day business we strive to promote the following Core Values:</p> <ol style="list-style-type: none"> <li>1. Customer Commitment - Customers (internal and external, including Partners) are our most important stakeholders. We delight our customers with every interaction.</li> <li>2. Continuous Improvement and Innovation - We are open-minded and innovative in how we approach work and deliver value to our customers. We build on and learn from our previous experiences.</li> <li>3. Prioritized Urgency - We move swiftly on prioritized projects and tasks with a focus to complete them efficiently and with purpose. We understand the lifesaving work our customers do and commit to the results and deadlines until the project or task is completed.</li> <li>4. One Team- We work together toward the common goals as one company. We value communicating in an open and respectful manner to exchange ideas and information. We collaborate in a positive work environment.</li> <li>5. Empowered Accountability - We hold ourselves and others to high standards, follow through on our commitments. We do what we say we will do. We give permission to say "not now" to undefined priorities.</li> </ol>
12	<p>What are your company's expectations in the event of an award?</p>	<p>In the event of an award, GeoComm plans to leverage Sourcwell as a purchasing option for all future sales. This is inclusive of current GeoComm customers as they add products and solutions as well as for all new GeoComm customers as they search for the best purchasing options to meet their budget and/or grant needs. GeoComm already has products and services on a variety of purchasing or procurement contracts, but we have received many inquiries into a purchasing option through Sourcwell. Many times, Sourcwell is a top request as the Sourcwell network is vast and prominent. Upon award, GeoComm will not only look to promote sales within the Sourcwell network but also expand that network as new customers and entities not currently using Sourcwell look for purchasing options. GeoComm strongly believes that our footprint in the public safety industry can help expand Sourcwell's network.</p>
13	<p>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. <b>DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</b></p>	<p>To demonstrate GeoComm's financial strength and stability, GeoComm has included in the supporting documents section GeoComm's most current full Dunn &amp; Bradstreet report.</p>
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>GeoComm's current market share, depending on the solution/product line within that sector, is between 0.1% and 21.8%.</p>

15	What is your Canadian market share for the Solutions that you are proposing?	Not applicable. To date, GeoComm has provided the proposed solutions only to businesses and governmental agencies within the United States.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Not applicable. GeoComm does not have any current or completed bankruptcy proceedings.	*
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?	GeoComm is a software and service provider where our sales and service force are all direct employees of GeoComm.	*
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.	There are no licenses or certifications required to be held for the services proposed by GeoComm in this RFP.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	GeoComm has not had any suspension or debarment during the past seven years.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	GeoComm has strong industry leadership and experience that continues to grow each year. Beginning in 2011 and held still to this day, GeoComm became a Platinum Partner program member in the Esri Partner Network (EPN), the highest of the partner programs. As a Platinum EPN Partner, GeoComm and Esri collaborate closely on advancing and maximizing the use of GIS in public safety and 9-1-1 programs for reducing response times, saving lives, and protecting property. GeoComm was recently awarded a State and Local Government (SLG) Specialty designation. GeoComm is one of just 37 Esri partners with this designation. In addition to the SLG designation, GeoComm also holds an Indoor GIS specialty designation which is directly applicable to the solutions being proposed.  Additionally, GeoComm is actively engaged in various industry organizations as members, sponsors, and workgroup participants and leaders. Our focus and commitment to the industry is strong and is evidenced by this continual involvement at a collaborative standards level. GeoComm is actively involved in the Association of Public Safety Communications Officials (APCO), National Emergency Number Association (NENA) including as a member or co-chair of multiple workgroups, the Industry Council for Emergency Response (iCert), the National States Geographic Information Council (NSGIC) and the Urban and Regional Information Systems Association (URISA) now known as the Geospatial Professionals Network. GeoComm realizes the value of having strong industry experience and remaining integrated within and across industries. We continue to be dedicated to be a leader and allow employees to stay active in these organizations.	*
21	What percentage of your sales are to the governmental sector in the past three years?	In the past three years, 88% of GeoComm's sales have been in the governmental sector.	*
22	What percentage of your sales are to the education sector in the past three years?	In the past three years 11% of GeoComm's sales have been in the education sector.	*

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?	<p>GeoComm holds many state and cooperative purchasing contracts. A list is provided below with associated total aggregate sales volume from the past three years:</p> <ul style="list-style-type: none"> <li>• State of Arizona (AZ CTR061475): \$63,960.41</li> <li>• State of California MAS (CMAS 3-06-70-2372A): \$1,182,688.57</li> <li>• Texas Department of Information Technology (DIR-CPO-4499): \$1,149,477.90</li> <li>• HGACBuy (HGAC - ECO7-20): \$630,736.18 *This is for 2021, 2022, and part of 2023 before a new contract was awarded to GeoComm in the end of 2023. From there the new contract, HGAC - ECO7 - 23 has an annual sales volume for the remainder of 2023 of \$38,203.70</li> <li>• Oklahoma Office of Management &amp; Enterprise Services (OK - SW1177): \$81,921.08.</li> <li>• State of Minnesota (MN Site 2.0): \$449,738.00</li> <li>• North Texas Share (NCTCOG Share 2020-052): \$108,091.00</li> <li>• TIPS-USA (The Interlocal Purchasing System): \$1,276,620.00 (GeoComm's contract began in 2024)</li> </ul>
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?	<p>GeoComm has a GSA contract, a multiple award schedule (MAS) for large category F: Information Technology. Our contract number is: GS-35F-0594S. Over the past three years, the total aggregate sales volume is: \$4,600,944.16.</p>

**Table 28: References/Testimonials**

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

Entity Name *	Contact Name *	Phone Number *
Kentucky 911 Services Board	Mike Sunseri, Administrator	(502) 564-2081
North Platte, Nebraska	Steve Reeves, Chief of Police	(308) 535-6789
Buena Vista County, Iowa	Mark Van Hooser, 911 Database Administrator Public Safety Systems Administrator	(712) 749-2525

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

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

Line Item	Question	Response *
26	Sales force.	<p>GeoComm's sales force is comprised of a team of 9 dedicated, full-time sales professionals. The sales team is managed by Chris Turner, Director of Sales and overseen by Bill McCullough, Vice President of Sales and Marketing. For the services and solutions being proposed in this response, GeoComm has split our sales into seven territories overseen by our Territory Sales Managers (TSMs). Each TSM is responsible for maintaining and pursuing customers within their respective region. Our TSMs are active in their communities, regions, and industry as relationship building within and across public safety and education is crucial for the products and services we offer. GeoComm's sales team continues to grow as we continue to expand our footprint in both the public safety and education space.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>GeoComm's first line of sales funnels through our internal team with direct sales, meaning sold directly to a customer through GeoComm. Through our partnerships, GeoComm is able to accelerate your business by creating differentiated solutions and services that build market share. Additionally, through co-selling, we are able to drive demand and deliver comprehensive solutions while building value and solving critical challenges across our communities. Some current partners of GeoComm include AT&amp;T, RapidSOS, AWS, Crisis Go, Centegix, Intrado, RapidDeploy, Zeroeyes, Stratasite, and Esri.</p>
28	Service force.	<p>GeoComm's service force consists of about 170 employees, not including the sales team. GeoComm's service force is direct, full-time employees spread across the company to support solutions and services delivered. These full-time employees work remote across the United States.</p>

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	GeoComm's ordering process consists of an interaction between the customer and our Territory Sales Managers in direct contact. GeoComm's sales team is dedicated to providing top customer service interaction with the understanding that many times our products and services may need back and forth discussion to ensure the correct approach is being taken to match the Customer's specific needs. Once an agreed upon scope of work is created, GeoComm then works directly with the Customer's purchasing team to finalize a contract. It is our Territory Sales Managers who provide the customers with options of cooperative purchasing contracts. From there, many times our proposal and contract team then provide options suitable to the customer's purchasing department. Following agreed upon solutions and services, GeoComm has an internal contracts team that provides support and works through the terms and conditions needed for successful contract signing.	*
30	Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.	GeoComm's team handles the implementation and integration of all services and solutions proposed in this Sourcewell response. For most of GeoComm's solutions and services, GeoComm provides project management support for the duration of our projects, which is the starting point of all implementations. Projects are managed through GeoComm's Project Management Organization (PMO). Projects are reviewed and the team members are assigned based on expertise, availability, and project complexity. Coinciding with a strong project management approach, we have implementation teams who support each product line within GeoComm.	*
31	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.	GeoComm's process and procedure for customer service is a multifaceted approach across multiple departments within our company. First, GeoComm has a Customer Success Manager and team who directly report to our Vice President of Customer Success. Through those positions, GeoComm has a team that's sole focus is customer success. They provide customer key account reviews and metrics to ensure custom satisfaction is not only being met, but that we are exceeding expectations. Second, as mentioned previously in Line 30, GeoComm has a project management organization that takes over as point of contact during the project duration. They are there to work with customer stakeholders to ensure expectations are being met, timelines are being met, and communication is strong through the course of the entire process. Third, GeoComm has a Technical GIS Support team that provides customer support 24x7 with both standard and after hours support available. GeoComm's support team has a fully transparent and visible table with a breakdown of response time variations depending on the severity level of issues. Support is available via phone, email, or a ticket may also be created through our website as well. All three of these contribute to having a fully available and dedicated team with customer service success top of mind in order to meet stated service goals and promises. GeoComm takes pride in knowing that our customers experience a team that is responsible, reliable, and real as we understand that in emergency situations, every second counts. We work hard for our customers to make sure systems function as expected and find solutions to meet industry standards as well as jurisdiction specific needs.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	GeoComm is willing and able to provide our products and services to Sourcewell participating entities in the United States. Over the last 29 years, GeoComm has grown to serve local, regional, statewide, and military agencies in forty-nine states, helping to keep more than 100 million people safe. It is through this strong history that we can demonstrate that ability across the United States, with hopes to continue to expand to those Sourcewell participating agencies.	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	GeoComm is willing and able to provide our products and services to participating entities in Canada. GeoComm's workforce is able to support customers in Canada without limitation or restriction.	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	There are no geographic areas that GeoComm will not be serving. Through this contract, GeoComm will have the ability to deliver our solutions and services to all geographic areas.	*
35	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.	GeoComm's products and services will be available for all Sourcewell participating entities including government, education, and not-for-profit. GeoComm's presence is across the United States and is not limited to certain regions, states, or territories. Additionally, GeoComm is not prohibited from promoting Sourcewell's contract based on our other cooperative purchasing contracts. We will plan to market and use Sourcewell fully without limitations.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	GeoComm's products and services have no restrictions applicable to Hawaii, Alaska, or US Territories.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	GeoComm will extend terms of this awarded master agreement to nonprofit entities without restrictions.	*

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

Line Item	Question	Response *
38	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>The first point of contact for our marketing strategy comes from our Territory Sales Managers who have initial contact and communication with potential customers. Through the sales discovery process to determine what solutions/services are needed, our Territory sales Managers are the first point of contact that promotes purchasing contract opportunities.</p> <p>In addition to our sales outreach GeoComm also has many team members attend local, regional, and state conferences to promote our products and services. During those conferences, GeoComm expands our reach and opens the door to new potential customers, as well as new opportunities to Sourcwell participating entities.</p> <p>GeoComm also compiles target state marketing campaigns related to grant funding releases and states or regions actively seeking solutions similar to our offerings. Through those target state campaigns, GeoComm will increase initiatives to contact stakeholders via email, phone, in-person, or through social media. Lastly, GeoComm provides a dedicated web page of our current purchasing contracts</p>
39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>GeoComm employs a data-driven marketing strategy to engage public and private sector audiences effectively.</p> <p>CRM &amp; Marketing Automation: We leverage advanced CRM and automation tools to personalize engagement, track customer behavior, and optimize outreach. Through behavioral tracking, email segmentation, and campaign analytics, we ensure timely communication with key decision-makers.</p> <p>Social Media &amp; Digital Engagement: Through targeted social media campaigns, metadata analysis, and customer success storytelling, we expand our reach, educate stakeholders, and promote key initiatives. This includes thought leadership and education through webinars, industry insights, and customer success stories, as we position GeoComm as a trusted partner in public safety.</p> <p>Website optimization &amp; Digital Experience: As part of our digital transformation initiative, GeoComm has rebuilt a new website to enhance user experience, analytics, and conversion tracking.</p>
40	In your view, what is Sourcwell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcwell-awarded agreement into your sales process?	<p>In GeoComm's view, we will take lead in promoting contracts from this RFP. We look forward to the opportunity to work with Sourcwell's entity list as well as look to expand that by bringing in new customers.</p> <p>In terms of integration, GeoComm expects a seamless integration of a Sourcwell-awarded contract into our sales process. Because much of our interaction with current and future customers occurs with our sales team, they are the go to people to promote and represent this contract. During the sales discovery process, we are in direct communication with customers to see if they are able/willing to use purchasing contracts and cooperative agreements for their purchases. If so, we then can present them with a list of contracts GeoComm is on. From there, we can move forward with the next steps directly with the customer</p>
41	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.	<p>GeoComm's products and services are not available through an e-procurement ordering process. All sales are handled through GeoComm directly.</p>

**Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 58)**

Line Item	Question	Response *
42	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcwell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>GeoComm provides the following standard training to our customers which would be extended to Sourcwell participating entities:</p> <ol style="list-style-type: none"> <li>1. Online written help documentation and training videos</li> <li>2. Live, virtual training upon project implementation</li> <li>3. Regular training webinars for customers as well as webinars offered to prospective customers</li> </ol> <p>Our training is provided by our product team, implementation team, as well as our customer success team depending on what stage of the customer journey that the customer is in. Depending on the product and scope of work agreed upon, training could be offered as optional or standard. Many times, GeoComm will record the training sessions to provide them to stakeholders who were unable to attend the live sessions. GeoComm also has provided in-person training sessions upon request from the customer.</p>

43	Describe any technological advances that your proposed solutions offer.	<p>Technology advancements included in our solutions include:</p> <ul style="list-style-type: none"> <li>• Advanced GIS data, which allows dynamic queries.</li> <li>• Digitization of facility maps, including the location of key assets.</li> <li>• Efficient sharing of information across multiple entities to improve emergency response.</li> <li>• Enable 3D visualization of facilities including multi-story buildings, as well as line-of-sight analysis and linear, area, and volumetric measurements.</li> <li>• Display 9-1-1 caller locations on an indoor map to facilitate rapid on-site response.</li> <li>• Enable indoor wayfinding including turn-by-turn directions.</li> <li>• Facilitates seamless conversion of data from on-premises, static locations to a secure redundant cloud repository.</li> <li>• Provide interactive tools to collaborate, share, and edit rich GIS data for non-technical end users.</li> </ul>	*
44	Demonstrate your solution's capabilities in data privacy, integrity, storage and protection standards, and the adherence of your products and services to applicable cybersecurity and industry standards, such as but not limited to the requirements of the Criminal Justice Information Services (CJIS), the Health Insurance Portability and Accountability Act (HIPAA), etc.	<p>GeoComm provides terms of service found on our legal page here: <a href="https://www.geocomm.com/legal/">https://www.geocomm.com/legal/</a>. Geocomm's "Standards of Work" provides Geocomm's agreement that the performance of work described in our agreements and pursuant to the agreements shall be done in a professional manner and shall conform to employ the care and skill ordinarily used by members of GeoComm's profession.</p> <p>Additionally, the security of our solutions and the data entrusted to us is paramount. GeoComm does the following:</p> <ul style="list-style-type: none"> <li>• Employs industry best practices to ensure the security of systems and data</li> <li>• Protects our customers' data through robust security and data privacy controls that meet the National Institute of Standards and Technology (NIST) standards</li> <li>• Leverages both internal and external teams to proactively assess and mitigate risk.</li> <li>• All GeoComm employees have robust background checks and are required to annually perform certification to access the FBI's Criminal Justice Information System (CJIS), and complete training for the Family Educational Rights and Privacy Act (FERPA).</li> </ul>	*
45	Describe your data backup and recovery solutions.	<p>Data Integrity is governed by several policies, procedures, plans and work instructions. Our data integrity standards take into account accuracy, consistency, completeness, and validity. These include but not limited to Risk Management Policy, Change Management Policy, Business Continuity Plan, Data Classification Policy, Information Security Policy, Incident and Disaster Response Policy, Database Incident Response Plan, Backups and Recovery Strategies including recovery objectives plans. All data is using cloud providers locations within the continental United States. Data in transit and at rest is encrypted using industry standard encryption protocols. We operate on the premise of least privilege access, and authentication protocols to ensure that only authorized personnel can access sensitive data.</p>	
46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	<p>The following are connectivity and integration capabilities between our solutions and other software systems:</p> <ul style="list-style-type: none"> <li>• GIS data created and maintained using GeoComm's solutions is designed for interoperability using industry data standards such as NENA NG9-1-1 GIS Data Model standard.</li> <li>• GIS data can be integrated via GeoComm's secure APIs to systems used by governmental entities.</li> <li>• GIS data is built and maintained with the ability to export to standard formats, such as MMPK, Vector Tiles, GeoJSON, and File Geodatabases.</li> <li>• GeoComm develops and supports integrations with a wide variety of applications used by public safety agencies including: call handling equipment, ESInets, computer aided dispatch systems, tactical mapping applications, emergency management platforms, and more.</li> <li>• Current GIS data integrations include: AT&amp;T, CentralSquare, Esri, Intrado, Motorola, RapidDeploy, RapidSOS, Tyler Technologies, Versaterra and more.</li> <li>• GeoComm's indoor mapping solutions can also integrate with applications used for school safety including: silent duress (panic button) solutions, critical incident management software, and physical security technology platforms.</li> <li>• Additionally, GeoComm's indoor maps are built using the Esri Indoors Schema. This allows the data to be used directly in Esri software, and with the addition of a routing network dataset, the data can be used directly in ArcGIS Indoors.</li> <li>• Current indoor maps integrations include: RapidSOS, Intrado, RapidDeploy, Raptor Technologies, SaferWatch, Stratasite, CrisisGo, ZeroEyes, and more.</li> </ul>	
47	Describe any "green" initiatives that relate to your company or to your solutions, and include a list of the certifying agency for each.	<p>GeoComm's remote work model significantly reduces the carbon footprint by eliminating commuting and office energy consumption. GeoComm utilizes cloud-based SaaS solutions instead of on-premise servers, reducing energy usage and electronic waste. Additionally, GeoComm's digital collaboration tools and paperless workflows minimize resource consumption, promoting sustainability. GeoComm is committed to environmentally responsible business practices and continuously seeks ways to further reduce our environmental impact.</p>	
48	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.	N/A	*

49	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>For the solutions being proposed, the following are all unique attributes that set GeoComm apart from other companies:</p> <ul style="list-style-type: none"> <li>• Patented Processes: GeoComm School Maps produced and processed, in part, through GeoComm Indoor Map Engine which uses the following patented technology: <ul style="list-style-type: none"> <li>• SYSTEM AND METHODS FOR THREE-DIMENSIONAL VOLUMETRIC INDOOR LOCATION GEOCODING (US10,928,202)</li> <li>• SYSTEM AND METHODS FOR LARGE SCALE AUTOMATED INDOOR MAP DATA GEOREFERENCING (US11,190,902)</li> </ul> </li> </ul> <p>These patented inventions enable GeoComm to produce indoor maps of buildings such as schools quickly and at a low cost, based on high quality DWG, CAD, and PDF files, and ensure the maps are compatible with new and emerging 9-1-1 caller location systems that now include indoor mapping and z-axis (vertical) measurements.</p> <ul style="list-style-type: none"> <li>• Dynamic GIS Output: Delivered School Maps are dynamic vector-based GIS data allowing for dynamic navigation within applications including pan/zoom, and the ability to incorporate additional data such as points of interest (location of AEDs) or links to cameras. These files also are readily consumable in authorized third-party applications that accept GIS data.</li> <li>• Esri ArcGIS Indoors Specialty: GeoComm is an Esri partner and has been a Platinum Tier Partner for 13 years. In 2022, GeoComm achieved the Indoor GIS Specialty from Esri by completing a set of requirements regarding training, expertise, and compatibility with Esri best practices and applications.</li> <li>• 3D-ready data: GeoComm School Maps are built meeting Esri specifications and in a 3D-ready model.</li> <li>• Public Safety Content Library: GeoComm School Maps are available to authorized users via GeoComm Public Safety Content Library for incident response planning, incident response, and mutual aid response, if needed.</li> </ul>
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**Table 58: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment
50	<p>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 re-sellers if available. Select all that apply.</p>		<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>GeoComm does not hold certifications for the listed business certifications.</p>
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

**Table 6A: Pricing (400 Points, applies to Table 6A and 68)**

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
59	Describe your payment terms and accepted payment methods.	Typical payment terms for GeoComm and our customers are Net 30 days upon contract signing. GeoComm is willing to work with our customers on those payment terms if their purchasing department has other preferences or situations that require other terms. Our preferred methods of payment are ACH or check, though we are willing to work with customers on other options.
60	Describe any leasing or financing options available for use by educational or governmental entities.	GeoComm offers flexible financing and payment options tailored to the unique budget cycles of educational and governmental entities. GeoComm's solutions align with customers' fiscal processes and funding availability, ensuring a smooth and manageable procurement experience. GeoComm works closely with customers to provide customized payment structures that meet their financial requirements while supporting their operational needs.
61	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.	GeoComm has uploaded a draft contract document that is used for our GeoComm School Safety and GeoComm Indoor Safety solutions found in the documents section under "Standard Transaction Document Samples."
62	Explain your licensing process and the service agreements required of end users.	GeoComm has a full software authorized users terms of use document that is posted on our website under <a href="http://www.geocomm.com/legal">www.geocomm.com/legal</a> that is available for all customers. Within that document under 1. License Grant, we state: Subject to your strict compliance with these Terms of Use, Licensor hereby grants you a non-exclusive, non-transferable, non-sublicensable, limited license to use the Software solely in accordance with the Documentation, as installed on, or accessed by, the equipment provided by Licensee and for Licensee's internal business purposes. The foregoing licensee will terminate immediately on the earlier to occur of: <ul style="list-style-type: none"> <li>• (a) the expiration or earlier termination of the Master Agreement between Licensor and Licensee; or</li> <li>• (b) you ceasing to be authorized by Licensee to use the Software for any or no reason</li> </ul> Please review the full document on our webpage for the entire Terms of Use policy.
63	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?	GeoComm does not accept the P-card procurement and payment process. GeoComm accepts ACH or Check as a payment process.
64	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.	GeoComm has provided a full pricing model found in the attachments section under "Pricing" via a PDF. GeoComm's pricing model includes the product name, a brief description, units, MSRP/catalog pricing, the % discount being offered, and the Sourcewell discounted price.
65	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	The pricing discount off MSRP/Catalog pricing for all products (software and services) being proposed is 2.25%. Please reference the Pricing Catalog found in the pricing attachments for a further breakdown on pricing.
66	Describe any quantity or volume discounts or rebate programs that you offer.	GeoComm is open to providing additional quantity or volume discounts on an ad hoc basis with customers. During the sales discovery process and/or contract negotiations, GeoComm has the right to provide an additional discount if deemed necessary and approved by both GeoComm and the customer.
67	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.	GeoComm will supply a quote for each such request directly to the customer.

68	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.	GeoComm has provided all costs that would be associated with the solutions being proposed in this RFP response.	*
69	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Freight, delivery, or shipping is not applicable to GeoComm's response. All costs associated with our solutions have been presented.	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	There is not a specific freight, shipping, and delivery term for Alaska, Hawaii, Canada, or any offshore delivery applicable to GeoComm's response. All costs associated with our solutions being offered have been presented.	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	GeoComm's distribution and delivery method occur digitally. As our solutions include software and services, everything provided to our customers occurs digitally.	*
72	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.	GeoComm's internal CRM system, NetSuite, will be the first location for tracking and auditing Sourcewell contracts. Through NetSuite, we will be able to highlight the contract purchasing tool customers use. In this case, we will have a line item pre-built to represent Sourcewell. This is to ensure that the customer is getting the appropriate discount amount starting from the first quote through the billing process. Additionally, GeoComm's finance team will be responsible for reporting all sales under the contract quarterly to Sourcewell. GeoComm's team has experience with this through other procurement contracts and will ensure that the necessary information is provided per Sourcewell's request.	*
73	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.	Through GeoComm's internal CRM system, NetSuite, we will be able to generate dashboards and reports with specific, custom metrics. With sourcewell, we would be able to pull reports on the total number of quotes provided quarterly, how many of those quotes went to contract, total number of contracts signed, total amount for each contract, average amount, etc.	*
74	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an 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.	GeoComm proposes a 2% administrative fee for this contract.	*

**Table 68: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
75	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Pricing offered is as good or better for all product lines except for GeoComm Contributor and Vertical Location Services.

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

Line Item	Question	Response *
76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	GeoComm has provided a document containing detailed descriptions and information of all solutions and services being proposed. This document is located in the additional documentation section titled, "Depth and Breadth_Product Overviews."
77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	GeoComm's products and services fall under the following subcategories under Category 1:  Mapping: Vertical location, indoor, outdoor  Public safety focused data and analysis applications: Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration

**Table 78: Category 1. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). \*See the Appendix in the RFP for further information.**

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.

We will not be submitting for Table 7B: Category 1. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). \*See the Appendix in the RFP for further information.

Line Item	Category or Type	Subcategory	Offered *	Comments
78	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
79	Mapping	Vertical location, indoor, outdoor	<input checked="" type="radio"/> Yes <input type="radio"/> No	No additional comments.
80	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
81	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
82	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
83	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input checked="" type="radio"/> Yes <input type="radio"/> No	No additional comments.

**Table 7C: Category 2. Public Safety Response - Agency Operations. Proposers selecting Category 2 are ONLY able to provide one (1) or a combination of solutions below (Lines 84 - 92). \*See the Appendix in the RFP for further information.**

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.

We will not be submitting for Table 7C: Category 2. Public Safety Response - Agency Operations. Proposers selecting Category 2 are ONLY able to provide one (1) or a combination of solutions below (Lines 84 - 92). \*See the Appendix in the RFP for further information.

Line Item	Category or Type	Subcategory	Offered *	Comments	
84	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input type="radio"/> No		*
85		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input type="radio"/> No		*
86		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input type="radio"/> Yes <input type="radio"/> No		*
87	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input type="radio"/> No		*
88		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input type="radio"/> No		*
89		Digital and physical evidence management	<input type="radio"/> Yes <input type="radio"/> No		*
90		E-citation systems	<input type="radio"/> Yes <input type="radio"/> No		*
91		Law enforcement case management	<input type="radio"/> Yes <input type="radio"/> No		*

**Table 7D: Category 3. Comprehensive Solutions. Proposers selecting Category 3 can provide one (1) or a combination of solutions in BOTH Category 1 and Category 2 (Lines 93 - 109). \*See the Appendix in the RFP for further guidance.**

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.

We will not be submitting for Table 7D: Category 3. Comprehensive Solutions. Proposers selecting Category 3 can provide one (1) or a combination of solutions in BOTH Category 1 and Category 2 (Lines 93 - 109). \*See the Appendix in the RFP for further guidance.

Line Item	Category or Type	Subcategory	Offered *	Comments
92	Category 1 - Public Safety Response Agency Situational Awareness		<input type="radio"/> Yes <input type="radio"/> No	
93	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input type="radio"/> No	
94	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input type="radio"/> No	
95	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input type="radio"/> No	
96	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input type="radio"/> No	
97	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input type="radio"/> No	
98	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input type="radio"/> Yes <input type="radio"/> No	
99	Category 2 - Public Safety Response Agency Operations		<input type="radio"/> Yes <input type="radio"/> No	
100	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input type="radio"/> No	
101		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input type="radio"/> No	
102		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input type="radio"/> Yes <input type="radio"/> No	
103	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input type="radio"/> No	
104		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input type="radio"/> No	
105		Digital and physical evidence management	<input type="radio"/> Yes <input type="radio"/> No	
106		E-citation systems	<input type="radio"/> Yes <input type="radio"/> No	
107		Law enforcement case management	<input type="radio"/> Yes <input type="radio"/> No	

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

**Line Item 108. 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 *	
	<input type="radio"/> Yes <input checked="" type="radio"/> 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](#) - GeoComm Pricing\_Sourcewell Public Safety Software.pdf - Tuesday March 04, 2025 11:12:44
  - [Financial Strength and Stability](#) - GEOCOMM Inc.-DUNS926987058\_01-24-2025.pdf - Monday March 03, 2025 20:12:56
  - [Marketing Plan/Samples](#) - Marketing Samples.pdf - Tuesday March 04, 2025 10:33:31
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - GeoComm Contract Sample 1.pdf - Monday March 03, 2025 20:13:20
  - Requested Exceptions (optional)
  - [Upload Additional Document](#) - Depth and Breadth\_Product Overviews.pdf - Monday March 03, 2025 20:13:42

## 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. - Brian Jacobson, Chief Financial Officer, Geo-Comm, Inc.

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

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_12_Public_Safety_Software_RFP030425</b> Mon February 24 2025 04:31 PM	<input checked="" type="checkbox"/>	4
<b>Addendum_11_Public_Safety_Software_RFP030425</b> Fri February 21 2025 08:25 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_10_Public_Safety_Software_RFP030425</b> Wed February 19 2025 02:57 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_9_Public_Safety_Software_RFP030425</b> Wed February 12 2025 04:18 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_8_Public_Safety_Software_RFP030425</b> Mon February 10 2025 10:04 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_7_Public_Safety_Software_RFP030425</b> Mon February 3 2025 04:39 PM	<input checked="" type="checkbox"/>	4
<b>Addendum_6_Public_Safety_Software_RFP030425</b> Fri January 31 2025 10:29 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_5_Public_Safety_Software_RFP030425</b> Wed January 29 2025 03:58 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_4_Public_Safety_Software_RFP030425</b> Fri January 24 2025 11:47 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_3_Public_Safety_Software_RFP030425</b> Tue January 21 2025 02:21 PM	<input checked="" type="checkbox"/>	3
<b>Addendum_2_Public_Safety_Software_030425</b> Fri January 17 2025 03:35 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_1_Public_Safety_Software_030425</b> Fri January 17 2025 10:38 AM	<input checked="" type="checkbox"/>	1