



# Pinellas County

## Staff Report

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**File #:** 26-0104A, **Version:** 1

**Agenda Date:** 2/17/2026

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### **Subject:**

Purchase authorization with ADB Safegate Americas, LLC and Allen Enterprises for runway and taxiway lighting fixtures and equipment.

### **Recommended Action:**

Approval of the purchase authorization with ADB Safegate Americas, LLC and Allen Enterprises for all airfield lighting fixtures and signage at St. Pete-Clearwater International Airport (Airport).

- This purchase authorization provides the Airport with all airfield lighting and signage parts and equipment for repair and maintenance.
- Pricing, terms, and conditions are per Sourcewell Contract No.110122, for a combined not to exceed amount of \$800,000.00 through the contract term of January 13, 2027.
- This request is budgeted for in the Fiscal Year 2026 Budget of the Airport in the Airport Revenue and Operating Fund. In the event that future fiscal year funding is not available for this agreement, the County maintains the authority to terminate this agreement.

Contract No.26-0228-PB in the combined total not to exceed amount of \$800,000.00, effective through January 13, 2027.

### **Strategic Priorities:**

Resilient Infrastructure and Environment

1.2 Maintain and enhance County infrastructure

### **Summary:**

This purchase authorization provides the Airport with all airfield lighting and signage equipment to repair and maintain Federal compliance for all runways and taxiways.

Pricing, terms, and conditions are per Sourcewell Contract No.110122. The not to exceed amount for ADB Safegate is \$500,000.00, and the not to exceed amount for Allen Enterprises is \$300,000.00, for a combined amount of \$800,000.00 through January 13, 2027, with a 10% discount on all purchases. The contract may be extended for one (1) additional year.

### **Background Information:**

Over the past decade and through construction projects, the entire airfield has been equipped with lighting and signage manufactured by ADB Safegate. Previously, the Airport could only make purchases through Allen Enterprises for ADB Safegate products. Now, this Sourcewell contract allows the Airport to go directly to ADB Safegate or Allen Enterprises to purchase equipment. Having the ability to order from both companies provides the Airport the flexibility to order products based on availability and timeliness of receipt from either company.

### **Fiscal Impact:**

Not to exceed amount \$800,000.00.

This request is budgeted for in the FY26 Budget of the Airport in the Airport Revenue and Operating Fund. In the event that future fiscal year funding is not available for this agreement, the County maintains the authority to terminate this agreement.

**Staff Member Responsible:**

Mark E. Sprague, C.M., Interim Director, St. Pete - Clearwater International Airport  
Merry Celeste, Purchasing Division Director, Office of Management & Budget  
Chris Rose, Director, Office of Management & Budget

**Partners:**

N/A

**Attachments:**

N/A



# Pinellas County

## Master

**File Number: 26-0104A**

<b>File ID:</b> 26-0104A	<b>Type:</b> Contract/Agreement	<b>Status:</b> Regular Agenda
<b>Version:</b> 1	<b>Agenda Section:</b>	<b>Department:</b> Airport
<b>Subject:</b>		<b>File Created:</b> 12/16/2025
<b>Title:</b> Purchase authorization with ADB Safegate Americas, LLC and Allen Enterprises for runway and taxiway lighting fixtures and equipment.		<b>Final Action:</b>

**Internal Notes:** Approval only. No signature required.

**Agenda Date:** 02/17/2026

**Agenda Item Number:** 17.

**Sponsors:**

**Enactment Date:**

**Attachments:** ADB\_Safegate\_Contract\_110122, ADB Safegate Pricing Doc, OMB.REVIEW\_26-0104A\_PIE\_Safegate Americas\_30-JAN-2026

**Enactment Number:**

**REF #:**

**Hearing Date:**

**Drafter:** Padmini Mangalapurapu

**Effective Date:**

### Approval History

Version	Seq #	Action Date	Approver	Action	Due Date
1	1	1/28/2026	Mark Sprague	Approve	1/27/2026
<b>Notes:</b> Made changes to staff report					
1	3	1/28/2026	Peter Dubin	Approve	1/30/2026
1	4	1/28/2026	Maria Cascone	Delegated	
1	5	1/30/2026	Shane Kunze	Approve	1/30/2026
<b>Notes:</b> Updated Recommended Action and Fiscal Impact.					
This request is budgeted for in the FY26 Budget of PIE in the Airport Revenue and Operating Fund. The Office of Management and Budget (OMB) confirmed a combined total of \$187,000.00 allocated in the FY26 Budget for various signage and lighting needs at PIE. In the event that future fiscal year funding is not available for this agreement, the County maintains the authority to terminate this agreement.					
Added OMB Contract Review.					
1	6	1/30/2026	Chris Rose	Approve	2/3/2026
1	9	1/31/2026	Merry Celeste	Approve	2/4/2026
1	10	2/2/2026	Courtney Vandenberg	Approve	2/4/2026
1	11	2/2/2026	Blaine Williams	Approve	2/4/2026
1	12	2/2/2026	Jo Lugo	Approve	2/4/2026

### History of Legislative File

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Ver- sion:	Acting Body:	Date:	Action:	Sent To:	Due Date:	Return Date:	Result:
1	Board of County Commissioners	02/17/2026	approved				Pass
	<b>Action Text:</b>	A motion was made by Commissioner Nowicki, seconded by Vice-Chair Latvala, that the item be approved. The motion carried by the following vote: Aye: 7 Chair Eggers, Vice-Chair Latvala, Commissioner Flowers, Commissioner Scott, Commissioner Nowicki, Commissioner Peters, and Commissioner Scherer					

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**Solicitation Number: #110122****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and ADB Safegate Americas, LLC, 977 Gahanna Parkway, Columbus, OH 43230 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Airport Runway Materials with Related Supplies and Services from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

**1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires January 13, 2027, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

**2. EQUIPMENT, PRODUCTS, OR SERVICES**

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above.

Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

### **3. PRICING**

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be

returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;

- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

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

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell

contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

**B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

**C. SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

**D. TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

**E. GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## **7. CUSTOMER SERVICE**

**A. PRIMARY ACCOUNT REPRESENTATIVE.** Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcwell and Participating Entity inquiries; and
- Business reviews to Sourcwell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcwell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales 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;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcwell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcwell, the Supplier will pay an administrative fee to Sourcwell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcwell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased

by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

#### **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

#### **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract 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. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

### **11. INDEMNITY AND HOLD HARMLESS**

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract 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 the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

### **12. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

### **13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

#### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:
  - a. 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 and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
  - b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *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, and agents (collectively “Permitted Sublicensees”) in advertising and promotional materials for the purpose of marketing the Parties’ relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

*3. Use; Quality Control.*

- a. 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.
- b. 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. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

*4. Termination.* Upon the termination of this Contract 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.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

## 15. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

## 16. SEVERABILITY

If any provision of this Contract 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 Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

## 17. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract 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:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

- \$500,000 each accident for bodily injury by accident
- \$500,000 policy limit for bodily injury by disease
- \$500,000 each employee for bodily injury by disease

2. *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 Contract.

Minimum Limits:

- \$1,000,000 each occurrence Bodily Injury and Property Damage
- \$1,000,000 Personal and Advertising Injury
- \$2,000,000 aggregate for products liability-completed operations
- \$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

- \$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:  
\$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:  
\$2,000,000 per occurrence  
\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. 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 sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their 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 Contract 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 Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

A. LAWS AND REGULATIONS. All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. LICENSES. Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

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 the Canadian government, as applicable; 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 Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract 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 Article, all

references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

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

B. DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of

not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or 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 Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any

person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract 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 Contract or any purchase by an authorized user.

O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract 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.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

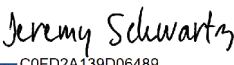
## **22. CANCELLATION**

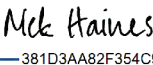
Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's

Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.


Sourcewell

ADB Safegate Americas, LLC

DocuSigned by:  
  
By: C0FD2A139D06489...  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 1/11/2023 | 8:26 PM CST

DocuSigned by:  
  
By: 381D3AA82F354C9...  
Nick Haines  
Title: VP Americas  
Date: 1/31/2023 | 9:20 AM CST

Approved:

DocuSigned by:  
  
By: 7E42B8F817A64CC...  
Chad Coauette  
Title: Executive Director/CEO  
Date: 1/31/2023 | 9:20 AM CST

# RFP 110122 - Airport Runway Materials with Related Supplies and Services

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## Vendor Details

Company Name: ADB Safegate America's, LLC  
Address: 977 Gahanna Parkway  
Columbus , OH 43230  
Contact: Kathy Seabloom  
Email: kathy.seabloom@adbsafegate.com  
Phone: 614-573-8367  
Fax: 614-864-2069  
HST#: 94-3470237

## Submission Details

Created On: Tuesday September 27, 2022 15:10:12  
Submitted On: Friday October 28, 2022 14:51:01  
Submitted By: Kathy Seabloom  
Email: kathy.seabloom@adbsafegate.com  
Transaction #: 5071b4fd-4ce1-4fd1-9825-f9461fa02045  
Submitter's IP Address: 216.194.104.211

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## Specifications

**Table 1: Proposer Identity & Authorized Representatives**

**General Instructions** (applies to all Tables) Sourcwell 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).

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	ADB Safegate Americas, LLC
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	Not applicable ADB Safegate is an original equipment manufacturer
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	ADB Safegate does not have any other assumed names or DBA names
4	Provide your CAGE code or Unique Entity Identifier (SAM):	5ED70
5	Proposer Physical Address:	977 Gahanna Parkway, Columbus, OH 43230
6	Proposer website address (or addresses):	www.adbsafegate.com
7	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 and, in the event of award, will be expected to execute the resulting contract):	Nick Haines VP Americas 977 Gahanna Parkway, Columbus, OH 43230 nick.haines@adbsafegate.com Office: 614-573-8235 Cell: 614-264-4435
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Kathy Seabloom Aftermarket Sales Mgr. 977 Gahanna Parkway, Columbus, OH 43230 kathy.seabloom@adbsafegate.com Office: 614-573-8367 Cell: 614-395-7014
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Byron Rosengarten Senior Manager, Aftermarket Sales and Services Americas 977 Gahanna Parkway Columbus, OH 43230

**Table 2: Company Information and Financial Strength**

Line Item	Question	Response *
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10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>With 100+ years of experience ADB SAFEGATE is a global player in delivering airport performance. ADB SAFEGATE aims to be the first-choice partner to airports, airlines and air navigation service providers by delivering integrated solutions that raise efficiency, improve safety, boost environmental sustainability and reduce operational costs. Solutions encompass airfield lighting, power and control systems, smart airport and tower software solutions, intelligent docking automation and aftermarket services. With a portfolio spanning the airfield, gate, tower, and terminal, as well as industry-leading services, we help airports and airlines solve operational bottlenecks with innovative solutions from approach to departure.</p> <p>Our Vision: A future of seamless, sustainable and safe airside operations. Our mission: We lead through innovation with smart, cost-effective and distinctive products, solutions and services to help our customers achieve more with less.</p> <p>At ADB SAFEGATE, our company values define our culture and guide our actions and behavior in how we interact with others. Our culture and values set us apart from our competitors and are integral to our success</p> <p>We have identified five values that guide our decision making, support our strategic business objectives, and define our core beliefs as an organization.</p> <p>Driven by Customers:</p> <ul style="list-style-type: none"> <li>- We are customer centric.</li> <li>- We innovate.</li> <li>- We bring success to our customers.</li> </ul> <p>Set the Bar High:</p> <ul style="list-style-type: none"> <li>- We push for better.</li> <li>- We excel.</li> <li>- We are the industry leader.</li> </ul> <p>Own It:</p> <ul style="list-style-type: none"> <li>- We step up.</li> <li>- We solve it.</li> <li>- We deliver.</li> </ul> <p>Win Together:</p> <ul style="list-style-type: none"> <li>- We are one team.</li> <li>- We are inclusive.</li> <li>- We play to win.</li> </ul> <p>Inspire Talent:</p> <ul style="list-style-type: none"> <li>- We empower.</li> <li>- We grow our employees.</li> <li>- We aim for excellence.</li> </ul>	*
11	What are your company's expectations in the event of an award?	ADB SAFEGATE is one of the world's leading providers of integrated solutions for safer, more efficient and environmentally friendly aircraft movements. We hope to have all airports, regardless of size, explore the benefits of having a partner who is an expert in the field. We hope to provide even the smallest airports an avenue to improve the bid process by adding efficiency and ease of use to this award.	*
12	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.	Please find our financial statement attached	*
13	What is your US market share for the solutions that you are proposing?	70% of market share in the US	*
14	What is your Canadian market share for the solutions that you are proposing?	50% of market share in Canada	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	ADB Safegate has never petitioned for bankruptcy protection	*

16	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. 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?	ADB SAFEGATE as a manufacturer and service provider offers one of the most extensive product and service portfolios, where the airfield, gate, tower and terminal are the foundation for fully integrated solutions to support airport development and optimize airside operational procedures.  With more than 1,200 employees, ADB SAFEGATE serves more than 2,500 airports in more than 175 countries, from the busiest and largest like Atlanta, Beijing, Dubai, Heathrow, Charles De Gaulle, Frankfurt, Istanbul, New Delhi and Changi to fast-growing airports across Asia and Africa.	*
17	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.	ADB Safegate is an ISO 9001 certified company (certification attached) - All ADB Safegate equipment is Intertek certified as well as ICAO (Canada) equipment are all manufactured in accordance with Transport Canada TP 312 (certifications attached)	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	ADB Safegate has had no suspension or Debarment applied to our organization.	*

**Table 3: Industry Recognition & Marketplace Success**

Line Item	Question	Response *	
19	Describe any relevant industry awards or recognition that your company has received in the past five years	There are no relevant industry awards or recognition that our company has received in the past 5 yrs.	*
20	What percentage of your sales are to the governmental sector in the past three years	85% of ADB Safegate sales are to the governmental sector	*
21	What percentage of your sales are to the education sector in the past three years	Sales in the education sector would only be to those colleges that have private airfields - 5%	*
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Houston Airports - \$1,670,288. Chicago O'Hare/Midway Airports - \$7,873,737. Baltimore Maryland - \$970,870. Charlotte Douglas - \$1,091,166. Denver - \$2,102,150. Boston Massachusetts Port Authority - \$2,414,831. City of Phoenix - \$911,668. EDMONTON REGIONAL AIRPORTS AUTHORITY- \$309,265. CFB Trenton National Defense - \$322,238. Greater Toronto - \$6,204,180.	*
23	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?	Standing Offers: No GSA contracts or SOSA to report City of Kenosha - \$2,500.00 City of Springfield - \$5,000. City of Cleveland - \$600,000. County of Ventura - \$26,000.	*

**Table 4: References/Testimonials**

**Line Item 24.** Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Tucson Airport Authority	Susan Rose	520-573-8100	*
Houston Airport System	Jason Steen	281-230-3091	*
Nashville International Airport	Carol Vasquez	615-275-2300	*
Phoenix Mesa Gateway	Mitch Johnson	480-988-7560	

**Table 5: Top Five Government or Education Customers**

**Line Item 25.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
Chicago O'Hare Airport	Government	Illinois - IL	Airfield Refurbishment and Spare Parts	Anywhere from \$150.00 to a million dollars depending on the scope of the project	22,896,497.
Dallas Fort Worth Airport	Government	Texas - TX	Airfield Refurbishment and Spare Parts	Anywhere from \$150.00 to a million dollars depending on the scope of the project	15,557,977.
Denver International Airport	Government	Colorado - CO	Airfield Refurbishment and Spare Parts	Anywhere from \$150.00 to a million dollars depending on the scope of the project	14,092,528.
Greater Toronto Airport	Government	ON - Ontario	Airfield Refurbishment and Spare Parts	Anywhere from \$150.00 to a million dollars depending on the scope of the project	9,220,169.
Salt Lake City International Airport	Government	Utah - UT	Airfield Refurbishment and Spare Parts	Anywhere from \$150.00 to a million dollars depending on the scope of the project	8,160,566.

**Table 6: Ability to Sell and Deliver Service**

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

Line Item	Question	Response *
26	Sales force.	ADB SAFEGATE leads the world in smart solutions that help airports handle more aircraft, safely and efficiently, from approach to departure. Our products and services can lift any airport's performance from approach, runway, and taxiway lighting; to tower-based traffic control systems; to intelligent gate and docking automation. Our sales force is made up of Regional Sales Directors/Sales Managers/Bid Managers/Project Administrators/and an extensive Aftermarket Sales Team. Our US Sales force a team of approximately 35 individuals covering the US, Canada and Latin America markets. Our team is located throughout the US, Canada and Latin America providing easy access to all customers, including engineers, contractors and airports direct. We offer an Aftermarket sales team that monitors and responds to all inbound email and phone lines, along with making outbound call campaigns continually reaching out to our customers with latest information and product updates.
27	Dealer network or other distribution methods.	ADB Safegate has warehouse availability in Orlando, FL, Seattle, WA., Burlington, ON and the Dallas TX area.
28	Service force.	With our recent acquisition of DBT, we currently have 39 service engineers. They are spread out across the United States and 3 of them are located in Canada near our facility in Burlington, Ontario.
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	All Sourcewell contracts will be managed in house at our Columbus OH location by our aftermarket sales team.

30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>1. Excellent performance, improved airfield availability: Our superior quality spares meet the high standards of performance that you have come to expect from ADB SAFEGATE.</p> <p>2. ADB SAFEGATE's assured warranty: Not using original spare parts from ADB SAFEGATE can void the warranty that comes with our products after they are installed.</p> <p>3. Anytime, anywhere information: Our new Product Center now features spare parts lists that offer a quick, easy and intuitive way of finding the right part number. Plus, regular portal updates always show the latest part number, thereby eliminating any confusion.</p> <p>4. Take charge of replacements: Rely on technical manuals from our Product Center that contain easy-to-follow instructions that allow your team to install the spare parts you order.</p> <p>5. Increased product service life: Our spare parts are durable, and practically maintenance-free. Using the right materials makes a definitive difference – we use light-weight aluminum that is strong, corrosion-resistant and resilient in tough environmental conditions.</p> <p>6. Minimize revenue losses, reduce operational costs: Not only do you minimize revenue losses by reducing downtime, our low-maintenance products bring down operational costs.</p> <p>7. Excellent customer support: Contact your ADB SAFEGATE representative in case of any spare parts related queries and you will hear back from us within 1 business day.</p> <p>8. The right fit for seamless integration: as the original equipment manufacturer, no one knows our products better than us. Some products need to be accurate down to the millimeter for the right fit, else safety or product integrity is compromised. Overall, with ADB SAFEGATE spares, integration is much simpler.</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	We have 36 service engineers spread out throughout the United States and have the ability to provide service in any part of the U.S. We are currently providing products to the U.S. so offering them to Sourcewell participating entities would not be an issue.
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	We are equipped to offer our full service offering to participating entities in Canada. We have 3 service engineers located in Ontario. They travel throughout Canada and we have engineers in the U.S. that travel to Canada as needed also. We also currently provide products to Canada, so offering them to Sourcewell participating entities would not be an issue.
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	There are no geographic areas of the United States or Canada that we will not fully service through this proposed contract
34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	ADB Safegate would have no entities that we would not be able to fully service through the Sourcewell contract
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	The only contract requirement would be a minimum order value of \$150.00 and the only restriction applying to Hawaii and Alaska would be our \$3500. freight included policy for these entities would only be delivery to the nearest Port.

**Table 7: Marketing Plan**

Line Item	Question	Response *
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	ADB Safegate would market through LinkedIn where we currently have over 34 thousand followers. We also have an internal sales team that talks with customers every day and we would include Sourcwell in that script. We have outside sales representative that meet with customers all over the US and Canada who would be equipped with the Sourcwell knowledge
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	LinkedIn (over 34 thousand followers) Twitter YouTube Vimeo
38	In your view, what is Sourcwell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcwell-awarded contract into your sales process?	Sourcwell's role would be to provide opportunity to customers to allow a much easier outlet for the sometimes cumbersome bid process. All Sourcwell contracts would be managed by our in house by our Aftermarket Sales team. All Sourcwell awarded contracted would be managed in our ERP system by Order type
39	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	ADB SAFEGATE does not offer our product and services through an e-procurement

**Table 8: Value-Added Attributes**

Line Item	Question	Response *
40	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>Airport personnel must be well acquainted with newer technologies, products and solutions, but should also be well equipped to perform key tasks safely. Airports need to equip their staff with the required capabilities, ensuring all staff is performing in accordance with international standards and regulations.</p> <p>Our courses and competence development programs, delivered at our training centers or at your site, equip your airport staff and technicians at every level of their careers. With us, they get all the tools they need to stay relevant in gate, tower and lighting systems. ADB Safegate offers Online Courses - Self-directed e-learning at individual pace, Online Live Trainings - Virtual Instructor LED Training with our Academy Faculty, Classroom Trainings - In person classroom training at our Training Academy locations, Webinars - Live discussions with our experts about important topics and products, Webinars on Demand - Replay pre-recorded webinars that interest you. Training is optional, and done by ADB qualified staff. ADB Safegate Training Academy <a href="https://youtu.be/HdDLfecnGxQ">https://youtu.be/HdDLfecnGxQ</a> - Pricing is customized depending on the type and style training required. Sourcwell customers would be extended the 10% discount off MSRP</p>
41	Describe any technological advances that your proposed products or services offer.	<p>New AXON LED taxiway centerline inset lights are our most innovative fixtures yet! Improved optics and reinforced mechanical design are paired with smart electronics that offer multiple control and monitoring options, allowing airports to decide which configuration best suits their operational needs.</p> <p>An optional integrated LINC 360 communication module with new state-of-the-art technology provides superior immunity to noise and dramatically increases data bandwidth between the control and monitoring system and the light fixtures.</p> <p>Our newly designed, innovative LED inset fixtures also offer:</p> <p>Improved optics enhance photometrics and assure optimum LED life New prism deflector design uses a specially designed optical window with chamfered corners helps to prevent damage from snowplows and other equipment rolling over the fixture Reduced bottom pan profile allows for a very shallow base can installation Improved mechanical design strengthens and consolidates components, improving the customer maintenance experience Low profile (Style 3) with no negative slope in prism window preventing debris from obscuring prism Reinforced top cover enhances durability and longevity Robust SO style cord set protects against insulation damage and 'water wicking' Extra-large bolt opening, lifting hole and pry slot ease maintenance and torquing</p>

42	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	ADB SAFEGATE is a leading provider of intelligent solutions that deliver superior airport performance and operations, and jointly identify and solve bottlenecks. Our consultative approach enables airports to improve efficiency, enhance safety and environmental sustainability, as well as reduce operational costs. Our portfolio includes solutions and services that harmonize airport performance, tackling every aspect of traffic handling and guidance, from approach, runway and taxiway lighting, to tower-based traffic control systems and intelligent gate and docking automation. ADB SAFEGATE has 1,200+ employees in more than 20 countries and serves some 2,500+ airports.	*
43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	ADB Safegate supports circular economy by refurbishing existing fixtures for customers along with incorporating it into our future design. ADB SAFEGATE's Corporate Social Responsibility Report confirms our commitment to sustainability while highlighting our aspirations, progress and impact. From solutions that reduce aviation's environmental footprint and initiatives to make operations more sustainable – to conducting our business with integrity and promoting workplace diversity and inclusion – we're strengthening corporate citizenship efforts to make our company, our industry, and the world a better place	*
44	Describe 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 of certification (as applicable) in the document upload section of your response.	At ADB SAFEGATE we're proud of our diversity and are actively committed to our inclusive practices that ensure fair and equal treatment for our employees. We maintain a strict non-discrimination policy and guarantee fair and equal treatment of all employees no matter their race, gender, nationality or sexual orientation.	*
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>As a socially responsible corporation, ADB SAFEGATE engages closely with its stakeholders - employees, customers, suppliers and the communities it operates in, to work on initiatives that have a positive social and environmental impact. Our core values and Corporate Social Responsibility Charter reflect our commitment and guide us in our efforts to improve safety and Vision Our Corporate Vision includes a clear commitment to enable airports around the world to operate more safely, Mission sustainability, support the community and achieve compliance. Our policy and approach start from our vision, our mission, and our values, which are our highest-level corporate guiding principles for our work and our conduct. Following these principles, we engage in our annual corporate strategy review and adjust our business plan as needed, Values We have thus made it part of our mission to provide our customers with the most environmentally taking into consideration new market developments. We recognize the need to include corporate social responsibility concerns into our strategic considerations, and believe that we can make a positive impact on the environment through our products, our policies and through our actions, and also on society through our people-oriented policies and giving back to the community. We have provided the list below of WBE and Veteran Owned Vendors that we currently do business with:</p> <p>H&amp;H Electric- Small disadvantaged Business Electrical Specialty Contractor - Services Proactive Approach -Woman Owned-Recruiting/Staffing  ChemRep-Woman Owned-CHEMLOCK  Valley Illuminators-Woman Owned-L-853 Reflectors/Galvanized Base Pipe  PPS Technical LTD-Woman Owned-Airport Signal Light Gun White/Green LED  Personnel Research &amp; Development -Woman Owned-PERSONNEL RESEARCH  BROWN SUPPLY CO.-Woman Owned- floor scrubber  Training Solutions LLC-Veteran owned-VDGS Training  PSP Products, Inc.- Woman Owned-SOFTWARE  Replacementlightbulbs.com-Woman Owned- 300W PAR 56 LAMPS  Midwest Case Company-Woman Owned-CUSTOM A/P LIGHTING CASES  AIRPORT LIGHTING SYSTEMS-women owned and Small Disadvantaged Business-TRANSFORMERS/SUPER KITS/SIGN PANELS/CORD SETS/S1 CUTOUTS  ASTRO INDUSTRIES INC.-small disadvantaged Business HEATSHRINK/ 6AWG WIRE 600V 200 C  UNIMAR INC-veteran owned-AIRFIELD OBSTRUCTION LIGHTS DUAL/SINGLE  NIXALITE OF AMERICA INC- Woman Owned-NIXALITE TYPE S - 48" STRIP  RURAL ELECTRIC INC.-Woman Owned-L854 RADIO'S/L821 SWITCH PANELS  INDUSTRIAL PRODS DIST. INC-women owned/Small Disadvantaged Business-WATCHDOG TIMER 24VDC  LIGHTING INNOVATIONS LLC-veteran owned-SERVICES/FEASIBILITY STUDIES/TESTING/FIXTURE PROTOTYPES &amp; TESTING  POINT LIGHTING CORP.-veteran owned-AIRFIELD WINDCONES/OBSTRUCTION LIGHTS  Telamco, Inc.-Woman Owned -OVERLAY DISPLAY TOUCH PAD LED PAPI</p>	*

### Table 9: Warranty

**Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document**

## upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *
46	Do your warranties cover all products, parts, and labor?	<p>WARRANTY FOR GOODS AND SERVICES: Seller warrants, to the extent to which any of the same may be applicable, that (a) on the date of shipment the goods are of the kind and quality described herein and are free of non-conformities to the specifications agreed to in writing by the parties, (b) the engineering services performed by it will be performed in accordance with generally accepted professional standards, (e) any specialized tools, equipment and instruments for the use of which a charge is made to the Buyer shall be adequate for the work to be performed and (d) any replacement or other parts furnished by it or any work done by it on the Buyer's equipment or both shall be free of defects in workmanship and materials. This warranty does not apply to goods delivered by Seller but manufactured by others. Buyer's exclusive remedy for any failure of the goods or services to conform to any of the applicable warranties shall be to have Seller re-perform services, repair or replace (at Seller's option) the nonconforming item and any affected part of the goods provided by Seller.</p> <p>Standard Product Guarantee for ADB Safegate Manufactured Products: Seller's obligation to re-perform services or to repair or replace goods shall be in effect for a period of two (2) years from Seller's shipment of the goods. Lamps are excluded from this guarantee. Product Guarantee for FAA Certified ADB Safegate Manufactured Products: FAA Certified LED products (with the exception of obstruction lights) are warranted against electrical defects in design or manufacture of the LED or LED specific circuitry for a period of four (4) years from date of installation per FAA Engineering Brief 67 (applicable edition). FAA Certified products must be installed, interfaced, and powered with and through components certified under the FAA Airfield Lighting Equipment Certification Program (ALECP) FAA AC 150/5345-53 (applicable edition) to be included in this four (4) year warranty. This includes, but is not limited to, interface with components such as base cans, isolation transformers, connectors, wiring, and constant current regulators. FAA Certified products installed, interfaced, and powered with and through system components that are not FAA certified are covered by the two (2) year Standard Product Guarantee stated above. Pass-Through Warranties: Seller agrees to pass through to Buyer any warranties given by its third party vendors in connection with hardware, software, or other products or services used by Seller to provide the products or services to the extent permitted by the terms and conditions of such warranties. Seller shall correct any failure to conform to any of the applicable foregoing warranties of which it is notified in writing within that period of time specified. Repaired and replacement parts and repair services shall be warranted for the remainder of the original period of notification set forth above. In the case of any other breach of the foregoing warranty, Seller shall furnish engineering services or specialized tools, equipment, and instruments, to the same extent as on the original work. Buyer shall grant Seller access to the goods or services at all reasonable times in order for Seller to determine any nonconformity in the goods or services. It is understood and agreed that, unless otherwise agreed to in writing by Seller, Seller assumes no responsibility with respect to the suitability of the Buyer's equipment or any latent defects in the same. In no event shall Seller be responsible for providing working access to the defect, including the removal, disassembly, replacement or reinstallation of any equipment, , materials or structures to the extent necessary to permit Seller to perform its warranty obligations or transportation costs to and from the Seller factory or repair facility, or for damage to equipment components or parts resulting in whole or in part from improper maintenance or operation or from their deteriorated condition. Seller shall have the right of disposal of items replaced by it. If Seller is unable or unwilling to repair or replace, or if repair or replacement does not remedy the nonconformity, Seller and Buyer shall negotiate an equitable adjustment in the contract price, which may include a full refund of the contract price for the nonconforming goods or services. All warranty work shall be performed in a single shift straight time basis Monday through Friday. In the event the Buyer requires correction of warranty items on an overtime schedule, the premium portion of such overtime shall be for the Buyer's account. THIS IS SELLER'S SOLE GUARANTEE AND WARRANTY WITH RESPECT TO THE GOODS AND SERVICES. THERE ARE NO OTHER EXPRESS OR IMPLIED WARRANTIES OR WARRANTIES OF FITNESS FOR ANY PARTICULAR PURPOSE OR ANY IMPLIED WARRANTIES OF FITNESS FOR ANY PARTICULAR PURPOSE OR ANY IMPLIED WARRANTIES OTHER THAN THOSE MADE EXPRESSLY HEREIN. ALL SUCH WARRANTIES ARE EXPRESSLY DISCLAIMED. Buyer and successors of Buyer are limited to the remedies specified in this article and shall have no others for nonconformity in the goods or services</p>

		provided hereunder. Buyer agrees that these remedies provide Buyer and its successors with a minimum adequate remedy and are their exclusive remedies, whether Buyer's or its successors' remedies are based on contract, warranty, tort (including negligence), strict liability, indemnity, or any other legal theory, and whether arising out of warranties, representations, instructions, installations, or non-conformities from any cause. SELLER HEREBY DISCLAIMS ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO IMPLIED WARRANTIES AND CONDITIONS OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, COURSE OF DEALING AND USAGE OF TRADE. Buyer and successors of Buyer are limited to the remedies specified in this Article 2 and shall have no others for nonconformity in the goods and services. Buyer agrees that these remedies provide Buyer and its successors with a minimum adequate remedy and are their exclusive remedies, whether Buyer's or successors' remedies are based on contract, warranty, tort (including negligence), strict liability, indemnity, or any other legal theory, and whether arising out of warranties, representations, instructions, operating documentation, installations, or non-conformities from any cause. (g) Unless otherwise provided in this Contract, the fees for this Software license are included in the purchase price of the goods. Any subsequent modifications or enhancements to the Software made by Seller are, at Seller's option, subject to a fee.	
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	The only restriction we have regarding warranty work is that the warranty work be provided by an ADB service technician which would include sending back observed faulty equipment to our on site repair cell center for review and repair	*
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Yes, all warranty work would include travel time and mileage	*
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	No, ADB Safegate can provide a certified technician in all regions of the United States and Canada. We have a dedicated team of experienced technical professionals with in-depth knowledge of our airfield lighting products, including power and control systems	*
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	ADB Safegate warranty does not apply to goods delivered by Seller but manufactured by others. Pass-Through Warranties: Seller agrees to pass through to Buyer any warranties given by its third party vendors in connection with hardware, software, or other products or services used by Seller to provide the products or services to the extent permitted by the terms and conditions of such warranties	*
51	What are your proposed exchange and return programs and policies?	RETURN of MATERIALS: Material may be returned for credit only upon the prior authorization of ADB SAFEGATE. All materials authorized for return must be sent to ADB SAFEGATE freight prepaid. Materials returned to ADB SAFEGATE are subject to a 20% restocking charge.	*
52	Describe any service contract options for the items included in your proposal.	ADB Safegate offers Service Level Agreements, Preventative Maintenance Agreements and Maintenance as a service agreement - All of these agreements can be customized to meet most airport needs	*

**Table 10: Payment Terms and Financing Options**

Line Item	Question	Response *	
53	Describe your payment terms and accepted payment methods.	ADB offers the following payment terms: Net 30 days, CIA (Cash In Advance) or Credit Card - we accept Mastercard, Visa and American Express	*
54	Describe any leasing or financing options available for use by educational or governmental entities.	ADB Safegate does not provide any leasing or financing options for use by educational or governmental entities	*
55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	I have attached copies of order form, terms and conditions, service level agreements, sales order sample, standard quotation sample	*
56	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?	We do accept the P-Card procurement and payment process with no additional cost to Sourcewell participating entities	*

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *
57	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.	ADB Safegate will offer Sourcewell customers a discounted price of 10% off MSRP. Price sheets with discount have been attached both for US and Canada
58	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	The discount offered in this proposal would be 10% off ADB List pricing
59	Describe any quantity or volume discounts or rebate programs that you offer.	ADB Safegate offers no volume discounts or rebate programs
60	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". 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.	We would supply a quote for each such request.
61	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.	ADB Safegate is a manufacturer of airfield lighting and are costs are based on those specific items. Training and On site visits are included in our price sheets as a per day price
62	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 will be allowed to any common-carrier free-delivery point within the Continental United States, excluding Alaska and Hawaii, on shipments exceeding \$3,500 net or more, providing Seller selects the carrier.
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	On shipments to Alaska and Hawaii of \$3,500 net or more, freight will be allowed to the port of departure/lading (sea or air) from the Continental United States. Shipments destined for Alaska or Hawaii will be subject to a prorated transportation cost. Domestic shipments requiring redirection of product not initially know on the purchase order may be subject to a redirect fee that will be passed onto Buyer
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	N/A

**Table 12: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	ADB is offering Sourcewell 10% of our MSRP - Price sheets are attached

**Table 13: Audit and Administrative Fee**

Line Item	Question	Response *
66	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	All Sourcewell contracts will be handled by our in house Aftermarket Sales team. All Sourcewell contracts will be entered into our ERP System and identified by a unique Order Type easily traceable for monthly or quarterly reporting
67	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Internal Metrics would include On time delivery Non conforming costs (Warranty) Customer satisfaction Time to first customer response
68	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	ADB would like to propose a 1% administrative fee that would be paid to Sourcewell for facilitating, managing and promoting the Contract in our behalf. The fee would be calculated as a percentage of the Vendor's sales under the Contract.

**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

Line Item	Question	Response *
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	ADB SAFEGATE offers one of the most extensive product and service portfolios, where the airfield, apron, tower and terminal are the foundation for fully integrated solutions to support airport development and optimize operational procedures. Our vision is a future of seamless, sustainable and safe airside operations. We never stopped innovating to make airports shine again.
70	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Airfield Approach Lighting, Apron Lighting, Runway Lighting, Taxiway Lighting, Heliport Lighting, Solar Lighting, Guidance Signs, Obstruction and Beacon Lights, Wind Cones, Power Equipment, Installation & Mounting, Airside Services, Control & Monitoring and Transformers and Cables.

**Table 148: Depth and Breadth of Offered Equipment Products and Services**

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

Line Item	Category or Type	Offered *	Comments
71	Airfield marking materials and supplies; examples of included items are paints, thermoplastics, and glass beads	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
72	Runway deicer (solids or liquids)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
73	Rubber removal agents	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
74	Firefighting agents; such as AR-AFFF Foams, AFFF Foams, Purple K and Halotron	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
75	Airport lighting, such as: beacons, wind cones, and runway lights	<input checked="" type="radio"/> Yes <input type="radio"/> No	ADB Safegate offers FAA Airport Lighting to include beacons, windcones and runway lights - To visit our website: <a href="http://www.adbsafegate.com">www.adbsafegate.com</a>
76	Services for airport and airfield repair, maintenance	<input checked="" type="radio"/> Yes <input type="radio"/> No	ADB Safegate offers maintenance as a service, Preventative maintenance programs, Service Level agreements and training
77	Complementary offering of non-FAA compliant parts, supplies, and services, related to the offering described in 71-76	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

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

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

### Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as 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](#) - PRICE LISTS.zip - Friday October 28, 2022 14:25:55
- [Financial Strength and Stability](#) - ADBSG AMERICAS LLC FSS12.31.2021 SIGNED BY CFO.pdf - Tuesday October 18, 2022 14:36:39
- Marketing Plan/Samples (optional)
- WMBE/MBE/SBE or Related Certificates (optional)
- [Warranty Information](#) - Terms and Conditions.pdf - Tuesday October 25, 2022 14:19:01
- [Standard Transaction Document Samples](#) - Quotation Order Templates.zip - Friday October 28, 2022 14:23:40
- [Upload Additional Document](#) - Certificates and CoCs for products.zip - Friday October 28, 2022 14:43:41

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

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 contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
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 exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. 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 or the Canadian 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. - Kathy Seabloom, Aftermarket Sales Manager, ADB Safegate America's LLC

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

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_6_Airport_Runway_Materials_RFP_110122</b> Tue October 25 2022 01:22 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_5_Airport_Runway_Materials_RFP_110122</b> Wed October 19 2022 11:25 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_4_Airport_Runway_Materials_RFP_110122</b> Mon October 17 2022 10:55 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_3_Airport_Runway_Materials_RFP_110122</b> Thu October 6 2022 06:27 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_2_Airport_Runway_Materials_RFP_110122</b> Thu September 29 2022 04:26 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_1_Airport_Runway_Materials_RFP_110122</b> Wed September 28 2022 04:15 PM	<input checked="" type="checkbox"/>	1