

PROGRAM AGREEMENT

THIS AGREEMENT is between **CANOE PROCUREMENT GROUP OF CANADA**, a tradename of the Rural Municipalities of Alberta, a corporation incorporated pursuant to the laws of Alberta ("**CANOE**") and:

Supplier Legal Name: Logix ITS

Supplier Corporate Jurisdiction: 992 Rue d'Upton, Lasalle, QC, Canada H8R 2T9
(the "**Supplier**"), as of

Date of Agreement: August 15, 2025 regarding

RFP No. CAN-2025-008

RFP Title Traffic Supplies and Related Accessories
(the "**RFP**").

BACKGROUND

- A. Canoe is a public agency serving as a national municipal contracting agency for its Members, and in that capacity issued the RFP for the purchase of goods and/or services.
- B. The Supplier is engaged in the business of selling some or all of those goods and/or services, and responded to the RFP.
- C. Canoe wishes to enter into an agreement with the Supplier for the purchase of goods and/or services by Members, pursuant to a purchase program administered by Canoe.
- D. The Parties wish to set out the terms and conditions upon which those purchases will occur, and under which the purchase program will be administered.

NOW THEREFORE, in consideration of the premises and the mutual covenants herein contained and of other good and valuable consideration (the receipt and sufficiency of which are hereby acknowledged by each Party), the Parties hereby agree as follows:

ARTICLE 1
INTERPRETATION

1.1 Definitions

In this Agreement the following terms have the corresponding meanings.

"**Administrative Fee**" means the fee paid by the Supplier to Canoe as described in this agreement (Administrative Fee) and protected under FOIPPA.

"Agreement" means this Program Agreement and all schedules attached hereto, as the same may be supplemented, amended, restated or replaced from time to time in writing in accordance with its terms.

"Business Day" means Monday to Friday between the hours of 9:00 a.m. to 4:30 p.m. local time in Nisku, Alberta, except when such a day is a public holiday, as defined in the *Employment Standards Code*, R.S.A. 2000, Chapter E-9, or as otherwise agreed to by the parties in writing.

"Change Request Form" means the Change Request Form provided by Canoe.

"Confidential Information" means all tangible and intangible information and materials, in any form or medium, received (directly or indirectly) by the Receiving Party from the Disclosing Party, or collected by the Receiving Party on behalf of the Disclosing Party, in connection with the Program that is:

- (a) related to the Disclosing Party's, or any of its affiliates', finances, assets, pricing, purchases, products, sales, business or operational plans, strategies, forecasts or forecast assumptions, operations, stakeholders, clients and personnel (including, without limitation, the Personal Information of officers, directors, employees, agents and other individuals), trade secrets, intellectual property, technology, data or other information that reveal the research, technology, processes, methodologies, know how, or other systems or controls by which the Disclosing Party's existing or future products, services, applications and methods of operations or doing business are developed, conducted or operated, and all information or materials derived therefrom or based thereon;
- (b) designated as confidential in writing by the Disclosing Party, whether by letter or an appropriate stamp or legend, prior to or at the time such information is disclosed by the Disclosing Party to the Receiving Party; and/or
- (c) apparent to a reasonable person, familiar with the Disclosing Party's operations, business and the sector in which it operates, to be of a confidential nature.

and without regard to whether that information and materials are owned by a Party or by a third party. Confidential Information does not include:

- (d) information that is in the public domain or has come into the public domain other than by reason of a breach of this Agreement; or
- (e) information that has been, or is hereafter, received by that Receiving Party other than from or at the request of the Disclosing Party, and other than during or as a result of carrying out the Program.

"Confidential Material" means any notes or other documents relating to the Confidential Information.

"Conflict of Interest" means any situation or circumstance where, in relation to the performance of its obligations under the Agreement, the Supplier (including its directors, officers, employees, agents or subcontractors) other commitments, relationships or financial interests could or could be seen to (i) exercise an improper influence over the objective, unbiased, and impartial exercise of its independent judgement; or (ii) compromise, impair, or be incompatible with the effective performance of its obligations under the Agreement.

"Deliverables" means the goods and/or services identified in Schedule A, B and C.

"Disclosing Party" means, in connection with particular Confidential Information, the Party that disclosed (directly or indirectly) the Confidential Information to the other Party, or the Party on whose behalf the other Party collected or generated the Confidential Information.

"Effective Date" means the date of this Agreement first noted above.

"Event of Force Majeure" means any cause beyond the reasonable control of a Party, including any act of God, outbreak, or epidemic of any kind, communicable and virulent disease, strike, flood, fire, embargo, boycott, act of terrorism, insurrection, war, explosion, civil disturbance, shortage of gas, fuel or electricity, interruption of transportation, governmental order, unavoidable accident, or shortage of labour or raw materials.

"FOIPPA" means the *Freedom of Information and Protection of Privacy Act*, R.S.A. 2000, Chapter F-25, as amended or superseded.

"Goods/Services" means the goods and/or services identified in this agreement.

"Governmental Authority" means any government, regulatory authority, commission, bureau, official, minister, court, board, tribunal, or dispute settlement panel or other law, rule, or regulation-making organization or entity having or purporting to have jurisdiction to exercise any administrative, executive, judicial, legislative, policy, regulatory, or taxing authority or power.

"Member" means any current and future members of Canoe during the Term, and any Canoe-represented associations and their current and future members during the Term. Canoe may also be considered a Member in its capacity as a purchaser of Goods/Services. In addition, to be a Member for the purposes of this Agreement, the Member must operate within the Territory during the Term. See <https://canoeprocurement.ca/canoe-current-future-members/> for a general list of Members.

"Parties" means both Canoe and the Supplier collectively, and **"Party"** means either one of them.

"Person" shall be broadly interpreted and includes any individual, partnership, limited partnership, joint venture, syndicate, sole proprietorship, corporation, with or without share capital, unincorporated association, trust, trustee, or other legal representative, Governmental Authority and any entity recognized by law.

"Personal Information" has the meaning ascribed to it in FOIPPA.

"Program" means the discounted price program designed by the Supplier for the purchase of Goods/Services by Members.

"Program Pricing" means the discounted pricing offered to Members as set out in this agreement.

"Purchase Agreement" or **"Participating Addendum"** means the agreement between the Supplier and a Member for the purchase of Goods/Services in accordance with this Agreement.

"Receiving Party" means, in connection with particular Confidential Information, the Party that received (directly or indirectly) the Confidential Information from the other Party, or the Party that collected or generated the Confidential Information on behalf of the other Party.

"Term" means the term of this Agreement, as set out in Section 1.2.

"Territory" means the provinces or regions identified in Schedule "B" – Supplier Response to the RFP.

"Trade-marks" means the trade-marks, logos, designs and other indicia used to identify and distinguish a Party and its goods or services in Canada and elsewhere, whether these are registered or not, which are set out in Article 4 (Trade-marks).

1.2 Term

This Agreement comes into effect on the Effective Date and shall continue in force for **until October 31, 2029**, unless terminated in accordance with its provisions. That initial term may be extended by a further period of **1 year** year by Canoe.

1.3 Rules of Interpretation

This Agreement shall be interpreted according to the following provisions, unless the context requires a different meaning.

- (a) Unless the context otherwise requires, wherever used herein the plural includes the singular, the singular includes the plural, and each of the masculine and feminine includes the other gender.
- (b) References containing terms such as "includes" and "including", whether or not used with the words "without limitation" or "but not limited to", shall not be deemed limited by the specific enumeration of items but shall, in all cases, be deemed to be without limitation and construed and interpreted to mean "includes without limitation" and "including without limitation".
- (c) The division of this Agreement into articles and sections and the insertion of headings are for convenience of reference only and shall not affect the construction or interpretation of this Agreement.
- (d) "Hereof", "hereto" and "hereunder" and similar expressions mean and refer to this Agreement and not to any particular section or paragraph. References herein to "Article", "Section", or "Schedule" refer to the applicable article, section or schedule of this Agreement.
- (e) If any action is required to be taken pursuant to this Agreement on or by a specified date which is not a Business Day, then such action shall be valid if taken on or by the next succeeding Business Day.
- (f) Where this Agreement is silent on any subject, Members and Approved Supplier retain the ability to negotiate mutually acceptable terms.

1.4 Schedules

The following Schedules are incorporated by reference into and form part of this Agreement:

Schedule A	RFP Particulars
Schedule B	Supplier Response to the RFP
Schedule B1	Pricing

Schedule C
Schedule D

Marketing and Promotion of Agreement
Sample Sales Report

1.5 Order of Priority

In the event of any conflict or inconsistency between any of the Articles of this Agreement and the Schedules to this Agreement, that conflict or inconsistency shall be resolved in the following (descending) order of priority:

- (a) Article 1 to Article 11 of this Agreement;
- (b) Schedule A (RFP Particulars);
- (c) Schedule B (Supplier Response to the Agreement)
- (d) Schedule B1 (Pricing)
- (e) Schedule C (Marketing and Promotion of Agreement)
- (f) Schedule D (Sample Sales Report)

provided that Schedule A (RFP Particulars) will supersede Article 1 to Article 11 of this Agreement if it expressly references the specific section or Article of this Agreement that it intends to supersede.

ARTICLE 2 PROGRAM ADMINISTRATION AND SUPPORT

2.1 Program Details

- (a) The Parties agree that Canoe administers the Program as set out in this Agreement. Through the Program, Members have the option to purchase from the Supplier, and the Supplier agrees to supply to Members, the Goods/Services at Program Pricing.
- (b) Members using the program may wish to enter into a separate Purchase Agreement or Participating Addendum negotiated directly with the Supplier that contains additional terms and conditions. The terms of that Purchase Agreement cannot be less favorable to the Member than this Agreement, nor shall they conflict with any provision of this Agreement.
- (c) All Members orders under this Agreement must be issued prior to expiration of this Agreement; however, Supplier performance, Member payment, and any applicable warranty periods or other Supplier or Member obligations may extend beyond the term of this Agreement.
- (d) The Parties agree that the Supplier is an independent supplier and is not the agent or partner of Canoe. Nothing contained in this Agreement shall create or be deemed to create the relationship of joint venture, partnership, or agency between the Parties. Neither Party shall represent itself as the joint venturer, partner or agent of the other. The Supplier has no authority to bind Canoe, and will not represent itself as having that authority.

2.2 Responsibilities of the Supplier

- (a) The Supplier will work and act in an ethical manner demonstrating integrity, professionalism, accountability, transparency and continuous improvement.
- (b) The Supplier will facilitate and administer the marketing and sales aspects of the Program as outlined in this Agreement – including Schedules A, B and C.
- (c) The Supplier will execute the engagement plan set out in Schedules A and B and will refine that plan over the course of the Term, and as reasonably requested by Canoe.
- (d) The Supplier acknowledges that Articles 1-11, Schedules A, B, C will be posted on www.canoeprocurement.ca.
- (e) The Supplier will provide prompt cooperation to Canoe and its representatives to ensure that the Program is effective and responsive to Members.
- (f) The Supplier will manage the transition of Members into the Program, and will take commercially reasonable efforts to ensure a prompt and seamless transition.
- (g) During the Term, the Supplier will continually provide Members with the Program Pricing for all Goods/Services.
- (h) The Supplier will communicate directly with Members regarding low stock levels, major discounts, and other time sensitive subject matter.
- (i) The Supplier will inform Canoe of important developments within the industry that affect the Program or the Goods/Services.
- (j) The Supplier will maintain the insurance required under Section 11.3 at all times during the Term.
- (k) The Supplier will provide the insurance documents, sales report and pay the administrative fee as required by Canoe on time.

2.3 Responsibilities of Canoe

- (a) Canoe will facilitate and administer the financial and payment aspects of the Program as outlined in this Agreement – including all the Schedules.
- (b) Canoe will act as a liaison between the Supplier and the Members, to help facilitate obtaining any information required in relation to the Program. Canoe will support the Supplier's Program marketing efforts by making information about the Program available to its Members.

2.4 Obligations of Suppliers to Members

- (a) Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Member.
- (b) Shipping, Delivery, Acceptance, Rejection, and Warranty. Supplier's proposal/quote may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other

relevant terms of the Deliverables. Supplier and Member may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for the Deliverables. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

- (c) **Applicable Taxes.** Member is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- (d) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Canoe will have no liability for any unpaid invoice of any Member.
- (e) **Transaction Documents.** Member may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier and Member may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Member must include specific reference to this Agreement by number and to Member's unique Canoe account number.
- (f) **Additional Terms and Conditions Permitted.** Member and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant this Agreement when necessary and as solely determined by Member however they cannot be less favorable to the Member than the terms of this Program Agreement. Canoe has expressly reserved the right for Supplier and Member to address any necessary provisions within transaction documents not expressly included within this Agreement.
- (g) **Participating Addendums.** Supplier and Member may enter a Participating Addendum or similar document extending and supplementing the terms of this Agreement to facilitate adoption as may be required by a Member.
- (h) **Subsequent Agreements and Survival.** Supplier and Member may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Agreement as determined in the discretion of Member.

2.5 **Program Leads**

- (a) Canoe and the Supplier will each designate a representative from its organization with the authority and competence to coordinate and manage its contributions to the Program on such Party's behalf (each a "**Program Lead**").
- (b) Once each quarter, or as otherwise reasonably requested by either Party, the Program Leads shall formally review the progress of the Program including any problems, concerns, results and any other information material to the progress and success of the Program. Such review shall occur by teleconference at a time mutually agreeable to the Program Leads.

2.6 No Guaranteed Volumes

Canoe makes no guarantee of the value or volume of purchases of Goods/Services by Members under the Program.

2.7 Exclusivity

Canoe makes no assurances that Members will exclusively purchase Goods/Services from the Supplier. Members are not bound to purchase Goods/Services through the Program and may contract with others for the same or similar goods or services.

2.8 Conflict of Interest

The Supplier shall take reasonable measures to ensure that its directors and officers involved in the Program promptly disclose to it any actual or reasonably suspected Conflict of Interest in connection with the Program. The Parties shall cooperate in determining whether a Conflict of Interest exists and how it will be addressed or avoided, and provided that if the Conflict of Interest cannot be resolved to Canoe's satisfaction, acting reasonably, Canoe may deem the Conflict of Interest to be a material breach of this Agreement by the Supplier.

ARTICLE 3 FINANCIAL MATTERS

3.1 Maximum Pricing

Except for pre-approved adjustments made pursuant to Section 8.1, all Pricing shall be fixed at or below the Pricing listed in Schedule B1 for the entire term of this Agreement including the extension period if exercised.

3.2 Administrative Fees

- (a) During the Term, the Supplier will pay to Canoe the Administrative Fee defined in Schedule B based on the aggregated invoiced value before tax of all Goods/Services acquired by all Members from the Supplier.
- (b) The Administrative Fee will be paid monthly on the fifteenth (15th) day of each month to Canoe via electronic funds transfer ("EFT") at accounting@canoeprocurement.ca.

3.3 Supplier Expenses

If previously agreed to in writing by Canoe, Canoe will reimburse the Supplier for legitimate and reasonable business expenses, upon invoice with proper proof of the expense having been incurred by the Supplier in performance of its activities under the Program.

3.4 Billings and Payment

- (a) The Member has the option of choosing either CANOE Invoicing or Supplier Invoicing which are outlined below. Unless directed by the Member, the default billing and payment method is CANOE Invoicing.

(b) CANOE Invoicing

- (i) All invoices regarding Member purchases of Goods/Services and all payments to the Supplier in satisfaction of those invoices are processed through the CANOE.
- (ii) Invoices must be submitted in electronic format to invoices@canoeprocurement.ca.
- (iii) All invoices must include:
 - (A) a 'Bill To' section to the CANOE address;
 - (B) a 'Ship To' section that includes the Member name, address, and Canoe Member number;
 - (C) Canoe contract number; and
 - (D) for each type of Goods/Services purchased by the Member:
 - (I) detailed description of what was purchased;
 - (II) quantities, unit price, discount rate(s), and extended price (these prices shall include any Administrative Fee based on Schedule B); and
 - (III) GST, PST, and/or HST number (stated separately).
- (iv) Invoices should not include:
 - (A) any statement of an Administrative Fee or commission;
 - (B) any statement that indicates a reduced amount for paying an invoice within a certain time frame.
- (v) CANOE will pay the invoice provided by the Supplier within 30 days of receiving the invoice less the Administrative Fee defined in Schedule B.

(c) Member Invoicing

- (i) All invoices regarding Member purchases of Goods/Services and all payments to the Supplier in satisfaction of those invoices are processed through the Supplier.
- (ii) All invoices must include:
 - (A) a 'Bill To' section to the Member address;
 - (B) a 'Ship To' section that includes the Member name, address, and Canoe Member number;
 - (C) Canoe contract number; and
 - (D) for each type of Goods/Services purchased by the Member:
 - (E) detailed description of what was purchased;
 - (F) quantities, unit price, and extended price (these prices shall include any Administrative Fee based on Section A2); and
 - (G) GST, PST, and/or HST number (stated separately).
- (iii) Invoices should not include:
 - (A) any statement of an Administrative Fee, commission or discount rate; or

(B) any statement that indicates a reduced amount for paying an invoice within a certain time frame.

(iv) The Administrative Fee will be paid monthly on the fifteenth (15th) day of each month to Canoe via electronic funds transfer ("EFT") at accounting@canoeprocurement.ca.

- (d) To the extent Canoe or any Member requests reasonable supporting documentation regarding invoiced amounts, the Supplier shall promptly provide it and the period to pay that invoice shall be extended by the time period between the Supplier's receipt of that request and the delivery of the relevant supporting documentation to Canoe.
- (e) The Supplier shall ensure that any person ordering on behalf of a Member provides the Supplier with the Member's Canoe member number for electronic entry on the invoice.

3.5 Financial Reporting and Record-keeping

- (a) The Supplier will provide monthly reports to Canoe about Member purchases under the Program due no later than the fifteenth (15th) of each month according to Schedule D (Sample Sales Report). If there are no sales to report, the report will indicate \$0.
- (b) All reports are to be sent to accounting@canoeprocurement.ca in xls format.
- (c) All reports must include:
- (i) Member name, number and address, province
 - (ii) Canoe contract number
 - (iii) Purchase order number
 - (iv) Transaction/PO date
 - (v) Accounting date
 - (vi) Delivery date
 - (vii) Sales for the reporting period
 - (A) Total purchase in Canadian dollars
 - (B) Itemised shipping, freight, taxes, and earning total
 - (C) Contract applicable spend VS other fees
 - (D) If there are no sales to report, the report will indicate 0\$
- (d) Canoe has approval from participating Members to allow the Supplier to share their purchase data with Canoe for the purpose of financial reporting.

- (e) The Supplier will provide segmented reporting on each of the provincial associations represented in this RFP.
- (f) The Supplier will provide a business review to Canoe at least annually to discuss the Program sales performance and the deployment and effectiveness of marketing strategies.
- (g) The Supplier will gather, maintain and collaborate with Canoe in respect to strategy, opportunities, legislative changes, Members and market intelligence as well as funding trends.
- (h) The Supplier shall keep and maintain sufficient records in connection with the Program to substantiate that it has performed its obligations hereunder, including as they relate to the payment of the Administrative Fee.
- (i) Canoe, its authorized representatives, or an independent auditor identified by Canoe may, at Canoe's expense, upon reasonable prior notice to the Supplier, review or audit the Supplier's records regarding the Supplier's performance of its obligations hereunder. The Supplier shall provide reasonable cooperation in connection with the foregoing and shall disclose or grant reasonable access to any information requested by Canoe, its authorized representatives or an independent auditor in connection with the Program or this Agreement.

ARTICLE 4 TRADE-MARKS

4.1 Trade-mark License and Branding

Each Party acknowledges that certain aspects of the Program may be co-branded, such that the name and certain trade-marks of both Parties are used by both Parties in materials prepared in connection with the Program. Each Party agrees that:

- (a) it is the sole owner of all right, title, and interest in and to its Trade-marks;
- (b) any use of the other Party's Trade-marks enures solely to the benefit of that Party and neither Party acquires any rights in the other Party's Trade-marks as a result of such use;
- (c) it shall maintain and exercise control over the character and quality of the use of its Trade-marks as used in association with the Program; and
- (d) whenever it uses the other Party's Trade-marks in accordance with this Agreement, it shall (i) use such Trade-marks strictly in accordance with that other Party's standards of quality and specifications for appearance and style as may be supplied by that Party from time to time; (ii) use such Trade-marks only in the manner and form approved by that Party; (iii) clearly identify the use of the Trade-marks as a licenced use and identify the other Party as the owner of the Trade-marks, in any manner specified by the other Party from time to time; and (iv) not alter, modify, dilute or otherwise misuse the Trade-marks.

ARTICLE 5
REPRESENTATIONS AND WARRANTIES

5.1 Representations by Each Party

Each Party represents and warrants to the other that:

- (a) it has the authority to enter into this Agreement and carry out its obligations hereunder, and doing so will not result in a violation by it of any law or any rule, judgment, order, decree or similar act of any Governmental Authority;
- (b) this Agreement has been duly executed by it; and
- (c) it has not granted and shall not grant any rights or licenses and has not entered into and shall not enter into any agreement, either written or oral, that would conflict with this Agreement or the Program.

5.2 Representations by the Supplier

The Supplier represents and warrants that:

- (a) it is properly qualified, licensed, equipped, and financed to provide the Program and perform its obligations under this Agreement and any Purchase Agreement;
- (b) if the Supplier is a manufacturer or wholesale distributor, the Supplier has a documented relationship with a suitable dealer network where that dealer network is informed of, and authorized to accept, purchase orders pursuant to any Purchase Agreement on behalf of the Supplier – and any such dealer will be considered a subcontractor of the Supplier for the purposes of this Agreement;
- (c) It shall comply with all foreign and domestic applicable federal, provincial and municipal laws and regulations including but not limited to the obligations under *Fighting Against Forced Labour and Child Labour in Supply Chains Act*, S.C. 2023, c. 9.
- (d) all of its obligations will be carried out by qualified personnel and all work will be performed in a professional manner;
- (e) it is not aware of any proceeding in progress or pending or threatened that might be expected to have a materially adverse effect on the Program or impact its ability to meet its obligations under this Agreement; and
- (f) after due inquiry, it is not aware of any circumstances which do or might cause a Conflict of Interest in respect of its participation in the Program.

ARTICLE 6

CONFIDENTIAL INFORMATION

6.1 Use and Non-Disclosure of Confidential Information

The Receiving Party agrees not to:

- (a) use Confidential Information for any purpose except to carry out the Program; or
- (b) grant access or disclose Confidential Information to any person except to those agents, directors, officers, employees and contractors of the Receiving Party who are required to have access to the information in order to carry out the Program, and who are bound by obligations to protect the Confidential Information that are substantially similar to those set out in this Agreement (provided that the Receiving Party remains liable for any breach of confidence cause by such persons).

6.2 Protection

The Receiving Party agrees that it will take all reasonable measures to protect the Confidential Information from loss, theft or any use or disclosure not permitted under this Agreement, which measures shall include:

- (a) taking reasonable measures to ensure that only those agents, directors, officers, employees and contractors of the Receiving Party who are required to have access to the Confidential Information in order to carry out the Program have access to such limited Confidential Information as may be necessary for their duties; and
- (b) taking the highest degree of care that the Receiving Party utilizes to protect its own Confidential Information of a similar nature, but no less than a reasonable degree of care, given the nature of the Confidential Information.

6.3 Mandatory Disclosure

Notwithstanding Section 6.2(b), the Disclosing Party acknowledges and agrees that the Receiving Party may be required by law or a Governmental Authority to disclose Confidential Information. If the Receiving Party believes that the disclosure of Confidential Information is or is about to be required by law or Governmental Authority, it will notify the Disclosing Party of the circumstances and scope of the disclosure – with an oral notice provided as soon as reasonably possible and as much in advance of the impending disclosure as possible, and such oral notice confirmed in writing promptly thereafter – and will provide reasonable assistance in resisting such disclosure.

6.4 Notice of Unauthorized Use or Disclosure

The Receiving Party agrees to notify the Disclosing Party of any actual or reasonably suspected loss, theft or unauthorized use or disclosure of Confidential Information that may come to its attention – with an oral notice provided immediately, and confirmed in writing promptly thereafter.

6.5 No Proprietary Right

The Receiving Party agrees that it acquires no right, title or interest to the Confidential Information, except a limited right to use that Confidential Information in connection with the Program. All Confidential Information shall remain the property of the Disclosing Party (to the extent possible) and no licence or other right, title or interest in the Confidential Information is granted hereby.

6.6 Return / Non-Use of Confidential Information and Other Related Materials

On receipt of a written demand from the Disclosing Party, and in any event within twenty (20) days after the expiry or termination of this Agreement, the Receiving Party shall immediately return all Confidential Information, including any related Confidential Material, to the Disclosing Party, or, if instructed by the Disclosing Party to destroy any Confidential Information, shall securely destroy that Confidential Information and related Confidential Material and provide a written certificate to the Disclosing Party certifying the destruction of such Confidential Information and Confidential Material. This Section 6.6 shall not apply to routinely made back-up copies of Confidential Information in electronic form, or to archival copies required to be retained under the applicable law, provided that the Receiving Party shall comply with this Agreement in respect of such copies.

6.7 Freedom of Information Laws

- (a) The Supplier acknowledges that Canoe is subject to FOIPPA and that any information provided to Canoe in connection with the Program or otherwise in connection with this Agreement, or held on Canoe's behalf, may be subject to disclosure in accordance with FOIPPA. The Supplier also acknowledges that Members may be subject to other freedom of information legislation, which may similarly require them to disclose any information provided to them or held on their behalf in connection with the Program or any Purchase Agreement.
- (b) To support Canoe's compliance with FOIPPA, the Supplier will:
 - (i) provide Canoe-related records to Canoe within seven (7) days of being directed to do so by Canoe;
 - (ii) promptly refer to Canoe all requests made to the Supplier by third parties referencing FOIPPA or other public sector freedom of information laws;
 - (iii) not access any Personal Information on Canoe's behalf unless Canoe determines, in its sole discretion, that access is permitted under FOIPPA and is necessary in order to provide the Program and/or Goods/Services to Members under the Program;
 - (iv) keep Canoe Confidential Information physically or logically separate from other information held by the Supplier;
 - (v) not destroy any information related to Program Administration until seven (7) years after the termination of this Agreement unless authorized in writing by Canoe to destroy it sooner;
 - (vi) implement other specific security measures requested by Canoe that in the reasonable opinion of Canoe would improve the adequacy and effectiveness of the Supplier's

measures to ensure the security and integrity of Canoe Confidential Information (including, for greater certainty, information about or provided by any Member).

ARTICLE 7 INDEMNITY AND LIABILITY

7.1 Liability for Representatives

Each Party shall be responsible for any breach of this Agreement by its directors, officers, and employees – provided that Canoe shall not be responsible for the decisions, actions or omissions of any Member, including for the performance by any Member of its obligations under a Purchase Agreement.

7.2 Indemnity

(a) Subject to the limitation of liability set out in Section 7.3 (and in the case of Canoe, subject to Section 7.1), each Party (an "**Indemnifying Party**") shall indemnify, defend (at its expense) and hold the other Party (the "**Indemnified Party**") and its directors, officers, employees, contractors and agents (collectively, the "**Indemnitees**") harmless in respect of any action, claim, demand, cost, charge, losses, and expenses (including legal costs on a substantial indemnity basis), whether or not well-founded, ("**Losses**") brought against or suffered by the Indemnitees arising out of or related to:

- (i) claims for bodily injury, including death, and claims asserted by third parties for bodily injury, including death;
- (ii) claims for loss or damage to tangible property, and claims asserted by third parties for loss or damage to tangible property; or
- (iii) any breach of the Indemnifying Party's obligations, representations or warranties in the Agreement;

except to the extent that such Losses were not caused by the Indemnifying Party or any person for whom it was responsible. The foregoing indemnity shall be conditional upon the Indemnified Party notifying the Indemnifying Party as soon as is reasonably practicable in the circumstances of any Losses in respect of which this indemnity may apply and of which the Indemnified Party has knowledge, and the Indemnitee cooperating with the Indemnifying Party in the defence of any such claim or action. No such claim or action shall be settled or compromised by the Indemnifying Party without the Indemnified Party's prior written consent.

(b) The indemnity obligations hereunder will be enforceable without right of set-off or counterclaim as against the Indemnitee. The Indemnifying Party will, upon payment of an indemnity in full under this Agreement, be subrogated to all rights of the Indemnitee with respect to the claims and defences to which such indemnification relates.

7.3 Limitation of Liability

In no event shall either party, its affiliates or any of their respective directors, officers, employees, agents, or subcontractors, be liable to the other party for any claim for punitive, exemplary, aggravated, indirect, consequential or special damages in connection with this agreement, including without limitation

damages for loss of profits or revenue, or failure to realize expected savings, howsoever derived. The foregoing shall not supersede the terms of any purchase agreement which provide otherwise.

7.4 Equitable Relief

Each Party acknowledges and agrees that, in the event of any breach or anticipated breach of the provisions of this Agreement relating to Confidential Information or privacy, damages alone would not be an adequate remedy, and agree that the non-breaching Party shall be entitled to equitable relief in respect of that breach, such as an injunction, in addition to or in lieu of damages and without being required to prove that it has suffered or is likely to suffer damages.

ARTICLE 8 CHANGES AND TERMINATION

8.1 Product and Pricing Change Requests

- (a) If the Supplier wishes to adjust Program Pricing or Products, the Supplier must provide Canoe with at least forty five (45) days prior written notice to request any increase or decrease in prices using the Change Request Form. To ensure timely consideration of the request, the Supplier must comply with the instructions set out in the Change Request Form.
- (b) Canoe shall consider all duly completed Change Request Forms and shall notify the Supplier of whether the Program Pricing, products or other change is acceptable or not within thirty (30) days of receipt of all requested information from the Change Request Form. Canoe shall not unreasonably withhold its approval to any requested change – provided that Canoe may refuse any change in Program Pricing prior to the first anniversary of the Effective Date for any reason or without giving any reason.

8.2 Reduction in Scope

Canoe may, on thirty (30) days prior written notice to the Supplier, reduce the scope of the Goods/Services provided under the Program by identifying specific Goods/Services that will not longer be part of the Program.

8.3 Termination by Either Party

A Party may, without liability, cost or penalty, terminate the Agreement on written notice to the other where such other Party fails to perform or observe any material term or obligation of the Agreement and such failure has not been cured within fifteen (15) days of written notice of such failure being provided to that Party.

8.4 Termination by Canoe

Canoe shall be entitled to terminate the Agreement, without liability, cost, or penalty:

- (a) at any time without cause, and without liability except for required payment for services rendered, and reimbursement for authorized expenses incurred, prior to the termination date, by providing at least sixty (60) days notice to the Vendor;

- (b) on written notice to the Supplier where the Supplier: (i) commits an act of bankruptcy within the meaning of the *Bankruptcy and Insolvency Act* or equivalent legislation; (ii) makes any general assignment for the benefit of creditors or otherwise enters into any composition or arrangement with its creditors; (iii) has a receiver and/or manager appointed over its assets or makes an application to do so; (iv) has a resolution or a petition filed or an order made for its winding up; or (v) ceases to carry on business;
- (c) on thirty (30) days' written notice to the Supplier, following the occurrence of any material change in Canoe's requirements which results from regulatory or funding changes or recommendations issued by any Governmental Authority; or
- (d) on written notice to the Supplier if the Supplier breaches in any material respect any of its obligations or covenants hereunder with respect to Confidential Information or privacy.

8.5 Termination by the Supplier

- (a) at any time without cause, and without liability except for required payment for services rendered, and reimbursement for authorized expenses incurred, prior to the termination date, by providing at least sixty (60) days notice to Canoe;
- (b) on written notice to Canoe where Canoe: (i) commits an act of bankruptcy within the meaning of the *Bankruptcy and Insolvency Act* or equivalent legislation; (ii) makes any general assignment for the benefit of creditors or otherwise enters into any composition or arrangement with its creditors; (iii) has a receiver and/or manager appointed over its assets or makes an application to do so; (iv) has a resolution or a petition filed or an order made for its winding up; or (v) ceases to carry on business or operations; or
- (c) on written notice to Canoe if Canoe breaches in any material respect any of its obligations or covenants hereunder with respect to Confidential Information or privacy.

8.6 Orderly Termination

- (a) In the event of termination or expiry of the Agreement, each Party shall cooperate to effect an orderly wind-up of the Program. Within thirty (30) days of termination or expiry, each Party shall pay to the other any amounts owed to that other Party under this Agreement.
- (b) In the event of a termination of this Agreement by Canoe pursuant to Section 8.4, the Supplier shall be liable to Canoe for any costs incurred by Canoe and corresponding Administration Fees as a result of the notice of default and termination of this Agreement.

8.7 No Limitation of Remedies

Any termination of the Agreement shall not limit any Party's rights or remedies either in law or in equity.

8.8 Survival

In addition to any other provision dealing with the survival of obligations hereunder, all of the obligations regarding Confidential Information, privacy, indemnifications, disclaimers and limitations on liability set out in this Agreement shall survive the expiry or termination of this Agreement, as shall all any other provisions which, by their nature, ought reasonably to survive expiry or termination.

Notwithstanding any expiration or termination of this Agreement, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 9 through 11 survive the expiration or cancellation of this Agreement. All other rights will cease upon expiration or termination of this Agreement.

ARTICLE 9 FORCE MAJEURE

9.1 General

Except as expressly provided otherwise in the Agreement, dates and times by which a Party is required to render performance under this Agreement shall be postponed to the extent and for the period of time that such Party is prevented from meeting such dates and times by an Event of Force Majeure.

9.2 Notice and Performance

Where an Event of Force Majeure occurs, the Party that is delayed or fails to perform shall give prompt notice to the other Party, and shall use reasonable efforts to render performance in a timely manner.

9.3 Right to Terminate

In the event that a Party's inability to perform due to an Event of Force Majeure continues for longer than forty-five (45) days, the Party that received (or which was entitled to receive) notice pursuant to this Article may terminate this Agreement by written notice to the other Party without further liability, expense, or cost of any kind.

ARTICLE 10 DISPUTE RESOLUTION

10.1 General

- (a) Subject to Section 7.4, in the event of any dispute concerning this Agreement, the Parties agree dispute will be escalated to the highest level of management within their respective organization and given at least seven (7) days to resolve the matter in good faith by such persons. Subject to the provisions of the Agreement, each Party shall continue performing its obligations during the resolution of any dispute, including payment of undisputed amounts then due. If a dispute cannot be resolved between the organizations, the parties agree to resolve the dispute through arbitration.
- (b) This Article 10 shall not:
 - (i) apply to claims by third parties; or
 - (ii) prevent either Party from seeking an injunction or other equitable relief pursuant to Section 7.4.

10.2 Election

If elected by a Party, any breach or claim arising out of or relating to this Agreement or the breach thereof, may be settled by arbitration in accordance with the *Arbitration Act*, R.S.A. 2000, Chapter A-43 and judgment upon the award rendered by the arbitrator may be entered in any court having jurisdiction thereof.

10.3 Arbitration Site and Arbitrator

The arbitration shall be held at the City of Edmonton or at such other site mutually determined by the Parties. Where the Parties are unable to agree upon an arbitrator who is willing to serve within seven (7) days of receipt of a demand to arbitrate by a Party, then either Party may apply to the Court of King's Bench for the appointment of an arbitrator willing to serve.

10.4 Procedure

The arbitrator shall determine the procedure for the arbitration. Such procedure shall include at least one opportunity for written submissions by or on behalf of each Party and may include proceedings by way of exchange of oral argument, hearings with or without witnesses, and such other procedures as the arbitrator deems appropriate. The arbitrator shall have no power to amend the provisions of the Agreement. The proceedings shall be confidential, and the arbitrator shall issue appropriate protective orders to safeguard both Parties' Confidential Information. The arbitrator shall have the right, but not the obligation, to order that the unsuccessful Party pay the fees of the arbitrator, which shall be designated by the arbitrator. If the arbitrator is unable to designate an unsuccessful Party or does not order the unsuccessful Party to pay all such fees, the arbitrator shall so state, and the fees shall be split equally between the Parties.

ARTICLE 11 GENERAL

11.1 Notices

Any notice, demand or other communication to be given or made under this Agreement (a "**Notice**") shall be in writing and shall be sufficiently given or made if:

- (a) delivered in person (including by commercial courier) during a Business Day and left with a receptionist or other responsible employee of the relevant Party at the applicable address set forth below;
- (b) sent by registered mail to the applicable address set forth below; or
- (c) sent by any electronic means of sending messages which produces a paper record (an "**Electronic Transmission**") on a Business Day charges prepaid.

The Parties respective addresses and contact persons are set out in 11.2. Each Notice sent in accordance with this Section shall be deemed to have been received:

- (i) if delivered in person, on the day it was delivered;

- (ii) on the third Business Day after it was mailed (excluding each Business Day during which there existed any general or rotating interruption of postal services due to strike, lockout or other cause); or
- (iii) on the first Business Day after it was sent by Electronic Transmission.

The Parties may change their address for Notice by giving Notice to the other in accordance with this Section.

11.2 Contact Information for Notices

Any Notice to Canoe shall be addressed to:

CANOE PROCUREMENT GROUP OF CANADA
2510 Sparrow Drive
Nisku, Alberta T9E 8N5

Attention: Tyler Hannemann, General Manager of Canoe
Tel: 780.955.8403
Email: Tyler@canoeprocurement.ca

Any Notice to the Supplier shall be addressed to:

Logix ITS
992 Rue d'Upton,
Lasalle, QC, Canada H8R 2T9

Attention:
Tel:
Email:

11.3 Insurance Obligations

The Supplier shall maintain for the Term, at its own cost and expense, with insurers having a secure A.M. Best rating of B+ or greater, or the equivalent, all the necessary and appropriate insurance that a prudent person carrying out a project similar to its contribution to the Program would maintain, including commercial general liability insurance on an occurrence basis for third party bodily injury, personal injury and property damage, to an inclusive limit of not less than \$5,000,000.00 per occurrence. The policy shall include the following:

- (a) the Indemnitees as additional insureds with respect to liability arising in the course of performance of the Supplier's obligations under, or otherwise in connection with, the Agreement or the performance with the Supplier (or its representatives, agents, dealers and distributors) under a Purchase Agreement;
- (b) a cross-liability clause;
- (c) contractual liability coverage; and
- (d) a thirty (30) day written notice of cancellation, termination or material change.

The Supplier shall provide Canoe with certificates of insurance or other proof as may be requested by Canoe, that confirms the insurance coverage as provided for above.

The Supplier will maintain Workers Compensation Board coverage throughout the Territory and maintain their Certificate of Recognition designation for the Term.

11.4 Public Announcements

The Supplier shall not make any public statement or issue any press release concerning the Program except with the prior approval of Canoe or as may be necessary, in the opinion of counsel to the Supplier to comply with the requirements of applicable law. When seeking the prior approval of Canoe, the Parties will use all reasonable efforts, acting in good faith, to agree upon a text for such statement or press release which is satisfactory to both Parties.

11.5 Governing Law and Forum

This Agreement shall be governed by, interpreted and enforced in accordance with the laws of the Province of Alberta and the federal laws of Canada applicable therein (excluding any conflict of laws rule or principle that might refer such interpretation to the laws of another jurisdiction). Each Party hereby irrevocably attorns to the non-exclusive jurisdiction of the courts of the Province of Alberta for all matters relating to the subject matter of this Agreement.

11.6 Entire Agreement

This Agreement constitutes the entire agreement between the Parties pertaining to the subject matter hereof and supersedes all prior agreements, negotiations, discussions and understandings, written or oral, between the Parties. There are no representations, warranties, conditions, other agreements or acknowledgements, whether direct or collateral, express or implied, which induced any Party to enter into this Agreement or on which reliance is placed by any Party, except as specifically set forth in this Agreement.

11.7 Amendment and Waiver

This Agreement may be amended, modified or supplemented only by a written agreement signed by both Parties. Any waiver of, or consent to depart from, the requirements of any provision of this Agreement shall be effective only if it is in writing and signed by the Party giving it, and only in the specific instance and for the specific purpose for which it has been given. No failure on the part of either Party to exercise, and no delay in exercising, any right under this Agreement shall operate as a waiver of such right. No single or partial exercise of any such right shall preclude any other or further exercise of such right or the exercise of any other right.

11.8 Severability

If any part of this Agreement is held by a court of competent jurisdiction to be illegal, unenforceable or invalid, it will, be severed from the rest of this Agreement, which shall continue in full force and effect, so long as the economic or legal substance of the matters contemplated hereby is not affected in any manner materially adverse to either Party.

11.9 Assignment

This Agreement may not be assigned by either Party without the prior written consent of the other Party.

11.10 Time of Essence

Time shall be of the essence in this Agreement.

11.11 Further Assurances


Each Party will take all necessary actions, obtain all necessary consents, file all necessary registrations and execute and deliver all necessary documents reasonably required to give effect to this Agreement.

11.12 Counterparts

This Agreement may be executed in any number of counterparts. Either Party may send a copy of its executed counterpart to the other Party by Electronic Transmission instead of delivering a signed original of that counterpart. Each executed counterpart (including each copy sent by Electronic Transmission) will be deemed to be an original; all executed counterparts taken together will constitute one agreement.

IN WITNESS WHEREOF the Parties have executed this Agreement as of the date first written above.

CANOE PROCUREMENT GROUP OF CANADA

By: 
 Name: Tyler Hannemann
 Title: General Manager

By: *Stéphanie Dion*
 Name: Stéphanie Dion
 Title: Procurement Manager

Logix ITS

By: *Brett Ferrin*
 Name: Brett Ferrin
 Title: Vice President of Sales

SCHEDULE "A"
RFP PARTICULARS

PART B – RFP PARTICULARS

A. THE “DELIVERABLES”

SOLUTIONS-BASED SOLICITATION

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

The scope of this RFP is Traffic Supplies and Related Accessories. Proponents may include related services to the extent that these solutions are complementary to the commodity being proposed.

B . REQUESTED GOODS

It is expected proponents will offer a wide array of Traffic Supplies at lower prices and with better value than what they would ordinarily offer to a single governmental or not for profit entity.

Traffic Supplies Categories

Traffic Signs, Posts, Stands, Anchors, Sleeves, Portable Traffic Signals, Speed Readers Digital, Message Signs, Barricades & Bollards, Steel Barriers, Traffic Data Collection, Technology Solutions, Roadside Safety Equipment, Rental Equipment.

Related Services

- Sign installation and maintenance
- Pavement marking and re-striping services
- Temporary traffic control setup and removal
- Traffic control planning and layout design
- Custom sign fabrication
- On-site safety audits or traffic assessments
- Training on safe deployment of traffic control devices
- Pavement marking and re-striping services
- Delivery and logistics support
- Emergency response support for temporary traffic equipment

The Traffic Supplies must cater to a diverse range of applications and equipment used in municipalities, cities, provincial governments, academic institutions, school boards, and healthcare organizations.

Proponents may include related equipment, accessories, and services to the extent that these solutions are ancillary or complementary to the products being proposed so long as the Proponent's primary offering is for Traffic Supplies and Related Accessories.

1. Utilisation of the contract – Canoe Members

Canoe Members may choose but are not obligated to utilise the services during the term of the agreement. There is no minimum guarantee of usage.

2. Requirements

Proponents should provide a compelling proposal that will easily and clearly show overall best value based on the scope represented in this Solicitation. Best value will include but not be limited to addressing the following in your RFP submission:

- Competitive pricing across the span of services offered beyond a defined service offering.
- Our Members ask; how fast, how much, how can I access the services, how can I set up my own review, does it matter where I'm located, how easy is it to access the services, how does this support the local economy and is this trade agreement compliant, can my entity benefit by using this contract, is there someone that can answer my questions, do you care about me as a customer, what is the level of service I can expect, how will this impact my entity's operations and bottom line effectively?

To support an industry leading value-based solution, Canoe is requesting that all interested proponents provide a thorough and comprehensive description of their ability to provide the Deliverables when answering the specification questionnaires in the Procurement Portal.

B. MANDATORY SUBMISSION REQUIREMENTS

1. Submission and Specification Questionnaires

Proponents must answer specification questionnaires directly into Canoe's Procurement Portal. Proposal materials should be prepared and submitted in accordance with the instructions in the Procurement Portal, including any maximum upload file size.

Proponents should refer to the instructions in the Procurement Portal and provide all required information in accordance with the instructions provided.

2. Pricing

Each proposal must include pricing information that complies with the instructions set out in the Procurement Portal.

C. MANDATORY TECHNICAL REQUIREMENTS

Proponents should refer to the instructions in the Procurement Portal and provide all required information in accordance with the instructions provided in the Procurement Portal.

D. PRE-CONDITIONS OF AWARD

- Submission of proof of insurance
- Satisfactory reference check if required by Canoe

E. EVALUATION CRITERIA

The following sets out the categories, weightings, and descriptions of the rated criteria of the RFP. Proponents who do not meet a minimum threshold score for a category will not proceed to the next stage of the evaluation process.

Proponents must provide their response in Canoe's procurement portal.

Non-Price Rated Criteria Category	Points	Minimum points
Experience -Distribution model -Market share -Group purchasing experience	20	13
Program offering -Categories of goods offered -Quality standards, certifications -Supply chain reliability	25	18
Engagement, marketing and training plan	10	6
Warranty, risk mitigation and service excellence	10	6
Sales and distribution network -Sales network -Members' ease of access to program offering	10	6
Pricing -Discounts offered -Pricing structure	25	
Total Points	100	

Proponents should refer to the instructions in the Procurement Portal and provide all required information in accordance with the instructions provided in the Procurement Portal.

F. PRICE

Pricing is worth 25 points of the total score.

Instructions on How to Provide Pricing

- Proponents should submit their pricing information electronically within the Procurement Portal.
- Rates must be provided in Canadian funds, exclusive of all applicable duties and taxes.
- Unless otherwise indicated in the requested pricing information, rates quoted by the proponent must be all-inclusive and must include all labour and material costs, all travel and carriage costs, all insurance costs, all costs of delivery, all costs of installation and set-up, including any pre-delivery inspection charges, and all other overhead, including any fees, duties, tariffs or other charges required by law.

G. AWARD

Canoe will invite the proponents with a score within 10% of the top proponent to enter into a master agreement for the services for Canoe members.

[End of Part B]

SCHEDULE "B"

SUPPLIER RESPONSE TO THE RFP

CAN-2025-008 - Traffic Supplies and Related Accessories

Opening Date: June 4, 2025 9:31 AM

Closing Date: July 9, 2025 3:00 PM

Vendor Details

Company Name: Logix ITS

Does your company conduct business under any other name? If yes, please state: Traffic Logix, Parking Logix, All Traffic Solutions, Inc.

Address: 992 rue d'Upton
Lasalle, Quebec H8R 2T9

Contact:

Email:

Phone:

Fax:

HST#: 140025560

Submission Details

Created On: Monday July 07, 2025 07:02:22

Submitted On: Tuesday July 08, 2025 14:29:59

Submitted By:

Email:

Transaction #: 0a5f6971-7388-4b4b-825f-a690fe39aaec

Submitter's IP Address: 147.243.54.231

Corporate Profile

Line Item	Question	
1	Proponent Legal Name (and any):	
2	Proponent Address:	
3	Proponent website address:	
4	Proponent's Authorized Repr title, email address & phone must have authority to sign Proponent):	
5	Proponent's primary contact for this proposal (name title address email address & phone):	
6	Proponent's other contacts for this proposal if any (name title address email address & phone):	
7	Proponent GST registration number:	Logix GST – 140025560
8	If the Proponent is representing a consortium, each member of that consortium.	Not Applicable. Logix ITS and its brands are not part of a consortium. Logix ITS and its brands - Traffic Logix, Parking Logix, and All Traffic Solutions - are associated business entities under common ownership.
9	Provide a brief history of your company, including your company's core values, business philosophy, and longevity in the industry relating to this solicitation.	<p>Logix ITS, which offers traffic and parking safety solutions under the Traffic Logix, All Traffic Solutions, and Parking Logix brands, was founded in the 1990s to address a critical gap in the North American traffic safety industry. Over the past 30 years, the company has built a strong reputation as an innovator and manufacturer of speed awareness and enforcement, traffic calming, and traffic data analysis products - connected through intuitive cloud-based software. We are also known for our innovative parking guidance and occupancy solutions that enhance safety and efficiency in municipal, institutional, and commercial environments by using real-time data and intuitive displays to inform drivers of space availability and support smarter traffic flow. With headquarters in New York, Montreal, Virginia, offices across the US, as well as Mexico, and India, our solutions have been installed in more locations worldwide than those of any of our competitors. In North America, we continue to serve both public and private customers, with a strong focus on education institutions and government agencies at the national, state, and municipal levels. We are recognized for providing integrated solutions that support effective speed reduction, enhance road and parking safety, and minimize the risks of traffic incidents. Our products help identify traffic safety challenges, implement targeted interventions, and analyze post-deployment results to measure effectiveness. This drives continuous improvement and data-informed decision-making.</p> <p>That journey began in 1995 with a pioneering idea: using recycled rubber to manufacture modular traffic calming products. The portfolio has since evolved into a comprehensive lineup that includes speed humps, speed cushions, and delineating systems, designed to slow speeding vehicles and calming traffic to protect vulnerable road users. These innovations offered municipalities a sustainable and durable alternative to traditional, labor-intensive materials in road and work zones. The products are quick to install and remove, they are cost-effective, and highly impactful at reducing vehicle speeds, while offering options that allow emergency vehicles to pass unhindered.</p> <p>Building on this foundation, we continued to address the changing needs of roadway management. In 2010, Traffic Logix introduced the SafePace line of radar speed signs, marking a pivotal shift toward interactive safety solutions, increasing driver awareness by displaying real-time and visual feedback on speed.</p> <p>Continuing to listen to the challenges faced by our customers, we recognized that traditional traffic calming solutions, while effective, lacked the ability to provide pre- and post-deployment traffic safety measurements and data. Inspired by growing demand for smarter, data-driven solutions, we began envisioning a future where our products could not only impact traffic safety but also collect traffic data. By introducing a data platform for our customers, we have enabled agencies to use and share data for enhanced planning and decision making. In 2018, this vision took shape with the introduction of the Evolution Radar Speed Signs, offering integrated data-collecting sensors.</p> <p>In 2019, we expanded our product line with the introduction of Variable Message Signs (VMS), allowing agencies to deliver real-time alerts, traffic guidance, and safety messaging to drivers - particularly vital in dynamic work zone conditions and high-risk areas.</p> <p>Up until 2024, our products primarily focused on raising driver awareness – visually and physically. However, as demand grew for stronger enforcement capabilities, specifically for speed violations in school zones, work zones, and other vulnerable areas, we introduced new camera hardware for an Automated Speed Enforcement (ASE) product line tailored to the needs of the public administration. These offerings complement our radar and message board systems to deliver an enforceable and holistic safety strategy.</p> <p>In 2021, The Logix ITS portfolio of brands grew to include All Traffic Solutions (ATS). Known for a strong commitment to innovation and customer support, ATS pioneered several industry-first technologies including the first portable radar speed sign that could be mounted to standard signposts and the foldable InstAlert variable message sign designed for rapid vehicle-based deployment. Recognizing that public agencies often face limited resources, ATS became the first in the industry to introduce Bluetooth-enabled programming and cloud-based remote device management, leading to the development of its patented TrafficCloud platform. This platform allows agencies to monitor, manage, and analyze devices and data in real time. Due to its strong presence within the law enforcement industry, in recent years ATS has expanded its trailer offerings to include camera-ready solutions for license plate recognition and surveillance, enabling mobile deployments that integrate messaging, enforcement, and data collection. These innovations, combined with strong manufacturing standards and a reputation for reliability, have helped ATS build lasting partnerships with more than 6,000 customers across North America. As part of Logix ITS, the ATS brand continues to deliver solutions that enhance safety and operational efficiency for federal, state, and local governments, educational institutions, and private sector organizations across North America.</p> <p>In tandem with our efforts to improve traffic safety on roads, we recognized growing challenges in parking safety environments, particularly related to congestion, unauthorized use, and inefficiencies in space management. To address these issues, we launched Parking Logix, which delivers smart parking safety and management solutions through our OpenSpace cloud-based platform. This platform integrates our comprehensive portfolio of parking management technologies, including wireless parking counting systems, occupancy sensors, and dynamic signage.</p> <p>From our origins in rubber traffic calming to today's integrated, data-informed safety ecosystem, every Logix ITS milestone has contributed to our mission: creating safer roads through innovative, data-driven, and field-proven solutions. Our track record directly supports the goals of the CANOE RFP for Traffic Supplies and Related Accessories, and we are proud to continue setting the standard for comprehensive, effective roadway safety. All of our products are designed, engineered, and sold directly by our dedicated team of skilled traffic safety experts. They are trusted by local municipalities, federal and state government agencies, institutions of higher education, K to 12 schools, and public and private sector organizations worldwide.</p>
10	Provide all "Suspension or Debarment" from public entities in Canada your organisation is currently subject to.	Not Applicable. We are not currently suspended or debarred from public entities in Canada and have not been at any time in the past.

Bill S-211 declaration

Please note that the response to the information is being collected as data collation for internal use only. The response provided has no bearing on the ability for Proponents to respond to this RFP.

Line Item	Bill S-211	Answer *
1	<p>Does the Proponent identify itself as an "entity" as defined under the Fighting Against Forced Labour and Child Labour in Supply Chains Act or "Bill S211"?</p> <p>As per Bill S211 an "Entity" means a corporation or a trust, partnership or other unincorporated organization that</p> <p>(a) is listed on a stock exchange in Canada;</p> <p>(b) has a place of business in Canada, does business in Canada or has assets in Canada and that, based on its consolidated financial statements, meets at least two of the following conditions for at least one of its two most recent financial years:</p> <p>(i) it has at least \$20 million in assets,</p> <p>(ii) it has generated at least \$40 million in revenue, and</p> <p>(iii) it employs an average of at least 250 employees; or</p> <p>(c) is prescribed by regulations.</p> <p>Please note that the response to the information is being collected as data collation for internal use only. The response provided either yes or no has no bearing on the ability for Proponents to respond to this RFP.</p>	<div><input checked="" type="radio"/> Yes</div> <div><input type="radio"/> No</div>

Geographical coverage for offering

Identify the geographical locations included in your offering. While Canoe members are nation wide, **Proponents can select to serve a defined geographical area based on their capabilities.**

Line Item	Province/Territory	Do you currently offer goods in this area? *	Is this area included in your offering for this RFP *	Comments
1	Alberta	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
2	British-Columbia	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
3	New-Brunswick	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
4	Manitoba	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
5	Newfoundland and Labrador	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
6	Northwest Territories	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
7	Nova-Scotia	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
8	Nunavut	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
9	Ontario	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
10	Prince Edward Island	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
11	Québec	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
12	Saskatchewan	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
13	Yukon	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	

Experience

Line Item	Question	Reponse *
1	Provide a high level description of the goods you are offering in your proposal.	<p>Logix ITS offers a comprehensive portfolio of traffic safety solutions designed to enhance roadway safety, calm traffic, and improve parking efficiency. An overview of categories by brands offered is provided below;</p> <p>- Traffic Logix Brand</p> <p>Speed Display Signs: The SafePace and SafePace Evolution Series are our line of cloud-enabled radar feedback signs designed to enhance road safety by reducing vehicle speeds. These signs display real-time driver speeds and offer customizable messages with dual-color LEDs. Available in various sizes and configurations, they are ideal for a wide range of roads and environments.</p> <p>Rubber Traffic Calming Solutions: We offer modular, recycled-rubber speed cushions, speed humps, speed tables, delineators, flexible curbs, and traffic circles. These devices promote sustainable, passive speed reduction through physical design and require minimal installation effort. They are ideal for temporary or permanent deployment in a wide range of environments.</p> <p>Data Collection Solutions: Speed Tracker Series is our line of wireless, radar-based data collectors designed to measure vehicle speed, volume, and direction, with advanced models offering multi-lane and vehicle classification capabilities. Traffic Pulse AI is our video-based, AI-enhanced system that accurately captures and analyzes movements of vehicles, pedestrians, and cyclists. Together, these solutions provide comprehensive traffic data ideal for planning, implementing, and evaluating transportation projects across public and private sectors.</p> <p>Speed and Traffic Cameras (Automated Enforcement Solutions): We offer automated speed enforcement solutions for fixed and mobile deployment. These systems help reduce speeding violations in high-risk zones such as school corridors and are compatible with radar signage to reinforce behavioral change.</p> <p>Variable Message Signs: Our Intelligent LED-based message boards offer custom text, graphics, and speed display. These signs are ideal for communicating real-time alerts, detours, or traffic regulations. Options include violator strobes and data collection features. Durable and easily deployable, these signs are ideal for rapid installation in a variety of environments.</p> <p>Cloud-Based Data and Device Management Solutions (Integrated Platform Access): Logix on Cloud provides centralized control of all Traffic Logix devices, including remote configuration, data export, system health monitoring, and dashboard visualizations.</p> <p>- All Traffic Solutions Brand</p> <p>Radar Speed Signs: The Shield Series includes the Shield 12 and Shield 15, compact radar speed signs that display vehicle speeds and can activate an optional flashing strobe for speed violators. These signs help calm traffic, improve driver awareness, and reduce speeding in critical areas. Each sign also collects traffic volume and speed data. Known for their ruggedness and portable design, Shield signs are easily mounted, easy to use, and powered via battery or integrated solar panels.</p> <p>Radar Message Signs: SpeedAlert 18 and 24 signs combine radar speed detection with dynamic message functionality in a single unit. These signs can display vehicle speeds, speed-dependent messages, other custom messages, and alert strobes for speed violators. SpeedAlert units collect detailed traffic data, making them ideal for multipurpose deployments involving driver awareness and traffic studies.</p> <p>Variable Message Signs: The InstAlert 18 and InstAlert 24 are versatile, portable variable message signs capable of displaying multiple lines and screens of custom text or graphics. The InstAlert 24 is the only folding message sign on the market, designed for easy transport and fast one-person installation. Ideal for public communication, these signs support dynamic alerts including traffic pattern changes and safety notifications, and are programmable remotely through the TrafficCloud platform.</p> <p>ATS Speed & Message Trailers: All Traffic Solutions offers two mobile speed and message trailer models—the ATS 3 and the ATS 5. The ATS 3 trailer is designed to support smaller signs like the Shield 12, Shield 15, SpeedAlert 18, and instAlert 18. Its 360-degree rotating mounting pole and compact size makes it ideal for easy deployment on residential and lower-speed roads under 45 mph. The ATS 5 trailer best supports larger signs such as the InstAlert 24 and SpeedAlert 24, making it effective for larger and busier roadways with speed limits up to 55 mph. Built with a continuous weld steel frame and marine-grade powder coat, they resist rust and withstand harsh weather.</p> <p>LPR Camera-Ready Trailers: ATS LPR camera-ready trailers power a SpeedAlert or InstAlert sign along with the customer's choice of LPR cameras, which must be purchased separately from their preferred vendor. Multiple trailer configurations are available to fit different camera brands, with seamless integration thanks to ATS partnerships with leading LPR providers.</p> <p>Efficient solar panels and batteries ensure extended runtime, while the trailers' mobility and durability allow rapid deployment without existing infrastructure. Ultimately, these trailers can provide traffic calming, traffic data collection, message sharing, and plate capture in one mobile solution.</p> <p>Cloud-Based Remote Management Platform (TrafficCloud): TrafficCloud is a centralized, subscription-based platform that enables remote management of all deployed devices. It supports anytime data access, automated reporting, remote message programming, and more. Agencies can receive alerts for tampering, battery levels, or excessive speeds, and use the platform to manage assets via a live location map.</p> <p>- Parking Logix Brand</p> <p>Parking Traffic Safety & Management Solutions: The OpenSpace parking traffic management platform is a flexible, cloud-based system that integrates functionality across sensors, cameras, and signage to collect data and deliver real-time analytics for actionable insights and seamless driver communication. Its modular components include AI camera-based parking monitoring, magnet and lidar sensors, dynamic LED signage, smart displays, and cloud-based management and analytics.</p>

2	What is your Canadian public sector market share for the solutions you are proposing?	<p>According to the Global Digital Radar Speed Signs Market Analysis report published by Zion Market Research, the Canadian market revenue for digital radar speed signs is estimated at \$7.35 million in 2024. During the same period, Logix ITS generated approximately \$4.2 million in revenue across all categories of traffic calming solutions. Based on this data we estimate our Canadian market share to be approximately 36-46% in sectors served by comparable offerings. All revenue figures are presented in USD.</p> <p>Logix ITS made significant investments and launched strategic initiatives to strengthen our presence in Canada, particularly in supporting the procurement needs of government and educational institutions. Our proven track record with cooperative purchasing contracts – including leveraging our current CANOE procurement vehicle – has enabled us to effectively serve the Canadian public sector.</p> <p>Our Quebec-based manufacturing facility is home to dedicated production, engineering, and customer support teams. This local presence enables us to ensure fast delivery times and provide tailored, in-house support to meet the needs of public agencies in Canada.</p>
3	What do you consider to be the top three market differentiators of your products/services relative to this solicitation?	<p>1. Integrated, Scalable, and Data-Driven Safety Ecosystem: Logix ITS offers a modular portfolio of traffic and parking safety solutions that function effectively as standalone tools and deliver greater impact when combined. The ecosystem includes radar speed/message signs, variable message signs, customizable sign trailers, automated enforcement cameras, recycled rubber traffic calming devices, parking traffic management systems, and advanced data analytics platforms. This integrated approach allows agencies to implement scalable safety programs that adapt to evolving community needs. Each solution supports a layered model of awareness, enforcement, and physical calming, leading to measurable improvements in safety and risk reduction.</p> <p>2. Easy-to-use Cloud Platform with Real-Time Control and Insights: Logix on Cloud, OpenSpace Cloud, and TrafficCloud provide centralized access to device management, scheduling, and traffic data analytics from any internet-connected location. Agencies can remotely adjust device settings, monitor system health, and analyze vehicle speed, volume, and behavioral trends. Real-time notifications, encrypted data transfers, and device cross-compatibility support secure and streamlined operations, and lead to faster decision-making – all without requiring any installed software.</p> <p>3. Sustainable and Durable Solutions with Proven Impact: Logix ITS refines its products through ongoing customer feedback, field testing at dedicated sites across North America, and insights from global market experience. Traffic Logix and Parking Logix products are designed and manufactured in Canada, with the commitment to engineering solutions that endure the Canadian climate. All brand offerings are designed for low maintenance and long-term durability, withstanding harsh winters and humid summers, and featuring energy-efficient solar-powered options. Our radar signs and enforcement cameras have demonstrated significant real-world impact, including reductions in high-speed violations and injury risk among vulnerable road users, supporting broader safety and traffic management goals. Please reference the three-tiered model of intervention concept “State of Speeding”, which elaborates the impacts of our offerings in more detail.</p>
4	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.	Logix ITS and its brands are licensed to conduct business across all Canadian provinces and territories. We maintain the required business licenses and registrations to operate in Canada, including import/export permits, employee certifications, manufacturing and engineering credentials, government business registrations, and supply chain security compliance. These qualifications ensure that Logix ITS is well-positioned to serve private and federal, provincial, and municipal government entities.
5	Describe your experience with group purchasing, including a list of current cooperative purchasing contracts in North America.	<p>Logix ITS has extensive experience with group purchasing and currently holds multiple cooperative contracts across North America. These contracts allow us to provide traffic safety solutions that are both budget-friendly and satisfy customers' procurement ordinances, helping public agencies meet their needs quickly in a manner that is compliant to their procurement needs.</p> <p>Cooperative purchasing enables our customers to access competitively awarded solutions quickly and within their budgets, while allowing us to deliver scalable, field-proven technologies to a wider range of communities – creating value on both sides of the partnership.</p> <p>List of Current Cooperative Contracts;</p> <p>CANOE - CAN-2021-009-TLJ Sourcewell - 070821-LGX Sourcewell - 042225-LGX Sourcewell - 042225-ATS Sourcewell - 090122-ATS OMNIA - 05-54 (former NCPA) OMNIA 158973 NASPO Value Point – 24823 Utah Statewide Contract - MA4185, MA4183 NJSTART - 17FLEET-00776 North Carolina Sheriffs Association - 26-10-0422 Virginia Sheriffs Association - 25-06-0711 Florida Sheriffs Association - FSA23-EQU21.0 PACOSTARS - 012-E22-305 Texas BuyBoard - 703-23 Purchasing Cooperative of America - OD-318-20 & OD-383-23 791 Purchasing Cooperative - 791-2024-09-006 & 791-2020-03-002 & 791-2023-03-001</p> <p>These contracts reflect our ongoing commitment to providing accessible, procurement-ready solutions that support traffic safety and operational efficiency for our customers.</p>

Program offering

Describe your auto fleet parts offering.

Question	Response *
Provide a description of your Traffic Supplies and related Accessories offering. Provide information on the quality standards and certifications of the goods. You can attach a more detailed list in the procurement portal.	<p>Logix ITS is pleased to provide a comprehensive suite of traffic safety supplies and related accessories designed to enhance roadway and parking safety, regulate and monitor vehicle speeds, and improve data visibility for decision-making. Our solutions are engineered to be easily deployable, durable, and efficient in a wide range of environments. By offering integrated solutions, we empower customers to implement a layered approach to traffic safety, improving management while conserving resources and saving lives. The following is a detailed description of all solutions offered as part of this proposal:</p> <p>- Traffic Logix Brand Offerings</p> <p>A. Speed Display Signs (Radar Feedback Signs)</p> <p>Logix ITS, under its Traffic Logix Brand, offers the SafePace and SafePace Evolution Series; a versatile, cloud-connected line of radar driver feedback signs designed to improve road safety by slowing speeding vehicles. These signs are ideal for city streets, work zones, higher education campuses, as well as school zones. They display drivers' real-time speeds, which encourages immediate speed reduction, enhances awareness, and improves compliance, without the need for on-site enforcement.</p> <p>The product lines include models with varying digit sizes, from compact signs for local roads to larger displays for critical environments like work zones. Some models feature customizable messaging, such as text, responsive messages, and even emojis that can be set to adjust based on driver behavior. The sign selection offers the most options in market, including bright LED displays and dual-color LEDs (amber and red) that signal compliance or speeding. Many models also feature flashing digits and a violator strobe for added visibility.</p> <p>The SafePace Series is also customizable with a range of deployment options, including pole-mounted signs, mobile trailers, wheeled dollies for easy relocation, and hitch-mounted systems for vehicles. Universal brackets and durable enclosures further enhance flexibility and ease of use.</p> <p>Each sign is equipped for remote management capabilities via Logix on Cloud, allowing users to schedule messages, access traffic data, and receive real-time alerts. A one-year Cloud subscription is included at no cost with SafePace Evolution signs, enabling data collection and remote configuration. The standard SafePace series does not include a Cloud subscription by default, but it can be added as an option.</p> <p>B. Rubber Traffic Calming Solutions</p> <p>Logix ITS manufactures a modular family of recycled-rubber traffic-calming devices, sold under the Traffic Logix brand. These devices physically slow vehicles while offering a sustainable alternative to asphalt or concrete. These solutions are ideal for temporary or long-term deployment and can be used on public and private roads to effectively delineate traffic and enforce speed reduction. Forcing drivers to reduce speed by design, they improve safety for workers, pedestrians, bicyclists and motorists without requiring on-site enforcement.</p> <p>Product line and key features</p> <ul style="list-style-type: none"> - Flexible Curbs, Delineators, and Traffic Circles - Interlocking curb pieces and vertical posts create lane narrowing, mini-roundabouts, bike-lane buffers, or work-zone channelization. There is no excavation required. - Speed Humps and Speed Tables - Continuous profiles that bring vehicle speeds down to roughly 15-25 mph. Available in multiple heights and lengths to match any lane width or roadway classification. - Speed Cushions - Segmented units installed in groups; the gaps allow emergency vehicles to straddle the device while still slowing down cars and light trucks. Heights and widths can be ordered as required for the desired target speed. <p>All rubber devices share the same core advantages:</p> <ul style="list-style-type: none"> - Recycled-rubber construction reduces landfill waste and gives tires a second life. - Modular panels with factory-drilled anchor holes are installed with basic tools in a short time and can be removed for reuse or reconfiguration. - UV-stable, oil-resistant compound withstands extreme heat, cold, and heavy truck traffic. - High-visibility striping and embedded glass-bead reflectors enhance day- and nighttime recognition. - A two-year material warranty and illustrated installation guides are included with every order. <p>Deployment options</p>

Rubber modules can be surface-mounted on asphalt, concrete, or compacted gravel using supplied hardware. For rapid relocation, agencies can easily unbolt and re-bolt the rubber devices at the desired location with non-invasive hardware.

Program integration

Participating CANOE agencies can combine these rubber solutions with SafePace radar signs and Traffic Logix enforcement cameras to create a layered, data-driven traffic-calming program. The result is a scalable system that is easy to deploy, adjust, and maintain while meeting diverse traffic safety objectives.

C. Data Collection Solutions

1. Speed Tracker (Radar Traffic Data Collectors)

Logix ITS, under the Traffic Logix brand, offers two wireless data counters; Speed Tracker and Speed Tracker Plus. These counters accurately capture traffic data without alerting drivers, allowing users to capture unbiased data. Both devices can be mounted on a pole or signpost in minutes; they operate for weeks on an internal battery combined with an optional solar panel. Data automatically gets transmitted to Logix on Cloud for instant access to charts and exportable reports.

Key features

- Discrete data collection for vehicle speed, volume, and direction.
- Multi-lane, bidirectional counting and automatic vehicle classification available on Speed Tracker Plus. Single-lane speed and volume collection on the base model.
- Secure, wireless uploads to Logix on Cloud for remote dashboards, heat maps, and downloadable data files.
- Lightweight, quick-mount design that can be redeployed across sites; optional solar power extends field time.

Use cases

- Pre-deployment assessment - establish baseline speeds before installing signs, cameras, or physical calming devices.
- Post-project validation - confirm speed reductions and traffic shifts after safety measures are in place.
- Ongoing compliance checks - schedule periodic studies to be sure work-zone or corridor speed limits remain effective.

2. Traffic Pulse AI (Video Based AI Data Collector)

Logix ITS offers Traffic Pulse AI under the Traffic Logix brand. Traffic Pulse AI is a camera-based, artificial-intelligence system that captures detailed intersection data in real time. The kit includes a camera, pole, and battery box that a single person can set up in a short amount of time. It counts vehicles, pedestrians, and cyclists without relying on invasive methods like road tubes or putting manual observers at risk, delivering instant insights for safer, smarter streets. The system is especially useful for conducting impact studies prior to roadway and traffic projects, providing CANOE members with essential traffic data to support planning decisions, including when re-routing may be necessary.

Key features

- AI analytics accurately measure volume, speed, turn movements, and direction, and no on-site calibration is needed.
- Eight vehicle classes, plus pedestrians and cyclists, give planners granular data for signal timing, design, and traffic impact applications.
- Immediate cloud upload and downloadable reports as soon as the study is completed; no third-party wait times.
- Flexible data-processing packages, including an unlimited annual option, keeping long-term costs predictable.
- Provides an alternate solution where road tubes would not be useful, including complex geometries like work zones and multi-lane intersections.
- Resists wind and vibration with built-in dampening.

Use cases

- Pre-project assessment to benchmark turning counts, road volume and traffic flows - including vulnerable road users.
- Design validation after construction or signal retiming to confirm improvements.
- Ongoing monitoring for high-risk corridors and special events that demand up-to-date evidence.

Program integration for all our Data Collection Tools

Speed Tracker and Traffic Pulse AI counts are each uploaded to their respective secure cloud dashboards, where users can view charts, and exportable data files in real time. CANOE members can consolidate every dataset in a single analytics workflow, compare before-and-after results, and build evidence-based recommendations without juggling incompatible systems. The result is consistent, data-driven decision making from initial assessment through long-term monitoring.

D. Speed and Traffic Cameras (Automated Enforcement Solutions)

Logix ITS, under the Traffic Logix brand, offers a full range of automated speed enforcement solutions, from entry-level cameras to advanced, integrated speed camera systems. These systems can be deployed independently or in combination with radar driver feedback signs to enhance compliance and improve road safety.

Speed cameras are especially effective in high-risk zones such as work zone areas and school zone corridors. By capturing images of speeding vehicles, these systems act as a proven deterrent and support targeted enforcement.

Key benefits

- Proven effectiveness - Studies consistently show that automated enforcement reduces average vehicle speeds, lowers crash rates, and improves driver behavior.
- Flexible deployment - Available in both fixed and mobile formats, these cameras can be tailored to specific high-risk zones and enforcement strategies.
- Scalable solution - Departments of Transportation and municipal agencies use these systems to build long-term enforcement programs that reduce violations and injuries while supporting broader safety goals.
- Program reinforcement - When paired with radar signs, these systems not only enforce speed limits but also reinforce the behavior change prompted by driver feedback.

E. Variable Message Signs (VMS30 Smart Display)

Logix ITS offers the SafePace VMS30 under its Traffic Logix brand. The SafePace VMS is a flexible and intelligent variable message sign designed to communicate real-time alerts, custom messages, and vehicle speed information to drivers. Ideal for work zones, detours, enforcement campaigns or event traffic management, the VMS30 improves situational awareness and enhances roadway safety.

Key features:

- Custom text and graphics with adjustable font sizes and colors
- Optional dual-color LED display with animated messaging
- Real-time updates via web-enabled access
- Integrated speed display and violator strobe
- Multiple mounting options and choice of power supply (including solar)
- Optional data collection for traffic analysis and reporting
- Driver-responsive messaging and advanced scheduling capabilities

The VMS30 is designed to quickly inform and redirect drivers, while seamlessly integrating into broader traffic safety deployments alongside radar signs and enforcement solutions.

F. Cloud-Based Data & Device Management Solution (Logix on Cloud - Integrated Platform Access)

As a key component of the Traffic Logix traffic safety ecosystem, we offer cloud-based platforms that act as the central hub for device management, data analysis, and reporting.

These platforms provide CANOE Members secure and remote access to all collected data. This allows participating agencies to monitor traffic behavior, configure devices, and generate actionable insights from any location. Users can download traffic data to conduct studies, schedule messages, adjust device settings, or review violation records without needing to visit the deployment site.

Key capabilities include:

- Real-time data visualization
- Automated reporting with exportable charts and summaries in formats like CSV and PDF
- Remote device configuration, scheduling, and system health monitoring
- Compatibility across product lines through standard export and data sharing tools

Access to the appropriate cloud platform is included as part of each product package, with terms that vary based on the product type and subscription duration. The first year of cloud access is provided at no additional cost. This ensures that CANOE members can fully utilize Traffic Logix solutions through centralized, data-informed management tools that support both short-term deployments and long-term program goals.

All Traffic Solutions Brand offerings

A) Radar Speed Signs

Logix ITS, Under the All Traffic Solutions (ATS) brand, offers Radar Speed Signs in two sizes: the Shield 12 and the Shield 15. These signs display drivers' speeds as they approach and can flash an optional strobe light at vehicles exceeding the posted speed limit. This feature grabs attention and warns drivers to slow down. Increasing driver awareness in this way has proven effective in reducing speeding.

Shield signs also collect speed and traffic volume data, helping to analyze traffic patterns and support data-driven decisions. They are commonly deployed in work zones, residential areas, school zones, and other roadways to calm traffic, enforce reduced speed limits, and enhance safety for all.

Shield signs are lightweight and easy to install on roadside signposts. Their portability makes them ideal for rotating between different work zones. Built for durability, they excel in radar accuracy, power recovery, autonomous battery operation, and crash resistance. They're shatterproof, graffiti-resistant, and can withstand wind speeds up to 150 mph, as well as harsh weather conditions including snow, rain, and ice.

With proper care, Shield signs can last for over a decade. They come with flexible power options: battery-powered or integrated solar. The integrated solar version

eliminates the need for battery removal during recharging, making setup and relocation even easier.

B) Radar Message Signs

Offered under the ATS Brand, the SpeedAlert Radar Message Signs combine radar speed display with variable message functionality, offering a highly versatile solution. These signs show vehicle speeds along with custom speed-dependent messages.

For example, speeding drivers may see a warning to slow down, while those obeying the limit may receive a thank-you message. The sign can also activate flashing red and blue strobes to alert speeders.

Besides speed-dependent messages, SpeedAlert can be used like a regular message sign for general alerts or instructions. It also collects speed and volume data.

The combination of radar feedback, messaging, and data collection makes SpeedAlert a multifunctional tool which is ideal for traffic studies, traffic control, or driver safety education in various traffic environments.

C) Variable Message Signs

Offered under the ATS Brand, InstAlert Variable Message Signs are designed to be the most portable, durable, and user-friendly signs available. They can display up to six different screens of custom text and/or graphics. Their bright, large displays make them ideal for conveying important roadside information quickly and clearly.

These signs offer flexibility in messaging. They are widely used to notify drivers of upcoming roadwork, changes in traffic patterns, reduced speed limits, and flagger instructions. InstAlert signs can also display general safety reminders.

Two sizes are available: the InstAlert 18 and InstAlert 24. The InstAlert 24 is the only foldable variable message sign on the market, making it easy to transport, and it even fits in a car trunk.

Lightweight and versatile, InstAlert signs can be mounted on posts, poles, trailers, or vehicle hitches by one person in just a few minutes. Messages can be programmed remotely through TrafficCloud, saving time and effort. No on-site visits are required to update the display.

InstAlert signs are built to last for up to 10 or more years. They are shatterproof, graffiti-resistant, and weatherproof. Power options include lithium batteries, AC, or solar. The InstAlert 18 is also available with integrated solar power.

D) Mobile Trailer Solutions

Logix ITS, under the ATS brand, offers two trailer models for mounting radar speed and message signs.

- The ATS 3 trailer is compatible with smaller signs, including the Shield 12, Shield 15, SpeedAlert 18, and InstAlert 18. It features a 360-degree rotating pole, making it easy to position the sign in any direction. This compact trailer is perfect for streets with speed limits under 45 mph.
- The ATS 5 trailer supports larger signs such as the InstAlert 24 and SpeedAlert 24. It's ideal for higher-speed roads up to 55 mph and can be equipped with a red and blue strobe bar to alert speeding drivers.

The ATS Brand also offers License Plate Recognition (LPR) Camera-Ready Trailers

These trailers power a SpeedAlert or InstAlert sign along with the customer's choice of LPR cameras. This makes them a powerful, all-in-one solution for traffic calming, traffic data collection, messaging, and license plate capture.

- A variety of configurations are available to support the customer's camera(s) of choice. The ATS brand is partnered with most major LPR brands to ensure seamless integration.
- Efficient solar panels and batteries provide extended runtime for both the sign and cameras. These trailers are highly mobile, rugged, and perfect for areas lacking fixed infrastructure for camera deployment.
- Cameras must be purchased separately, but ATS offers professional installation at no additional cost.

ATS trailers are engineered for easy transport and deployment. They require no special equipment; any vehicle with a standard receiver hitch can tow them. Thanks to their welded steel frames and marine-grade powder coating, these trailers remain in excellent condition even after up to 10 to 15 years of year-round use.

E) Cloud Based Remote Management Platform (TrafficCloud)

TrafficCloud is All Traffic Solutions' patented remote management portal, available by annual subscription. It allows customers to monitor and manage their ATS devices online, saving significant time. There's no need to visit the sign location to retrieve data or make updates.

Data collected by Shield and SpeedAlert signs is uploaded in real time to TrafficCloud. Users can view and analyze data through intuitive charts, tables, and graphs. Reports can be downloaded or set to auto-send via email.

TrafficCloud also enables alerts for low battery, tampering, movement, or high-speed violations. If tampering occurs, the sign captures an image viewable through the portal. Sign locations are tracked in real time via a live map.

Message signs can be programmed directly from TrafficCloud. Users can create or select messages, push them to one or multiple signs, and even schedule them in advance - making the system ideal for proactive communication with the public.

Parking Logix Brand Offerings; Parking Traffic Safety & Management Solutions

A. AI Camera-Based Parking Monitoring

The OpenSpace AI Camera is a high-resolution, pole-mounted AI camera that provides accurate vehicle counts at lot entrances and exits without the need for invasive infrastructure. This solution is ideal for large-scale or complex facilities, offering a scalable alternative to in-ground sensors and enabling multi-lot coverage with a single device.

Key Features;

- Uses high-resolution, PoE/AC-powered IP cameras with built-in AI to track vehicle counts, occupancy, dwell time, and turnover.
- Weatherproof & Vandal Resistant, these cameras are deployable in surface lots, garages, on-street, or mixed environments.
- Real-time integration with Parking Logix's cloud dashboard and third-party platforms.
- Features remote configuration, image verification, NDAA compliance, and multi-site scalability
- Capture clear, identifiable video evidence with 5 MP high-definition resolution
- Monitor areas effectively even in low-light conditions
- Motorized Varifocal Lens allows users to adjust the viewing angle and zoom/focus remotely to cover exactly what is needed

Multiple Storage Options include MicroSD card and network storage compatibility.-

B. OpenSpace Magnet Sensors

OpenSpace Magnet sensors are wireless magnetic vehicle detectors designed for installation at ingress and egress points in surface lots and garages. Using magnetometer-based detection, these sensors offer a cost-effective, non-invasive parking guidance solution suitable for indoor and outdoor lots. Ideal for agencies seeking a scalable alternative to in-ground wired loops, the system can track occupancy in real time and communicate availability via LED signage, apps, or web platforms. The solution is particularly useful for optimizing large parking areas where budget, speed of deployment, and accuracy are critical.

Key Features

- Wireless magnetic sensors embedded in rubber pods or speed humps
- Industry-leading parking count accuracy at lot entrances and exits
- Real-time data sharing with cloud-based dashboard and signage
- Fast, non-invasive installation—no lot closure required
- Scalable across lots of any size or configuration
- Flexible power options including solar and battery backup
- Built-in durability for indoor and outdoor deployment
- Secure wireless connectivity to mobile/web platforms and signage
- Cloud-based analytics with availability reporting and performance trends

C. OpenSpace Lidar Sensors

OpenSpace Lidar uses laser-based sensing to deliver high-accuracy vehicle counting at entrance and exit points. With 97% accuracy and the ability to differentiate vehicles from pedestrians, OpenSpace Lidar is well-suited for dynamic or high-traffic environments, such as urban garages or campuses. Its data integrates seamlessly into the ParkingCloud platform, enabling real-time decision-making and predictive analytics.

Key Features

- Narrow beam laser detection with 97% vehicle counting accuracy
- Differentiates vehicles from pedestrians and tailgating vehicles
- Bidirectional or single-lane coverage
- Rugged, weather-proof, and tamper-resistant housing
- Secure, real-time data upload to ParkingCloud dashboard
- Integrated accelerometer for tamper detection
- LED indicators and beeper for easy calibration and setup
- Operating temperature range: -20°F to 140°F

D. Dynamic LED Signage

The OpenSpace VMS is a customizable, LED-based variable message sign system designed to display real-time parking availability data. By wirelessly integrating with Magnet or Lidar sensors, these signs provide highly visible and accurate guidance to drivers as they approach a lot, garage, or campus. Whether installed in single-lot environments or across large, multi-level facilities, the OpenSpace VMS enhances parking operations by reducing congestion and improving driver experience.

Key Features

- Bright, high-contrast LED display ensures clear visibility in all lighting conditions
- Real-time updates from wireless Magnet or Lidar sensors
- Customizable message content and layout to fit specific lot configurations
- Durable, weather-resistant housing for reliable indoor or outdoor performance
- Remote programming and data access through Logix on Cloud
- Flexible installation options with universal brackets and multiple mounting accessories
- Multiple sizes and display formats to accommodate unique site needs
- Available with AC, solar, or battery power

OpenSpace VMS is ideal for municipalities, campuses, and commercial facilities seeking to improve traffic flow and parking efficiency by proactively informing drivers of space availability. OpenSpace VMS enables smarter parking navigation, reduces search time, and supports better space utilization.

E. Cloud-Based Management & Analytics

Parking Logix offers two robust, web-based cloud platforms - Logix on Cloud and Parking Cloud - that enable real-time monitoring, reporting, and remote configuration of parking assets. Designed to unify all occupancy data in a single interface, these platforms eliminate the need for local IT infrastructure and provide a seamless user experience accessible from any connected device.

- Logix on Cloud is optimized for managing OpenSpace Magnet sensor deployments.
- Parking Cloud supports comprehensive integration across various Parking Logix and third-party detection devices.

These platforms help agencies monitor parking availability, set occupancy thresholds, and generate data-rich reports that inform operational and planning decisions.

Key Features:

- Real-time parking availability data and system health visibility
- Customizable dashboards and intuitive user interfaces
- Remote configuration of sensors and display settings
- Email and SMS alerts for occupancy or system status thresholds
- Advanced utilization and capacity reporting tools
- API integration for seamless data sharing with third-party platforms or public apps
- Scalable management from small lots to large multi-facility networks

Ideal for municipalities, campuses, healthcare systems, and commercial operations, cloud-based management supports centralized oversight of one or multiple parking lots. Whether monitoring a single facility or coordinating across a city, users benefit from scalable tools that streamline management and improve the driver experience.

Quality Standards and Certifications of Offerings

Traffic Logix

Traffic Logix radar speed signs-including the SafePace Evolution 12, SafePace Evolution 15, and SafePace Evolution 18-are built using similar designs and share core electronic componentry. As such, the certifications and third-party test data for the SafePace Evolution 15 and SafePace Evolution 11 models apply equivalently to these models. The following safety-related certifications and approvals have been issued to Traffic Logix solutions:

- FCC Equipment Authorization (Radar Modules)
 - DF300 Radar Module used in the SafePace Evolution 18 is FCC-certified under FCC ID: VECDF300-0
 - DF600 Radar Module used in the SafePace Evolution 11 and SafePace Evolution12, is FCC-certified under FCC ID: VECDF6, compliant with Part 15 regulations for Field Disturbance Sensors operating at 24.125 GHz.
- Industry Canada (IC) Certification
 - The DF600 radar module is certified under IC ID 10506A-DF6, meeting RSS-Gen, RSS-210, and RSS-102 specifications.
- Environmental and Electrical Safety Testing
 - NEMA TS-2 / TS-4 EMC and Environmental Compliance: The SafePace Evolution 15SD successfully passed testing against both NEMA TS-2:2003 and TS-4:2016 standards. Tests covered:
 - Operating temperature and voltage ranges
 - Power transients, electrical surges, and interruptions
 - Electrostatic discharge (ESD)
 - Environmental Durability (Shock and Vibration): Conformance with NEMA TS-2 Sections 2.2.8 and 2.2.9, including resonance and shock testing.
- Radar Accuracy Certification
 - NHTSA DOT HS 812 266 Compliance: The Evolution 15SD radar module was tested for speed measurement accuracy and passed with a tolerance of ± 1 MPH, per Down-the-Road Radar Module specifications.
- FCC Part 15 Supplier's Declaration of Conformity (sDoC)
 - The SafePace Evolution 15SD system as a whole (beyond radar module) meets FCC Part 15 Class B emissions standards. The device was tested for both conducted and radiated emissions at an accredited test facility.
- Structural Engineering and Wind Load Certification
 - SafePace Evolution 15SD: Structurally evaluated and certified for sustained wind loads up to 150 mph, using ASCE 7-10 standards and the Florida Building Code.
 - SafePace VMS 30 (demonstrates bracket and clamp strength): Also evaluated for 150 mph wind loads with FEA and safety margin testing of mounting hardware. This supports the broader integrity of SafePace pole-mounted sign platforms.
- Manual on Uniform Traffic Control Devices (MUTCD)
 - Our structural reports reference MUTCD-compliant mounting practices, including mounting height, lateral clearance, structural support, and breakaway features. These standards ensure that signs like the SafePace Evolution series are installed in compliance with national traffic control device regulations.
- Florida DOT Approval (FDOT APL Listing)
 - The SafePace Evolution 15SD is certified under FDOT's Approved Product List (APL), Certification #700-019-008. It is listed as an Electronic Display Sign (EDS) and Electronic Speed Feedback Sign (ESFS). MUTCD requirements were also satisfied by acquiring the FDOT APL certification.
- Minnesota DOT Approval (MnDOT APL Listing)
 - The SafePace Evolution 11 (EV11-MN) is approved by MnDOT for use as a battery/solar-powered radar speed sign.
- Vermont DOT Approval (MnDOT APL Listing)
 - The SafePace Evolution 12 is approved by VT DOT for use as a battery/solar-powered radar speed sign on state owned roads.

All Traffic Solutions - (Attachment ATS Product Certifications and Licenses)

- FCC and Industry Canada Certification
 - Shield 12 and Shield 15 radar message signs are certified under:
- MUTCD Compliance
 - All Traffic Solutions' products comply with the design and application principles of the 2009 Manual on Uniform Traffic Control Devices (MUTCD). Our instALERT variable message signs and Shield radar speed displays meet relevant MUTCD Sections 2L.01-2L.05, 6F.60, and 2B.13, including standards for legibility, display characteristics, brightness control, and appropriate use of dynamic message elements.
- FCC Part 15, Subpart B (Class B Digital Device)
 - Industry Canada ICES-003 These devices meet the electromagnetic emission limits for unintentional radiators and were tested and certified by Retlif Testing Laboratories
- NEMA TS-2 EMC Testing
 - Both Shield 12 and Shield 15 passed environmental and electromagnetic compatibility testing to the NEMA TS-2:2003 standard, confirming robustness for roadside deployment, including resistance to power transients, high/low temperatures, and vibration. A Washington Labs gap analysis also confirmed conformance with most TS-4 requirements except pulsed immunity thresholds
- Environmental Testing
 - Testing performed by Washington Laboratories, Ltd. on the Shield 12 and Shield 15 confirmed durability against fog, frost, condensation, vibration, and shock
- Radar Accuracy Certification
 - Shield 12 complies with radar accuracy specifications defined by NHTSA DOT HS 812 266:2016, validating radar performance through tuning fork and live field testing. The Shield 12 passed all criteria with ± 1 MPH accuracy across tested speeds
- DOT State Approvals
 - Our radar speed display models (Shield 12 and Shield 15) are listed as approved products with the following Departments of Transportation:
 - Florida DOT (FDOT) - APL Certified under listing 700-019-007
 - Alabama DOT (ALDOT) - Listed on Work Zone Traffic Control Devices APL, certified BABA compliant
 - Massachusetts DOT (MassDOT) - Listed under Speed Display Signs

	<p>---Minnesota DOT (MnDOT) - Model SH12 and SH15 approved for use, with defined sizes and power sources</p> <p>---Pennsylvania DOT (PennDOT) - Qualified in Bulletin 15 for use on construction projects</p> <p>---Idaho DOT (ID DOT) - Approved radar speed sign; subject to specific MUTCD Section 2C.100 constraints on use</p> <p>---Nebraska DOT (NDOT) - The Shield 12, Shield 15, and SpeedAlert 18 radar speed display signs are listed under Product Category Traffic Control Devices and Material Code 401RSDS. All three products have been approved effective October 19, 2021 and are valid through October 19, 2026, confirming compliance with NDOT's specifications and Buy America documentation requirements</p>
Provide details on any home brand type offering which you want to include as part of this program.	<p>Traffic Pulse AI (Video Based AI Data Collector)</p> <p>Logix ITS offers Traffic Pulse AI under the Traffic Logix brand, which can be classified as a "home brand type offering". Traffic Pulse AI is a camera-based, artificial-intelligence system that captures detailed intersection and mid-block traffic data in real time. The kit includes a camera, pole, and battery box that a single person can set up in a short amount of time. It counts vehicles, pedestrians, and cyclists without relying on invasive methods like road tubes or putting manual observers at risk, delivering instant insights for safer, smarter streets. The system also supports the data collection for impact studies prior to roadway and traffic projects, providing CANOE members with essential traffic data to support planning decisions, including when re-routing may be necessary.</p> <p>Key features</p> <ul style="list-style-type: none"> -AI analytics measure volume, speed, turn movements, and direction accurately and no on-site calibration is needed. -Eight vehicle classes, plus pedestrians and cyclists, give planners granular data for signal timing, design, and traffic impact applications. -Immediate cloud upload and downloadable reports as soon as the study is completed; no third-party wait times. -Flexible data-processing packages, including an unlimited annual option, keeping long-term costs predictable. -Provides an alternate solution where road tubes would not be useful, including complex geometries like work zones and multi-lane intersections. -Resists wind and vibration with built-in dampening. -Video available for QA only; traffic data is processed without storing video, ensuring privacy-friendly usage <p>Use cases</p> <ul style="list-style-type: none"> -Pre- and post-project assessment to benchmark turning counts, road volume and traffic flows - including vulnerable road users. -Design validation after construction or signal retiming to confirm improvements. -Ongoing monitoring for high-risk corridors and special events that demand up-to-date evidence, including ingress and egress areas.
List anything else you would like to include as part of your offering.	All Logix ITS offerings are detailed in Table 4 Q1 and Table 5 Q1.
Describe how you will handle special ordered and non stock items. Explain the pricing structure and shipping details.	<p>We provide a quote for each specially ordered or non-stock product and for any related service request. Non-contracted ("open market") items are separated on quotes and invoices and clearly distinguished from CANOE-contracted items. If an open market item is not included in the same quote as contract items, a separate quote will be provided for those items.</p> <p>To facilitate these requests, we do not apply arbitrary markups. Instead, pricing for non-contracted items may be provided at cost plus a fixed percentage to cover administrative and handling expenses. This approach ensures transparency and consistency.</p>

Sales and distribution network

Line Item	Question	Response *
1	<p>Describe your company's capability to meet the CANOE Member needs across Canada or for each geographical area the Proponent wishes to do business in. Your response should address at least the following areas.</p> <p>a. Sales force. b. Dealer Network or distribution methods.</p> <p>Please include details, such as the locations of your network of sales and any overlap between the sales and service functions.</p>	<p>Logix ITS, through its brands, is well positioned to support CANOE members across Canada. Our organizational structure has been purpose-built to serve municipalities and public sector institutions nationwide with consistent, high-quality engagement and support.</p> <p>Our Canadian Sales Team includes three full-time national Territory Managers located in Alberta, Ontario, and Quebec. These Territory Managers are responsible for directly supporting CANOE Members by providing expert consultation and customized quotes, as well as facilitating contract guidance and processing member orders. Each serve as the primary point of contact for agencies in their respective region and are led by a sales director.</p> <p>In addition to the core sales team, our structure includes an Account Manager and a Cloud Account Manager who provide support on hardware purchases, as well as software renewals, customer inquiries, and post-sale service. Account Managers, Territory Managers and Sales Directors report to our Vice President of Sales. The Director and Vice President of Sales are actively involved in daily operations and are available to assist customers directly. Our Software Account Managers are led by our Director of Software Account Management, who reports to our Vice President of Demand Generation.</p> <p>Additionally, we employ two full-time Business Development Representatives (BDRs), who are led by a full-time BDR Manager. They are responsible for outreach to prospective clients, helping us expand sales coverage and connect with new agencies. The BDR team is part of our larger Business Development Team, which also includes the Sales Enablement Team, the Contracts and Bids Manager, and the Sales Analytics Manager.</p> <p>The Sales Enablement Team is comprised of a Sales Enablement Specialist and a Sales Enablement Manager. Together, they provide day-to-day support for internal sales systems and customer data, helping to enhance sales outreach and team connectivity. The Sales Analytics Director delivers valuable data insights and supports company-wide sales initiatives across short-, mid-, and long-term objectives. Meanwhile, the Contracts and Bids Manager assists both the Sales Team and agencies with contract administration, bid coordination, research, and recordkeeping. The Businesses Development Team is led and supported by the Vice President of Business Development.</p> <p>Sales and support teams use shared CRM and internal communication systems to coordinate customer information, order status, and service delivery. This ensures continuity across departments and a consistent customer experience for all CANOE members.</p> <p>Logix ITS fulfills orders directly to all clients through our internal sales and operations teams. Orders are processed and shipped from our Canadian distribution facility in Montréal, Quebec. This centralized model allows us to control lead times, pricing integrity, and customer service across all provinces and territories. While we maintain strategic partnerships with several authorized reseller partners, it is not our intention currently to extend the CANOE contract to third-party dealers or resellers. Should that intent change in the future, we have the infrastructure to onboard qualified partners. Any reseller would be subject to a structured onboarding process including training, contract compliance, and quality oversight to ensure consistent service and reporting.</p> <p>Our service operations include over 20 full-time professionals across customer service, onboarding, and technical support. While sales and service are distinct functions, they collaborate closely through our shared systems. Territory Managers often remain involved after the sale and may coordinate directly with support teams to resolve issues or provide updates. Our support teams also include bilingual staff to ensure accessibility for clients across all regions of Canada.</p> <p>This structure allows Logix ITS to meet the needs of CANOE members from coast to coast, offering reliable, responsive, and contract-compliant solutions backed by a coordinated internal team.</p>
2	<p>If applicable, describe how your distribution partners will be leveraging the contract? If not applicable please write N/A</p>	<p>Our products are primarily sold and supported directly by Logix ITS and its brands - we are not dependent on any resellers or third-party dealers. Upon award, it is not our intention to expand the contract usage to our reseller partners at this time.</p>
3	<p>Describe your how you manage government sales. Include details on the sales and training structure and how you specifically address sales and marketing with public sector clients.</p>	<p>At Logix ITS, government sales are at the core of our business. Through our brands Traffic Logix, All Traffic Solutions and Parking Logix, we serve hundreds of municipalities, public safety agencies, school districts, and other public institutions across Canada and the U.S. Our public sector sales consistently represent more than 60% of total annual revenue, which reflects our deep expertise in municipal procurement, compliance, and frontline service delivery.</p> <p>We take a direct-to-government approach, ensuring that all public sector clients work with a dedicated Territory Manager (TM). TMs manage every stage of the customer journey - from needs assessment to tailored quoting, contract utilization, and after-sales support. This team is supported by internal Sales Coordinators and Customer Support Specialists who ensure efficient fulfillment, real-time communication, and service continuity.</p> <p>To support public sector customers, we maintain a cross-functional service infrastructure staffed by over 20 internal customer support professionals, including onboarding and training experts, bilingual support agents, and technical service leads. While service and sales operate independently, they are tightly integrated through shared systems and aligned workflows to provide consistent, high-quality support from project initiation through long-term use.</p> <p>Our internal training program, led by our dedicated Contracts and Bid Manager, ensures that every team member engaging with CANOE members is equipped to represent the contract accurately and in a compliant manner. Sales staff are trained in contract verbiage, eligibility requirements, pricing protocols, and cooperative purchasing best practices. When new awards or renewals are secured, we update materials and deliver refresher training to maintain alignment across all internal departments.</p> <p>We also work closely with cooperative purchasing partners to promote awarded contracts and ensure municipal buyers can easily access our solutions through approved channels. Our marketing team leads targeted campaigns, leveraging data-driven segmentation to reach relevant contacts across Canadian municipalities, educational institutions, and other eligible members. In addition, we participate in joint webinars, co-branded content initiatives, and regional tradeshow to drive visibility and contract utilization.</p> <p>Through this integrated model, Logix ITS helps CANOE members simplify procurement, reduce administrative burden, and gain access to proven, cost-effective traffic and parking safety solutions, while delivering consistent support through a team that understands the unique needs of the Canadian public sector.</p>
4	<p>Describe in retails 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 service goals or promises.</p>	<p>Logix ITS, through its brands, delivers a structured, responsive, and high-performing customer service program that spans the full customer lifecycle, from initial engagement with our sales team through onboarding, fulfillment, and long-term support. Our service model is built on direct internal coordination, standardized processes, and a strong focus on public sector satisfaction at every stage of the journey. This same program applies to all service-related references across this RFP, including Table 8, Question 7.</p> <p>We employ over 20 full-time support professionals, all of whom are direct employees. Our service team includes customer success representatives, onboarding specialists, bilingual agents, technical support staff, and senior service leads. Service operations are managed by our Global Service Leadership team, which consists of a Chief Experience Officer (CXO) and a Global Director. These teams work closely with Sales, Customer Support, Logistics, and Finance to ensure a consistent and seamless customer experience.</p> <p>Our sales team plays an essential role in setting the foundation for service excellence. Territory Managers provide early-stage consultation, guide customers through cooperative purchasing options, and often remain involved during onboarding and post-sale transitions. Their close collaboration with internal teams ensures that customer needs are addressed consistently and efficiently.</p> <p>Support is available through multiple channels, including a toll-free helpdesk number, a dedicated support email, a chatbot on our website, and an accessible knowledge base. Each case is followed through to resolution, and follow-ups are performed as needed to confirm customer satisfaction.</p> <p>When a customer submits a request, our team logs all relevant details into our centralized CRM system, including the customer's entity information, issue description, and priority level. This allows for accurate tracking and accountability. General inquiries and onboarding requests are acknowledged within 48 hours. For technical support inquiries, we commit to an initial response within 24 hours. For onboarding cases, we initiate the process by sending a welcome email that includes account details, key contact information, and access to onboarding resources. This initial communication sets the tone for a transparent and supportive experience.</p> <p>Our onboarding and training program is managed by a dedicated team that provides a mix of live and self-guided sessions, including one-on-one support, group webinars, and personalized walkthroughs. Each session is followed by a check-in and a satisfaction survey. All onboarding activities are tracked in our CRM for visibility and coordination across teams.</p> <p>Customers are kept informed throughout the order fulfillment process. Once an order is shipped, a notification email is sent immediately with tracking information and estimated delivery timelines. Our service team remains available for any coordination or clarification during this period.</p> <p>Feedback is a core part of our customer service strategy. After each case or onboarding session, we send a survey to measure satisfaction. Insights from this feedback are reviewed regularly and shared internally to improve training, resource planning, and system design.</p> <p>To promote service excellence, Logix ITS has implemented performance-based incentives for service staff. These incentives are tied to customer satisfaction, responsiveness, and successful outcomes. This approach encourages continuous improvement and reinforces a service-oriented culture across the entire organization.</p> <p>Through this combination of dedicated staffing, defined procedures, cross-functional collaboration, and accountability at every stage, Logix ITS delivers consistent, high-value service to CANOE members before, during, and after the point of sale.</p>

Supply chain reliability and details

Line Item	Question	Response *
1	Describe your capacities and inventory management strategies.	<p>Logix ITS employs a multi-layered, data-driven approach to inventory management that balances both just-in-time and just-in-case strategies. Our inventory levels for raw materials and componentry are managed based on several key variables, including supplier lead times, historical availability, and trends in average usage rates as it relates to incoming orders. This allows us to maintain a steady and predictable flow of materials required for production.</p> <p>We have dedicated staff and structured processes for vetting and onboarding reputable suppliers. For key materials and components, we maintain a diversified supplier base with redundant sourcing to mitigate risks. This approach gives us flexibility and ensures continuity of production, even when market fluctuations or regional shortages occur.</p> <p>Our facilities are equipped to handle production and fulfillment for a wide range of standard and custom product lines. We actively monitor trends and adjust our inventory levels to align with demand and minimize delays. As a result, the majority of our standard SKU products are consistently available within, or faster than, typical industry lead times.</p>
2	Explain your lead times for order fulfillment and detail your supply chain resilience measures, including contingency plans for potential disruptions.	<p>The majority of our standard SKU products are available within, or faster than, standard industry lead times. We are committed to working closely with customers to accommodate expedited requests whenever possible, ensuring that production and fulfillment schedules are aligned to meet urgent or project-specific timelines.</p> <p>Lead times may vary for custom products or SKUs that are ordered infrequently, but we proactively manage expectations and communicate timeframes clearly with our customers. Our team continuously evaluates demand data to reduce the likelihood of stockouts and optimize fulfillment performance.</p> <p>Supply chain resilience is a core focus of our operations. In addition to working with a diversified network of trusted suppliers, many of our larger partners maintain backup inventory on our behalf to support quick turnaround times in the event of demand surges or unexpected needs. We maintain constant communication with our suppliers to monitor shifts in lead times, availability, and other critical indicators.</p> <p>In rare cases of broader disruption, such as the COVID-19 pandemic, we act quickly to revise production priorities, place strategic purchase orders, and adjust fulfillment plans. These measures have allowed us to maintain service continuity even under challenging conditions. Outside of that period, we have not experienced significant delays or supply disruptions in recent years.</p>

Engagement , Marketing and Training

Line Item	Question	Response *
1	Describe the engagement and marketing strategy your company will implement if successful in this solicitation. Your answer should be specific to the various types stakeholders involved.	<p>If successful in this solicitation, Logix ITS will implement targeted marketing and engagement strategy to promote the benefits of CANOE procurement to stakeholders across the public and private sectors in Canada. Our strategies are multifaceted to account for the various stakeholders involved within public procurement processes, from administrative stakeholders like buyers and procurement officers to decision makers and end users like municipal executives and operations staff. Our approach is designed to drive awareness, facilitate adoption, and ensure long-term value for CANOE members.</p> <p>The key elements of our engagement and marketing strategy are detailed below:</p> <ul style="list-style-type: none"> –Dedicated Landing Page: We will highlight the new CANOE contract on our landing page dedicated to purchasing options and include a link to our CANOE contract page with verbiage highlighting the cooperative program's credibility. This resource makes it easy for our sales team to share contract information with various stakeholders involved in the public procurement process. –Email & Newsletter Campaigns: Through targeted campaigns, we will engage both new and existing customers at various stages of the procurement process, educating them on how to leverage the CANOE contract effectively. We maintain a robust customer database that allows us to tailor messaging based on contact titles, sub-industries, geographic location, and other key attributes to ensure recipients receive content that is relevant and valuable to them. –Blog Articles & Case Studies: We will publish a blog post on our website to discuss the advantages of CANOE Procurement, highlighting efficiency, cost-effectiveness, and trustworthiness. We will also create case studies and gather testimonials from Canoe purchasers to demonstrate to potential buyers the real-world benefits of purchasing through CANOE. –Social Media Campaigns: Our LinkedIn, Facebook, and other brand-specific platforms will feature recurring CANOE content, success stories, and contract resources. Targeted paid campaigns will be used where appropriate. –Sales Email Signatures: All sales personnel will include CANOE branding in their email signatures, linking directly to the CANOE-specific landing page. –Email marketing in company newsletter: We will include information and links to our CANOE landing page, announcement page, and blog posts in our monthly email newsletters that reach a broad range of public and private sector entities. –Sales Team Training: Our internal sales team and business development representatives will be trained in detail on the CANOE agreement, supported by a contract-specific playbook, CRM tracking codes, and a consistent lead assignment process. This ensures that our team members involved in engaging CANOE members are self-empowered to provide excellent and knowledgeable service. –Business Development Representative (BDR) outreach collaboration: In cooperation with the BDR team, the Marketing Team will develop a new outreach sequence aimed at engaging newly discovered CANOE members that we have not previously connected with, as well as targeting top CANOE users to further expand awareness and drive engagement through the contract. –Analytics & Continuous Optimization: Using tools like Google Analytics, Crazy Egg, and HubSpot, we will monitor engagement with CANOE-specific content. Metrics will include page visits, click-through rates, email open rates, and conversion rates to assess campaign effectiveness. A/B testing and campaign refinement will be used to improve message resonance and drive more informed, data-backed engagement with CANOE members. <p>We will track and support CANOE member use of the contract and follow up with existing customers to encourage re-engagement and promote new product innovations. Our goal is to not only increase participation but ensure current and potential CANOE members consistently realize the full value of their relationship with Logix ITS through CANOE.</p>
2	Collaboration between Canoe and the vendor is essential to the buy-in of group purchasing by vendors and their distribution network. What do you expect Canoe's role to be in demonstrating the value of the contract?	<p>At Logix ITS, we view CANOE as a strategic partner in supporting public sector entities across Canada with streamlined, compliant access to roadway and parking safety solutions. The credibility and reach of CANOE's cooperative purchasing program plays an essential role in helping members understand the value of the contract and in encouraging broader adoption across regions and departments.</p> <p>We believe CANOE is uniquely positioned to help demonstrate contract value through a variety of established and trusted channels. This includes promoting the awarded contract through member newsletters, webinars, informational emails, field representative engagement, educational content, and member-facing events. These touchpoints help reinforce awareness and build confidence in the benefits of cooperative procurement; namely speed, compliance, and cost-effectiveness.</p> <p>Our expectation is that CANOE will continue to act as a communications partner, highlighting the availability and advantages of the contract to members and providing opportunities for vendors like Logix ITS and its brands to co-present at webinars, participate in regional events, and contribute to procurement education. These efforts help vendors like us extend their reach, while also empowering CANOE members with the knowledge and tools to navigate the contract effectively.</p> <p>We have developed a strong and collaborative relationship with the CANOE team and look forward to maintaining regular communication on a set cadence to stay aligned and member focused. By working together, sharing insights, coordinating messaging, and identifying new opportunities for engagement, we can collectively ensure that members see not only the availability of the contract, but its long-term value in solving real-world challenges like traffic safety.</p> <p>Through this partnership model, we believe CANOE's role is not only to manage the contract, but also to act as a proactive advocate for the program's utility, helping connect members with the solutions they need and demonstrating the impact cooperative purchasing can have on procurement efficiency and operational success.</p>

3	Describe how you will train your sales force and distribution network on the value of utilizing the group purchasing such as the Canoe contract for public sector and non for profit clients. Include details on measure you will put in place, such as type and cadence of engagement etc.	<p>Logix ITS is committed to ensuring our internal sales force is fully educated on the value, procedures, and benefits of group purchasing contracts such as the CANOE contract when serving public sector and nonprofit clients. As a vendor with multiple cooperative contracts in place, Logix ITS has an established internal standardized process for training our sales force in contract-based procurement. If awarded, our new CANOE contract will be integrated into this existing framework to ensure consistent understanding and proper usage across our Canadian sales team. This framework is further described below;</p> <p>Initial Training Sessions: Upon the award of the CANOE contract, our dedicated Contracts & Bids Manager will conduct live virtual training sessions for all internal sales and business development staff so they can communicate effectively with potential and existing CANOE members. This training will also be part of any new hire's onboarding plan. These sessions will focus on the key legalese and benefits of using the CANOE contract, leveraging CANOE and internal resources, eligible end users, compliance requirements, pricing structure, and quoting process. These sessions are recorded for reference throughout the contract's life cycle.</p> <p>Recurring Training: The Contracts & Bids Manager will schedule quarterly refreshers and updates for the sales team. These topics may include new contract collateral, price list updates, and discussion on how to better leverage the contract relative to performance.</p> <p>Contracts Resource Library: We maintain a centralized contracts resource library which houses training recordings, presentations, quick contract reference guides, step-by-step quoting guides, and price lists. This resource will be updated to include CANOE-specific assets, so sales team members have on-demand access to the information they need to leverage the contract. This resource is shared via cloud across all departments for ease of access.</p> <p>Feedback & Improvement: Our CRM system is designed to track contract level information across various sales objects like quotes. This data is tracked by the Contracts and Bid Manager and The Sales Analytics Director, and is used monthly and quarterly to review sales team contract usage which helps advise our contract leverage strategy and internally helps us track pricing and administrative compliance with the contract. Our CRM includes a dedicated CANOE price list, integrated with controls to ensure accuracy and proper contract use. Quarterly audits, conducted by our Sales Analytics and Contract Management team, will monitor adherence to pricing requirements and member eligibility documentation.</p>
4	Describe your methodology and approach to a successful start up / implementation plan and ongoing review and monitoring of the contract use and promotion. Include details on measure you will put in place.	<p>Logix ITS takes a data-driven, cross-departmental approach to implementing and launching new cooperative contracts. In our experience, the best results and continuous improvements are achieved through informed decision-making that aligns the strengths of multiple departments, including Sales, Marketing, Customer Support, Finance, and Production.</p> <p>Key start-up actions are geared towards ensuring we have an internal contract tracking structure in place; training is provided across departments to maximize familiarity and usage; and outreach is conducted to both existing customers and new prospects. These efforts help monitor and drive adoption; expand our contract usage and CANOE's member base; and ensure our teams consistently communicate the value of the contract.</p> <ul style="list-style-type: none"> - Team Trainings: Upon award of the CANOE contract, our internal Sales Team, Business Development Representatives (BDRs), and relevant support staff (Customer Support, Finance, Production) will participate in virtual training sessions led by our Contracts and Bids Manager. These sessions will cover key topics including eligible customers, contract benefits, pricing rules, compliant quoting, and positioning the contract effectively to public sector and nonprofit buyers. - Contracts Resource Library: Our Contracts and Bids Manager maintains a cloud-based internal resource library that houses training videos, contract summaries, price lists, quoting guidance, FAQs, and Standard Operating Processes (SOP). This ensures our team has on-demand access to tools and documentation needed to leverage the CANOE contract effectively in the field while maintaining contract compliance. - CRM and ERP Contract Tracking: Our Sales Analytics Manager configures our CRM and ERP system to ensure proper CANOE quote pricing and tracking for sales reporting and performance reviews. This includes creating a dedicated CANOE price list, integrated with controls to ensure accuracy and proper contract use. Automation and conditional logic reinforce proper contract usage by reducing human error. - Cross department collaboration: Our BDR, Sales, and Marketing teams collaborate to drive targeted outreach based on geography, market vertical, and customer profile. Using segmented data, our teams initiate proactive campaigns to engage both current customers and prospective public and nonprofit clients. - Marketing Outreach: Marketing focuses on general and targeted contract promotion during initial implementation. Our strategy includes a variety of targeted efforts, such as dedicated landing pages on our website, blog posts, and feature articles that highlight the benefits of purchasing through CANOE. Email marketing campaigns are crafted to reach decision-makers at different stages of the procurement cycle, and our monthly newsletters include contract highlights and updates. Social media promotion through LinkedIn and other channels ensures extended reach to key audiences. Additionally, we launch regional and national press releases to announce contract milestones and educate the public sector market. The sales team email signatures are updated to include the CANOE logo and link to our contract landing page, reinforcing awareness with every interaction. All marketing campaigns are managed through HubSpot and Microsoft Dynamics, allowing us to tailor messaging by role, geography, and sector, while tracking engagement and conversion metrics to continuously optimize campaign performance. <p>Ongoing review and monitoring elements that support our start-up actions for further improvements include;</p> <ul style="list-style-type: none"> - Monthly and Quarterly Reviews: Key contract metrics are reviewed through monthly and quarterly reports generated by our Sales Analytics Manager. These reports track contract-related opportunity generation, price list usage, bookings, and opportunity lifecycle. Each of these variables can be segmented by sales team member, region, and customer profile to provide detailed insight. This data is used to assess the effectiveness of our training programs and engagement strategies, ensuring alignment with contract goals and performance expectations. - Leadership oversight: Contract reports are reviewed by Sales, Marketing, and Executive Leadership to identify trends, assess the success of outreach efforts, and inform go-forward strategies. Insights from these reviews are used to refine marketing targeting, update sales training materials, and make operational adjustments. - Marketing engagement measurement: Our marketing dashboards track key performance indicators such as email engagement, click-through rates, form submissions, quote requests, and conversion metrics. These insights allow us to refine messaging and concentrate efforts on underrepresented sectors or regions. All campaigns are managed through HubSpot and Microsoft Dynamics, enabling us to tailor content by role, geography, and industry. This integrated approach ensures we can continuously optimize campaign performance based on real-time engagement and conversion data. <p>Logix ITS is committed to promoting CANOE contract adoption through a repeatable and measurable structure built on interdepartmental coordination, customer education, and performance transparency. Our approach ensures that sales efforts remain compliant, marketing efforts are impactful, and customer engagement continues to grow over time. This process not only maximizes contract utilization but also reinforces the value of CANOE membership to a broader network of public sector and nonprofit clients across Canada.</p>
5	How will you be monitoring the adoption and utilization of the Canoe contract by your sales and distribution network? Which key performance indicators will you be monitoring?	<p>For our current awarded CANOE contract, we track several internal metrics to measure adoption and usage, and we will continue to follow this process if awarded a new agreement.</p> <p>Our dedicated Sales Analytics Manager creates monthly and quarterly reports, including year-over-year contract performance analyses. The Sales Analytics Manager also maintains the CRM structure to ensure contract tracking is based on automation and conditional logic to minimize the chance of human error, ensuring that the reports created are accurate and reliable.</p> <p>Key performance indicators we currently measure, and will continue to track, in our reports include:</p> <ul style="list-style-type: none"> - Number of active CANOE member accounts, segmented by province and sector - Sales to existing customers vs to new customers. - Percentage of CANOE transactions vs total organizational sales. - Quote-to-close ratio for CANOE-related opportunities. - Average deal size under the CANOE contract. - Sales cycle time-length for CANOE-related opportunities. - Contract utilization rate by sales team members and territory. - Engagement metrics from CANOE marketing campaigns (click-throughs, inquiries like form fills). <p>These reports are regularly reviewed by Sales, Marketing, and Executive Leadership to evaluate contract adoption, identify growth trends, flag declines, and adjust outreach strategies accordingly. To ensure data accuracy and support continuous improvement, we also conduct audits of booked and shipped order data.</p> <p>CANOE contract bookings are tracked through both our CRM and ERP systems, which helps verify member eligibility, contract pricing, and key order elements such as; order date, ship date, and billing date. Reports are segmented by territory and customer vertical, providing visibility to executives and sales leadership on regional performance and adoption levels.</p> <p>In addition to internal tracking, we also leverage CANOE's data resources to inform our marketing strategy. These insights help us identify opportunities to optimize reach and better support underserved regions or market segments.</p>
6	Describe your commitment to attending and/or sponsoring Canoe member engagement events (e.g., reverse trade shows, conventions, golf tournaments, educational offerings, retreats etc.)	<p>Logix ITS and all its associated companies participate in approximately 20 to 50 national, regional, and virtual events each year across North America, including trade shows, conferences, and sector-specific engagements.</p> <p>We are committed to attending and sponsoring, where appropriate, CANOE member engagement events that align with the needs of our municipal and public sector customers. This includes reverse trade shows, educational sessions, and networking opportunities that support contract visibility, relationship-building, and solution awareness.</p> <p>Our team values direct interaction with CANOE members and believes these events are an important part of driving adoption and delivering long-term value through the contract. We will continue to evaluate opportunities in partnership with CANOE to ensure meaningful participation that benefits members and supports shared objectives.</p>

7	Provide details on industry and association partnerships your company has fostered over time which will be beneficial to promoting the CANOE contract in Canada.	<p>While Logix ITS is not currently a standing member of specific Canadian trade associations, we actively participate in industry events and organizations as they align with our public sector engagement strategy. This includes exhibiting at regional and national conferences, sponsoring targeted sessions, and joining associations on a case-by-case basis to support outreach in priority markets.</p> <p>As we promote the CANOE contract across Canada, we understand the strategic value of partnerships with associations that serve municipalities and public agencies. Our flexible, purpose-driven approach to association involvement allows us to align with organizations that reflect the needs of our customers.</p> <p>We are committed to expanding these relationships where they add value, ensuring that public agencies can access competitively awarded solutions quickly, cost-effectively, and with confidence in the procurement process.</p>
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Warranty, Risk Mitigation & Service Excellence

Line Item	Question	Response *
1	Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure.	<p>Logix ITS offers a comprehensive, structured warranty program across its three brands - Traffic Logix, Parking Logix, and All Traffic Solutions (ATS) - designed to ensure product reliability, responsive service, and customer satisfaction.</p> <p>Traffic Logix and Parking Logix brand offerings come with a standard 2-year manufacturer's warranty on all electronics, 2-year Conditional Use Warranty on all rubber traffic calming products, and a 1-year warranty on all batteries, from the invoice date of purchase.</p> <ul style="list-style-type: none"> - Conditions and Requirements to Qualify <ul style="list-style-type: none"> – The warranty applies only to the original purchaser and is non-transferable. – Proper installation, use, and maintenance as per guidelines are required. – Products must not be altered, misused, vandalized, or exposed to unapproved environments. – Use of non-Traffic Logix batteries or chargers voids the warranty. - Claims Procedure <ul style="list-style-type: none"> – Initiate Support: Customer contacts Traffic Logix/Parking Logix via phone, website, or email to report an issue. – Troubleshooting: Technical Support provides assistance and verifies warranty status. – RMA Issuance: If warranted, a Return Material Authorization (RMA) number and return instructions are provided. – Product Evaluation: The product is inspected, diagnosed, and either repaired or replaced. – Customer Follow-Up: The product is returned, and follow-up is conducted to ensure satisfaction. <p>All Traffic Solutions (ATS) brand signage comes with a standard 3-year manufacturer's warranty, 1 year to 6 months warranty depending on battery type, and 1-year warranty for all trailers, from the invoice date of purchase.</p> <ul style="list-style-type: none"> - Conditions and Requirements to Qualify <ul style="list-style-type: none"> – The warranty is valid for the original purchaser only. – Products must be installed, operated, and maintained according to ATS guidelines. – Damage due to misuse, unauthorized repairs, vandalism, or accidents is not covered under standard warranty - Claims Procedure <ul style="list-style-type: none"> – Submit Request: Customers contact ATS support via phone, email, or website. – CRM Case Creation: A support case is automatically created in the internal CRM. – Warranty Verification & Support: Technical Support verifies coverage and offers remote troubleshooting. – Shipping Label Provided: A return label is issued for warranty-covered items. – Repair Process: Product is shipped to ATS's repair center in State College, PA for evaluation and repair. – Return & Follow-Up: Repaired units are shipped back and follow-up ensures satisfaction. <p>We have provided sample warranty documentation in the attachments section of this RFP.</p>
2	What other policies do you have to support Member reimbursement or remediation for the products you support and sell in this RFP?	<p>Logix ITS is committed to ensuring a high standard of customer satisfaction and performance across all products and services offered under this RFP. In addition to our structured manufacturer warranties, we have several internal policies in place to support Member reimbursement or remediation when necessary.</p> <p>In the rare event of product performance issues, we offer remote diagnostic capabilities for customers using our cloud-based solutions. When returning a product for repair is not feasible or efficient, we may also provide on-site support. Logix ITS remains flexible to customer needs and follows an established escalation procedure that engages both customer support and sales leadership to coordinate directly with Members. Remediation options may include expedited replacements, credit toward future orders, or other accommodations to resolve issues fairly and promptly.</p> <p>Our CRM and ERP systems track all orders and financial transactions, with full visibility across internal departments. This transparency ensures that warranty cases are documented, monitored, and resolved efficiently, while also enabling appropriate reimbursement or remediation based on each Member's situation.</p> <p>For ATS brand offerings, our extended warranty option – PremierCare - is available to customers subscribed to TrafficCloud. PremierCare provides lifetime coverage on qualifying products and includes heavily discounted repairs for non-warranty events such as vandalism, misuse, or accidental damage. While such cases are not typically eligible for reimbursement under standard warranties, PremierCare significantly lowers costs and provides long-term protection.</p> <p>These policies reflect our commitment to transparency, fairness, and long-term partnership with our customers. Our goal is to minimize disruption and ensure that every Member receives the full value and performance they expect from their purchase.</p>
3	Describe in details 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 service goals or promises.	<p>Logix ITS maintains a dedicated, in-house customer service program designed to support public sector clients across Canada. Our service structure ensures timely and effective support from initial implementation through the full product lifecycle.</p> <p>We employ more than 20 full-time service professionals, including customer service agents, technical support specialists, onboarding staff, and technical service leads. All team members are direct employees of Logix ITS and are trained to support our full range of solutions across Traffic Logix, Parking Logix, All Traffic Solutions brands. Many team members offer bilingual support to serve French- and English-speaking clients across Canada.</p> <p>Our customer service program is organized by solution category and includes defined support procedures for onboarding, technical assistance, and long-term product use. A dedicated Technical Support Manager oversees hardware-related escalations, including RMA coordination, while our onboarding team manages the implementation of both hardware and software components.</p> <p>Support tickets can be submitted via phone, email, or website and are logged through a centralized CRM system, which ensures case tracking, internal coordination, and full visibility across teams. For onboarding and general inquiries, we commit to a response within 48 hours. For technical support cases, our standard response time is within 24 hours.</p> <p>Sales, service, logistics, and finance teams operate in close coordination to ensure smooth hand-offs and timely updates to clients. Territory Managers remain involved after the sale and work directly with the service team on high-priority cases or product-specific guidance.</p> <p>To encourage strong performance and accountability, service team members participate in internal performance-based incentives tied to service goals such as response times and customer satisfaction scores. Client feedback is collected after onboarding sessions and support cases, and survey results are shared with leadership to guide continuous improvement.</p> <p>This integrated structure allows Logix ITS to deliver scalable, consistent, and high-quality service to CANOE members and ensure a positive experience from procurement through ongoing use.</p>

Member access to goods and services

Line Item	Question	Response
1	List the necessary steps for a Canoe member to set up an account and access your goods and services for the first time should you be awarded a contract.	<p>CANOE members can begin working with Logix ITS by following a straightforward process that ensures fast onboarding and smooth access to our full range of products and services:</p> <p>Step 1 – CANOE members can contact Logix Sales Team via phone, email, or our website to set up an account.</p> <p>Step 2 – CANOE member inquiry is routed to the territory manager responsible for the geographical area in which the CANOE member is located, and the Territory Manager takes appropriate steps to log the inquiry and related notes into the CRM system. They also set up a cadence to ensure timely follow-up.</p> <p>Step 3 – The assigned territory manager will engage the CANOE member in accordance with their preferred communication method. During this engagement, the territory manager collects basic organizational and contact details (if this information doesn't exist in our system already), in addition to the CANOE Member's "Member Number".</p> <p>Step 4 – The territory manager then uses the collected information to create an account for the member in our CRM system, if necessary. Otherwise, the Territory Manager will assist the member in providing the appropriate solution, pricing, and shipment information.</p>
2	Describe how members can access information, pricing, discounts, catalogues on your goods, services, get a quote and place an order.	<p>A CANOE Member can access product information, specifications, case studies, and more through our brand websites. These sites are designed to help Members become familiar with our solutions prior to engaging with our team, should they choose to explore independently.</p> <p>To access pricing, discounts, and catalog information - or to initiate an order - Members can contact us via phone, email, or through our website (which includes a contact form and live chat feature). Phone calls are routed directly to the designated Territory Manager for the Member's region. Electronic inquiries automatically generate a case in our customer relationship management (CRM) system, which alerts the appropriate Territory Manager to ensure a timely and informed response.</p> <p>Once connected, the Territory Manager works closely with the CANOE Member to understand their needs and provide tailored consultation. While our products are easy to deploy and operate, the challenges they address often vary based on geography, strategy, demographics, and legal considerations. As a result, we emphasize personalized engagement to ensure each solution meets the Member's unique context and procurement requirements.</p> <p>Our Contracts and Bids Manager is also available as a resource for CANOE Members and may be brought into the conversation to provide detailed information regarding contract pricing, eligible discounts, and product catalogs.</p> <p>Following the consultation, the Territory Manager prepares a formal quote that includes the Member's CANOE account number and all supporting documentation necessary for review. When the Member is ready to proceed, they may submit a signed quote or an authorized purchase order via email, mail, or fax. The Territory Manager then enters the order into our CRM and works with our internal Sales Coordinators to initiate fulfillment.</p> <p>Our Sales Coordinators oversee the coordination between production, logistics, and finance to ensure timely manufacturing and delivery in accordance with the Member's expectations. They also manage production scheduling to align with the Member's required timeline. Throughout the process, our logistics team maintains communication with the Member to provide updates and coordinate delivery.</p> <p>At every stage, CANOE Members have direct access to both their assigned Territory Manager and our Customer Service team for updates, coordination, and support.</p>
3	Are your products available through an e-marketplace platform? If yes, please explain the options to connect to your e-marketplace i.e. business to business, punch out, API, and any limitations on compatible systems. Include a link to your e-marketplace.	<p>Traffic Logix and Parking Logix solutions are currently not available through an e-procurement ordering process.</p> <p>However, select All Traffic Solutions product bundles are available on Amazon Business. Customers can find our products and storefront on Amazon and select which product bundles best meet their needs.</p> <p>Ordering Process:</p> <p>Users with an Amazon Business account can add product bundles to their cart and purchase them straight through Amazon. Once the products have been purchased, All Traffic Solutions, Inc. receives a notification of an order. Our team will review the order, input the order details into our CRM system, and involve the relevant sales representative as needed. Once an order is confirmed by our team, the order is processed and shipped to the buyer in as little as two weeks. ATS handles the order processing and shipping, rather than using Amazon as a shipping method, allowing us to prepare and ship the proper bundles from our manufacturing facility as quickly as possible for our customers.</p>
4	In a case where one your company has an existing public sector customer who desires to be onboarded onto the Canoe offering, how would you address this situation?	<p>In cases where an existing public sector customer wishes to be onboarded to the CANOE offering, Logix ITS takes a proactive and supportive approach to ensure a smooth transition.</p> <p>If a public sector customer expresses interest in using our CANOE contract, they can contact us by phone, email, or through our website. They may also reach out directly to the Territory Manager they have previously worked with.</p> <p>First, the territory manager will explain the benefits of becoming a CANOE Member. These benefits include simplified procurement, access to pre-negotiated discounts, and reduced administrative burden. Our team will also coordinate with CANOE representatives when needed to advise on next steps.</p> <p>The Territory Manager then will prepare discounted CANOE contract quotes to help the customer compare contract pricing with standard pricing. We also provide contract documents, pricing catalogs, and related information to support the customer's internal procurement review.</p> <p>Once the customer confirms that using the CANOE contract is the best path forward, we will introduce them to a CANOE representative who can assist with membership registration. We also share links to CANOE's website, including the "Become a Member" and "Regional Contacts" pages, to make the process as clear and easy as possible.</p> <p>This approach ensures that existing public sector customers receive all the support they need to transition to CANOE membership and begin benefiting from the contract immediately.</p>

Reporting

Question	Response
Please specifically describe any self-audit process or program that you plan to employ to verify compliance with a possible Contract with CANOE including validating that CANOE Members obtain the proper pricing, as well as ensuring your reports accurately include all sales under the Canoe contract.	<p>To ensure compliance with our proposed agreement with CANOE, Logix ITS has established structured internal Standard Operating Processes (SOPs) to verify that participating members receive proper contract pricing. These SOPs also include the tracking and documentation of orders to ensure accurate reporting and the appropriate remittance of administrative fees, maintaining full compliance with CANOE requirements.</p> <p>Our CRM includes a dedicated CANOE price list that must be selected by sales representatives when quoting under the contract. Conditional formatting rules enforce proper usage, and all quotes are required to include the CANOE Member ID. We are currently enhancing this process through automation, allowing the Member ID and internal contract reference to auto-populate whenever the CANOE price list is selected. This increases consistency and reduces the risk of manual entry errors.</p> <p>We conduct quarterly audits in collaboration with our Sales Analytics team to validate contract usage and ensure compliance with CANOE pricing requirements. Our Contract Manager is available to review quotes upon request from CANOE members, providing verified contract pricing and reinforcing confidence in the procurement process. Maintaining a dedicated CANOE price list also eliminates the need for manual discount calculations, further ensuring accuracy and compliance.</p> <p>When product or pricing updates occur, our Systems team communicates directly with sales management following the internal approval process. This ensures that all quoting and support staff are operating with the most current information.</p> <p>In addition, we conduct regular training sessions for all relevant teams on the proper use of the CANOE contract within the sales process. These sessions are recorded for ongoing reference, and a dedicated Contract Manager is responsible for the oversight and administration of the contract, ensuring accuracy, accountability, and best practices across the organization.</p>
Canoe requires monthly sales report. Describe the process you will implement if awarded, in order to meet this requirement.	<p>If awarded, Logix ITS will continue with the structured monthly reporting process to meet CANOE's sales reporting requirements. This process is overseen by our Contract Manager in coordination with the Sales Analytics and Finance teams.</p> <p>All CANOE transactions will be tagged at the quote level within our CRM using a dedicated CANOE price list and member ID. These records are linked to our ERP system, which tracks key order elements including order date, ship date, and invoice date. This dual-system approach allows for accurate reconciliation and reporting of both booked and billed sales.</p> <p>At the close of each month, the Sales Analytics team will extract all qualifying CANOE transactions and compile the data into a standardized reporting format as required by CANOE. The report will include key details such as member name, member ID, product(s) ordered, contract pricing, invoice value, and transaction date.</p> <p>Before submission, the report will be reviewed and validated by the Contract Manager to ensure completeness, accuracy, and alignment with CANOE's reporting requirements. The final file will be submitted on time each month to the designated CANOE contact or portal.</p> <p>This process is already in place for our other cooperative contracts and will be adapted seamlessly for CANOE to ensure ongoing compliance, transparency, and ease of audit.</p>
Do you allow public entities to order from multiple contracts and GPOs?	Yes
If so, describe the measures you have in place to record and manage data accurately for public entities who purchase from multiple accounts/contracts ensuring accurate reporting of usage to Canoe?	<p>Logix ITS has the personnel, tools, and structured processes necessary to accurately and reliably report sales across multiple cooperative contracts, even when public entities purchase from different accounts or utilize multiple contracts.</p> <p>Our CRM and ERP systems are jointly maintained by our Sales Analytics Manager and internal systems team to ensure data integrity while remaining user-friendly for our sales organization. Leadership across departments work closely together to consistently optimize how data is captured, categorized, and reported.</p> <p>These systems are built with conditional logic that enforces consistent data entry at the account, quote, and invoice level. Required fields such as industry, account hierarchy, billing currency, physical address, and more must be completed before records can be saved. Each account is also assigned a unique identifier that remains consistent across quotes, invoices, and shipments, ensuring complete traceability.</p> <p>When reporting contract sales, our CRM automatically pulls account-level information into every quote and invoice. Each cooperative contract, including CANOE, is assigned a unique price list that must be selected before a quote can be created. Our sales team is trained to use these tools under the guidance of our Contracts and Bids Manager, ensuring accuracy and compliance.</p> <p>This structured approach – combining conditional logic, unique account and quote identifiers, and enforced contract-specific pricing – allows Logix ITS to track all public sector purchases with precision, even when customers engage through multiple channels or contracts. The resulting data can be segmented by timeframe, geography, industry, parent account, or product category, enabling reliable reporting to CANOE and full transparency in our cooperative contract activity.</p>

Shipping, Freight

Line Item	Question	Reponse *
1	Explain your delivery model.	<p>Logix ITS, through its brands, operates a centralized and coordinated delivery model designed to meet the diverse needs of public sector agencies across Canada. All products are shipped under FCA (Free Carrier) origin terms, with freight, delivery, and shipping costs billed as a separate line item and clearly communicated at the time of quotation and order confirmation. These charges are always itemized on quotes and invoices and are determined during the quote request process.</p> <p>Shipping methods are determined based on the size, weight, destination, and urgency of each order. For larger shipments, we work with trusted LTL freight partners such as TForce Freight and Hercules Freight, while UPS Courier is used for smaller parcel deliveries. Our in-house logistics and operations team manages the end-to-end shipping process, from generating freight quotes and scheduling shipments to tracking deliveries and addressing any exceptions or delays.</p> <p>We maintain backup freight options and monitor carrier performance to ensure reliability and flexibility in case of supply chain disruptions. All delivery timelines and tracking details are shared with customers proactively through coordinated efforts between our logistics and customer service teams, ensuring transparency and timely communication throughout the fulfillment process.</p> <p>This delivery model allows Logix ITS to provide CANOE members with dependable, cost-effective, and scalable service that aligns with public procurement standards and project timelines.</p>
2	Explain how your shipping and freight costs are calculated, as well as any related weight, geographical considerations and restrictions for remote or otherwise hard to access locations included in your offering.	<p>Shipping and freight costs are calculated dynamically based on the unique characteristics of each order. Logix ITS uses a standardized yet flexible approach to ensure fair pricing and reliable delivery service, even for complex or remote destinations.</p> <p>Key factors that impact freight calculation include:</p> <ul style="list-style-type: none"> - Weight and dimensions of the shipment - Destination and accessibility of the delivery location - Delivery urgency, including expedited service requests - Carrier rates at time of booking, benchmarked for competitiveness <p>For deliveries to remote or hard-to-access locations, we proactively assess feasibility and adjust for potential surcharges, limited-service windows, or special handling requirements.</p> <p>Our logistics and operations teams manage the full process and coordinate closely with customer service to ensure timely communication, quote transparency, and tracking updates.</p>
3	Explain any variances in freight and shipping cost between the various categories ie road signs VS large equipment.	<p>Freight and shipping costs may vary depending on the type and quantity of products ordered.</p> <p>Large orders of smaller items such as radar speed signs, variable message signs, and data collection devices, or orders of larger equipment like rubber traffic calming products and trailers, often require palletization. In these cases, additional pallet offloading services may be needed as part of the shipping and handling process. As a result, these types of orders may have higher shipping costs compared to smaller orders of compact items. These charges are clearly outlined and included at the time of the quotation.</p> <p>All trailers are palletized to ensure safe transportation. They are placed in large crates and secured for shipping. Larger trailer models, including variable message sign trailers, require the customer to have offloading equipment available upon delivery, as they are too large for standard tailgate or liftgate services. This requirement is communicated during the quotation process and before the order is finalized to ensure that the customer is fully informed and prepared.</p>

Agreement acceptance

Review the draft agreement, indicate your acceptance and proposed changes if any as applicable.

Article	We agree and accept *	If no, indicate your proposed changes or N/A *
ARTICLE 2 PROGRAM ADMINISTRATION AND SUPPORT	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 3 FINANCIAL MATTERS	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 4 TRADE-MARKS	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 5 REPRESENTATIONS AND WARRANTIES	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 6 CONFIDENTIAL INFORMATION	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 7 INDEMNITY AND LIABILITY	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 8 CHANGES AND TERMINATION	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 9 FORCE MAJEURE	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 10 DISPUTE RESOLUTION	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 11 GENERAL	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A

Proactive disclosure of Artificial Intelligence (AI) in drafting response

Please note that the response to the information is being collected as data collation for internal use only. The response provided has no bearing on the ability for Proponents to respond to this RFP.

Line Item	Question	Comments *
1	Did you use any Artificial Intelligence (AI) tools or systems in the preparation of your RFP response?	Yes
2	If yes, please specify which AI tools were used and describe their roles in the drafting process.	We utilized OpenAI's ChatGPT as a supplemental tool in the refinement of submitted RFP responses. Its use was limited to brainstorming response structure, refining narrative structure, correcting grammar, and exploring alternative phrasing to improve clarity and consistency. No technical claims, pricing, or product descriptions were generated using AI tools. Content involving the use of AI was carefully reviewed, edited, and validated by our internal proposal team prior to submission.
3	How did the AI tools or systems influence the content presented in your RFP response? Please provide specific examples of contributions made by AI to your proposal.	AI tools contributed to: - Content Structuring and Clarity: AI was used to review responses to RFP questions for content structure and clarity. For example, complex warranty program details, narrations, and legalese across multiple brands (Traffic Logix, Parking Logix, and All Traffic Solutions) were reviewed for consistency and missing information. - Grammar and Readability: Draft content created by RFP response team members were checked for grammatical errors and inconsistent narrations using ChatGPT. - Condensing and Rewriting: ChatGPT was used to brainstorm RFP response structure and content from lengthy internal documentation. For example, detailed internal onboarding and contract monitoring standard operating procedures (SOPs) were uploaded to ChatGPT to provide ideas on how we can structure our response. - Proposal Editing and Quality Control: ChatGPT was also used to perform pass-through reviews to flag repetitive language, suggest improved sentence transitions, and identify minor inconsistencies in terminology (e.g., standardizing how cooperative contracts and members are referenced throughout the document).

Pricing Structure

Proponents should describe their pricing structure.

Question	Answer *
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<p>Describe the discount structure you offer to Canoe members, following a "list pricing less discount" model. State the percentage discount offered.</p>	<p>Logix ITS offers a competitive pricing model across its three brands, Traffic Logix, Parking Logix, and All Traffic Solutions (ATS), to provide CANOE members with meaningful cost savings and transparent pricing. Our comprehensive suite of products is priced and designed with our customers' budgetary and performance needs in mind, ensuring that members receive high-quality solutions at an affordable price.</p> <p>Traffic Logix</p> <p>The Traffic Logix brand pricing model is best characterized as a category-based approach, with distinct core categories including radar speed signs, rubber traffic calming products, data collection solutions, cameras, and variable message signs. Cloud-based solutions and Accessories are treated as ancillary components, complementing and enhancing our core products. Product category discounts are applied to each listed category for CANOE members. Below, we outline the structure of our pricing model, including specific discounts for each category and additional pricing considerations.</p> <p>1) Core: Radar Speed Signs</p> <ul style="list-style-type: none">- CANOE Member Discount: 10% off MSRP (including trailers as an accessory).- Description: Radar speed signs are core to Traffic Logix's solutions, offering an effective way to manage vehicle speeds in work zones, schools, and other high-risk areas. Trailers, which are designed to support and enhance the deployment of these signs, are considered an accessory to the signs and will also be included in the 10% discount. This ensures that both the signs and trailers remain accessible and affordable for CANOE members, increasing the mobility and versatility of the solutions. <p>2) Core: Rubber Traffic Calming Products</p> <ul style="list-style-type: none">- CANOE Member Discount: 7% off MSRP- Description: These products are vital for traffic management, especially in urban areas and school zones. The discount of 7% reflects our commitment to providing affordable solutions for public safety while ensuring the durability and high performance of rubber-based traffic calming products. <p>3) Core: Data Collection Solutions</p> <ul style="list-style-type: none">- CANOE Member Discount: 5% off MSRP.- Description: Data collection solutions include Mid-Street Speed Tracking Units and Intersection-Based Data Analytics Systems. We offer a 5% discount on Data Collectors which are integral to monitoring traffic flow and optimizing safety measures. <p>4) Core: Cameras (Warning Cameras and Automated Speed Enforcement Cameras)</p> <ul style="list-style-type: none">- CANOE Member Discount: 5% off MSRP.- Description: Cameras play a critical role in traffic monitoring and speed enforcement, allowing customers to influence driver behavior and make roads safer for everyone. We offer a 5% discount on our cameras to provide cost-effective solutions for speed enforcement and safety applications. <p>5) Core: Variable Message Signs (VMS)</p> <ul style="list-style-type: none">- CANOE Member Discount: 5% off MSRP.- Description: Variable Message Signs are essential for dynamic traffic management and public communication. The 5% discount provides CANOE members with competitive pricing for high-visibility, customizable traffic signs that support real-time updates for motorists. <p>6) Ancillary: Cloud-Based Solutions (e.g., Data Management and Reporting Platforms)</p> <ul style="list-style-type: none">- CANOE Member Discount: No discount offered.- Description: We do not offer a discount on cloud-based solutions to any customer as they are priced based on subscription models that include ongoing mobile network access, support, data analytics, and continuous platform enhancements, which provide long-term value to Participating Entities. These solutions are designed to ensure scalability, security, and continuous improvements, which are critical to maintaining the performance and reliability of the services over time. <p>7) Ancillary: Accessories</p> <p>Accessories such as batteries, chargers, mounting brackets, screws, bolts, and other related parts are included as componentry within our proposed product offering for the core product categories (e.g., Radar Speed Signs, VMS, Data Collection Solutions). These accessories might be necessary for the proper installation and operation of the primary (core) products. However, no additional discount is applied to these accessories beyond the 10% discount on sign trailers. The discounts applied to core product categories already account for accessory pricing (except for trailers). Accessories are priced at their standard category pricing, and the core product discount is applied only to the primary product itself.</p> <p>All Traffic Solutions (ATS)</p> <p>Through its ATS brand, Logix ITS offers radar speed signs, radar message signs, and variable message signs. Each product category includes turnkey bundles with varying data collection, power, and mounting options.</p> <p>1) Radar Speed Signs</p> <ul style="list-style-type: none">- CANOE Member Discount: 5% off MSRP- Description: This category includes Shield 12 and Shield 15 bundles. Bundles vary by data collection capability, offering options with no data, local data collection, or cloud-based data collection. Power options include battery or solar configurations. These signs are durable and easy to deploy, helping reduce speeding and improve driver awareness in critical locations. <p>2) Radar Message Signs</p> <ul style="list-style-type: none">- CANOE Member Discount: 5% off MSRP- Description: This category includes SpeedAlert 18 and SpeedAlert 24 bundles. Options vary by data collection capability and mounting configuration. SpeedAlert 18 units are offered with local or cloud-based data and come with hitch or portable post mounts. SpeedAlert 24 units offer the same data options and may be hitch mounted, post mounted, or installed on an ATS 5 Trailer. These signs combine radar speed detection, dynamic messaging, and traffic data collection to support driver awareness and traffic analysis. <p>3) Variable Message Signs</p> <ul style="list-style-type: none">- CANOE Member Discount: 5% off MSRP- Description: InstAlert 18 and InstAlert 24 signs are included in this category. Both models support local or cloud-based sign management and are available with hitch mounts or portable post mounts. The InstAlert 24 is also available mounted on an ATS 5 Trailer. These signs are remotely programmable and designed for quick deployment. The InstAlert 24 is the only folding message sign on the market, allowing easy transport and one-person installation. <p>Parking Logix</p> <p>The Parking Logix brand offers modular parking solutions that can be used individually or in combination to enhance parking traffic safety and management. Product categories include AI camera-based monitoring, magnet and lidar sensors, dynamic LED signage, and cloud-based platforms.</p> <p>1) AI Camera-Based Parking Monitoring</p> <ul style="list-style-type: none">- CANOE Member Discount: 15%- Description: The OpenSpace AI powered camera solution is a high-resolution, pole-mounted AI camera that provides accurate vehicle counts at lot entrances and exits without the need for invasive infrastructure. <p>2) OpenSpace Magnet & Lidar Sensors</p> <ul style="list-style-type: none">- CANOE Member Discount: 15%- Description: OpenSpace Magnet and Lidar sensors provide flexible and accurate vehicle detection for a range of parking environments. Magnet sensors are surface-mounted and wireless, ideal for tracking occupancy in outdoor surface lots with quick, non-invasive installation. Lidar sensors use overhead laser-based detection with 97 percent accuracy and can distinguish vehicles from pedestrians, making them well-suited for complex or high-traffic facilities such as garages or campuses. Both sensor types integrate with the OpenSpace platform to support real-time availability updates, dynamic signage, and data analytics. <p>3) Dynamic LED Signage</p> <ul style="list-style-type: none">- CANOE Member Discount: 15%- Description: OpenSpace VMS signs are customizable LED displays that show live parking availability. They wirelessly sync with magnet or lidar sensors and support both solar and AC power. Options are available for parking facilities with one to nine levels. <p>4) OpenSpace Cloud-Based Management & Analytics</p> <ul style="list-style-type: none">- CANOE Member Discount: 15%- Description: Parking Logix offers two cloud platforms, Logix on Cloud and Parking Cloud. These platforms eliminate the need for local IT infrastructure and allow users to monitor availability, configure alerts, and generate reports from any connected device. Software pricing is based on the number of environments supported and the subscription length.
<p>Describe any cost-saving opportunities available to Canoe Members. This may include, but is not limited to, volume-based discounts, early payment discounts, seasonal markdowns etc."</p> <p>Specify any conditions or thresholds required to qualify for these discounts, and detail how they would be applied to the final pricing Canoe Members will pay.</p>	<p>Logix ITS offers several cost-saving opportunities to CANOE Members. These are evaluated and applied based on the scope, volume, and nature of each procurement to ensure members receive the best value for their investment. While we do not offer standardized promotional pricing, we regularly provide:</p> <ul style="list-style-type: none">- Volume-based discounts for large or multi-unit orders- Bundled pricing when multiple products or services are purchased together- Free onboarding and training, offered for all software and hardware solutions- Freight optimization, leveraging negotiated rates to reduce delivery costs <p>All cost-saving opportunities are coordinated through our Sales and Contracts teams to ensure compliance and visibility at the quote stage.</p> <p>Discounts are evaluated on a case-by-case basis and may be applied based on the overall size, scope, or structure of the order. Qualification criteria are determined internally by our Sales and Contracts teams, taking into account the specific needs and purchasing context of the CANOE Member.</p> <p>Approved discounts are applied during the quoting process and reflected as a separate line item or adjusted unit price within the final pricing. All applicable discounts are clearly itemized to ensure transparency and alignment with CANOE contract terms.</p>

Addenda, Terms and Conditions

PART D -TERMS AND CONDITIONS OF THE SOLICITATION PROCESS

Proponents should structure their proposals in accordance with the instructions in the Procurement Portal.

A proponent who submits conditions, options, variations, or contingent statements, either as part of its proposal or after receiving notice of selection, may be disqualified.

1.1.1 Ability to Provide Deliverables

The Proponent has carefully examined the Solicitation documents and has a clear and comprehensive knowledge of the Deliverables required. The proponent represents and warrants its ability to provide the Deliverables in accordance with the requirements of the Solicitation for the rates set out in its proposal.

1.1.1.2 Non-Binding Pricing

The Proponent has submitted its pricing in accordance with the instructions in the Solicitation. The proponent confirms that the pricing information provided is accurate. The proponent acknowledges that any inaccurate, misleading, or incomplete information, including withdrawn or altered pricing, could adversely impact the acceptance of its proposal or its eligibility for future work.

1.1.2 Proposals in English

All proposals are to be in English only.

1.1.3 No Incorporation by Reference

The entire content of the proponent's proposal should be submitted in a fixed format, and the content of websites or other external documents referred to in the proponent's proposal, but not attached, will not be considered to form part of its proposal.

1.1.4 Past Performance

In the evaluation process, Canoe may consider the proponent's past performance or conduct on previous contracts with Canoe or other institutions.

1.1.5 Information in SOLICITATION Only an Estimate

Canoe and its advisers make no representation, warranty, or guarantee as to the accuracy of the information contained in this Solicitation or issued by way of addenda. Any quantities shown or data contained in this Solicitation or provided by way of addenda are estimates only and are for the sole purpose of indicating to proponents the general scale and scope of the Deliverables. It is the proponent's responsibility to obtain all the information necessary to prepare a proposal in response to this Solicitation.

1.1.6 Proponents to Bear Their Own Costs

The proponent will bear all costs associated with or incurred in the preparation and presentation of its proposal, including, if applicable, costs incurred for interviews or demonstrations.

1.1.7 Proposal to be Retained by Canoe

Canoe will not return the proposal or any accompanying documentation submitted by a proponent.

1.1.8 No Guarantee of Volume of Work or Exclusivity of Contract

Canoe makes no guarantee of the value or volume of work to be assigned to the selected proponent. The agreement to be negotiated with the selected proponent will not be an exclusive contract for the provision of the described Deliverables. Canoe may contract with others for goods and services the same as or similar to the Deliverables or may obtain such goods and services internally.

1.1.9 Trade Agreements

Proponents should note that (based on the Members looking to purchase under this Solicitation) this procurement process is subject to the requirements of:

- Comprehensive Economic and Trade Agreement between Canada and the European Union, Chapter 19 (Government Procurement)
- Canadian Free Trade Agreement, Chapter 5 (Government Procurement)
- New West Partnership Trade Agreement, Article 14 (Procurement) and Part V, Section C (Exceptions: Government Procurement)
- Trade and Cooperation Agreement Between Ontario and Quebec, Chapter 9
- Atlantic Procurement Agreement
- Ontario Broader Public Sector (BPS) Procurement Directive
- Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)
- Canada-United Kingdom Trade Continuity Agreement

1.2 Communication after Issuance of Solicitation

1.2.1 Proponents to Review Solicitation

Proponents should promptly examine all of the documents comprising this Solicitation and may direct questions or seek additional information in writing through the Procurement Portal on or before the Deadline for Questions. No such communications are to be sent or initiated through any other means. Canoe is under no obligation to provide additional information, and Canoe is not responsible for any information provided by or obtained from any source other than the Solicitation Contact or the Procurement Portal. It is the responsibility of the proponent to seek clarification on any matter it considers to be unclear. Canoe is not responsible for any misunderstanding on the part of the proponent concerning this SOLICITATION or its process.

1.2.2 All New Information to Proponents by Way of Addenda

This Solicitation may be amended only by addendum in accordance with this section. If Canoe, for any reason, determines that it is necessary to provide additional information relating to this Solicitation, such information will be communicated to all proponents by addendum posted in the Procurement Portal. Each addendum forms an integral part of this Solicitation and may contain important information, including significant changes to this Solicitation. Proponents are responsible for obtaining all addenda issued by Canoe.

1.2.3 Post-Deadline Addenda and Extension of Submission Deadline

If Canoe determines that it is necessary to issue an addendum after the Deadline for Issuing Addenda, Canoe may extend the Submission Deadline for a reasonable period of time.

1.2.4 Verify, Clarify, and Supplement

When evaluating proposals, Canoe may request further information from the proponent or third parties in order to verify, clarify, or supplement the information provided in the proponent's proposal. Canoe may revisit, re-evaluate, and rescore the proponent's response or ranking on the basis of any such information.

1.2.5 Restricted Communications

Proponents that fail to comply with the requirement to direct all communications to the Solicitation Contact may be disqualified from the Solicitation process. Without limiting the generality of this provision, Proponents may not communicate with or attempt to communicate with the following (unless instructed to by the Solicitation Contact):

1. any RMA director, officer, employee or agent (other than the Solicitation Contact);
2. any member of the Evaluation Team;
3. any expert or advisor assisting the Evaluation Team; or
4. any other elected official of any level of government, including any advisor to any elected official.

1.2.6 Authorized Communications, Amendments, Waivers

Proponents are advised that from the date of issue of the Solicitation through any award notification:

1. only the Solicitation Contact is authorized by CANOE to amend or waive the requirements of the Solicitation pursuant to the provisions of this Solicitation; and
2. under no circumstances shall a Proponent rely upon any information or instruction from any commissioner, officer, employee, agent of CANOE or RMA unless the information or instruction is provided in writing by the Solicitation Contact.

1.3 Notification and Debriefing

1.3.1 Notification to Other Proponents

Once an agreement is executed by Canoe and a proponent, the other proponents may be notified directly in writing and will be notified by public posting of the outcome of the procurement process.

1.3.2 Debriefing

Proponents may request a debriefing after receipt of a notification of the outcome of the procurement process. All requests must be in writing to the Solicitation Contact and must be made within thirty (30) days of such notification. The Solicitation Contact will contact the proponent's representative to schedule the debriefing. Debriefings may occur in person at Canoe's location or by way of conference call or other remote meeting format as prescribed by Canoe.

1.3.3 Procurement Protest Procedure

Any proponent with concerns about the Solicitation process is required to attend a debriefing prior to proceeding with a protest.

If, after attending a debriefing, the proponent wishes to challenge the Solicitation process, it should provide written notice to the Solicitation Contact in accordance with the procurement protest procedures below:

A bid dispute must be submitted within 5 Business Days of the circumstances giving rise to the dispute. To submit a bid dispute, proponents must deliver a written submission containing:

1. The name, address, and telephone number of the Proponent;
2. An indication that the bid dispute is authorized by an authorized signing officer or representative of the Proponent;
3. The Solicitation number;
4. Identification of the statute or procedure that is alleged to have been violated;
5. A precise statement of the relevant facts;
6. Identification of the issues to be resolved;
7. The Proponent's argument and supporting documentation; and
8. The Proponent's proposed resolution. All documentation must be addressed to:

Attention: Chief Executive Officer, RMA Group of Companies
Canoe Procurement Group of Canada
2510 Sparrow Drive, Nisku, Alberta T9E 8N5

EMAIL: proposals@canoeprocurement.ca

Once a bid dispute has been received, the Chief Executive Officer of RMA Group of Companies will initiate a review of the matter. The Chief Executive Officer will complete that review and provide a response to the proponent as soon as reasonably possible, but generally within 10 Business Days.

That response shall be the final response from CANOE regarding the bid dispute.

Filing a bid dispute does not affect a Proponent's ability to participate in ongoing or future procurement opportunities with CANOE.

1.4 Conflict of Interest and Prohibited Conduct

1.4.1 Conflict of Interest

For the purposes of this Solicitation, the term "Conflict of Interest" includes, but is not limited to, any situation or circumstance where:

1. in relation to the Solicitation process, the proponent has an unfair advantage or engages in conduct, directly or indirectly, that may give it an unfair advantage, including, but not limited to:
2. having or having access to confidential information of Canoe in the preparation of its proposal that is not available to other proponents;
3. having been involved in the development of the Solicitation, including having provided advice or assistance in the development of the Solicitation;
4. receiving advice or assistance in the preparation of its response from any individual or entity that was involved in the development of the Solicitation;
5. communicating with any person with a view to influencing preferred treatment in the Solicitation process (including, but not limited to, the lobbying of decision-makers involved in the Solicitation process); or
6. engaging in conduct that compromises, or could be seen to compromise, the integrity of the open and competitive Solicitation process or render that process non-competitive or unfair; or
7. in relation to the performance of its contractual obligations under a contract for the Deliverables, the proponent's other commitments, relationships, or financial interests:
8. could, or could be seen to, exercise an improper influence over the objective, unbiased, and impartial exercise of its independent judgement; or
9. could, or could be seen to, compromise, impair, or be incompatible with the effective performance of its contractual obligations.

1.4.2 Disqualification for Conflict of Interest

Canoe may disqualify a proponent for any conduct, situation, or circumstances, determined by Canoe, in its sole and absolute discretion, to constitute a Conflict of Interest as defined above.

An existing supplier of Canoe may be precluded from participating in the Solicitation process in instances where Canoe has determined that the supplier has a competitive advantage that cannot be adequately addressed to mitigate against unfair advantage. This may include, without limitation, situations in which an existing supplier is in a position to create unnecessary barriers to competition through the manner in which it performs its existing contracts, or situations where the incumbent fails to provide the information within its control or otherwise engages in conduct obstructive to a fair competitive process.

1.4.3 Disqualification for Prohibited Conduct

Canoe may disqualify a proponent, rescind an invitation to negotiate, or terminate a contract subsequently entered into if Canoe determines that the proponent has engaged in any conduct prohibited by this Solicitation.

1.4.4 Prohibited Proponent Communications

Proponents must not engage in any communications that could constitute a Conflict of Interest and should take note of the Conflict of Interest declaration set out in the Procurement Portal.

1.4.5 Proponent Not to Communicate with Media

Proponents must not, at any time directly or indirectly, communicate with the media in relation to this Solicitation or any agreement entered into pursuant to this Solicitation without first obtaining the written permission of the Solicitation Contact.

1.4.6 No Publicity or Promotion

CANOE does not wish any Proponent, including the Ranking Proponent, to make any public announcement or distribute any literature regarding this Solicitation or otherwise promote itself in connection with this Solicitation or any arrangement entered into under this Solicitation without the prior written approval of CANOE.

If a Proponent, including the Ranking Proponent, makes a public statement either in the media or otherwise that is contrary to CANOE's wishes noted above, then:

1. CANOE may disqualify that Proponent; and
2. although CANOE intends to treat all Proposals as confidential, CANOE may disclose any information about a Proponent's Proposal to provide accurate information and/or to rectify any false impression which may have been created.

1.4.7 No Lobbying

Proponents must not, in relation to this Solicitation or the evaluation and selection process, engage directly or indirectly in any form of political or other lobbying whatsoever to influence the selection of the selected proponent(s).

1.4.8 Illegal or Unethical Conduct

Proponents must not engage in any illegal business practices, including activities such as bid-rigging, price-fixing, bribery, fraud, coercion, or collusion. Proponents must not engage in any unethical conduct, including lobbying, as described above, or other inappropriate communications; offering gifts to any employees, officers, agents, elected or appointed officials, or other representatives of Canoe; deceitfulness; submitting proposals containing misrepresentations or other misleading or inaccurate information; or any other conduct that compromises or may be seen to compromise the competitive process provided for in this SOLICITATION.

1.4.9 Supplier Suspension

Canoe may suspend a supplier from participating in its procurement processes for prescribed time periods based on past performance or based on inappropriate conduct, including, but not limited to, the following:

1. illegal or unethical conduct as described above;

2. the refusal of the supplier to honour its submitted pricing or other commitments;
3. engaging in litigious conduct, bringing frivolous or vexatious claims in connection with Canoe's procurement processes or contracts, or engaging in conduct obstructive to a fair competitive process; or
4. any conduct, situation, or circumstance determined by Canoe, in its sole and absolute discretion, to have constituted an undisclosed Conflict of Interest.

In advance of a decision to suspend a supplier, Canoe will notify the supplier of the grounds for the suspension and the supplier will have an opportunity to respond within a timeframe stated in the notice. Any response received from the supplier within that timeframe will be considered by Canoe in making its final decision.

1.5 Confidential Information

1.5.1 Confidential Information of Canoe

All information provided by or obtained from Canoe in any form in connection with this Solicitation either before or after the issuance of this Solicitation:

1. is the sole property of Canoe and must be treated as confidential;
2. is not to be used for any purpose other than replying to this SOLICITATION and the performance of any subsequent contract for the Deliverables;
3. must not be disclosed without prior written authorization from Canoe; and
4. must be returned by the proponent to Canoe immediately upon the request of Canoe.

1.5.2 Confidential Information of Proponent

A proponent should identify any information in its proposal or any accompanying documentation supplied in confidence for which confidentiality is to be maintained by Canoe. The confidentiality of such information will be maintained by Canoe, except as otherwise required by law or by order of a court or tribunal. Proponents are advised that their proposals will, as necessary, be disclosed, on a confidential basis, to advisers retained by Canoe to advise or assist with the Solicitation process, including the evaluation of proposals. If a proponent has any questions about the collection and use of personal information pursuant to this Solicitation, questions are to be submitted to the SOLICITATION Contact.

1.6 Procurement Process Non-Binding

1.6.1 No Contract A and No Claims

This procurement process is not intended to create and will not create a formal, legally binding bidding process and will instead be governed by the law applicable to direct commercial negotiations. For greater certainty, and without limitation:

1. this Solicitation will not give rise to any Contract-A-based tendering law duties or any other legal obligations arising out of any process contract or collateral contract; and
2. neither the proponent nor Canoe will have the right to make any claims (in contract, tort, or otherwise) against the other with respect to the award of a contract, failure to award a contract, or failure to honour a proposal submitted in response to this Solicitation.

1.6.2 No Contract until Execution of Written Agreement

This Solicitation process is intended to identify prospective suppliers for the purposes of negotiating potential agreements. No legal relationship or obligation regarding the procurement of any good or service will be created between the proponent and Canoe by this Solicitation process until the successful negotiation and execution of a written agreement for the acquisition of such goods and/or services.

1.6.3 Non-Binding Price Estimates

While the pricing information provided in proposals will be non-binding prior to the execution of a written agreement, such information will be assessed during the evaluation of the proposals and the ranking of the proponents. Any inaccurate, misleading, or incomplete information, including withdrawn or altered pricing, could adversely impact any such evaluation or ranking or the decision of Canoe to enter into an agreement for the Deliverables.

1.6.4 Cancellation

Canoe may cancel or amend the Solicitation process without liability at any time.

1.6.5 Competition Act

Under Canadian law, a Proponent's Proposal must be prepared without conspiracy, collusion, or fraud. For more information on this topic, visit the Competition Bureau website at <http://www.cb-bc.gc.ca/eic/site/cb-bc.nsf/eng/01240.html>, and in particular, part VI of the *Competition Act*, R.S.C. 1985, c. C-34.

1.7 Rights of Canoe Procurement Group of Canada – General

In addition to any other express rights or any other rights which may be implied in the circumstances, CANOE reserves the right to (in its sole discretion):

1. make public the names of any or all Proponents;
2. request written clarification or the submission of supplementary written information from any Proponent and to incorporate such clarification or supplementary written information into the Proponent's Proposal;
3. waive formalities and accept Proposals that substantially comply with the requirements of this Solicitation;
4. contact or not contact any or all references provided by the Proponent;
5. verify with any Proponent or with a third party any information, or check references other than those provided by Proponents, as set out in a Proposal, as described in Section 2.14 (Verification of Information);
6. disqualify any Proponent whose Proposal contains misrepresentations or any other inaccurate or misleading information, or any Proponent whose reasonable failure to cooperate with CANOE impedes the evaluation process, or whose Proposal is determined to be non-compliant with the requirements of the Solicitation;
7. disqualify any Proponent that has a Conflict of Interest or Unfair Advantage, or where reasonable evidence of any Unfair Advantage or Conflict of Interest is brought to the attention of CANOE, and CANOE determines that no reasonable mitigation is possible, or that the Proponent has not taken sufficient steps to promptly address such matters to the satisfaction of CANOE;
8. disqualify any Proponent that is bankrupt or insolvent, or where bankruptcy or insolvency are a reasonable prospect;
9. disqualify any Proponent that has engaged in significant or persistent deficiencies in performance of any substantive requirement or obligation under a prior contract or contracts;
10. disqualify any Proponent if the Proponent, or any officers, directors or other key personnel of the Proponent:
 - a. are subject to final judgments in respect of serious crimes or other serious offences; or
 - b. have engaged in professional misconduct or acts or omissions that adversely reflect on the commercial integrity of the Proponent – including where there is any evidence that the Proponent or any of its employees or agents colluded with any other Proponent, its employees or agents in the preparation of its Proposal, or have made false declarations to CANOE;
11. disqualify any Proponent if the Proponent has failed to pay taxes;
12. make changes, including substantial changes, to this Solicitation provided that those changes are issued by way of addenda in the manner set out in this Solicitation;
13. accept or reject a Proposal if only one Proposal is submitted;
14. accept any Proposal in whole or in part;
15. reject a subcontractor proposed by a Proponent within a consortium;
16. reject a Proposal:
 - a. if CANOE or RMA has initiated a dispute, claim or litigation with that Proponent;
 - b. if that Proponent has initiated or is involved in a dispute, claim or litigation against CANOE or RMA that CANOE or RMA considers to be frivolous, vexatious, without merit and/or unreasonable;
 - c. if the Proponent has failed to satisfy an outstanding debt to CANOE or RMA;
 - d. if the Proponent has a history of illegitimate, frivolous, unreasonable or invalid claims;
 - e. if the Proponent provides incomplete, unrepresentative or unsatisfactory references; or
 - f. if CANOE determines that it would not be in the public interest to accept the Proposal;
 - g. select a Proponent other than the Proponent whose Proposal reflects the lowest cost to CANOE; or
 - h. cancel this Solicitation process at any stage (without providing reasons), and thereafter issue a new request for proposals, request for qualifications, engage in limited tendering, or take no further action in respect of the matters contemplated by this Solicitation.

By submitting a Proposal, the proponent authorizes the collection by CANOE of the information identified in this Solicitation which CANOE may request from any third party.

1.7.1 No Prohibited Conduct

The proponent declares that it has not engaged in any conduct prohibited by this Solicitation.

1.7.2 Disclosure of Information

The proponent hereby agrees that any information provided in this proposal, even if it is identified as being supplied in confidence, may be disclosed where required by law or by order of a court or tribunal. The proponent hereby consents to the disclosure, on a confidential basis, of this proposal by Canoe to the advisers retained by Canoe to advise or assist with the Solicitation process, including with respect to the evaluation of this proposal.

1.8 Governing Law and Interpretation

These Terms and Conditions of the Solicitation Process (PART D):

- 1. are intended to be interpreted broadly and independently (with no particular provision intended to limit the scope of any other provision);
- 2. are non-exhaustive and will not be construed as intending to limit the pre-existing rights of the parties to engage in pre-contractual discussions in accordance with the common law governing direct commercial negotiations; and
- 3. are to be governed by and construed in accordance with the laws of the province of Alberta and the federal laws of Canada applicable therein.

End of PART D



I have the authority to bind the Proponent.

- Brett Ferrin, Vice President of Sales, Logix ITS

Conflict of Interest

The proponent must declare all potential Conflicts of Interest or unfair advantages as described in this Solicitation. This includes disclosing the names and all pertinent details of all individuals (employees, advisers, or individuals acting in any other capacity) who (a) participated in the preparation of the proposal; AND (b) were employees of Canoe within twelve (12) months prior to the Submission Deadline.

By Selecting "NO" in the box below, the Proponent declares that (a) there was no Conflict of Interest in preparing its proposal; and (b) there is no foreseeable Conflict of Interest in performing the contractual obligations contemplated in the Solicitation.

☒ Yes ☐ No

The Proponent is deemed to have read and taken into account all addenda issued by Canoe.

Please 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
There have not been any addenda issued for this bid.		

WARRANTY



Two Year Warranty

Two year warranty on parts and labor
excluding damage related to
vandalism, abuse, and/or theft

Subject to the following conditions, Traffic Logix Corporation (“Traffic Logix”) warrants that the SafePace EV12 sign (the “Product”) is free from defects in materials and workmanship.

This limited warranty begins on the invoice date of your purchase of the Product and extends:

- » For TWO (2) calendar years on the sign, and
- » For ONE (1) calendar year on the batteries.

This limited warranty extends only to the original purchaser of the Product when purchased either directly through Traffic Logix or through an authorized Traffic Logix distributor and is not assignable or transferable to any subsequent purchaser or end-user. Traffic Logix’s obligation and liability under this warranty are expressly limited to repairing or replacing, at Traffic Logix’s option, defective products. In no circumstances shall Traffic Logix’s liability, whether in contract or tort, under any warranty, in negligence, or otherwise, exceed the amount of the purchase price of the product. Traffic Logix shall not be liable for special, indirect, or consequential damages of any kind. This warranty does not cover damages resulting from normal wear and tear, incorrect installation or operation, use other than for the product’s intended purposes, vandalism, and extraordinary environmental circumstances. Traffic Logix reserves the right to charge for these damages to the product at rates normally charged for repairing such products not covered under this warranty. Damages resulting from any physical changes or alterations made to the product other than Traffic Logix will render this warranty **VOID**. Using any parts or accessories not supplied or approved by Traffic Logix, such as battery chargers, will further render the warranty **VOID**.

Traffic Logix neither assumes, nor authorizes any person to assume for it, any other liability in connection with the sale of the Product, and there are no agreements or warranties collateral to or affecting this limited warranty.

THE LIMITED WARRANTY SET FORTH IN THIS AGREEMENT IS THE EXCLUSIVE AND SOLE WARRANTY APPLICABLE TO THIS PURCHASE. ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO THE IMPLIED WARRANTY OF MERCHANTABILITY AND THE IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE ARE EXPRESSLY DISCLAIMED.

Traffic Logix does not warrant that any of its products will meet or comply with the requirements of any applicable federal, state or local safety code, law, regulation or ordinance (“Applicable Safety Laws”). Buyer acknowledges that Traffic Logix’s products are to be used only in accordance with the attached Conditional Terms of Use and any Applicable Safety Laws. Buyer agrees that there shall be no coverage or benefits of any kind under this limited warranty if it is determined by Traffic Logix that the Product was not installed or used in accordance with the Conditional Terms of Use or Applicable Safety Laws, or if the Product has been

altered in any way by anyone other than Traffic Logix, or if the Product has been subject to any misuse or accident. In addition, Buyer assumes and agrees to indemnify Traffic Logix for all risk, liability or expense that results from any installation or use of the Product that is not in accordance with the Conditional Terms of Use or any Applicable Safety Laws.

Warranty Replacement Procedure

In order to submit a claim for the repair or replacement of the Product under this limited warranty, proceed as follows:

1. Contact Technical Support. **Do NOT** ship your defective product to Traffic Logix prior to contacting Technical Support.
2. A Technical Support Agent will evaluate the Product to determine if it is defective. You may be required to do some troubleshooting as part of this evaluation.
3. If the Product is defective, then you will need to submit your contact information, and proof of purchase (including the date of purchase), in order to obtain repair or replacement parts.
4. The Technical Support Agent will provide you with a Return Materials Authorization number and instructions on how to have the defective parts repaired or replaced.



Conditional Use Terms Rubber Traffic Calming Devices



CAUTION: TRAFFIC CALMING PRODUCTS MUST BE INSTALLED BASED ON ALL OF THESE GUIDELINES AND THE SEPARATELY PROVIDED INSTALLATION INSTRUCTIONS. FAILURE TO COMPLY WITH THESE CONDITIONS MAY RENDER THE TL TWO-YEAR RUBBER WARRANTY NULL AND VOID.

1. Traffic Logix traffic calming devices (the “Traffic Calming Products”) are designed to be installed on local residential streets. Prior to installation, the Customer should determine if any federal, state, provincial, or local regulations govern the installation or use of Traffic Calming Products.
2. The installation location of any Traffic Calming Product should be reviewed by a Traffic Engineer.
3. Traffic Calming Products should only be used on roads carrying less than 5,000 vehicles per day.
4. Traffic Calming Products should be installed only on roads that are used primarily by passenger vehicles and/or emergency response vehicles, with the roads themselves in respectable condition.
5. Traffic Calming Products must be installed in such a way that they are visible from at least 200 feet (60 m). For safe usage, Traffic Logix products must be installed with appropriate signage in accordance with the ITE and MUTCD guidelines, or in Canada in accordance with the standards put in place by the Transport Association of Canada (TAC), Canadian Institute of Transportation Engineers (CITE), and the Quebec Ministère des Transports (MTQ).
6. To avoid failure mid-block, rubber products must not be installed on roadways that have more than an 8% grade. Tape is warranted up to 5,000 vehicles in average daily traffic (ADT) by direction.
7. Traffic Calming Products should be installed with a minimum of 3 in. (8 cm) of asphalt or concrete underneath the device.
8. All bolts and anchors provided with the product must be installed as instructed, and with Traffic Logix anchor adhesive that is also included with each product. Note that adhesive is always recommended but not required if the rubber is removed for snow removal in cold weather climates.
9. Quarterly inspection of each Traffic Calming Product is required: a) Rubber must be inspected for damage and, if it has been damaged in any way, replaced. b) Conduct an annual inspection of bolts above the rubber. Tighten as needed, following TL installation guidelines. DO NOT OVER-TIGHTEN.
10. In cold climates, Traffic Logix Products should be removed prior to the first snowfall and should only be reinstalled in non-winter months.





IMPORTANT OPENSPACE ACTIVATION & WARRANTY INFORMATION

Contacting Technical Support

Congratulations on the purchase of your OpenSpace system!

If this will be your first OpenSpace installation, you should have already received a meeting request from our technical support department. Before you install or activate your OpenSpace system, it is important that you contact our technical support center to schedule a brief introductory training session.

Telephone: 1 (877) 727-5423

Email: support@parkinglogix.com

Warranty Summary

- » The warranty on the sign is limited to two (2) years from the invoice date of your purchase.
- » The warranty on the batteries is limited to one (1) year from the invoice date of your purchase.

Warranty Replacement Procedure

In order to submit a claim for the repair or replacement of the Product under this limited warranty, proceed as follows:

1. Contact Technical Support. **Do NOT** ship your defective product to Parking Logix prior to contacting Technical Support.
2. A Technical Support Agent will evaluate the Product to determine if it is defective. You may be required to do some troubleshooting as part of this evaluation.
3. If the Product is defective, then you will need to submit your contact information, and proof of purchase (including the date of purchase), in order to obtain repair or replacement parts.
4. The Technical Support Agent will provide you with a Return Materials Authorization number and instructions on how to have the defective parts repaired or replaced.



3-YEAR MANUFACTURER'S WARRANTY

ALL TRAFFIC SOLUTIONS WARRANTS THIS PRODUCT TO THE ORIGINAL PURCHASER TO BE FREE OF MANUFACTURING DEFECTS FOR A PERIOD OF THREE (3) YEARS. IF THE PRODUCT PROVES DEFECTIVE DURING THE WARRANTY PERIOD, ATS RESERVES THE RIGHT TO REPAIR OR REPLACE THE WARRANTED PART OR PARTS AT ITS SOLE DISCRETION.

There will be no charge for parts or labor for the duration of the warranty period. Should components require repair, the Customer can return the unit to the factory or authorized service location by contacting the ATS Support Team and opening a Return Merchandise Authorization (RMA) ticket. ATS will repair and return the unit via prepaid freight, and will ship the repaired unit back to the Customer at no charge.

If during the warranty period, damage to the product is determined to be of a non-warranted nature, ATS reserves the right to deny warranty. If ATS deems that the damage is not covered under warranty, the Customer will be notified and has the option to have ATS repair the product at standard ATS repair rates.

THE FOLLOWING ITEMS ARE SPECIFICALLY NOT

COVERED UNDER THIS WARRANTY:

- Product misuse, abuse or vandalism, including using the product in ways it was not intended
- Damage to the product due to incorrect installation or operation
- Normal wear and tear such as frayed cables, broken connectors, scratched or broken enclosures

This warranty is void if any physical changes are made to the product by anyone other than an ATS-authorized service representative.

BATTERIES ARE WARRANTED FOR THE FOLLOWING TERMS:

- LFP (Lithium): one (1) year
- Power case batteries: one (1) year
- Trailer batteries: six (6) months
- SLA (sealed lead acid) batteries: three (3) months
- This warranty does not cover batteries that have been allowed to freeze.

ATS is not responsible for any consequential damages that result from violent maneuvers, collisions, or other circumstances, even though the device(s) is/are used according to instructions.

ATS specifically disclaims any liability for injury caused by the product in all such circumstances. As an expressed warning, the user should be aware that ATS specifically disclaims any liability for injury caused by the product in all such circumstances involving harmful personal contact.

PREMIER CARE PLAN

PREMIER CARE COVERS ANY MANUFACTURING DEFECT ON AN ALL TRAFFIC SOLUTIONS-MANUFACTURED UNIT DURING ITS LIFESPAN, PROVIDED THE UNIT IS SUBSCRIBED TO TRAFFICLOUD®.

In cases of a manufacturing defect, All Traffic Solutions (ATS) will pay for shipping to and from the Customer. ATS reserves the right to repair or replace the warranted part or parts at its sole discretion. Units will be repaired expeditiously, however, repairs on older units may be delayed due to the availability of parts. If ATS deems the issue not to be caused by a manufacturing defect, the Customer will be notified and given the option to proceed with product repairs at standard ATS repair rates.

Premier Care does not include the use of a loaner unit while the unit is being serviced.

As an additional Premier Care benefit, the following items are covered at 50% of standard ATS repair rates:

- LFP batteries
- Damage resulting from misuse or abuse that include using the product in ways for which it was not intended
- Vandalism
- Accidents
- Damage due to incorrect installation or operation
- Acts of nature
- Normal wear and tear such as frayed cords or cables, broken connectors, scratched or broken enclosures

Trailer-related parts and trailer batteries are excluded from the 50% off Premier Care discount.*

ATS is not responsible for any consequential damages that result from violent maneuvers, collisions, or other circumstances, even though the device(s) is/are used according to instructions. ATS specifically disclaims any liability for injury caused by the product in all such circumstances. As an expressed warning, the user should be aware that ATS specifically disclaims any liability for injury caused by the product in all such circumstances involving harmful personal contact.

Visit our support page at:

[https:// www.alltrafficsolutions.com/support](https://www.alltrafficsolutions.com/support).

**Standard warranties do apply*

Schedule “B1”

PRICING

Schedule “C”

MARKETING AND PROMOTION OF AGREEMENT

Once the Agreement is awarded, the Supplier will meet with Canoe to discuss an effective launch strategy, and shall provide:

- Supplier’s contact information;
- Customer engagement strategy;
- Access to knowledge sharing materials (e.g., webinars);
- Escalation process;
- Marketing materials, and,
- Other relevant materials.

To support Members, Canoe and the Supplier will work together to encourage the use of the Agreement resulting from this RFP.

The Supplier will actively promote the Agreement to Members by:

- Educating and creating awareness within their dealer and distribution networks about group purchasing, Canoe Procurement Group and the use of Canoe contract by Members;
- Conducting sales and marketing activities directly to onboard Members;
- Providing excellent and responsive Members support;
- Identifying Members savings; and
- Identifying improvement opportunities (e.g., planning priorities, multi-year projects).

Canoe will promote the use of the Agreement with Members by:

- Using online communication tools to inform and educate;
- Holding information sessions and webinars, as required;
- Attending, when appropriate, Members and Supplier events;
- Facilitating Member engagement, where appropriate;
- Providing effective business relationship management;
- Managing and monitoring Supplier performance;
- Facilitating issue resolution; and
- Marketing Supplier promotions.

Schedule "D"

SAMPLE SALES REPORT



CANOE SUPPLIER ADMIN FEE TEMPLATE
Monthly Submission of Data Required

Supplier Name: OFFICE SUPPLY COMPANY
Canoe Contract Number: CAN-2024-III
Month: June
Year: 2024

Member Number	Member Name	Province	Branch (if applicable)	Date of Purchase	Transaction Date	Accounting Date	PQ #	Invoice #	Item Description	Category (Parts / Labour / Service)	Item cost	Miscellaneous	Freight	Subtotal	PST	GST/HST	Total Invoice	Amount eligible for Admin Fee	Admin Fee Rate	Admin Fee to Canoe
AB1603	SAMPLE ONLY County of your County	AB	ED	3/5/2024	3/5/2024	3/5/2024	555662	9955623	Pens	Parts	5.32	-	-	5.32	-	0.27	5.59	5.32	5.00%	0.27
AMH5002	SAMPLE ONLY RM of your town	MB	WN	2/1/2024	2/25/2024	3/1/2024	TR33556	9955624	Trays	Parts	552.30	0.20	0.50	553.00	33.18	27.65	613.83	552.30	5.00%	27.62
SAR1222	SAMPLE ONLY Town of At Home	SK	RG	12/23/2023	1/31/2024	3/1/2024	202403(j)	9955625	Whiteboard	Parts	1,555.20	-	20.30	1,575.50	110.29	78.78	1,764.56	1,555.20	5.00%	77.78
TOTALS											2,112.82	0.20	20.80	2,133.82	143.47	106.69	2,383.98	2,112.82	5.00%	105.64












Program Agreement - CAN-2025-008-LIT

Final Audit Report

2025-08-19

Created:	2025-08-15
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-  Document created by Stéphanie Dion (stephanie@canoeprocurement.ca)
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-  Document e-signed by Tyler Hannemann (tyler@canoeprocurement.ca)
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