



RFP #041525

**REQUEST FOR PROPOSALS
for
Smart Infrastructure Solutions, Outdoor Sensors,
and Related Products and Services**

Proposal Due Date: April 15, 4:30 p.m., Central Time

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than April 15, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.

SOLICITATION SCHEDULE

Public Notice of RFP Published:	February 25, 2025
Pre-proposal Conference:	March 20, 2025, 10:00 a.m., Central Time
Question Submission Deadline:	April 7, 2025, 4:30 p.m., Central Time
Proposal Due Date:	April 15, 2025, 4:30 p.m., Central Time Late responses will not be considered.
Opening:	April 15, 2025, 4:30 p.m., Central Time See RFP Section V.G. "Opening"

I. ABOUT SOURCEWELL

A. SOURCEWELL

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

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

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

B. USE OF RESULTING MASTER AGREEMENTS

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

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

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

- Federal, provincial, and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Indigenous self-governing bodies;
- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be

limited to the cities of Calgary, Edmonton, Toronto, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;

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

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

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

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

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

C. INTERGOVERNMENTAL SUPPORT AGREEMENTS

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

II. SOLICITATION DETAILS

A. SOLUTIONS-BASED SOLICITATION

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

B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

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

Sourcewell is seeking solutions for Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services. The solutions should provide comprehensive capabilities to support diverse use cases such as environmental monitoring, public safety, traffic management, and energy efficiency, and include, but not limited to:

1. Outdoor sensors or advanced sensor-integrated luminaires capable of detecting, including but not limited to:
 - a. Air quality parameters;
 - b. Lighting levels and energy usage;
 - c. Noise levels, including gunshot and anomaly detection;
 - d. Pedestrian and vehicle movement and presence; and,
 - e. Weather conditions.
2. Physical assets, poles, and mounting structures to support connected smart infrastructure systems.
3. Network components, gateways, controllers, communication modules, or specialized platforms necessary for connectivity, remote control, monitoring, data collection, and management of smart infrastructure systems and sensors.
4. Integration or turnkey services directly related to 1. – 3. above, including deployment, integration as a service (IaaS), configuration, training, support, centralized data collection, and integration with existing smart city systems. Optional components may include Vehicle-to-Everything (V2X) capabilities for real-time communication with vehicles to enhance traffic flow, safety, and support autonomous systems.

Sourcewell is seeking market-ready solutions for outdoor applications. Proposers may offer software development **ONLY** as a supplemental service that supports and enhances the proven, market-ready solutions.

This solicitation does not include those equipment, products, or services covered under categories included in pending or planned Sourcewell solicitations, or in contracts currently maintained by Sourcewell, identified below:

1. Parking Management Systems with Related Equipment, Supplies, and Services (RFP #080321) except for those complementary and directly related to solutions 1. – 4. above.
2. Facility MRO, Industrial, and Building-Related Supplies and Equipment (RFP #091422).
3. Scoreboards, Digital Displays, and Video Boards with Related Services (RFP #030223) except for those complementary and directly related to solutions 1. – 4. above.
4. Sports Lighting Solutions with Related Technology, Equipment, and Services (RFP #041123) except for those complementary and directly related to solutions 1. – 4. above.
5. Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories (RFP #101223) except for those complementary and directly related to solutions 1. – 4. above.
6. Curb Management Technologies with Related Services (RFP #120423) except for those complementary and directly related to solutions 1. – 4. above.
7. Technology Products and Services with Related Solutions (RFP #121923).
8. Private Wireless Services with Related Solutions (RFP #020624).
9. Wireless Voice and Data Services with Related Solutions, Equipment, and Accessories (RFP #031924).
10. Software Solutions with Related Services for Public Sector and Education Administration (RFP #060624).
11. Fleet Management Technologies with Related Software Solutions (RFP #102924) except for those complementary and directly related to solutions 1. – 4. above.
12. Facility Security Systems, Equipment, and Software with Related Services (RFP #121024).
13. Public Safety Communications Technology and Hardware Solutions (RFP #020625) except for those complementary and directly related to solutions 1. – 4. above.
14. Electric Vehicle Supply Equipment (RFP #021825) except for those complementary and directly related to solutions 1. – 4. above.
15. Public Safety Software (RFP #030425).

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

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

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

C. REQUIREMENTS

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

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

D. PROSPECTIVE MASTER AGREEMENT TERM

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

E. ESTIMATED MASTER AGREEMENT VALUE AND USAGE

Based on past volume of similar master agreements, the estimated annual value of all transactions from master agreements resulting from this RFP are anticipated to be USD 30

Million; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the master agreement(s) awarded from this RFP; however, sales and sales volume from any resulting master agreement are not guaranteed.

F. MARKETING PLAN

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

G. ADDITIONAL CONSIDERATIONS

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

III. PRICING

A. REQUIREMENTS

All proposed pricing must be:

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

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

B. ADMINISTRATIVE FEES

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

IV. MASTER AGREEMENT

Proposers awarded a master agreement will be required to execute a master agreement with Sourcewell (see attached template). Only those modifications the proposer indicates in its proposal will be available for discussion. Much of the language in the Master Agreement

reflects Minnesota legal requirements and cannot be altered. Numerous and/or onerous exceptions that contradict Minnesota law may result in the proposal being disqualified from further review and evaluation.

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

Exceptions must:

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

Unclear requests will be automatically denied.

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

If a proposer receives a master agreement award resulting from this solicitation it will have up to 30 days to sign and return the master agreement. After that time, at Sourcewell's sole discretion, the master agreement award may be revoked.

V. RFP PROCESS

A. PRE-PROPOSAL CONFERENCE

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

B. QUESTIONS REGARDING THIS RFP AND ORAL COMMUNICATION

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

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

C. ADDENDA

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

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

If an addendum is issued after a proposer submitted its proposal, the Sourcewell Procurement Portal will WITHDRAW the submission and change the proposer's proposal status to INCOMPLETE. The proposer can view this status change in the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account. The proposer is solely responsible to check the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account periodically after submitting its proposal (and up to the Proposal Due Date). If the proposer's proposal status has changed to INCOMPLETE, the proposer is solely responsible to:

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

D. PROPOSAL SUBMISSION

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

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

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

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

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

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

E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

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

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

F. PROPOSAL WITHDRAWAL

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

G. OPENING

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

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

VI. EVALUATION AND AWARD

A. EVALUATION

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

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

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

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

B. AWARD(S)

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

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

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

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

C. PROTESTS OF AWARDS

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

A protest must include the following items:

- The name, address, and telephone number of the protester;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the alleged procedural, technical, or legal defect;
- Analysis of the basis for the protest;
- Any additional supporting documentation;
- The original signature of the protester or its representative; and
- Protest bond in the amount of \$20,000 (except where prohibited by law or treaty).

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

D. RIGHTS RESERVED

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

Sourcewell reserves the right to:

- Modify or cancel this RFP at any time;
- Reject any and all proposals received;
- Reject proposals that do not comply with the provisions of this RFP;
- Select, for master agreements or for discussion, a proposal other than that with the lowest cost;
- Independently verify any information provided in a proposal;
- Disqualify any proposer that does not meet the requirements of this RFP, is debarred or suspended by the United States or Canada, State of Minnesota, Participating Entity's state or province; has an officer, or other key personnel, who have been charged with a serious crime; or is bankrupt, insolvent, or where bankruptcy or insolvency are a reasonable prospect;

- Waive or modify any informalities, irregularities, or inconsistencies in the proposals received;
- Clarify any part of a proposal and discuss any aspect of the proposal with any proposer; and negotiate with more than one proposer;
- Award a master agreement if only one responsive proposal is received if it is in the best interest of Participating Entities; and
- Award a master agreement to one or more proposers if it is in the best interest of Participating Entities.

E. DISPOSITION OF PROPOSALS

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

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



03/12/2025

Addendum No.1

Solicitation Number: RFP 041525

Solicitation Name: Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services

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

Question 1:

I would to access the past wining bid documents on the same [sic]. How and when can I have it?

Answer 1:

This is a new solicitation category for Sourcewell, therefore, there is no historical data or past documentation to provide.

End of Addendum

Acknowledgement of this Addendum to RFP 041525, posted to the Sourcewell Procurement Portal on 03/12/2025, is required at the time of proposal submittal.



03/18/2025

Addendum No.2

Solicitation Number: RFP 041525

Solicitation Name: Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services

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

Question 1:

When and how will questions be answered? Will they all be answered on April 7, or will they be answered as they are received? Will all questions be publicly posted or will we only receive a response to our specific questions?

Answer 1:

Questions submitted through the Sourcewell Procurement Portal are usually answered within 1 – 2 business days. Addenda are sent to all registered plan takers. Proposers can submit questions through the portal until the question deadline outlined in the RFP. Proposers can also ask questions during the pre-proposal conference. Proposers who ask questions already answered in the FAQ (posted to the “Resource Materials” section of the portal homepage), will be referred to the FAQ for their answer.

All proposers are encouraged to read the FAQ, the RFP, the Master Agreement, and all Addenda related to the RFP prior to submitting a question.

End of Addendum

Acknowledgement of this Addendum to RFP 041525, posted to the Sourcewell Procurement Portal on 03/18/2025, is required at the time of proposal submittal.



03/25/2025

Addendum No.3

Solicitation Number: RFP 041525

Solicitation Name: Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services

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

Question 1:

How will Sourcewell evaluate percentage discounts versus line-item pricing?

Answer 1:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. Each proposer, in its discretion, will determine and articulate the pricing approach that aligns with its business methods and satisfies all the requirements of the RFP. All proposed pricing must be clearly understandable, complete, and fully describe the total cost of acquisition.

Proposal evaluations will be based on scoring criteria identified in the RFP, the expectations and requirements of the individual scoring attribute (e.g., Pricing) as described in the RFP, and the Sourcewell Evaluator Scoring Guide available on the homepage under the "Resource Materials" section of the Sourcewell Procurement Portal. A proposal is not scored in direct comparison to the other proposals. Sourcewell does not use a standardized cut-score when making an award(s).

Question 2:

Will lower prices automatically receive higher scores, or is the value (price vs. features) also considered?

Answer 2:

Refer to answer 1.

End of Addendum

Acknowledgement of this Addendum to RFP 041525, posted to the Sourcewell Procurement Portal on 03/25/2025, is required at the time of proposal submittal.



03/26/2025

Addendum No.4

Solicitation Number: RFP 041525

Solicitation Name: Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services

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

Question 1:

If we intend on participating in Canada only, can we provide pricing in U.S. dollars only?

Answer 1:

Refer to RFP Section III. A. 3., "All proposed pricing must be: Stated in U.S. and Canadian dollars (as applicable)." If a proposer intends to offer its solutions to Sourcewell's Canadian participating entities it must identify its Canadian pricing.

End of Addendum

Acknowledgement of this Addendum to RFP 041525, posted to the Sourcewell Procurement Portal on 03/26/2025, is required at the time of proposal submittal.



03/27/2025

Addendum No.5

Solicitation Number: RFP 041525

Solicitation Name: Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services

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

Question 1:

May we upload a small video file in the Documents upload section? The video will demonstrate function of a product. If so, which format is preferred (mp4, .mov, etc.)?

Answer 1:

Document uploads are allowed in Step 2 of the proposal preparation process. Refer to the instructions above the file upload tool in Step 2 for additional guidance:

“Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.”

“If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file.”

“Maximum file upload size is 500MB.”

End of Addendum

Acknowledgement of this Addendum to RFP 041525, posted to the Sourcewell Procurement Portal on 03/27/2025, is required at the time of proposal submittal.



04/01/2025

Addendum No.6

Solicitation Number: RFP 041525

Solicitation Name: Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services

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

Question 1:

I. Scope and Requirements Clarification

Specific Solutions:

RFP Section II.B mentions 'Vehicle-to-Everything (V2X) capabilities' as optional.

Can you provide more detail on the specific V2X functionalities that Participating Entities are most interested in (e.g., traffic signal coordination, emergency vehicle prioritization, data sharing with autonomous vehicles)?

Answer 1:

Sourcewell utilizes a competitive, solutions-based solicitation approach that is not based on detailed specifications, finite quantities or locations. Any of Sourcewell's participating entities could use the contract, if applicable.

Sourcewell is requesting proposals to meet the various needs of its 50,000+ Participating Entities as a whole, across the United States and Canada, NOT individual entities' needs. The use of Sourcewell contracts is voluntary for Participating Entities. In this competitive solicitation process, Sourcewell will not advise a proposer on the way it should submit a proposal. It is left to the discretion of each proposer to articulate and propose the approach that aligns with its business methods and satisfies the requirements of the RFP. Participating Entities' unique needs, and Solutions from awarded supplier(s), will be determined if and when Participating Entities choose to utilize a contract resulting from this solicitation.

Question 2:

In Section II.B, regarding software development:

Can you elaborate on what constitutes a 'supplemental service'?

Please provide examples of software development that would be considered within the scope of 'supplemental' and examples of software development that would be considered outside the scope.

Answer 2:

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

Question 3:

RFP Section II.B lists several excluded categories.

Can you provide specific examples of how solutions 1-4 might 'complement and directly relate' to the excluded categories, particularly concerning:

Parking Management Systems (RFP #080321)

Public Safety Video Surveillance Solutions (RFP #101223)

Public Safety Communications Technology and Hardware Solutions (RFP #020625)

Fleet Management Technologies (RFP #102924)

Electric Vehicle Supply Equipment (RFP #021825)

For each of the above, please provide examples of solutions that would be considered within this RFP and solutions that would be considered excluded?

Answer 3:

Proposers should review all exclusions listed within the RFP by visiting sourcewell-mn.gov, searching for the RFP six-digit number, and reviewing the requested equipment, products, or services of the RFP document. If a proposer includes excluded products or services in their proposal, those products and services will be excluded from the Master Agreement.

Question 4:

RFP Section II.B indicates that 'Generally, the solutions for Participating Entities are turn-key solutions. Can you provide examples of scenarios where 'equipment-only or

products-only' solutions would be appropriate?

Answer 4:

Refer to answer 1.

Question 5:

Compatibility and Integration:

To what extent should proposed solutions integrate with existing smart city platforms or data management systems that Participating Entities may already have?

Are there specific platforms or systems that proposers should consider for compatibility?

Are there specific data formats or communication protocols that proposed solutions should adhere to ensure interoperability?

Answer 5:

Refer to answer 1.

Question 6:

Technical Specifications:

Section II.C.1 states that all items must comply with 'current applicable safety or regulatory standards or codes.

Can you provide a list of the specific standards or codes that are most relevant to this RFP, particularly for:

Outdoor sensors

Network components

Installation services

For outdoor sensors (Section II.B.1):

Answer 6:

Each proposer is solely responsible for knowing and applying all applicable industry safety codes and regulations that pertain to their proposed solution.

Question 7:

Are there specific requirements for durability, environmental resilience (e.g., temperature range, weatherproofing, IP rating)?

Answer 7:

Refer to answer 1.

Question 8:

Are there specific requirements for accuracy and calibration standards?

Answer 8:

Refer to answer 1.

Question 9:

Are there any preferences for sensor types (e.g., wireless vs. wired, specific communication protocols)?

Answer 9:

Refer to answer 1.

Question 10:

II. Pricing and Contractual Terms

Pricing Structure:

Section III.A requires proposers to provide either line-item pricing or a percentage discount from catalog pricing.

Is there a preference for one method over the other?

Are there scenarios where a combination of both methods is recommended?

If providing percentage discounts, what level of detail is expected for the 'current published MSRP' documentation?

Answer 10:

Each proposer, in its discretion, will determine and articulate the pricing approach that aligns with its business methods and satisfies all the requirements of the Pricing section of the RFP. Proposals are evaluated based on the criteria stated in the RFP.

Question 11:

Regarding administrative fees (Section III.B):

Is there any flexibility in the percentage for specific solution types or contract volumes?
Are there any examples of categories where a flat fee might be considered acceptable?

Answer 11:

Refer to the Administrative Fees section of the RFP. For directions on proposing an administrative fee. It is left to the discretion of each proposer to determine and propose an administrative fee that is consistent with its business practices and industry.

Question 12:

Contractual Terms:

In the Master Agreement template (referenced in Section IV):

Are there specific areas where Sourcewell is less likely to accept modifications, beyond those related to Minnesota legal requirements?

For example, are there clauses related to liability, indemnification, or termination that are considered non-negotiable?

If a proposer proposes a modification to the Master Agreement and it is not accepted by Sourcewell, will that automatically disqualify the proposal, or will the proposer have an opportunity to agree to Sourcewell's terms?

Answer 12:

To request a modification to the Master Agreement, terms, conditions, or specifications, a Proposer may complete and submit the Exceptions to Terms, Conditions, or Specifications Form, which is found as the final Table of Step 1 – Specifications in the proposal submission process. If selecting “Yes”, the Proposer **MUST** download the Master Agreement from the “Documents” section of the “Bid Details” page. The Master Agreement is pre-set to track changes (e.g. requests). The Master Agreement **MUST** be

uploaded in Word format. This is the **ONLY** time to request modifications. Requested modifications are reviewed and are **NOT** automatically approved.

If selected for award, Sourcewell will negotiate with the proposer regarding its requested exceptions and modifications. Requesting modifications will not disqualify a proposer from receiving an award.

Question 13:

III. Evaluation and Process

Evaluation Criteria:

Can you provide more detail on what constitutes 'Value Added Attributes' in the evaluation criteria (Section VI.B)?

Please provide examples of what proposers might include to demonstrate 'Value Added Attributes.'

For instance, are environmental sustainability features, innovative technologies, or unique service offerings considered 'Value Added Attributes'?

Answer 13:

Refer to the Specification table(s) (questionnaire) located in the Sourcewell Procurement Portal.

Question 14:

How does Sourcewell define 'Financial Viability and Marketplace Success' (Section VI.B), and what specific documentation is preferred to demonstrate this?

Examples: financial statements, credit ratings, market share data, client testimonials, etc.

Answer 14:

Refer to the Specification table(s) (questionnaire) located in the Sourcewell Procurement Portal. References and examples of financial documentation has been discussed in the pre-proposal conference. A copy of the pre-proposal recording is provided in the "Documents" section of the "Bid Details" page on the portal.

Question 15:

In Section VI.A, it states that Sourcewell will award master agreements to proposers offering the 'best overall quality, selection...and price.'

Can you provide more detail on the relative importance of 'quality,' 'selection,' and 'price' in the evaluation process?

Answer 15:

Refer to VI. Evaluation and Award, section B of the RFP.

Question 16:

Proposal Process:

Section V.D states that 'It is recommended that proposers allow sufficient time to upload the proposal...'

Can you provide an estimate of how much time should be allocated, considering potential portal traffic or technical issues, especially on the due date?

Answer 16:

It is the responsibility of the proposer to ensure their submission is complete and submitted prior to the due date and time listed in the RFP.

Question 17:

If an addendum is issued very close to the proposal due date, will Sourcewell consider extending the deadline to allow proposers adequate time to adjust their submissions?

Answer 17:

Pending the volume of questions submitted at the question deadline, Sourcewell intends to answer all questions by the next business day.

Refer to answer 18 regarding extensions.

Question 18:

What is the process for requesting a deadline extension in such a case?

Answer 18:

With the availability of the Sourcewell Procurement Portal allowing for 24/7 remote access, extensions **are not** typically approved or deemed necessary.

Question 19:

Is there any specific format for the RFP response?

Answer 19:

The only acceptable proposal format is the Sourcewell Procurement Portal and the Specification tables (questionnaire) contained therein. Proposers should submit relevant information through the portal no later than the date and time specified in the solicitation scheduled.

Question 20:

Do you need past performance reference? If yes how many.

Answer 20:

Refer to answer 2.

End of Addendum

Acknowledgement of this Addendum to RFP 041525, posted to the Sourcewell Procurement Portal on 04/01/2025, is required at the time of proposal submittal.



04/04/2025

Addendum No.7

Solicitation Number: RFP 041525

Solicitation Name: Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services

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

Question 1:

Our solution is based on a software platform used in many cities in Europe to collect data and display them in a unified control center (Energy management, CCTV, access control) Is this Tender include also such software solution or just hardware?

Answer 1:

Sourcewell will not pre-qualify any products or services. Only those products within the scope of the RFP will be included in any agreement awarded by Sourcewell as a result of the solicitation. It is left to the discretion of each Proposer to determine if its products or services meet the scope of Requested Equipment, Products, or Services.

End of Addendum

Acknowledgement of this Addendum to RFP 041525, posted to the Sourcewell Procurement Portal on 04/04/2025, is required at the time of proposal submittal.