



**MASTER AGREEMENT #030425**  
**CATEGORY: Public Safety Software**  
**SUPPLIER: Genasys, Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Genasys, Inc., 16262 W. Bernardo Dr., San Diego, CA 92127 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:**  
**General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on July 17, 2029, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in Solicitation #030425, Category 3. Comprehensive Solutions, to Participating Entities. In-scope solutions include:
- a) Category 1. Public Safety Response – Agency Situational Awareness, including but not limited to:
- i) Incident command and management (incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.);
  - ii) Mapping (vertical location, indoor, outdoor);
  - iii) Asset tracking and location (personnel, vehicles, controlled substances, equipment, etc.);
  - iv) Community notifications (evacuations, minor crime reporting, shelter in place, etc.);
  - v) One-to-one and one-to-many collaboration and coordination (SMS, push to talk, video, voice, etc.); and
  - vi) Public safety focused data and analysis applications, to include but not limited to video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration.
- b) Category 2. Public Safety Response – Agency Operations, including but not limited to:
- i) Pre-incident planning software, such as:
    - (1) Fire prevention related inspections and enforcement;
    - (2) Operational management (scheduling, training, compliance, etc.); and
    - (3) Data analytics to inform staffing, deployment, station location, budget, and other management decisions.
  - ii) Incident/post-incident software, such as:
    - (1) CAD, RMS for law enforcement, fire, and EMS;
    - (2) Electronic Patient Care Reporting (ePCR) and data transfer to hospitals;
    - (3) Digital and physical evidence management;
    - (4) E-citation systems; and
    - (5) Law enforcement case management
- c) Category 3. Comprehensive Solutions

- i) Solutions that offer at least one (1) or a combination of solutions from BOTH Category 1 and Category 2 above.

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

- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
  - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
  - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
  - 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded

from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

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

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).**

Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

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

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

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

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

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

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

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

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



xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

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

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

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

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

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

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

## **Article 2: Sourcewell and Supplier Obligations**

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
  - Identify the applicable Sourcewell Agreement number;
  - Clearly specify the requested change;
  - Provide sufficient detail to justify the requested change;
  - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
  - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

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

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
  - Maintenance and management of this Agreement;
  - Timely response to all Sourcewell and Participating Entity inquiries; and
  - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.



- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
  - \$1,500,000 each occurrence Bodily Injury and Property Damage
  - \$1,500,000 Personal and Advertising Injury
  - \$2,000,000 aggregate for products liability-completed operations
  - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve

the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### **Article 3: Supplier Obligations to Participating Entities**

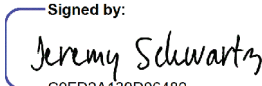
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

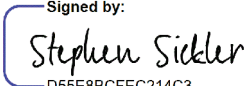
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Genasys, Inc.

Signed by:  
  
C0FD2A139D06489...

By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 7/14/2025 | 7:36 PM CDT

Signed by:  
  
D55E8BCFEC214C3...

By: \_\_\_\_\_  
Stephen Sickler  
Title: Vice President, Field Operations  
Date: 7/14/2025 | 3:57 PM PDT



# RFP 030425 - Public Safety Software

---

## Vendor Details

Company Name: Genasys, Inc.  
16262 W. Bernardo Dr.  
Address: San Diego, CA 92127  
Contact: Alan Ma  
Email: ama@genasys.com  
Phone: 858-245-0118  
HST#:

## Submission Details

Created On: Monday January 20, 2025 18:34:09  
Submitted On: Tuesday March 04, 2025 12:19:17  
Submitted By: Alan Ma  
Email: ama@genasys.com  
Transaction #: a4c20c8e-c82f-4963-a68a-6a941eb57937  
Submitter's IP Address: 147.243.241.230

---

## Specifications

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

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

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

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Genasys, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Genasys, Inc. will be responsible for the services.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Genasys, Inc. is registered with the U.S. federal government under the following identifiers: CAGE Code: 1K3W7	*
5	Provide your NAICS code applicable to Solutions proposed.	Genasys, Inc. operates under several NAICS codes, reflecting its diverse range of products and services: <ul style="list-style-type: none"> <li>• 334290: Other Communications Equipment Manufacturing.</li> <li>• 334310: Audio and Video Equipment Manufacturing.</li> <li>• 922190: Other Justice, Public Order, and Safety Activities.</li> <li>• 423690: Other Electronic Parts and Equipment Merchant Wholesalers</li> <li>• 541330: Engineering Services</li> <li>• 541511: Custom Computer Programming Services</li> </ul>	
6	Proposer Physical Address:	16262 W Bernardo Dr. San Diego, CA	*
7	Proposer website address (or addresses):	www.genasys.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Stephen Sickler Vice President, Field Operations 16262 W Bernardo Dr. San Diego, CA ssickler@genasys.com 541-241-6211	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Alan Ma Sales Operations Manager 16262 W Bernardo Dr. San Diego, CA ama@genasys.com 858-245-0118	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	John Abbruzzese 6262 W Bernardo Dr. San Diego, CA jabbruzzese@genasys.com 858-692-5863	*

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

Line Item	Question	Response *	
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity	Company Overview  Genasys Inc. has provided software and hardware solutions enabling emergency	

related to the requested Solutions.

managers to keep citizens informed and safe during times of crisis for over forty years. Genasys Inc. (NASDAQ: GNSS), leads globally in Protective Communications solutions, ensuring public safety agencies are "Ready when it matters." We offer the Genasys Protect platform, the most comprehensive portfolio of software and hardware solutions for preparedness, response, and communications. Genasys Protective Communications solutions find diverse applications, including real-time collaboration and emergency notification for public safety, critical infrastructure protection, and automated detection of real-time threats through sensor networks and real-time data feeds. Our commitment remains unwavering in delivering cutting-edge solutions that actively contribute to the safety and security of communities worldwide.

With over four decades of operational experience, Genasys has consistently been at the forefront of innovation. We pioneered the Acoustic Hailing Device (AHD) market in 2003 accepted as the only crystal-clear Voice AHD for the US and international militaries and were the developers behind the first multidirectional public safety mass notification systems. Recognized by FEMA and an integral part of enhancing IPAWS country wide. Our footprint spans over 100+ countries, addressing varied applications in to enhance communications in defense, public safety, law enforcement, and critical infrastructure protection, among others.

Our commitment to quality and excellence is further underscored by our ISO 9001:2015 certification, a testament to our dedication to customer satisfaction, quality products, and timely delivery.

#### Vision and Mission

At Genasys, our vision is rooted in our unwavering commitment to delivering Protective Communications Solutions that shield people, assets, and infrastructure across the globe. We consistently provide real-time, geo-targeted alerts, notifications, instructions, and information 24/7/365. By addressing public safety and enterprise threats before, during, and after their occurrence, we ensure timely responses and the safety of individuals.

#### Company History:

Genasys Inc., headquartered in San Diego, California, was founded in Utah as American Technology Corporation in 1980, was recapitalized in 1992 as a Delaware corporation, and changed its name to LRAD Corporation in 2010. In 2018, we changed our name to Genasys Inc. to better align with our mission to be a global provider of critical communications systems and solutions. Our acquisition of Zonehaven, a fast-growing provider of software-as-a-service (SaaS) solutions for emergency evacuations, helps our OEM customers better collaborate with other agencies, reduces evacuation orders from hours to minutes, and keeps counties and communities updated in real-time.

- In 1996, LRAD Corporation launched its first directed sound technology and began engineering sound solutions for the commercial, government, and military markets. In response to the October 2000 attack on the USS Cole, the company's engineering team developed the Long-Range Acoustic Device (LRAD). With the introduction of LRAD systems in 2003, the company created the acoustic hailing device (AHD) market, followed by the introduction of multidirectional mass notification systems in 2012.

- January 2018 - Genasys acquired a Madrid, Spain-based provider of location-based mass messaging solutions for emergency warning and workforce management. The acquisition enabled Genasys to significantly enhance its advanced mass notification capabilities and pursue broader geolocation-based mass messaging projects and services.

- August 2020 - Genasys acquired Amika Mobile Corporation, an enterprise software company with extensive experience providing secure critical and emergency communications solutions to the public sector in the United States and Canada. ALERT (formerly known as the Amika Mobility Server) has been deployed at VA hospitals, government agencies, stadiums, police forces, and schools. ALERT has been deployed with select Government Departments for more than 10 years.

- June 2021, Genasys acquired Zonehaven, a fast-growing provider of software-as-a-service (SaaS) evacuation management platform, the first of its kind. Zonehaven provides planning, training, and resources to first responders, public safety agencies and communities to execute orderly evacuations and timely repopulations successfully. During evacuations, speed and accurate information are everything. The ability to digitize maps with prebuilt evacuation zones for pre-planning, training, exercises and alerting, and our comprehensive community outreach program, are core Zonehaven competencies that bridge the gap between first responders and the public, transforming the entire evacuation process and taking disaster preparedness to a new level using integrated critical communications systems.

September 2023, Genasys successfully acquired Evertel, a prominent provider of mission-critical cross-agency collaboration communication solutions tailored for public safety. Renowned for its robust security measures and compliance standards, Evertel serves as a pivotal tool that consolidates key personnel, stakeholders, information, and tools within a unified platform for seamless real-time communications. This intuitive platform has proven instrumental in enabling agencies of various sizes to enhance their collaborative efforts, fostering a more efficient and coordinated approach to safeguarding communities and saving lives. Evertel facilitates internal and broadcast messaging, establishes regional connectivity with any first responder agency, supports virtual Emergency Operations Centers (EOCs), and ensures the prompt dissemination of critical notifications to all deployed personnel. The efficiency and compliance of Evertel are further emphasized by its web-based nature, allowing for optimal mobility and accessibility via phones, computers, and tablets. This acquisition marks a significant stride toward empowering public safety agencies with cutting-edge tools to meet the demands of today's dynamic challenges.

#### Proven Technology

Genasys, drawing on years of experience and technical proficiency, can meticulously design and provide a sophisticated, advanced outdoor siren warning system.

Genasys solutions have been utilized on large-scale incidents around the world from massive historical wildfires in Australia, and California and historical flooding events, atmospheric rivers, mudslides, avalanches, and other emergency events.

The Genasys Protect platform includes outdoor audible warning systems, which are deployed throughout the world. Genasys provides a wide range of hardware offerings for specific use cases that natively integrate with the mass notification platform. One key value is the ability to communicate even when the internet or cellular networks are down.

In addition, we offer next-generation intelligent mass notification by simultaneously alerting people across SMS, IPAWS, voice calls, social media, TV, radio, digital signage, website, and location-based community mobile app.

With our experience and technical acumen, we have developed a unified Protective Communications platform – Genasys Protect. Our platform comprises the most comprehensive portfolio of preparedness (PLAN), response (ACT), and analytics (OPTIMIZE) software and systems designed around one premise: ensuring organizations and public safety agencies are ready when it matters. Genasys Protective Communications Solution has a diverse range of applications, including emergency warning and mass notification for public safety, critical event management for enterprise companies, de-escalation for defense and law enforcement, and automatic detection of real-time public safety and enterprise threats.

Genasys Protect – a next-generation data-driven mass notification solution - allows first responders and community agencies to send emergency and non-emergency notifications to specific geographic areas, through single or multiple communication channels, in a quick and effective manner. Genasys Protect breaks down the barrier between first responders and communities. It provides one platform that allows for real-time collaboration between emergency management, law enforcement, fire services, and the community. Genasys delivers a unified, customizable, cloud-based notification system.

#### Technology: Intelligent, continuously optimized solutions

- User-centric design: All tools have undergone extensive usability testing with Emergency Managers, whose feedback has helped shape the user interface and functionality.
- Optimized for precision notifications: All notification channels are clearly designated for easy recognition, and targeting capabilities provide street-level precision to avoid over-notification.
- Built for drills and responses alike: Emergency personnel can test response plans by simulating critical events using real-world data, all without the need or ability to send notifications to real contacts.
- Intuitive interfaces: Multiple cues, like a color change when selecting the IPAWS environment and visual maps that indicate the intended areas of notification, help prevent user error.

#### Process: Tested methodologies at your disposal

- Tightly managed system access: Tiered access and authorization provide granular control of user profiles. Grant access to only certain functions or notification channels to ensure only authorized and trained personnel can send notifications.
- Precise zoning of your communities: We can access data-driven tools to map out precise geographic zones within your communities and provide the command and control functions you need to modify specific zones and prioritize zones during notifications and evacuations.
- Configurable settings: Genasys Protect platform is fully configurable and our

		<p>team of experts works side by side with your agency to configure the solutions to your specific needs and requirements.</p> <ul style="list-style-type: none"><li>• Custom response plans and templates: Genasys enables you to execute predefined templates or create your own for both testing and critical event response.</li></ul> <p>People: A team that is always by your side</p> <ul style="list-style-type: none"><li>• Onboarding and implementation: We work closely with your team to ensure your administrators and operators are properly trained and the right processes are in place prior to launch.</li><li>• Continuous quality training: In-person or virtual training keeps your team prepared and familiar with the tools and procedures needed to notify the public during a critical event.</li><li>• 24/7 email and phone support: The Customer Support team can also send out alerts on behalf of customers if a situation occurs and the customer is unable.</li></ul>	
12	What are your company's expectations in the event of an award?	<p>In the event of receiving an award, Genasys Inc expects to leverage the Sourcewell customer base as a greater resource for our sales team to contact and inform them about our solution. Genasys aims to educate prospects on the benefits of using our emergency notification solution within their organizations and communities to keep employees and residents safe. We plan to use the award to enhance brand awareness and nurture prospects into sales.</p>	*

13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Genasys, Inc. is a publicly traded company. To demonstrate Genasys' longevity and financial stability, statements from our 10-K have been included to show our gross profit and revenues from Q12025.</p> <p>Financial Results</p> <p>Fiscal Q1 2025 Financial Summary</p> <ul style="list-style-type: none"> <li>Revenue: \$6.9 million, a 59.1% increase from \$4.4 million in Q1 2024.</li> <li>GAAP Operating Loss: (\$5.9) million, an improvement from (\$7.2) million in Q1 2024.</li> <li>Adjusted EBITDA: (\$4.8) million, compared to (\$6.1) million in Q1 2024.</li> <li>GAAP Net Loss: (\$4.1) million, or (\$0.09) per share, better than the (\$6.7) million, or (\$0.15) per share, reported in the same quarter last year.</li> </ul> <p>Fiscal first quarter revenue was \$6.9 million, an increase of 59.1% from \$4.4 million in the prior year's quarter. Software revenue increased 63.5% while hardware revenue increased 57.1%, compared with the fiscal 2024 first quarter. Within software, quarterly recurring revenue increased 68.7% year over year.</p> <p>Gross profit margin was 45.8%, compared with 33.9% and 40.8% in the first and fourth quarters of fiscal 2024, respectively. The year-over-year improvement in gross profit is primarily attributable to higher hardware revenue in this year's quarter and the related improvement in overhead absorption. Additionally, software gross margins improved approximately 9 percentage points year over year. Sequentially, the difference is primarily attributable to software costs of sales in the fourth quarter of fiscal 2024 that were not incurred in the December quarter.</p> <p>Operating expenses of \$9.1 million increased from \$8.7 million in fiscal 1Q 2024 and decreased from \$9.9 million in fiscal 4Q 2024. Selling, general and administrative expenses of \$6.8 million compares to \$6.5 million and \$7.5 million for in 1Q and 4Q fiscal 2024. Research and development expenses of \$2.3 million increased 4.3% year over year and declined 5.8% sequentially.</p> <p>GAAP net loss in the quarter was (\$4.1) million, or (\$0.09) per share, compared with a GAAP net loss of (\$6.7) million, or (\$0.15) per share, in the first quarter of fiscal 2024. The December 2024 quarter benefitted from a \$2.5 million non-cash positive change in the fair value adjustment to outstanding warrants.</p> <p>Excluding other income and expense, net income tax expense (benefit), depreciation, stock-based compensation and amortization of intangibles, adjusted EBITDA was (\$4.8) million for the first quarter of fiscal 2025, compared with (\$6.1) million and (\$6.0) million for the first and fourth fiscal quarters of 2024.</p> <p>Cash, cash equivalents and marketable securities totaled \$13.9 million as of December 31, 2024, compared with \$13.1 million as of September 30, 2024, reflecting the operational results, changes in working capital, and the receipt of approximately \$8.3 million for the deposit on the first group of dams in Puerto Rico. Since quarter end, the Company has received an additional \$2.2 million in deposits associated with the second group of dams for the Puerto Rico project.</p> <p>In fiscal year 2024, Genasys reported total revenue of \$24.0 million, a decrease from \$46.7 million in fiscal 2023. The company also recorded a GAAP net loss of (\$31.7) million, or (\$0.72) per share, compared to a net loss of (\$18.4) million, or (\$0.50) per share, in the prior year.</p> <p>GENASYS.COM</p> <p>Despite the decline in annual revenue, Genasys achieved record bookings of \$111 million in fiscal 2024 and entered fiscal 2025 with a 12-month backlog of \$40 million, indicating strong future demand for its products and services.</p> <p>Regarding financial stability, as of September 30, 2024, Genasys reported annual revenue of \$24.01 million.</p> <p>Please see the additional attachment, Q1 2025 - 10-Q.PDF, for detailed financial statements and SEC filings.</p>
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>Our proposed solutions hold a 90% market share in the United States, safeguarding millions of people across all 50 states. They are widely adopted across various sectors, including public safety, law enforcement, military, critical infrastructure protection, and commercial enterprises.</p>
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Our proposed solutions currently hold a 10% market share in the Canadian market, and we continue to promote and expand our presence in the region actively.</p>



16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Genasys has never petitioned for bankruptcy.	*
17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Our organization is best described as Option B. Genasys is both a manufacturer and service provider, delivering LRAD hardware and the Genasys Protect platform. Our sales and service teams are employees of Genasys Inc.</p> <p>Our sales force manages all aspects of the sales cycle, including promotion, marketing, and contract awards. Additionally, Genasys has a dedicated marketing team that creates targeted materials for prospects eligible for the Sourcewell contract.</p> <p>Our service team ensures seamless implementation, with assigned specialists overseeing deployments. Each customer is also supported by a Customer Success Manager, employed by Genasys, to enhance satisfaction and ongoing engagement.</p> <p>For our dealer network, each dealer is supported by an assigned Genasys sales executive, who facilitates order processing. Implementation and support services are exclusively handled by Genasys employees.</p> <p>This structure ensures direct oversight, consistency, and high-quality service across all sales and support operations.</p>	*

18	<p>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.</p>	<p>Genasys adheres to industry-recognized certifications and standards, both those it has obtained and those represented in its product catalog. It meets and complies with the following requirements and standards to provide reliable and secure critical communications and mass notification services worldwide.</p> <ul style="list-style-type: none"> <li>• ISO 27001 - international standard focused on information security for Design, Development, and Implementation of Critical Communications and Mass Notification Systems.</li> <li>• ISO 9001 - international standard that specifies requirements for a quality management system (QMS) for Design, Development, and Implementation of Critical Communications and Mass Notification Systems.</li> <li>• ISO 14001 - international standard for designing and implementing an environmental management system (EMS) for Design, Development, and Implementation of Critical Communications and Mass Notification Systems.</li> <li>• ISO 22301 - international standard for Business Continuity Management (BCM) for Design, Development, and Implementation of Critical Communications and Mass Notification Systems.</li> <li>• Service Organization Control SOC2 Type 2 compliance.</li> <li>• FEMA IPAWS Approved Developer and Certified Vendor Genasys, Inc. has a system developer Memorandum of Agreement (MOA) with the Federal Emergency Management Agency (FEMA) Integrated Public Alert and Warning System (IPAWS) Program Management Office. Genasys, Inc. is a CAP 1.2 origination software platform that has demonstrated its capability to properly create a CAP 1.2 message. In addition, Genasys' software systems are installed at the IPAWS lab, where lab staff regularly exercise and evaluate its capabilities to format CAP 1.2 messages that are validated by FEMA IPAWS Open Platform for Emergency Networks (OPEN). FEMA does not recommend or endorse commercial products or services.</li> <li>• NFPA 1600 - Standards on Disaster/Emergency Management and Business Continuity Programs. Genasys follows NFPA 1600 guidelines, which outline the procedures required for disaster/emergency management and business continuity. The standard was adopted by the U.S. Department of Homeland Security as a voluntary consensus standard for emergency preparedness, and the National Commission on Terrorist Attacks Upon the United States (9/11 Commission) recognized it as the National Preparedness Standard.</li> <li>• EAR99 This classification stands for Export Administration Regulations and addresses our solutions or items that are not designated or under the control of another federal agency or listed on the Commodity Control list (CCL). This is due to us providing our software services to countries outside of North America.</li> <li>• MIL-STD 801G (Environmental and MIL-STD 14740 (safety) This certification is a United States Military Standard that focuses on tailoring our equipment's environmental design and test limits to match the conditions it will encounter throughout its service life. It confirms that we have established test methods to replicate environmental effects on the equipment accurately. This certification specifically applies to Genasys' LRAD hardware, which may interest Sourcewell customers, as outlined in our Value-Added documents.</li> <li>• CAP/ CAP-CP: (Common Alerting Protocol) compliant, supporting emergency management interoperability guidelines.</li> </ul> <p>We comply with the established certification rules and managed lists of values recommended for use in both Canada and the United States.</p>
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>No suspension or Debarment information has applied to our organization during the past 10 years.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Over the past five years, Genasys Inc. has received several notable industry awards and recognitions:</p> <ul style="list-style-type: none"><li>• U.S. Navy Small Business Innovation Research (SBIR) Program Award: In December 2020, Genasys was awarded a research and development contract under the U.S. Navy's SBIR program, recognizing the company as an acoustic technology research center of excellence.</li><li>• Double Winner in the 2022 'ASTORS' Homeland Security Awards Program: Genasys was recognized as a double winner in the 2022 'ASTORS' Homeland Security Awards Program by American Security Today, highlighting the company's leadership in protective communications solutions.</li><li>• Esri Silver Partner Status: In February 2024, Genasys Protect Public Safety Platform achieved Silver Status within Esri's distinguished partner program, underscoring the company's commitment to integrating advanced GIS technology into its solutions.</li><li>• Inclusion in Gartner's 2020 Market Guide for Emergency/Mass Notification Services Solutions: In December 2020, Genasys was recognized as a Representative Vendor in Gartner's Market Guide, acknowledging the company's innovative critical communications systems and solutions.</li></ul> <p>These awards reflect Genasys's dedication to innovation and excellence in protective communications and emergency management solutions.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	Over the past three years, approximately 80% of our sales have been to the public and government sector.	*
22	What percentage of your sales are to the education sector in the past three years?	Over the past three years, approximately 10% of our sales have been to the education sector.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Genasys holds a Sourcwell cooperative purchasing agreement, with an average annual sales volume of \$300,000 over the past three years.	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Genasys does not hold any GSA contracts or Standing Offers and Supply Arrangements (SOSA). As a result, there is no associated annual sales volume for these contract types over the past three years.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Yolo County Office of Emergency Services	Kristin Weivoda, Chief of Emergency Services	530-341-9858	*
County of Riverside Emergency Management	Daniel Bates, Deputy EMS Administrator	951-712-3452	*
Humboldt County Office of Emergency Services	Ryan Derby, Emergency Manager	707-268-2500	*

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

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

Line Item	Question	Response *	
-----------	----------	------------	--

26	Sales force.	<p>Sales Team</p> <p>Genasys Inc. maintains a robust, globally distributed sales force with a proven track record of delivering tailored solutions to clients across industries and geographies. Our sales team in North America comprises 20 seasoned professionals, 15 specialized software sales experts, and five dedicated hardware sales specialists. They are supported by four regional pre-sales engineers who provide technical expertise and strategic guidance.</p> <p>Expertise</p> <p>Our team brings decades of collective experience deploying mission-critical software and hardware solutions for a diverse client base, ranging from government entities (counties, cities, townships) to private-sector leaders in enterprise offices, education, stadiums, retail, and manufacturing. Genasys' sales force excels at collaborating with clients to design solutions that align precisely with their operational needs, compliance requirements, and long-term objectives. We prioritize the customer's success at every stage, ensuring seamless implementation and measurable results.</p> <p>Commitment to Partnership</p> <p>Upon award, Genasys will assign a dedicated account team, including senior sales leaders and technical experts, to maintain proactive communication with Sourcewell's supplier development team and participating entities. This team will ensure transparency, rapid response times, and alignment with Sourcewell's procurement goals, reinforcing our reputation as a trusted, results-driven partner.</p> <p>Genasys is positioned to deliver unparalleled value to Sourcewell and its members with a sales organization built on expertise.</p>	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Genasys, Inc. distributes its software solutions through direct sales and a network of authorized resellers within the security industry. The Genasys Protect Platform is a cloud-based solution hosted on Amazon AWS servers, eliminating the need for physical shipping or handling.</p> <p>Our products are also distributed through authorized resellers, including SHI, Insight, ADS, and CDW-G. These partnerships enable broad market reach and ensure seamless procurement for customers.</p> <p>Genasys collaborates with a global network of distributors and resellers to deliver industry-leading public safety, emergency communication, and critical event management solutions to government agencies, enterprises, and organizations worldwide. Through this network, customers benefit from:</p> <ul style="list-style-type: none"> <li>• Localized Sales Support – Access regional sales and technical assistance from experienced partners.</li> <li>• Streamlined Procurement – Ensure compliance with purchasing contracts and simplified acquisition processes.</li> <li>• Verified Expertise – All resellers are trained and certified to provide and support Genasys solutions.</li> </ul> <p>This comprehensive distribution model ensures efficient delivery, customer support, and compliance with procurement requirements across various industries and regions.</p>	*

28	Service force.	<p>Service Team</p> <p>Genasys' service organization is supported by 15 professionals specializing in customer success, implementation, training, and technical support. Our team combines extensive technical expertise with a steadfast focus on delivering measurable results, ensuring every client receives the maximum value from our solutions.</p> <p>Customer Service</p> <p>At Genasys, we form multidisciplinary teams with various vendors to achieve outstanding service results in collaboration with our partners. We prioritize high-quality, customized solutions for each customer. This process thoroughly evaluates current infrastructure, identifies the best technology and equipment, and applies efficient program management strategies. Our skilled team, encompassing hardware and software engineering, construction, technology, emergency communications, and program management, works in unison to provide a complete and dependable solution.</p> <p>Genasys Support and Customer Success</p> <p>Genasys offers around-the-clock customer and technical support through email and phone at no extra cost. In the event of emergencies, our technical support team is ready to provide hands-on assistance.</p> <p>Genasys also provides software engineering staff, maintenance staff, related support systems, and a professional emergency notification consulting team to offer the latest emerging technologies and best practices in unified crisis communication throughout the contract period.</p> <p>Pre-implementation support:</p> <ul style="list-style-type: none"><li>• Best use of the technology</li><li>• Best practices</li><li>• Custom product design</li><li>• Project planning</li><li>• Data export and import</li><li>• Template creation</li><li>• Training</li></ul> <p>Post-Implementation Support:</p> <ul style="list-style-type: none"><li>• Ongoing customer health and support is covered by our Customer Success team (and an assigned Success Manager) for all customer inquiries and our IT support for any technical problems.</li></ul>
----	----------------	--

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Genasys manages the ordering process using HubSpot and Microsoft Dynamics 365 (D365) CRM systems, ensuring a structured and efficient workflow for handling sales transactions. Our organization complies with ISO 9001:2015 standards, which emphasize a process approach to continuously improving essential business processes that directly impact our capacity to serve customers effectively.</p> <p>Ordering Process Overview:</p> <p>The process follows a systematic approach: Account Executives (AEs) or Customer Success Managers (CSMs) oversee customer interactions, while Finance manages order processing and invoicing. The key steps are as follows:</p> <ol style="list-style-type: none"> <li>1. Sales Quote and Customer Approval: <ul style="list-style-type: none"> <li>• The AE/CSM generates a Sales Quote in CPQ (Configure, Price, Quote system).</li> <li>• The quote is sent to the customer via HubSpot for review and approval.</li> <li>• To proceed, the customer must return a signed Sales Quote or a Purchase Order (P.O.). Since contracts are linked within the Quote, customers do not need to sign a separate contract if they agree to the terms.</li> </ul> </li> <li>2. Deal Processing in HubSpot CRM: <ul style="list-style-type: none"> <li>• The AE/CSM uploads the signed Quote or P.O. to HubSpot and moves the deal to "Closed - Won."</li> <li>• This action triggers Finance to generate the Sales Order.</li> </ul> </li> <li>3. Order Creation and Booking in D365: <ul style="list-style-type: none"> <li>• Finance creates the Sales Order in D365, ensuring accurate record-keeping.</li> <li>• The deal status in HubSpot is updated to "Booked" to reflect order confirmation.</li> </ul> </li> <li>4. Vendor Compliance and Setup Date: <ul style="list-style-type: none"> <li>• The AE/CSM ensures all vendor packets and regional registration requirements are met as per the customer's procurement process.</li> <li>• The AE/CSM sets the "Setup Date" in HubSpot, which determines when Finance should send the invoice.</li> <li>• This ensures all required documentation is completed before invoicing.</li> </ul> </li> <li>5. Invoicing and Payment Collection: <ul style="list-style-type: none"> <li>• On the "Setup Date," Finance creates an invoice in D365 and uploads it to HubSpot for tracking.</li> <li>• The invoice is sent to the customer.</li> <li>• Once payment is received, Finance updates the deal status in HubSpot to "Paid," marking the deal as commissionable.</li> </ul> </li> </ol> <p>Role of Distributors, Dealers, or Third-Party Partners:</p> <ul style="list-style-type: none"> <li>• If orders are processed via distributors, dealers, or third-party partners, additional steps ensure compliance with internal policies: <ul style="list-style-type: none"> <li>o The Proposer (AE or CSM) collaborates with the distributor or dealer to validate documentation (quote, P.O., contract terms).</li> <li>o The Distributor/Dealer acts as the intermediary, ensuring smooth transactions and customer payment collection.</li> <li>o Finance remains responsible for order creation, invoicing, and payment tracking, working closely with distributors for compliance and financial processing.</li> </ul> </li> </ul> <p>ISO 9001:2015 Compliance and Process Approach:</p> <ul style="list-style-type: none"> <li>• The ISO 9001:2015 standard requires a process approach to managing and improving business operations. This ensures: <ul style="list-style-type: none"> <li>o Standardized workflows across all sales order processes.</li> <li>o Improved efficiency in handling customer transactions.</li> <li>o A customer-focused approach that enhances satisfaction and service quality.</li> <li>o Continuous improvement through data-driven decisions and performance tracking in HubSpot and D365.</li> </ul> </li> </ul> <p>This structured and ISO 9001:2015-compliant approach ensures consistency, efficiency, and continuous improvement in managing sales orders, ultimately enhancing customer satisfaction and operational excellence.</p>
----	---	--



30	<p>Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.</p>	<p>Project Implementation</p> <p>The Genasys solution is SaaS-based and does not require software or hardware installation by 3rd party partners. The deployment requires project meetings to review the project plan and customer requirements.</p> <p>Genasys will provide project implementation services for the customer for the duration of a Project and assign a Project Manager who will act as a single point of contact ("Genasys POC") for the customer and will coordinate project activities with Genasys and the customer's team through the acceptance of the system and continuing for the life of the system.</p> <p>Genasys' onboarding process can be broken down as follows:</p> <ul style="list-style-type: none"><li>• Project Kick Off Meeting – discussion to plan deployment with key stakeholders and support team. The first kick-off meeting will be held to introduce the various acquired features at a high level.</li><li>• Operational System Configuration (scenarios, users, any other data) – Implementation team, installation, configuration testing and support of the Genasys solution. Includes initial integration testing.</li><li>• Migration of Incumbent Data – importing customer data.</li><li>• Integration and Testing with External Systems – Additional customizations e.g., any other unforeseen integrations.</li><li>• Core System Testing – Initial system testing of core system features.</li><li>• Training – Administrator and operator training.</li><li>• System Verification and Acceptance – Configuration and deployment testing.</li></ul> <p>Deployment of alerting clients to workstations and smartphones. Test reachability, review and resolve any issues found.</p> <p>Genasys customer support will work closely with the customer to get the Genasys solution operational. The implementation process begins with a kickoff meeting to review the project and confirm timeline expectations.</p>
----	---	---

31	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Genasys provides responsive customer support with full access to our 24/7/365 support systems, customer portal, and support helpdesk with defined escalation procedures. Additionally, we provide software engineering staff, maintenance staff, and related support systems, as well as professional emergency notification consulting staff to provide our customers with the latest emerging technologies and best practices in unified crisis communication.</p> <p>Support Framework</p> <ul style="list-style-type: none"> <li>• 24-7 Monitoring and call center for any troubleshooting.</li> <li>• Includes any software upgrade.</li> <li>• Annual cloud-based and service fees</li> </ul> <p>Service Contacts</p> <ul style="list-style-type: none"> <li>• Help Desk - Phone, Email, and Portal</li> <li>• Availability - 24 hours a day, 7 days a week</li> <li>• Acknowledgment – Immediate</li> <li>• Response time - An estimate will be provided at the occurrence</li> </ul> <p>Technical Support</p> <p>The Genasys team of skilled and informed support personnel handles all support calls. In the event of any technical difficulties, customers are provided with various channels to reach out to our support team or raise a help desk ticket.</p> <p>The following channels are available for customers to request assistance.</p> <ul style="list-style-type: none"> <li>• E-mail: By sending a message to Genasys support email a ticket is created in our triage system.</li> <li>• Application Form: Genasys Protect application includes form for issuing tickets as well.</li> <li>• Corporate Site Form: Tickets can also be created through Technical Support on the corporate web site <a href="http://www.genasys.com">www.genasys.com</a>.</li> <li>• 24x7 Emergency (only Priority 1 and 2 issues): For emergency technical support, you may call any of the 24x7 contact numbers.</li> </ul> <p>To ensure customer support service prioritizes properly which issues need earlier attention, tickets are categorized in priorities. There are 4 priority levels defined as follows:</p> <ul style="list-style-type: none"> <li>• Priority 1: Urgent, Critical or Highest issues with the following impact: <ul style="list-style-type: none"> <li>o Total service unavailability</li> <li>o Total loss of core component redundancy platform. (Detected by our monitoring systems)</li> <li>o Core feature degradation rendering the system unusable.</li> </ul> </li> <li>• Priority 2: High or Major level issues with the following impact: <ul style="list-style-type: none"> <li>o Data loss or corruption affecting</li> </ul> </li> <li>• Priority 3: Medium or Minor level issues with the following impact: <ul style="list-style-type: none"> <li>o Non-core issue Ex: Can't add/modify/delete a contact.</li> <li>o Password resets</li> </ul> </li> <li>• Priority 4: Low or Information level issues with the following impact: <ul style="list-style-type: none"> <li>o User query regarding product usage</li> <li>o Feature requests</li> <li>o Documentation corrections needed</li> <li>o User registration/unregister</li> </ul> </li> </ul>
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	<p>Genasys is uniquely positioned to deliver mission-critical products and services to Sourcewell participating entities nationwide, backed by 20+ years of industry leadership and a proven legacy of innovation. Founded in 2003 in San Diego, California, Genasys revolutionized the Long Range Acoustic Device (LRAD) sector, becoming the global gold standard for government and international clients. Today, we are leveraging this same engineering rigor and customer-centric ethos to drive adoption of our advanced software solutions across the U.S. public sector.</p> <p>Our sales team brings 30+ years of combined experience delivering tailored software and Emergency Notification solutions to federal/state governments, municipalities, counties, and educational institutions—the core constituencies served by Sourcewell.</p>

33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Genasys is strategically positioned and fully committed to delivering our industry-leading products and services to Sourcewell participating entities across Canada. With a proven track record of success in the Canadian market, we are not only willing but exceptionally equipped to meet the unique needs of Canadian public-sector organizations.</p> <p>Our solutions currently hold a 10% market share in Canada, reflecting strong adoption by government agencies, municipalities, and critical infrastructure operators. This foothold demonstrates our understanding of regional compliance, operational requirements, and procurement processes.</p>	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Genasys Inc. has no exclusions from our services.	*
35	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	Genasys Inc. has no exclusions from our services.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Genasys Inc. has no exclusions from our services.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Genasys is willing to extend the terms of any awarded master agreement to nonprofit entities. We are committed to supporting a broad range of organizations, including nonprofits, by offering the same favorable terms and conditions provided to other entities under the master agreement.	*

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

Line Item	Question	Response *	
38	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Our marketing strategy has several components to it: press releases, collateral, media outreach, social media, email marketing, account based marketing, and tradeshows. Genasys publishes press releases regarding contract awards, significant news, and partnerships.</p> <p>Genasys press release sample, <a href="https://genasys.com/press-releases/genasys-inc-awarded-supplier-contract-from-sourcwell/">https://genasys.com/press-releases/genasys-inc-awarded-supplier-contract-from-sourcwell/</a></p> <p>If awarded a contract with Sourcwell Genasys would publish a press release and circulate the information to existing customers, leads and networks. Additionally, Genasys creates promotional materials with partner collateral to promote partnership and reseller agreements. Included in these efforts are webpages highlighting the benefits of the partnership.</p> <p>Genasys website promotion, <a href="https://genasys.com/genasys-partner-network/sourcwell/">https://genasys.com/genasys-partner-network/sourcwell/</a></p> <p>We will use documents like this to inform Sourcwell participating entities of our contract and generate conversation regarding their emergency communication needs and how we can provide the best pricing through the Genasys Sourcwell Relationship. Genasys would nurture the list of Sourcwell participating entities by planning an email campaign where we educate our contacts on the benefits and uses of our solution.</p> <p>In addition, Genasys creates designated websites for its customers to deliver awareness about the product to the constituents, such as residents and visitors to the community, members of an educational institution and others. Please see an example at <a href="https://alertlacounty.genasys.com/portal/en">https://alertlacounty.genasys.com/portal/en</a></p>	*
39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Genasys Inc. is active on social media platforms including Facebook, X (Twitter), Instagram, Threads, Bluesky, Linked In and YouTube. We use social media to distribute information, collateral, event notices, and videos on our solutions. We also use social media to highlight the danger of civil and environmental emergencies, illustrating why customers need to be prepared and protected.</p> <p>Our Content Management System (CMS) included many case studies for the use of our system in a variety of environments (i.e.. Community warning systems, enterprise warning systems, emergency management, physical system integration). These sections are optimized for SLED and Not Profit with value case studies.</p> <p>Genasys creates designated websites for its customers to deliver awareness about the product to the constituents, such as residents and visitors to the community, members of an educational institution and others. Please see an example of our work at <a href="https://alertlacounty.genasys.com/portal/en">https://alertlacounty.genasys.com/portal/en</a></p>	*
40	In your view, what is Sourcwell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcwell-awarded agreement into your sales process?	From our understanding at Genasys, in the event of an award, Sourcwell's primary role in contract promotion will be to support our salesforce. This support includes providing key information, such as whether participating entities have recently purchased an emergency communication system through Sourcwell. Additionally, Sourcwell will help identify details such as the timing of the purchase, contract specifics, contact information, and the awarded vendor.	*
41	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Genasys software products are not available through an e-procurement portal, our software sales are completed through direct sales.	*

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

Line Item	Question	Response *	
-----------	----------	------------	--

42	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p><b>Training Approach</b></p> <p>To minimize customer expenses, we maximize trainee access to all necessary materials and ensure they are up to date. Genasys provides all training via its customer portal, which is conducted by certified Genasys instructors on-site or online.</p> <p>Genasys offers maintenance and support training, covering technical maintenance and detailed administrator/operator training for personnel authorized to activate and control the provided solution. The number of training days and visits can be customized to fit individual customer needs.</p> <p><b>Training Options/Availability</b></p> <p>Genasys offers various training options that can be customized to meet customer requirements. As the phased rollout progresses, various team members can utilize training hours as needed.</p> <ul style="list-style-type: none"> <li>• <b>Operator Training:</b> This course is for roles performing alert publishing tasks. Participants gain hands-on experience creating and sending alerts, targeting groups, and analyzing reports. The primary audience is operators tasked with initiating alerts for their organization. This course is taught via the Computer Based Training (CBT) module on the Customer Portal and is a prerequisite for the online instructor-led session.</li> <li>• <b>Administrative Training:</b> A functional administrator is an operator with additional privileges who is responsible for maintaining system parameters and managing operators. This role can also create and manage alerts. We recommend that each organization with trained operators have at least one administrator. Participants gain hands-on experience in creating and updating alert templates, user accounts, and groups. The primary audience is individuals tasked with maintaining system integrity. The prerequisite is the successful completion of the Operator CBT course. Each session is generally 4 hours long but may vary based on computer literacy and questions.</li> </ul> <p>The four types of courses available are:</p> <ol style="list-style-type: none"> <li>1. <b>CBT Course:</b> This course is recommended for each group member planning to take the online training session. The CBT covers basic skills, while the online session covers advanced skills and scenarios.</li> <li>2. <b>Online Instructor-Led Training:</b> Sessions will be conducted via an online web conference. The offerings will be posted on a customer-specified portal. Once the CST prerequisite course is completed, a session will be scheduled, and an online invitation will be sent to the appropriate personnel.</li> <li>3. <b>Train-the-Trainer Approach:</b> Trainers from a facility/region attend in-person training for train-the-trainer-style instruction. This can be done at Genasys headquarters or the customer location. Trained instructors are certified by Genasys and responsible for delivering training at their facilities.</li> <li>4. <b>On-Site Training:</b> Conducted at the customer's facilities in a "train the trainer" manner by a certified Genasys instructor. Training is essential for the ongoing health and successful utilization of the Genasys system, ensuring all personnel are adequately prepared to respond in emergencies. As personnel change and new features are introduced, new and refresher training courses, as well as train-the-trainer courses, may be required beyond the initial proposal. These are typically customer-specified and priced separately. Historically, proposed training and refresher courses have been sufficient.</li> </ol> <p>Genasys recommends training for ultimate customer success. Training rates are listed below, and we provide training in addition to the engineering installation and configuration for each project. The following pricing includes a proposed 5% discount for Sourcewell entities. This price is the same for US and Canadian Dollars.</p> <ul style="list-style-type: none"> <li>• Onsite Zone Conference (prep, 2 day workshop, data updates ) (+travel) - \$9,495.25</li> <li>• Onsite Standard Training Pack (2 days up to 30 people) (+travel) - \$6,170.25</li> <li>• Online Standard Training Pack (2 x 2hr up to 50 people) - \$3,320.25</li> <li>• Customized Training Preparation: Assets, Docs, etc. (1 day) - \$1,895.25</li> <li>• Onsite Scenario Based Training Pack: (2 day up to 30 people) (+travel) - \$6,170.25</li> <li>• Onsite Implementation Services (1 day up to 30 people ) - \$4,270.25</li> <li>• Customized Professional Services (remote) - (1 day) - \$1,895.25</li> </ul>
----	--	---

43	Describe any technological advances that your proposed solutions offer.	<p>Technological Advances of Genasys Protect</p> <p>Genasys Protect introduces cutting-edge advancements in protective communications, redefining emergency management through real-time data, multi-channel alerts, and intelligent response coordination.</p> <p>Key innovations include:</p> <ol style="list-style-type: none"> <li><b>1. Unified Protective Communications Platform</b> Genasys Protect moves beyond traditional mass notification systems by integrating real-time, data-driven, and zone-based evacuation mapping with threat intelligence, panic devices, and long-range acoustic hailing. This holistic approach ensures coordinated emergency management before, during, and after an event.</li> <li><b>2. PLAN – ACT – OPTIMIZE Framework</b> <ul style="list-style-type: none"> <li>• PLAN – Data-driven preparedness through simulation, response planning, and drills.</li> <li>• ACT – Automated and adaptive multi-channel notifications with real-time response coordination.</li> <li>• OPTIMIZE – AI-powered analytics to improve response times, training, and future preparedness.</li> </ul> </li> <li><b>3. Advanced Multi-Channel Mass Notification (ALERT)</b> <ul style="list-style-type: none"> <li>• A centralized communication hub capable of simultaneously activating multiple channels, including SMS, voice calls, mobile apps, social media, Microsoft Teams, and proprietary networks.</li> <li>• Integration with third-party sensors and systems to automate and geotarget alerts based on real-time data.</li> <li>• Direct activation of ACOUSTICS outdoor warning devices to provide loud, intelligible voice messages when power and cellular networks fail.</li> </ul> </li> <li><b>4. Intelligent Evacuation Management (EVAC)</b> <ul style="list-style-type: none"> <li>• Zone-based evacuation mapping that integrates with Waze, ESRI, and emergency management systems to provide live, authoritative updates across jurisdictions.</li> <li>• Supports emergency organizations in planning and executing evacuation routes, shelter locations, and road closures for natural and man-made disasters.</li> <li>• Citizen engagement via mobile apps and web portals for real-time situational awareness. *</li> </ul> </li> <li><b>5. Secure Real-Time Communication &amp; Collaboration (CONNECT)</b> <ul style="list-style-type: none"> <li>• Built to CJIS, HIPAA, and record retention compliance standards, ensuring secure communications for public safety agencies, healthcare, and financial services.</li> <li>• Encrypted, real-time collaboration for cross-agency coordination, decision-making, and response efforts.</li> <li>• Supports ad-hoc emergency response groups for both immediate incidents and long-term operational coordination.</li> </ul> </li> <li><b>6. Next-Generation Outdoor Warning System (ACOUSTICS)</b> <ul style="list-style-type: none"> <li>• Industry-leading long-range acoustic devices that provide highly intelligible voice alerts, even in extreme conditions.</li> <li>• Functions independently of internet, power, and cellular networks, ensuring reliability in critical scenarios.</li> <li>• Enables authorities to issue clear instructions across large areas to guide evacuation, de-escalate conflicts, and prevent misunderstandings.</li> </ul> </li> <li><b>7. Automated Threat Detection &amp; Response</b> <ul style="list-style-type: none"> <li>• Integration with AI-driven sensors for real-time threat monitoring, including wildfires, severe weather, and security risks.</li> <li>• Automated alert triggers based on pre-defined conditions, reducing response time and ensuring rapid dissemination of critical information.</li> </ul> </li> <li><b>8. Mutual Coordination for Real-Time Response</b> <ul style="list-style-type: none"> <li>• Single-platform operation shared across emergency agencies, public safety professionals, and community organizations.</li> <li>• Enhances multi-jurisdictional decision-making and coordination during large-scale incidents.</li> <li>• Automates emergency and non-emergency notifications to targeted geographic areas, using the most effective communication channels available.</li> </ul> </li> </ol> <p>Genasys Protect represents a paradigm shift in emergency management technology, leveraging AI, automation, multi-channel communication, and real-time analytics to enhance public safety, operational continuity, and situational awareness. Whether for natural disasters, security threats, or critical infrastructure disruptions, Genasys Protect ensures faster, smarter, and more effective emergency response.</p>
----	---	--



44	<p>Demonstrate your solution's capabilities in data privacy, integrity, storage and protection standards, and the adherence of your products and services to applicable cybersecurity and industry standards, such as but not limited to the requirements of the Criminal Justice Information Services (CJIS), the Health Insurance Portability and Accountability Act (HIPAA), etc.</p>	<p>At Genasys, we take the security and privacy of our customers' data seriously. We understand the importance of preventing and managing IT vulnerabilities, as well as complying with government regulations. We have various measures implemented, such as data encryption, anonymization, consent management, data retention policies, and access controls, to align with security and privacy regulations.</p> <p>Genasys Protect systems are designed to meet the strictest security and compliance standards required for mission-critical communications. Key security compliance measures include:</p> <ol style="list-style-type: none"> <li>1. Data Privacy and Protection Measures: <ul style="list-style-type: none"> <li>• Data Encryption: Uses AES-256 encryption for data in transit and at rest.</li> <li>• Anonymization and Consent Management: Ensures compliance with GDPR and CCPA.</li> <li>• Access Controls: Implements role-based access controls (RBAC) and multi-factor authentication (MFA).</li> </ul> </li> <li>2. Compliance with Industry Standards: <ul style="list-style-type: none"> <li>• CJIS: Ensures secure communication and data protection for law enforcement and public safety agencies.</li> <li>• HIPAA: Protects sensitive healthcare communications and patient information.</li> <li>• GDPR: Supports compliance for international data privacy requirements.</li> <li>• FERPA: Ensures secure communication in educational institutions.</li> </ul> </li> <li>3. Security and Network Compliance: <ul style="list-style-type: none"> <li>• ISO 27001: Focuses on information security for critical communications and mass notification systems.</li> <li>• SOC2 Type 2: Ensures service organization control compliance.</li> <li>• NIST SP 800-53: Follows control baseline recommendations for FedRAMP Ready with Moderate impact level.</li> <li>• DHS SAFETY Act: Pre-Application approved.</li> <li>• 256-bit SSL/TLS: Encryption for communications and reporting.</li> </ul> </li> <li>4. Ongoing Security Measures: <ul style="list-style-type: none"> <li>• Annual Consultations with Cybersecurity Experts: Tests for the latest network and application penetration techniques.</li> <li>• Regular Internal Audits and Assessments: Maintains ongoing compliance.</li> </ul> </li> <li>5. Infrastructure and Reliability: <ul style="list-style-type: none"> <li>• Amazon Data Centers: Comply with FedRAMP and SOC 2 Type II security frameworks.</li> <li>• Redundant Architecture: Ensures high availability and disaster recovery.</li> <li>• DDoS Protection and Intrusion Detection: Provides continuous monitoring and security enforcement.</li> </ul> </li> <li>6. Secure Messaging and Collaboration: <ul style="list-style-type: none"> <li>• Encrypted Real-Time Messaging, Voice, and Video: For internal and external communication.</li> <li>• Secure File Sharing: With access controls and audit logging.</li> </ul> </li> <li>7. Compliance with Data Retention and Audit Requirements: <ul style="list-style-type: none"> <li>• Audit Trails and Logging: For regulatory and investigative purposes.</li> <li>• Record Retention Policies: Meets government and public safety agency requirements.</li> <li>• Secure Storage Options: In compliant cloud environments.</li> </ul> </li> </ol> <p>This comprehensive approach ensures the Genasys Protect platform is built to provide a secure, compliant, and reliable communication platform for public safety, healthcare, finance, and other industries requiring the highest levels of data security.</p>
----	--	---

45	Describe your data backup and recovery solutions.	<p>The Genasys system is configured so that there is no single point of failure. Within the AWS environment, resources are deployed across multiple Availability Zones (AZs), which enables faster disaster recovery for critical IT systems without interruption. All AZs in an AWS Region are interconnected with high-bandwidth, low-latency networking, over fully redundant, dedicated metro fiber providing high-throughput, low-latency networking between AZs. All traffic between AZs is encrypted. Having service across multiple AZs, Genasys servers are better isolated and protected from issues such as power outages, lightning strikes, tornadoes, earthquakes, and more.</p> <p><b>Business Continuity</b></p> <p>Genasys has a comprehensive plan in place to ensure business continuity and prepare for potential disasters. This includes a communication and escalation matrix for promptly notifying stakeholders in the event of a security incident or data breach.</p> <p>To ensure the effectiveness of our Disaster Recovery Plan, we review it annually and conduct regular testing of our services. This testing consists of daily walkthroughs, platform monitoring, quarterly simulated exercises, and production testing. Any risks that surpass a certain threshold are immediately addressed by our executive team.</p> <p>Furthermore, our team conducts an annual review of the DRP executions and procedures, making necessary updates based on the evaluation. At Genasys, we take proactive measures to safeguard our operations and prioritize the safety and security of our stakeholders.</p> <p>In compliance with our internal policies, detailed descriptions of our security policies, procedures, and practices are restricted. However, we can share a high-level overview of the Genasys Business Continuity and Disaster Recovery plan.</p> <ul style="list-style-type: none"> <li>• Genasys reviews the Disaster Recovery Plan annually. Testing of the Genasys service is done regularly using a combination of daily walkthroughs and platform monitoring, quarterly simulated exercises, and production testing. Risks that exceed a specific threshold are subject to executive actions. Each year the team reviews the DRP executions and updates procedures after this evaluation.</li> <li>• In the event of a disaster or declared emergency, Genasys' 24/7 support can assist in sending out emergency notifications on behalf of the customer.</li> </ul> <p>The Genasys Business Continuity and Disaster Recovery Planning plan complies with the ISO 27001 standards and addresses the preservation of the service in the face of major disruptions or disaster against normal service operations.</p> <p><b>Recovery</b></p> <p>The Genasys platform maintains live data replication across three separate AWS Availability Zones. Docker images are utilized for platform software deployment and their backups are regularly updated for prompt recovery in case of unforeseen events. To ensure a quick recovery of the solution and maintain the efficiency and effectiveness of the system, automated deployment scripts for Ansible and Cloudformation are incorporated.</p> <p>Data retention is at a minimum of one year. Genasys performs routine daily backups to ensure data can be recovered from the previous 24-hour period. Server redundancy will be used to minimize scheduled or planned downtime where practical.</p> <ul style="list-style-type: none"> <li>• Genasys' default Recovery Point Objective (RPO) or incremental database backup is 24 hours. However, this can be increased if required by a customer to an increment of 8 hours, which would result in 3 separate backups daily.</li> <li>• Genasys' Recovery Time Objective (RTO) is based on Availability Zones (AZs) in US Amazon AWS. Resources are deployed across multiple Availability Zones (AZs), which enables faster disaster recovery for critical IT systems without incurring the infrastructure expense of a second physical site. If one Availability Zone (AZ) goes down, resources in other AZs can pick up and maintain continuity of service, so that no downtime is experienced. If by chance a complete region goes down and thus multiple Availability Zones (AZs), it would take approximately 10 hours to recover a complete platform.</li> </ul>
----	---	---

46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	<p><b>Genasys Integration &amp; Interoperability Capabilities</b></p> <p>Genasys provides an open and extensible architecture that enables seamless integration with third-party equipment and applications. This allows public agencies and private organizations to transform system-generated events into targeted or mass notifications, significantly expanding their reach and enabling faster response to security threats. Events such as fire alarms, motion alarms, and access violations can be configured to trigger automatic notifications to the appropriate individuals or groups.</p> <p>Customers maintain complete control over their data and communication workflows for internal and external messaging. Geographic data services allow organizations to receive real-time data directly within their daily-use applications, improving situational awareness and decision-making.</p> <p><b>Key Integration Capabilities</b></p> <ol style="list-style-type: none"> <li><b>1. Open and Extensible Architecture</b> <ul style="list-style-type: none"> <li>Integrates with third-party equipment and applications to transform system-generated events into real-time alerts.</li> <li>Enhances response time and situational awareness for security and operational concerns.</li> </ul> </li> <li><b>2. Control &amp; Real-Time Data</b> <ul style="list-style-type: none"> <li>Customers retain complete control over data and communication workflows.</li> <li>Geographic data services provide live data integration within existing applications.</li> </ul> </li> <li><b>3. System &amp; Application Integrations</b> <p>Genasys integrates with a wide range of critical systems, including:</p> <ul style="list-style-type: none"> <li>GIS &amp; Mapping: ESRI, Avenza, Intterra Systems</li> <li>Emergency &amp; Disaster Response: FloodMapp, WatchDuty, Tablet Command</li> <li>Traffic &amp; Public Safety: Waze</li> <li>Real-Time Monitoring &amp; Security: IoT sensors, CCTV, threat intelligence, risk data</li> <li>Enterprise &amp; IT Systems: HR databases, Active Directory, IT network systems</li> <li>Emergency Notification &amp; Public Address: Fire protection, access control, gunshot detection, digital signage, PA systems</li> </ul> </li> <li><b>4. Integration Methods</b> <ul style="list-style-type: none"> <li>External Feed Monitoring: Supports CAP and RSS feeds to trigger alerts based on predefined rules.</li> <li>REST API (Swagger-based): Provides full system functionality equivalent to UI operations.</li> <li>Email Ingestion: Uses rule-based analysis of incoming emails to trigger alerts.</li> <li>Hardware Integrations: Connects with various sensors and physical infrastructure, leveraging a globally deployed commercial solution.</li> <li>Single Sign-On (SSO) Support: Compatible with SAML 2.0 authentication and federates with identity providers like Okta, PingIdentity, Shibboleth, and ADFS.</li> <li>Multiple Data Source Integrations: Syncs with EMNS systems, HR databases, Active Directory, CSV files, and legacy contact databases.</li> </ul> </li> <li><b>5. Automated Alert Origination</b> <ul style="list-style-type: none"> <li>Receives event data from external equipment using SNMP, HTTP, SOAP, or proprietary protocols.</li> <li>Dynamically converts event data into automated alerts based on preconfigured rules.</li> </ul> </li> <li><b>6. Dynamic Content in Alerts</b> <ul style="list-style-type: none"> <li>Alerts can include snapshots from surveillance cameras, system breach details, or badge data for security incidents.</li> </ul> </li> </ol> <p>Genasys' interoperability and integration capabilities ensure seamless connectivity with various systems, enhancing real-time communication, operational efficiency, and emergency response. This comprehensive approach allows organizations to maximize the effectiveness of their security and notification systems while maintaining full control over data and workflows.</p>
----	---	---

47	Describe any “green” initiatives that relate to your company or to your solutions, and include a list of the certifying agency for each.	<p>Genasys participates in the following green initiatives:</p> <ul style="list-style-type: none"> <li>• A Recycling Program</li> </ul> <p>Genasys provides designated recycling bins for paper and plastic and establishes the expectation of recycling all materials.</p> <ul style="list-style-type: none"> <li>• Energy conservation</li> </ul> <p>In our office buildings, energy is monitored. Our lights, heating, fans, and other outlets are on a timer to ensure no excess power is used while the office is closed.</p> <ul style="list-style-type: none"> <li>• Reduce by reusing.</li> </ul> <p>Genasys provides all new employees with company water bottles to encourage sustainability. Genasys mandates the purchase of recycled paper for printed materials in the office.</p> <ul style="list-style-type: none"> <li>• Investing in office plants</li> </ul> <p>Genasys invests in office plants to promote clean air, reduce toxins, and foster a healthy work environment.</p> <ul style="list-style-type: none"> <li>• Encourage sustainable transportation</li> </ul> <p>Genasys encourages sustainable transportation. This includes organizing carpools for office events and promoting eco-friendly transport options such as public transit or cycling to work. Additionally, Genasys allows employees to work from home, reducing the amount of commuting to and from the office and our carbon footprint.</p> <ul style="list-style-type: none"> <li>• Fully operational kitchenette in the office</li> </ul> <p>Our offices feature a fully equipped kitchenette. This means the office has a full-sized fridge, utensils, a sink, and a dishwasher. This encourages on-site employees to bring food in reusable containers instead of purchasing items wrapped in plastic. Our in-office dishwashers are energy-efficient and operate on cycles that lower the temperature to conserve energy.</p>
48	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Genasys' Commitment to Sustainability and Energy Efficiency</p> <p>Genasys is dedicated to delivering environmentally responsible solutions that enhance public safety while minimizing environmental impact. Our products incorporate energy-efficient designs, sustainable materials, and compliance with key environmental standards.</p> <p>Third-Party Eco-Labels, Ratings, and Certifications</p> <ol style="list-style-type: none"> <li>1. NOAA Weather-Ready Nation (WRN) Ambassador</li> </ol> <p>Genasys has been recognized as a NOAA Weather-Ready Nation Ambassador, demonstrating our commitment to strengthening national resilience against extreme weather events. This designation highlights our role in promoting preparedness and sustainability in disaster management.</p> <ol style="list-style-type: none"> <li>2. FEMA IPAWS Compatibility</li> </ol> <p>The Genasys Protect platform and ACOUSTICS speakers are fully compatible with FEMA's Integrated Public Alert and Warning System (IPAWS), supporting energy-efficient emergency communication systems that ensure reliable and effective public safety messaging.</p> <ol style="list-style-type: none"> <li>3. Energy-Efficient and Sustainable Design</li> </ol> <ul style="list-style-type: none"> <li>o Solar-Powered Solutions: Genasys' LRAD 360XT solar-powered mass notification system reduces dependence on traditional power sources, cutting carbon emissions while ensuring uninterrupted operation during emergencies.</li> <li>o Low-Power Consumption Technology: Our outdoor warning systems and emergency notification platforms are engineered for low energy consumption, optimizing battery life and reducing operational costs.</li> <li>o Durable and Recyclable Materials: Genasys prioritizes long-life components and recyclable materials to extend product longevity and minimize electronic waste.</li> </ul> <ol style="list-style-type: none"> <li>4. Environmental Compliance and Sustainable Practices</li> </ol> <ul style="list-style-type: none"> <li>o RoHS (Restriction of Hazardous Substances) Compliance: Our products adhere to RoHS standards, limiting hazardous materials such as lead, mercury, and cadmium.</li> <li>o ISO 14001 – Environmental Management System. Genasys complies with ISO 14001 certification, reinforcing our commitment to reducing environmental impact across our operations.</li> <li>o Eco-Friendly Packaging: We are transitioning to sustainable packaging materials to reduce plastic waste and improve recyclability.</li> </ul> <p>By integrating energy-efficient, sustainable, and eco-conscious design principles into our solutions, Genasys remains committed to supporting environmentally responsible emergency management technologies.</p>
49	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>The Leader in Critical Communications and Evacuation Management</p> <p>Genasys distinctly stands out from other companies as a leading provider of critical communication systems and evacuation management solutions, keeping safety and awareness at the forefront. With over 30 years of experience, Genasys has established itself as a dependable mass notification solution provider, trusted by governments, enterprises, and military organizations around the globe. Our solutions safeguard over 70 million residents, visitors, and employees, reflecting our steadfast commitment to public safety.</p> <p>Customer-Centric Innovation</p> <p>At Genasys, we continuously monitor technology trends and user needs to shape the market and meet customer-specific requirements. Through thought leadership, we help organizations understand their citizens' expectations regarding safety technology and services. We prioritize user experience and simplicity, consistently outperforming legacy vendors.</p> <p>Our commitment to customer collaboration extends beyond onboarding—we build long-term relationships by engaging with users at every level. This allows us to align our roadmap with</p>

	<p>real-world needs while continuously improving platform readiness. Our technology is pressure-tested across multiple vendors, validated by millions of users and thousands of incidents, ensuring unparalleled reliability in mission-critical situations.</p> <p>Genasys Protect: The Industry's First Unified Protective Communications Platform</p> <p>In 2023, we launched Genasys Protect, the only complete Unified Protective Communications Software and Systems portfolio. This platform serves a diverse range of markets, including:</p> <ul style="list-style-type: none"> <li>• Federal and Military agencies</li> <li>• State and Local Governments (SLED)</li> <li>• Enterprises in critical sectors, including oil &amp; gas, utilities, manufacturing, and automotive</li> </ul> <p>Customer Success: Industry Experts Driving Excellence</p> <p>Our Customer Success Team comprises experienced professionals from law enforcement, emergency management, military, and engineering backgrounds. These experts provide unmatched insight into public safety operations:</p> <ul style="list-style-type: none"> <li>• Former first responders in police and fire who led resource deployment and training</li> <li>• Engineers with extensive experience designing and deploying the most secure, reliable public safety systems</li> <li>• Military veterans with global system deployment expertise</li> <li>• Former emergency managers and PIOs with years of experience in mass notification</li> </ul> <p>Customer Engagement &amp; Feedback</p> <ul style="list-style-type: none"> <li>• Weekly Customer Community Forum: Direct engagement with our product and success teams to gather feedback and validate our product roadmap.</li> <li>• Quarterly Leadership Meetings: Our executive team collaborates with customers to align company vision and strategic investments.</li> <li>• Technology Evangelists: A dedicated team partners with industry experts, agencies, and private-sector leaders to assess communication and evacuation management challenges, leading to: <ul style="list-style-type: none"> <li>o Deeper operational and infrastructure insights</li> <li>o Pilot programs shaping policy development</li> <li>o A unified platform seamlessly extending across public and private sectors</li> </ul> </li> </ul> <p>A Differentiated, Proven Solution</p> <p>Unlike competitors, Genasys provides a single, scalable platform for emergency planning, mass notification, and outdoor warning systems. Our technology is trusted globally for public safety planning and communication.</p> <p>Unmatched Technology &amp; Features</p> <p>Genasys Protect delivers comprehensive emergency planning, response, and optimization solutions. Our features include:</p> <ul style="list-style-type: none"> <li>• Standard Features: <ul style="list-style-type: none"> <li>o Advanced Mapping &amp; Geo-Targeting</li> <li>o Real-Time Traffic &amp; Live Weather Feeds</li> <li>o Multi-Channel Alerts: Voice, Email, SMS, Push Notifications</li> </ul> </li> <li>• Advanced Features: <ul style="list-style-type: none"> <li>o Evacuation Management &amp; Scenario Planning</li> <li>o Incident Simulations &amp; Desktop Alerts</li> <li>o IPAWS &amp; CAP Compliance</li> <li>o Genasys Acoustic Speakers for Redundant Communication</li> <li>o Auto-Discovery &amp; Cell Broadcast Capabilities</li> </ul> </li> <li>• Seamless Integrations: <ul style="list-style-type: none"> <li>o IoT Sensors, CCTV, Threat Intelligence, Risk Data</li> <li>o HR Systems, Fire Protection, Access Control, Gunshot Detection</li> <li>o Public Address, Digital Displays, Network &amp; IT Systems</li> <li>o Incident Management &amp; CAD Systems</li> </ul> </li> </ul> <p>The Genasys Advantage: Beyond Mass Notification</p> <p>Genasys is the only provider integrating hardware and software into a unified platform for geo-targeted alerts. Our acoustic speaker arrays deliver industry-leading vocal clarity and area coverage, offering superior communication redundancy with solar power, battery backup, and satellite connectivity. These features ensure life-saving notifications before, during, and after crises such as wildfires, floods, hurricanes, and earthquakes.</p> <p>Comprehensive Crisis Management: Before, During, and After an Emergency</p> <ul style="list-style-type: none"> <li>• Before an Emergency: Preparedness &amp; Planning <ul style="list-style-type: none"> <li>o Model wildfires for up to 24 hours</li> <li>o Run traffic simulations &amp; overlay hazard maps</li> <li>o Identify critical facilities and share pre-planned intelligence</li> <li>o Establish geo-specific communication plans</li> </ul> </li> <li>• During an Emergency: Real-Time Decision Making</li> </ul>
--	---

		<ul style="list-style-type: none"> <li>o Monitor active fires, NOAA weather feeds, and live traffic</li> <li>o Issue zone-based alerts and evacuation orders</li> <li>o Deliver authoritative, real-time updates through public-facing websites &amp; apps</li> <li>• After an Emergency: Recovery &amp; Optimization</li> <li>o Track hazards and communicate with affected zones</li> <li>o Analyze alert efficacy &amp; update emergency plans</li> <li>o Improve response times with enhanced reporting &amp; dashboards</li> </ul> <p>A Unique Value for Sourcewell Participant Entities</p> <p>For Sourcewell participating entities, Genasys offers a low-risk, COTS solution designed for seamless integration, scalability, and cross-agency collaboration. Key advantages include:</p> <ul style="list-style-type: none"> <li>• Evacuation management + mass notification in one platform</li> <li>• Pre-configured integrations with existing emergency systems</li> <li>• Advanced GIS mapping &amp; zoning for targeted response</li> <li>• Industry-leading multi-tiered architecture for large agencies</li> <li>• Proven track record with government, enterprise, and military sectors</li> </ul> <p>The Future of Protective Communications</p> <p>Genasys is committed to continuous innovation, strategic investments, and industry partnerships to evolve our products and services. As the most trusted and advanced critical communications provider, we empower organizations with the technology, expertise, and customer-first approach needed to protect lives and assets worldwide.</p>
--	--	---

**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment	
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

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

Provide detailed pricing information in the questions that follow below.



Line Item	Question	Response *	
59	Describe your payment terms and accepted payment methods.	<p>Genasys Payment Terms:</p> <ol style="list-style-type: none"> <li>Initial Invoice and Subscription: <ul style="list-style-type: none"> <li>Genasys, Inc. will invoice the customer once system credentials are issued.</li> <li>Payment for the first-year subscription and included professional services is due upon receipt of the invoice.</li> <li>The software portion of the agreement is based on a contract term commitment with an annual invoice and payment due annually on the start date of each subsequent year.</li> </ul> </li> <li>Additional Purchases: <ul style="list-style-type: none"> <li>Any additional Genasys Protect products purchased after the effective date of the agreement are due upon receipt of the invoice.</li> <li>Added product subscription licenses will be priced and invoiced on a coterminous annual basis, maintaining the original contractual expiration date or any subsequent renewal expiration date.</li> <li>Additional Genasys Protect professional services purchased will be invoiced after the delivery of services.</li> </ul> </li> <li>Fees: <ul style="list-style-type: none"> <li>Customer's access to the software is subject to timely payment of the fees specified in the applicable quote.</li> <li>Fees are based on the type of software for which access rights are purchased, regardless of actual usage.</li> <li>Payment is due upon receipt of the invoice.</li> </ul> </li> <li>Taxes: <ul style="list-style-type: none"> <li>Customer is responsible for any applicable sales, use, or other taxes or duties associated with the agreement, other than taxes on Genasys' net income.</li> <li>If the customer is a tax-exempt entity, they must provide a tax-exemption certificate to Genasys upon request.</li> </ul> </li> <li>Past Due Amounts: <ul style="list-style-type: none"> <li>If any amounts owed by the customer are 30 or more days overdue, Genasys may: <ul style="list-style-type: none"> <li>Charge interest at the rate of 1.5% per month or the highest rate permitted by law, whichever is less, on the past due amounts.</li> <li>Suspend the customer's access to the software.</li> <li>Terminate the agreement and accelerate the customer's unpaid fee obligations, making all such obligations immediately due and payable.</li> </ul> </li> </ul> </li> <li>Other Terms: <ul style="list-style-type: none"> <li>All amounts paid under the agreement are payable in U.S. dollars.</li> <li>Payment obligations are non-cancellable and payments are non-refundable, except as expressly set forth in the agreement.</li> <li>All amounts payable under the agreement will be made without setoff or counterclaim, and without any deduction or withholding, except as required by law.</li> <li>The subscriber is not required to pay any gross receipts tax or income tax levied against Genasys' income.</li> </ul> </li> </ol> <p>Payment Methods:</p> <p>Genasys prefers to receive payments via wire transfer. We also accept checks and credit cards; however, we charge a fee of 3% for credit card transactions exceeding \$20,000.</p>	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	Genasys is willing to offer financing options to Sourcewell participating entities by working with our financing partners.	*



61	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>Genasys utilizes the following standard transaction documents when conducting business under an awarded agreement:</p> <ul style="list-style-type: none"> <li>• Price Quote/Order Forms – Documents used to facilitate the purchase of Genasys products and services.</li> <li>• Proposal – Formal documents submitted in response to bid opportunities.</li> <li>• Master Subscription Agreement (MSA) – Governing terms and conditions for the sale, use, and support of Genasys products and services.</li> <li>• Service Level Agreements (SLAs) – Commitments outlining service performance standards, system uptime, and support response times.</li> <li>• Customer Contractual Documents – Additional agreements such as customer contract terms, security assessments, and service agreements as required.</li> </ul> <p>These documents establish clear expectations and ensure compliance with contractual and procurement requirements.</p>	*
62	Explain your licensing process and the service agreements required of end users.	<p>The Genasys licensing process is designed to provide flexibility based on customer needs. Organizations can obtain a complete Genasys Protect Suite license or choose individual software modules and services customized for emergency and safety planning, collaboration, and communication. Depending on the scale of deployment, licensing options are available on either a per-end-user or population-based model. Additional licenses may be necessary for integrations, customizations, or enhancements beyond standard functionality.</p> <p>End users must comply with Genasys service agreements outlining usage rights, system requirements, compliance obligations, and support provisions. These agreements specify service level commitments, data security measures, maintenance schedules, and user responsibilities. Organizations integrating with third-party systems or needing custom features may have additional contractual terms to ensure interoperability and compliance with regulatory standards.</p>	*
63	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	<p>Yes Genasys accepts P-Card and credit card payments. Any payment over \$20,000 will require an additional 3% processing fee. Splitting the transaction is not allowed.</p>	*
64	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>Genasys Pricing and Delivery</p> <ul style="list-style-type: none"> <li>- The pricing model Genasys uses and that is proposed in this RFP is Product Category discounts for Sourcwell entities.</li> <li>- Each line item in our Professional Services and Hardware categories is discounted 5%. Each line item in our Genasys Protect software categories is discounted 10% for Sourcwell entities.</li> <li>- "Our Professional Services are priced based on need and size of project. These professional services packages include dedicated engineering installations, configuration, and training."</li> <li>- "Our Genasys Protect Public Safety Platform Pricing includes pricing for entities that wish to plan for emergencies, collaborate, and send alerts to the public via email, SMS, voice, a map-based public website, and iOS/Android App. This pricing is quantified by "Population Pricing" with built-in volume discounts additional to the 10% discount proposed exclusive to Sourcwell entities."</li> <li>- "The Genasys Protect Public Safety - Product Features Price List for our ALERT module includes individual pricing for enterprise alerting ie. Alerting number of staff as opposed to population-based pricing. This price lists also includes the proposed pricing for Genasys Panic buttons, optional connectors to hardware such as access control, fire systems, displays, pagers VOIP phones and speakers. In this price list we also include optional pricing for API connectors to other emergency notification vendors such as Alertus and Rave to accommodate to customers who are switching vendors. We also offer custom API for 3rd party mobile applications."</li> </ul> <p>Genasys Protect Solutions and Add-on Pricing</p> <ul style="list-style-type: none"> <li>- SKU#: GP-ALERT Product Description: GP - ALERT (\$/pop) - Population Discounts (See Tier Tab)</li> <li>LIST PRICE: \$0.28 Sourcwell Discounted Price: \$0.25</li> </ul>	

-	SKU#:	GP-EVAC	Product Description:	GP - EVAC (\$/pop) - Population Discounts (See Tier Tab)
	LIST PRICE:	\$0.32	Sourcewell Discounted Price:	\$0.29
-	SKU#:	GP-SUITE	Product Description:	GP - SUITE (\$/pop) - Population Discounts (See Tier Tab)
	LIST PRICE:	\$0.48	Sourcewell Discounted Price:	\$0.43
-	SKU#:	GP-CONNECT	Product Description:	GP - CONNECT - (\$/user)
	LIST PRICE:	\$72.00	Sourcewell Discounted Price:	\$64.80
-	SKU#:	GP-CONNECT-SSO	Product Description:	GP - CONNECT - SSO Integration (\$/user)
	LIST PRICE:	\$3.00	Sourcewell Discounted Price:	\$2.70
-	SKU#:	GP-ALRT-WX	Product Description:	General Alerting-Automated Weather Alerts (ALERT)
	LIST PRICE:	\$995.00	Sourcewell Discounted Price:	\$895.50
-	SKU#:	GP-ALRT-INGEST	Product Description:	Intelligent Data Ingestion Per ERP System (i.e. Active Directory, SFTP)
	LIST PRICE:	\$1,495.00	Sourcewell Discounted Price:	\$1,345.50
-	SKU#:	GP-ALRT-PARSE	Product Description:	Intelligent Email Parser for Alerts
	LIST PRICE:	\$1,495.00	Sourcewell Discounted Price:	\$1,345.50
-	SKU#:	GP-EMPALRT-TEAMS	Product Description:	Teams Integration**
	LIST PRICE:	\$4,995.00	Sourcewell Discounted Price:	\$4,495.50
-	SKU#:	GP-EMPALRT-MULTI	Product Description:	2-Way Email, SMS, Phone EUL & Portal-Per Employee (>100)
	LIST PRICE:	\$4.00	Sourcewell Discounted Price:	\$3.60
-	SKU#:	GP-EMPALRT-MPANIC	Product Description:	Mobile Panic App - Per Employee
	LIST PRICE:	\$5.00	Sourcewell Discounted Price:	\$4.50
-	SKU#:	GP-EMPALRT-DTPANIC	Product Description:	Desktop Panic App - Per PC/MAC
	LIST PRICE:	\$10.00	Sourcewell Discounted Price:	\$9.00
-	SKU#:	GP-FLOODMAPP	Product Description:	FloodMap (\$/pop)
	LIST PRICE:	\$0.89	Sourcewell Discounted Price:	\$0.80
-	SKU#:	GP-EMPALRT-DTALRT	Product Description:	Desktop Alert - Per PC/MAC
	LIST PRICE:	\$3.00	Sourcewell Discounted Price:	\$2.70
-	SKU#:	HWALRT-ACOUSTICS	Product Description:	GP ACOUSTICS Node Controller
	LIST PRICE:	\$2,995.00	Sourcewell Discounted Price:	\$2,695.50
-	SKU#:	HWALRT-DIG-CAPRSS	Product Description:	CAP-RSS Channel Support - Digital Displays
	LIST PRICE:	\$995.00	Sourcewell Discounted Price:	\$895.50
-	SKU#:	HWALRT-ALERTUS-GATE	Product Description:	

Alertus Beacon Gateway-Network Connector			
LIST PRICE:	\$995.00	Sourcewell Discounted Price:	\$895.50
- SKU#:	HWALRT-3RD-MOBILE	Product Description:	3rd Party Mobile App-Connector
LIST PRICE:	\$995.00	Sourcewell Discounted Price:	\$895.50
- SKU#:	HWALRT-FIRE-ALARM	Product Description:	Fire Alarm-Network Connector
LIST PRICE:	\$1,995.00	Sourcewell Discounted Price:	\$1,795.50
- SKU#:	HWALRT-PA	Product Description:	PA System-Network Connector
LIST PRICE:	\$995.00	Sourcewell Discounted Price:	\$895.50
- SKU#:	HWALRT-SIREN	Product Description:	Siren-Network Connector (non-LRAD)
LIST PRICE:	\$2,995.00	Sourcewell Discounted Price:	\$2,695.50
GP ACOUSTICS Hardware Pricing			
- SKU #:	115157-12	Product Description:	360XL Single Stack Acoustic Device
LIST PRICE:	\$25,115.94	Sourcewell Discounted Price:	\$23,860.14
- SKU #:	115157-22	Product Description:	360XL Dual Stack Acoustic Device
LIST PRICE:	\$40,484.58	Sourcewell Discounted Price:	\$38,460.35
- SKU #:	113245-11	Product Description:	360XL MID Single Stack Acoustic Device
LIST PRICE:	\$18,341.88	Sourcewell Discounted Price:	\$17,424.79
- SKU #:	113245-21	Product Description:	360XL MID Dual Stack Acoustic Device
LIST PRICE:	\$31,855.65	Sourcewell Discounted Price:	\$30,262.87
- SKU #:	120180-00	Product Description:	Pole topper Sleeve - Fits over existing pole - confirm pole diameter
LIST PRICE:	\$7,543.64	Sourcewell Discounted Price:	\$7,166.46
- SKU #:	60DXL-B1A-W	Product Description:	DS-60XL Acoustic Device, CABLE GLAND, SINGLE, WHITE, Wall MOUNT
LIST PRICE:	\$3,421.88	Sourcewell Discounted Price:	\$3,250.79
- SKU #:	60DXL-B1A-P	Product Description:	DS-60XL Acoustic Device, CABLE GLAND, SINGLE, WHITE, POLE MOUNT
LIST PRICE:	\$3,872.33	Sourcewell Discounted Price:	\$3,678.71
- SKU #:	60DXL-B1A-PT	Product Description:	DS-60XL Acoustic Device, CABLE GLAND, SINGLE, WHITE, POLE MOUNT, with Tilt
LIST PRICE:	\$5,016.91	Sourcewell Discounted Price:	\$4,766.06
- SKU #:	60DXL-B2A-P	Product Description:	DX-60XL Acoustic Device, Cable Gland, Pair, White, Pole Mount
LIST PRICE:	\$6,675.48	Sourcewell Discounted Price:	\$6,341.71
- SKU #:	60D-A1A-PPT	Product Description:	DS-60X Acoustic Device, CONDUIT, SINGLE, WHITE, POLE MOUNT WITH PAN-Tilt

LIST PRICE:	\$3,086.30	Sourcewell Discounted Price:	\$2,931.99
- SKU #:	117528-00	Product Description:	CABLE, 2 Conductor, 16AWG, 300V, BLK/RED, SPEAKER, UNSHLD, 1000ft, RoHS . Priced per foot, required 1 cable per driver
LIST PRICE:	\$2.36	Sourcewell Discounted Price:	\$2.24
- SKU #:	115724-01	Product Description:	Assembly, Roof Mount, MNS, Non-Penetrating, White
LIST PRICE:	\$6,946.42	Sourcewell Discounted Price:	\$6,599.10
- SKU #:	119010-01	Product Description:	BASE, HORN ADAPTER, ROOF MOUNT, WHITE (for roof mount assembly)
LIST PRICE:	\$11,363.64	Sourcewell Discounted Price:	\$10,795.46
- SKU #:	119011-01	Product Description:	ROOF MOUNT, CABINET ADAPTER BASE BAR, WHITE (for roof mount assembly)
LIST PRICE:	\$4,750.18	Sourcewell Discounted Price:	\$4,512.67
- SKU #:	115714-01	Product Description:	Weldment, Adapter, Roof Mount, 60 Degree Horn, White
LIST PRICE:	\$413.94	Sourcewell Discounted Price:	\$393.24
- SKU #:	360XL-MID-MOB-SYS-2	Product Description:	360XL-MID dual stack w/hard case, 2 x 160W amp pack w/ hard case, MP3 controller & PTT mic, 12 FT DC power cable, 20 FT audio control cable, 100 FT amp-to-speaker cable and 10 meter portable Blue Sky 350G mast w/ hard case
LIST PRICE:	\$83,482.00	Sourcewell Discounted Price:	\$79,307.90
- SKU #:	360XLT-2	Product Description:	360XL dual stack w/dual axle trailer, 37 FT telescoping pneumatic mast, MP3 controller & PTT mic, 2U amplifier, solar panel, rechargeable batteries, satellite connection and 2 & 5/16 inch ball hitch (black trailer, white cabinets)
LIST PRICE:	\$335,757.00	Sourcewell Discounted Price:	\$318,969.15
- SKU #:	MOVE-SPARE-KIT	Product Description:	360XLT Trailer Spares Kit
LIST PRICE:	\$28,651.00	Sourcewell Discounted Price:	\$27,218.45
- SKU #:	Edge 1200-DC-120	Product Description:	Edge 1200 8-Channel, DC, 120VAC (powers up to 8 XL drivers)
LIST PRICE:	\$40,172.45	Sourcewell Discounted Price:	\$38,163.83
- SKU #:	Edge 1200-DC-120-M	Product Description:	Edge 1200 8-Channel, DC, 120VAC, Mic (powers up to 8 XL drivers)
LIST PRICE:	\$43,822.67	Sourcewell Discounted Price:	\$41,631.54
- SKU #:	Edge 1200-DC-120-MPS	Product Description:	Edge 1200 8-Channel, DC, 120VAC, Mic, Pepwave, Satellite - Requires data plan MNS-SAT-PREM (powers up to 8 XL drivers)
LIST PRICE:	\$51,144.30	Sourcewell Discounted Price:	\$48,587.09
- SKU #:	Edge 1200-DC-120-MS	Product Description:	Edge 1200 8-Channel, DC, 120VAC, Mic, Satellite - Requires data plan MNS-SAT-PREM (powers up to 8 XL drivers)
LIST PRICE:	\$48,881.09	Sourcewell Discounted Price:	\$46,437.04
- SKU #:	Edge 1200-DC-240	Product Description:	Edge 1200 8-Channel, DC, 240VAC (powers up to 8 XL drivers)

LIST PRICE:	\$36,128.85	Sourcewell Discounted Price:	\$34,322.41
- SKU #:	Edge 1200-DC-240-M	Product Description:	Edge 1200 8-Channel, DC, 240VAC, Mic (powers up to 8 XL drivers)
LIST PRICE:	\$39,779.06	Sourcewell Discounted Price:	\$37,790.11
- SKU #:	Edge 1200-DC-240-MPS	Product Description:	Edge 1200 8-Channel, DC, 240VAC, Mic, Pepwave, Satellite - Requires data plan MNS-SAT-PREM (powers up to 8 XL drivers)
LIST PRICE:	\$46,708.82	Sourcewell Discounted Price:	\$44,373.38
- SKU #:	Edge 1200-DC-240-MS	Product Description:	Edge 1200 8-Channel, DC, 240VAC, Mic, Satellite - Requires data plan MNS-SAT-PREM
LIST PRICE:	\$44,837.45	Sourcewell Discounted Price:	\$42,595.58
- SKU #:	Edge 1200-MICPB ADDON	Product Description:	Edge 1200 Mic and Playback, Cover Plate Add-on only, does not include Edge 1200
LIST PRICE:	\$3,728.45	Sourcewell Discounted Price:	\$3,542.03
- SKU #:	Edge 800-DC-120	Product Description:	Edge 800 4-Channel, DC, 120VAC (powers up to 4 XL drivers)
LIST PRICE:	\$42,919.15	Sourcewell Discounted Price:	\$40,773.19
- SKU #:	Edge 800-DC-120-M	Product Description:	Edge 800 4-Channel, DC, 120VAC, Mic (powers up to 4 XL drivers)
LIST PRICE:	\$42,919.15	Sourcewell Discounted Price:	\$40,773.19
- SKU #:	Edge 800-DC-120-MS	Product Description:	Edge 800 4-Channel, DC, 120VAC, Mic, Satellite - Requires data plan MNS-SAT-PREM(powers up to 4 XL drivers)
LIST PRICE:	\$47,977.58	Sourcewell Discounted Price:	\$45,578.70
- SKU #:	Edge 800-DC-120-MPS	Product Description:	Edge 800 4-Channel, DC, 120VAC, Mic, Pepwave, Satellite - Requires data plan MNS-SAT-PREM (powers up to 4 XL drivers)
LIST PRICE:	\$49,848.91	Sourcewell Discounted Price:	\$47,356.46
- SKU #:	Edge 800-DC-240	Product Description:	Edge 800 4-Channel, DC, 240VAC (powers up to 4 XL drivers)
LIST PRICE:	\$34,385.73	Sourcewell Discounted Price:	\$32,666.44
- SKU #:	Edge 800-DC-240-M	Product Description:	Edge 800 4-Channel, DC, 240VAC, Mic (powers up to 4 XL drivers)
LIST PRICE:	\$38,847.67	Sourcewell Discounted Price:	\$36,905.29
- SKU #:	Edge 800-DC-240-MS	Product Description:	Edge 800 4-Channel, DC, 240VAC, Mic, Satellite - Requires data plan MNS-SAT-PREM (powers up to 4 XL drivers)
LIST PRICE:	\$43,906.09	Sourcewell Discounted Price:	\$41,710.79
- SKU #:	Edge 800-DC-240-MPS	Product Description:	Edge 800 4-Channel, DC, 240VAC, Mic, Pepwave, Satellite - Requires data plan MNS-SAT-PREM(powers up to 4 XL drivers)
LIST PRICE:	\$45,777.42	Sourcewell Discounted Price:	\$43,488.55
- SKU #:	Edge 800-MICPB ADDON	Product Description:	Edge 800 Mic and Playback, Cover Plate Add-on only, does not include Edge 800

LIST PRICE:	\$4,571.97	Sourcewell Discounted Price:	
	\$4,343.37		
- SKU #:	Edge 600-120	Product Description:	Edge 600 2-Channel, AC, 120VAC (powers up to 2 XL drivers)
LIST PRICE:	\$10,110.00	Sourcewell Discounted Price:	
	\$9,604.50		
- SKU #:	Edge 600-120M	Product Description:	Edge 600 2-Channel, AC, 120VAC, Mic (powers up to 2 XL drivers)
LIST PRICE:	\$14,718.18	Sourcewell Discounted Price:	
	\$13,982.27		
- SKU #:	Edge 600-240	Product Description:	Edge 600 2-Channel, AC, 240VAC (powers up to 2 XL drivers)
LIST PRICE:	\$10,828.63	Sourcewell Discounted Price:	
	\$10,287.20		
- SKU #:	Edge 600-240M	Product Description:	Edge 600 2-Channel, AC, 240VAC, Mic (powers up to 2 XL drivers)
LIST PRICE:	\$14,822.36	Sourcewell Discounted Price:	
	\$14,081.24		
- SKU #:	Edge 600-MICPB ADDON	Product Description:	Edge 600 Mic and Playback, Cover Plate Add-on only, does not include Edge 600
LIST PRICE:	\$4,876.88	Sourcewell Discounted Price:	
	\$4,633.04		
- SKU #:	118115-00	Product Description:	2U Rack Mounted command and control unit, no amplifier
LIST PRICE:	\$12,091.18	Sourcewell Discounted Price:	
	\$11,486.62		
- SKU #:	117740-00	Product Description:	SOLAR PANEL, POLE MOUNT, AND CABLES. MONOCRYSTALLINE, 175 WATT
LIST PRICE:	\$1,728.88	Sourcewell Discounted Price:	
	\$1,642.44		
- SKU #:	119719-00	Product Description:	KIT, PEPWAVE 4G LTE (cellular data plan required)
LIST PRICE:	\$300.21	Sourcewell Discounted Price:	
	\$285.20		
- SKU #:	117737-00	Product Description:	VIASAT SATELLITE RECEIVER AND POLE. Requires data plan MNS-SAT-PREM
LIST PRICE:	\$5,058.39	Sourcewell Discounted Price:	
	\$4,805.47		
- SKU #:	MNS-SAT-PREM	Product Description:	SATELLITE DATA PLAN PREMIUM (Annual)
LIST PRICE:	TBD	Sourcewell Discounted Price:	TBD
LRAD Hardware Pricing			
- SKU #:	100X-BLK	Product Description:	100X w/ hard case, MP3 controller & PTT mic, hearing protection, manual, 20 FT audio control cable, rechargeable battery and 12 FT 12VDC cigarette lighter cable (Black)
LIST PRICE:	\$10,933.00	Sourcewell Discounted Price:	
	\$10,386.35		
- SKU #:	100X-BLK-MAG	Product Description:	100X-STD w/ high strength magnetic mount, hard case, MP3 controller & PTT mic, hearing protection, manual, 20 FT audio control cable, rechargeable battery and 12 FT 12VDC cigarette lighter cable (Black)
LIST PRICE:	\$13,584.00	Sourcewell Discounted Price:	
	\$12,904.80		
- SKU #:	100X-BLK-MAG-SYS	Product Description:	100X-MAG w/ WIRELESS-CU-CH14, hard case, MP3 controller & PTT mic, magnetic mount, hearing protection, manual, 20 FT audio control cable, rechargeable battery and 12 FT 12VDC cigarette lighter cable (Black)

LIST PRICE:	\$19,817.00	Sourcewell Discounted
Price:	\$18,826.15	
- SKU #:	100X-BLK-VAC-SYS	Product Description:
100X-VAC w/ WIRELESS-CU-CH14, hard case, MP3 controller & PTT mic, vacuum mount, hearing protection, manual, 20 FT audio control cable, rechargeable battery and 12 FT 12VDC cigarette lighter cable (Black)		
LIST PRICE:	\$22,121.00	Sourcewell Discounted
Price:	\$21,014.95	
- SKU #:	TRIPOD-SYS	Product Description:
Medium Duty Tripod w/ Hard Case		
LIST PRICE:	\$4,450.00	Sourcewell Discounted Price:
	\$4,227.50	
- SKU #:	100X-MNT-STUD	Product Description:
100X Stud Mount (converts 100X-STD for tripod use; includes hardware, yoke, stud)		
LIST PRICE:	\$1,720.00	Sourcewell Discounted Price:
	\$1,634.00	
- SKU #:	100X-PACK-TAC	Product Description:
100X Tactical Pack		
LIST PRICE:	\$1,008.00	Sourcewell Discounted Price:
	\$957.60	
- SKU #:	100X-AC-PS	Product Description:
AC to 12VDC Power Supply, 120 watts		
LIST PRICE:	\$1,843.00	Sourcewell Discounted Price:
	\$1,750.85	
- SKU #:	100X-BATT	Product Description:
100X Battery		
LIST PRICE:	\$683.00	Sourcewell Discounted Price:
	\$648.85	
- SKU #:	STREAMER	Product Description:
Streamer IP Module		
LIST PRICE:	\$4,937.00	Sourcewell Discounted Price:
	\$4,690.15	
- SKU #:	WIRELESS-CU-CH14	Product Description:
Wireless System, Control Unit, CH14, USA & Canada		
LIST PRICE:	\$6,984.00	Sourcewell Discounted Price:
	\$6,634.80	
- SKU #:	450XL-BLK	Product Description:
450XL w/ hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Black)		
LIST PRICE:	\$29,841.00	Sourcewell Discounted
Price:	\$28,348.95	
- SKU #:	450XL-TAN	Product Description:
450XL w/ hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Tan)		
LIST PRICE:	\$29,841.00	Sourcewell Discounted
Price:	\$28,348.95	
- SKU #:	450XL-GRY	Product Description:
450XL w/ hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Gray)		
LIST PRICE:	\$29,841.00	Sourcewell Discounted
Price:	\$28,348.95	
- SKU #:	450XL-GRN	Product Description:
450XL w/ hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Green)		
LIST PRICE:	\$29,841.00	Sourcewell Discounted
Price:	\$28,348.95	
- SKU #:	450XL-RT-BLK	Product Description:
450XL w/hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Black). IP addressable.		
LIST PRICE:	\$32,050.00	Sourcewell Discounted



Price:	\$30,447.50	
- SKU #:	450XL-RT-GRY	Product Description: 450XL w/hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Gray). IP addressable.
LIST PRICE:	\$32,050.00	Sourcewell Discounted
Price:	\$30,447.50	
- SKU #:	450XL-RT-TAN	Product Description: 450XL w/hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Tan). IP addressable.
LIST PRICE:	\$32,050.00	Sourcewell Discounted
Price:	\$30,447.50	
- SKU #:	450XL-RT-GRN	Product Description: 450XL w/hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Green). IP addressable.
LIST PRICE:	\$32,050.00	Sourcewell Discounted
Price:	\$30,447.50	
- SKU #:	BCWIRE218	Product Description: Lenco Bearcat Cables
LIST PRICE:	\$4,205.00	Sourcewell Discounted Price:
		\$3,994.75
- SKU #:	450XL-MNT-MAG	Product Description: 450XL Magnetic Mount
LIST PRICE:	\$3,365.00	Sourcewell Discounted Price:
		\$3,196.75
- SKU #:	450XL-MNT-VAC	Product Description: 450XL Vacuum Mount
LIST PRICE:	\$4,211.00	Sourcewell Discounted Price:
		\$4,000.45
- SKU #:	MNT-HITCH	Product Description: 2 Inch Hitch Mount
LIST PRICE:	\$5,843.00	Sourcewell Discounted Price:
		\$5,550.85
- SKU #:	MNT-SHIP	Product Description: Ship Rail Mount
LIST PRICE:	\$13,860.00	Sourcewell Discounted
Price:	\$13,167.00	
- SKU #:	450XL-GOPRO	Product Description: 450XL GoPro Camera
LIST PRICE:	\$1,286.00	Sourcewell Discounted Price:
		\$1,221.70
- SKU #:	450XL-MAXA-TAN	Product Description: 450XL Maxabeam (Tan)
LIST PRICE:	\$11,224.00	Sourcewell Discounted
Price:	\$10,662.80	
- SKU #:	450XL-MAXA-GRY	Product Description: 450XL Maxabeam (Gray)
LIST PRICE:	\$11,224.00	Sourcewell Discounted
Price:	\$10,662.80	
- SKU #:	24V-PACK	Product Description: Rechargeable 24VDC Power Pack
LIST PRICE:	\$6,763.00	Sourcewell Discounted Price:
		\$6,424.85
Professional Services Fees		
- SKU #:	GP-CS-ZN-CONF	Product Description: Zone Conference (prep, 2 day workshop, data updates ) (+travel)
LIST PRICE:	\$9,995.00	Sourcewell Discounted Price:
		\$9,495.25
- SKU #:	GP-CS-STD-TRN-SITE	Product Description:

Onsite Standard Training Pack (2 days up to 30 people) (+travel)		
LIST PRICE:	\$6,495.00	Sourcewell Discounted Price: \$6,170.25
- SKU #: GP-CS-TRN-STD-WEB Product Description: Online Standard Training Pack (2 x 2hr up to 50 people)		
LIST PRICE:	\$3,495.00	Sourcewell Discounted Price: \$3,320.25
- SKU #: GP-CS-TRN-CUST-DOCS Product Description: Customized Training Preparation: Assets, Docs, etc. (1 day)		
LIST PRICE:	\$1,995.00	Sourcewell Discounted Price: \$1,895.25
- SKU #: GP-CS-TRN-SCEN-SITE Product Description: Onsite Scenario Based Training Pack: (2 day up to 30 people) (+travel)		
LIST PRICE:	\$6,495.00	Sourcewell Discounted Price: \$6,170.25
- SKU #: GP-CS-IMP-SITE Product Description: Onsite Implementation Services (1 day up to 30 people )		
LIST PRICE:	\$4,495.00	Sourcewell Discounted Price: \$4,270.25
- SKU #: GP-CS-PS-DAY Product Description: Customized Professional Services (remote) - (1 day)		
LIST PRICE:	\$1,995.00	Sourcewell Discounted Price: \$1,895.25
- SKU #: GP-CS-IMP-A Product Description: Genasys Protect Implementation Services A		
LIST PRICE:	\$495.00	Sourcewell Discounted Price: \$470.25
- SKU #: GP-CS-IMP-B Product Description: Genasys Protect Implementation Services B		
LIST PRICE:	\$1,995.00	Sourcewell Discounted Price: \$1,895.25
- SKU #: GP-CS-IMP-C Product Description: Genasys Protect Implementation Services C		
LIST PRICE:	\$2,995.00	Sourcewell Discounted Price: \$2,845.25
- SKU #: GP-CS-IMP-D Product Description: Genasys Protect Implementation Services D		
LIST PRICE:	\$4,995.00	Sourcewell Discounted Price: \$4,745.25
- SKU #: GP-CS-IMP-FLDM Product Description: Genasys Protect FloodMapp Implementation		
LIST PRICE:	\$19,995.00	Sourcewell Discounted Price: \$18,995.25
- SKU #: GP-CS-IMP-ALERTUS Product Description: Implementation Services - Alertus Beacon Gateway-Network Connector		
LIST PRICE:	\$2,995.00	Sourcewell Discounted Price: \$2,845.25
- SKU #: GP-CS-IMP-CONN-APP Product Description: Implementation Services - 3rd Party Mobile App-Connector		
LIST PRICE:	\$2,995.00	Sourcewell Discounted Price: \$2,845.25
- SKU #: GP-CS-IMP-CONN-FIRE Product Description: Implementation Services - Fire Alarm-Network Connector		
LIST PRICE:	\$2,995.00	Sourcewell Discounted Price: \$2,845.25
- SKU #: GP-CS-IMP-CONN-PA Product Description: Implementation Services - PA System-Network Connector		
LIST PRICE:	\$2,995.00	Sourcewell Discounted Price: \$2,845.25

-	SKU #:	GP-CS-IMP-CONN-SIREN	Product Description:	
		Implementation Services - Siren-Network Connector		
	LIST PRICE:	\$2,995.00	Sourcwell Discounted Price:	
		\$2,845.25		
-	SKU #:	GP-CS-IMP-DATA-SYNC	Product Description:	
		Implementation Services - Intelligent Data Ingestion		
	LIST PRICE:	\$495.00	Sourcwell Discounted Price:	
		\$470.25		
-	SKU #:	GP-CS-IMP-DESKTOP	Product Description:	
		Implementation Services - Desktop Alert Client		
	LIST PRICE:	\$1,995.00	Sourcwell Discounted Price:	
		\$1,895.25		
-	SKU #:	GP-CS-IMP-E-PARSER	Product Description:	
		Implementation Services - Email Parser for Alerts		
	LIST PRICE:	\$495.00	Sourcwell Discounted Price:	
		\$470.25		
-	SKU #:	GP-CS-IMP-PANIC-APP	Product Description:	
		Implementation Services - Mobile Panic App		
	LIST PRICE:	\$1,995.00	Sourcwell Discounted Price:	
		\$1,895.25		
-	SKU #:	GP-CS-IMP-PANIC-PC	Product Description:	
		Implementation Services - Desktop Panic App		
	LIST PRICE:	\$1,995.00	Sourcwell Discounted Price:	
		\$1,895.25		
-	SKU #:	GP-CS-IMP-TEAMS	Product Description:	
		Implementation Services - Teams Integration		
	LIST PRICE:	\$1,995.00	Sourcwell Discounted Price:	
		\$1,895.25		
-	SKU #:	GP-CS-PS-SSO	Product Description:	SSO
		Implementation Services		
	LIST PRICE:	\$1,995.00	Sourcwell Discounted Price:	
		\$1,895.25		
-	SKU #:	GP-CS-IMP-SITE	Product Description:	Onsite
		Implementation Service Pack (2 days) (+travel)		
	LIST PRICE:	\$6,495.00	Sourcwell Discounted Price:	
		\$6,170.25		
-	SKU #:	GP-ACOUSTICS-Install	Product Description:	
		Genasys Protect ACOUSTICS System installation		
	LIST PRICE:	TBD	Sourcwell Discounted Price:	TBD
-	SKU #:	GP-ACOUSTICS-COM	Product Description:	
		Genasys Protect ACOUSTICS system commissioning		
	LIST PRICE:	TBD	Sourcwell Discounted Price:	TBD
-	SKU #:	GP-ACOUSTICS-AIA	Product Description:	
		Genasys Protect ACOUSTICS Annual Inspection Agreement (Service not included)		
	LIST PRICE:	TBD	Sourcwell Discounted Price:	TBD
-	SKU #:	GP-ACOUSTICS-TRNG	Product Description:	
		Onsite Genasys Protect ACOUSTICS Training		
	LIST PRICE:	TBD	Sourcwell Discounted Price:	TBD
-	SKU #:	GP-ACOUSTICS-PM	Product Description:	
		Genasys Protect ACOUSTICS Program Management		
	LIST PRICE:	TBD	Sourcwell Discounted Price:	TBD
-	SKU #:	GP-ACOUSTICS-WTY-1YR	Product Description:	
		Genasys Protect ACOUSTICS 1 Year Warranty Extended		
	LIST PRICE:	TBD	Sourcwell Discounted Price:	TBD
-	SKU #:	SOFT/HARDWARE NRE	Product Description:	
		Custom Non-Recurring Engineering Software/Hardware		
	LIST PRICE:	TBD	Sourcwell Discounted Price:	TBD

65	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	The pricing discount proposed in our proposal includes product category discounts for Sourcewell entities: <ul style="list-style-type: none"> <li>A 5% discount applies to each line item in our Hardware and Professional Services categories.</li> <li>A 10% discount applies to each line item in our Software Product List.</li> </ul>	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	The discount levels are structured based on population size as follows: <ul style="list-style-type: none"> <li>Tier 1: Population 0 – 25,000 → 0% discount</li> <li>Tier 2: Population 25,001 – 150,000 → 10% discount</li> <li>Tier 3: Population 150,001 – 500,000 → 20% discount</li> <li>Tier 4: Population 500,001 – 1,000,000 → 30% discount</li> <li>Tier 5: Population 1,000,001+ → Contact for pricing</li> </ul> Larger populations receive higher discounts, with the highest tier requiring direct consultation with the Genasys Sales team for pricing.	*
67	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	All sourced products will be provided to Sourcewell at a 10% discount. The cost of such products (typically custom software connectors and integrations for customers) will be determined on an individual basis based on customer requirements.	*
68	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Taxes and any applicable freight or shipping charges are not included in the pricing submitted in the Genasys response to this RFP.	*
69	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Freight, and shipping are not required for delivery of our software products and services.	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Freight, and shipping are not required for delivery of our software products and services.	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Genasys software delivery, implementations and training are done remotely.	*
72	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	The Sales Admin team will be responsible for verifying compliance with the Sourcewell contract. This would include ensuring that Sourcewell entities receive the proper pricing, reporting quarterly sales to Sourcewell, and Genasys paying administrative fees to Sourcewell for each year of the contract.	*
73	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	The Genasys Sales CRM platform allows us to track variety of levels of Customer opportunities and commitment: 1. Identify 2. Qualify. 3. Best Case 4. Commit and 5. PO Received.  These metrics would be examined at each Fiscal Quarter to track the success of the contract and our efforts.  In addition, a workflow will be established to automate the reporting process to track all Sourcewell contract opportunities.	*
74	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Genasys' proposed administrative fee that would be paid to Sourcewell is 1% of sales facilitated by Sourcewell each quarter.	*

**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
75	The pricing offered does not fit the categories above. Please specify the basis for the pricing offered, including any unique circumstances or justifications that apply.	<p>Genasys is proposing pricing for Sourcewell that includes a 5% discount on our professional services and a 10% discount on our software services, ranging from licenses for Unlimited alerting to additional integrations with displays and physical security systems. The proposed administrative fee that Genasys would pay to Sourcewell for facilitating the partnership is 1% of total sales per quarter.</p> <p>This pricing is different from other purchasing agreement offers because other agreements have been pursued with a reseller, which affects the pricing. Our team wanted to provide a unique discount to Sourcewell entities.</p> <p>The attached 2025 Genasys Sourcewell Pricing Matrix details line items with discounts.</p>

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

Line Item	Question	Response *
76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>The Genasys Protect Platform</p> <p>The Genasys Protect (GP) platform is a comprehensive Protective Communications system designed to support emergency response, security operations, and critical event management. It delivers targeted emergency communication, data-driven decision-making, secure inter-agency collaboration, and more. The platform consists of multiple integrated solutions that enhance public safety, corporate security, and emergency management through precise, multi-channel communication and situational awareness.</p> <ul style="list-style-type: none"> <li>GP ALERT</li> </ul> <p>Genasys Protect ALERT is a zone-based alerting system enabling real-time, multi-channel communication to enhance emergency response and crisis management. ALERT utilizes pre-configured geographic zones, automated sensor integration, and optional integration with acoustic devices to ensure timely dissemination of information. It supports targeted messaging through SMS, voice calls, social media, TV, radio, digital signage, IPAWS, CBC, and outdoor acoustic devices. ALERT provides first responders, emergency managers, and security personnel with an efficient method to notify individuals based on location or group affiliation.</p> <p>Key Features:</p> <ul style="list-style-type: none"> <li>Pre-configured geographic zones for precise targeting</li> <li>Multi-channel alerting to ensure message delivery redundancy</li> <li>Integrated external sensors for automated alerts</li> <li>Rapid deployment via quick launch templates</li> <li>Wi-Fi auto-discovery for facility-wide notifications</li> <li>Seamless integration with Genasys Protect ACOUSTICS for enhanced coverage</li> </ul> <ul style="list-style-type: none"> <li>GP EVAC</li> </ul> <p>Genasys Protect EVAC is an evacuation management system designed to streamline decision-making, cross-agency collaboration, and targeted communication. It enables</p>

emergency personnel to define intelligent, geographic evacuation zones and share situational data for improved response coordination. EVAC supports real-time data visualization, road closure updates, traffic modeling, and shelter information to enhance public safety operations. The system integrates with third-party applications, including Waze, Tablet Command, and Intterra, to facilitate comprehensive evacuation planning and execution.

**Key Features:**

- o Intelligent zoning for precise evacuation planning
- o Reduction of incident-to-notification time by up to 90%
- o Real-time simulation and traffic modeling for optimized decision-making
- o Citizen-facing mobile app and website for public awareness
- o Cross-platform alert activation via radio, phone, or tablets
- o Adaptable for multiple hazard types (wildfires, floods, active shooter, hazmat, etc.)

• **GP CONNECT**

Genasys Protect CONNECT is a secure communication and collaboration solution for mission-critical environments. Designed to meet stringent security and compliance requirements, CONNECT facilitates real-time intelligence sharing and cross-agency coordination. It supports ad-hoc team formation for incident management and long-term group communication within public safety, healthcare, and financial sectors. Compliance with HIPAA, CJIS, and record retention policies ensures secure and reliable exchanges of sensitive information.

**Key Features:**

- o Secure messaging compliant with HIPAA, CJIS, and record retention standards
- o Ad-hoc group formation for incident response
- o Cross-agency communication capabilities
- o Real-time intelligence sharing and secure collaboration
- o Six-second connection time for rapid emergency communication

• **GP ACOUSTICS**

Genasys Protect ACOUSTICS is an advanced acoustic communication system providing highly intelligible voice messaging over long distances, ensuring critical information reaches affected populations even in challenging environments. It incorporates networked, remotely operated devices optimized with Advanced Driver and Waveguide Technology for superior clarity, even in high-noise conditions. With solar power, battery backup, and satellite connectivity, ACOUSTICS remains operational during power outages and network failures. This solution is essential for expanding communication reach in areas with poor cell or internet coverage and serves as a fail-safe mass notification system.

**Key Features:**

- o High-intelligibility voice communication over distances exceeding 2,000 meters
- o Solar power, battery backup, and satellite connectivity for continuous operation
- o Remote operation and networking for centralized control
- o Integrated hardware and software for enhanced precision and flexibility
- o Multi-channel integration for redundancy in emergency communication
- o Designed to function in extreme environmental conditions

• **LRAD**

The Long Range Acoustic Device (LRAD) system extends voice broadcast capabilities with long-range, highly intelligible communication. Designed for controlled broadcast dispersion, LRAD enables clear communication over distances up to 5,500 meters. It supports warning, notification, and instructional messaging in high-noise environments while offering a non-lethal escalation of force for security and defense applications. LRAD ensures communication clarity even through obstacles and adverse conditions, making it an essential tool for mass notification and public safety.

**Key Features:**

- o Long-range voice projection up to 5,500 meters
- o Industry-leading clarity and intelligibility in high-noise environments
- o Non-lethal escalation of force through deterrent tones
- o Controlled broadcast dispersion for precise message targeting
- o Supports both live and pre-recorded messaging
- o Establishes secure perimeters and enhances situational awareness

The Genasys Protect platform integrates these solutions into a unified communication ecosystem, ensuring that emergency responders, public safety officials, and corporate

		security teams have the necessary tools to manage crises effectively. By combining advanced hardware and software capabilities, Genasys Protect delivers scalable, multi-channel communication solutions for a wide range of operational scenarios.
77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>The subcategories that best describe our solution are:</p> <p>Category 1. Public Safety Response – Agency Situational Awareness, including but not limited to:</p> <ul style="list-style-type: none"> <li>• Community notifications (evacuations, minor crime reporting, shelter in place, etc.);</li> <li>• One-to-one and one-to-many collaboration and coordination (SMS, push to talk, video, voice, etc.);</li> <li>• Public safety focused data and analysis applications, to include but not limited to video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration.</li> </ul> <p>This RFP category is Public Safety Software, and Genasys Protect is a comprehensive emergency management solution designed to enhance public safety. The platform enables high-volume alerting to end users, ensuring effective critical communication during emergencies. Genasys has extensive experience deploying these solutions for municipalities, academic institutions, hospitals, and government agencies to support public safety operations.</p> <p>Enterprise Emergency Notification and Mass Notification</p> <p>In addition to large-scale public safety applications, Genasys Protect provides enterprise-level emergency notifications for businesses, corporations, and mobile workforces. The platform seamlessly integrates with external hardware, enhancing the effectiveness of emergency notification protocols and response.</p> <p>Integration and Situational Awareness</p> <p>Genasys Protect supports event ingestion from Global CAP sources, including NOAA, EAS, Alert Ready, Fire and Flood data sources, ensuring real-time situational awareness. The platform integrates with a wide range of hardware and software solutions, including:</p> <ul style="list-style-type: none"> <li>• Fire panel systems</li> <li>• Access control equipment</li> <li>• Cameras and building automation systems</li> <li>• Common Alerting Protocol (CAP) sources</li> <li>• Fire and Flood data sources</li> </ul> <p>Genasys Protect aligns with Category 1: Public Safety Response – Agency Situational Awareness by providing:</p> <ul style="list-style-type: none"> <li>• Community Notifications – Supports emergency alerts for evacuations, minor crime reporting, shelter-in-place orders, and more.</li> <li>• One-to-One &amp; One-to-Many Communication – Enables SMS, push-to-talk, video, and voice-based coordination for emergency response teams.</li> <li>• Public Safety Data &amp; Analysis – Integrates with video, image, and pattern analysis tools, acoustic firearm discharge identification systems, incident response software, predictive analytics, and other data sources.</li> </ul> <p>Category 2. Public Safety Response – Agency Operations, including but not limited to:</p> <ul style="list-style-type: none"> <li>• Pre-incident planning software, such as: Data and analytics to inform staffing, deployment, station location, budget, and other management decisions.</li> </ul> <p>The Genasys Protect platform supports pre-incident planning by providing data-driven insights, analytics, and situational awareness to inform key public safety and emergency management decisions.</p> <p>Data &amp; Analytics for Pre-Incident Planning</p> <ul style="list-style-type: none"> <li>• Risk Assessment and hazard Mapping: Identifies high-risk areas using historical incident data, geospatial analysis, and real-time threat intelligence.</li> <li>• Resource Allocation &amp; Staffing Optimization: This service helps agencies plan staffing levels and emergency response team deployments based on predictive analytics and past incident patterns.</li> <li>• Facility &amp; Station Location Planning: This process utilizes geographic data and response time modeling to optimize the placement of a fire station, emergency shelter, or public safety facility.</li> </ul> <p>Integration with External Data Sources</p> <ul style="list-style-type: none"> <li>• Ingests information from NOAA, EAS, Alert Ready, and other Common Alerting Protocol (CAP) sources to enhance pre-incident situational awareness.</li> <li>• Supports integration with GIS mapping, traffic monitoring, and weather</li> </ul>



		<p>forecasting systems to improve emergency preparedness.</p> <p>Scenario Modeling &amp; Emergency Drills</p> <ul style="list-style-type: none"><li>• Allows agencies to simulate emergency scenarios (e.g., wildfire, flooding) to improve preparedness and response strategies.</li><li>• Provides historical data and predictive analytics for training exercises and resource pre-positioning.</li></ul> <p>Genasys Protect is a complete solution for public safety, combining emergency preplanning, real-time crisis communication, and post-emergency reporting. It provides real-time data, predictive analytics, and planning tools to help agencies make informed decisions, allocate resources efficiently, and stay prepared. With real-time alerts, situational awareness, and seamless integration, Genasys Protect also improves crisis response and post-incident analysis, ensuring better emergency management.</p>	
--	--	--	--

**Table 7B: Category 1. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). \*See the Appendix in the RFP for further information.**

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

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

Line Item	Category or Type	Subcategory	Offered *	Comments	
78	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
79	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
80	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
81	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Genasys Protect ALERT delivers comprehensive, zone-based alerting, and multi-channel communication to reach people quickly and reliably. ALERT uses real-time data, integrated intelligent zones, automated sensor integration, and even optional integration with outdoor acoustic devices to keep people informed and safe.	*
82	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Genasys Protect CONNECT fosters seamless, secure, and compliant real-time collaboration across organizations. CONNECT keeps teams informed and in sync in one, coordinated, and secure space.	*
83	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input checked="" type="radio"/> Yes <input type="radio"/> No	Genasys Protect enhances real-time situational awareness by ingesting data from Global CAP sources, including NOAA, EAS, Alert Ready, and fire and flood data sources. The platform integrates seamlessly with a wide range of hardware and software solutions to support public safety data and analysis applications.	*

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

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

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

Line Item	Category or Type	Subcategory	Offered *	Comments	
84	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
85		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
86		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input checked="" type="radio"/> Yes <input type="radio"/> No	The Genasys Protect platform supports pre-incident planning by providing data-driven insights, analytics, and situational awareness to inform key public safety and emergency management decisions. Genasys Protect EVAC accelerates emergency response and evacuation management by facilitating decision making, cross-agency collaboration, and targeted communications. EVAC provides a common operating picture that accelerates information sharing amongst first responders and emergency managers during a disaster's initial attack phase and beyond. EVAC facilitates informed decisions and actions with key data including road closures, egress and ingress points, shelters, critical facilities, and more.	*
87	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
88		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
89		Digital and physical evidence management	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
90		E-citation systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
91		Law enforcement case management	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

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

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

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

Line Item	Category or Type	Subcategory	Offered *	Comments
92	Category 1 - Public Safety Response Agency Situational Awareness		<input checked="" type="radio"/> Yes <input type="radio"/> No	Genasys Protect helps first responders, emergency managers, and corporate security professionals deliver accurate, actionable communication to the people who need it. React quickly to unexpected events and emergencies with targeted, flexible zones, predictive simulation, and emergency warning and mass notification solutions. Community members can stay informed with real-time alerts and notifications through multiple channels, including through the Genasys website or mobile app.
93	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
94	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
95	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
96	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Genasys Protect ACOUSTICS provides highly audible and clear voice messaging thousands of meters away, staying on and connected even during broad power outages and network downtime. ACOUSTICS hardware integrates with Genasys Protect software to stand alone in for proactive preparedness and comprehensive multi-channel communication.
97	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Genasys Protect CONNECT provides secure, real-time communication and collaboration, addressing the strictest requirements of public safety agencies, hospitals, financial services, and secure business communications.
98	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input checked="" type="radio"/> Yes <input type="radio"/> No	Genasys Protect Platform integrates with video, image, and pattern analysis tools, acoustic firearm discharge identification systems, incident response software, predictive analytics, and other data sources.

99	Category 2 - Public Safety Response Agency Operations		<input checked="" type="radio"/> Yes <input type="radio"/> No	Genasys Protect is a complete solution for public safety, combining emergency preplanning, real-time crisis communication, and post-emergency reporting. It provides real-time data, predictive analytics, and planning tools to help agencies make informed decisions, allocate resources efficiently, and stay prepared. With real-time alerts, situational awareness, and seamless integration, Genasys Protect also improves crisis response and post-incident analysis, ensuring better emergency management.	*
100	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
101		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
102		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Genasys Protect enhances emergency preparedness by identifying high-risk areas through historical incident data, geospatial analysis, and real-time threat intelligence. It supports resource allocation and staffing optimization by using predictive analytics to plan emergency response deployments. Additionally, the platform aids in facility and station location planning, leveraging geographic data and response time modeling to optimize the placement of fire stations, emergency shelters, and public safety facilities.	*
103	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
104		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
105		Digital and physical evidence management	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
106		E-citation systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
107		Law enforcement case management	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

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

**Line Item 108. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *	
	<input type="radio"/> Yes <input checked="" type="radio"/> No	*

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
  - [Pricing](#) - 2025 Sourcewell Pricing\_Genasys\_03-03-2025.xlsx - Monday March 03, 2025 22:00:34
  - [Financial Strength and Stability](#) - Q1 2025 - 10-Q.pdf - Friday February 28, 2025 19:52:14
  - [Marketing Plan/Samples](#) - Genasys Sourcewell Marketing Plan 2025.pdf - Tuesday March 04, 2025 12:14:57
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - SA-014 Genasys Protect MSA (Template) Rev G.pdf - Monday March 03, 2025 20:30:52
  - Requested Exceptions (optional)
  - [Upload Additional Document](#) - Sample\_Proposal.pdf - Tuesday March 04, 2025 11:47:09

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
  - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
    - (i) Those prices;
    - (ii) The intention to submit an offer; or
    - (iii) The methods or factors used to calculate the prices offered.
  - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
  - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Alan Ma, Sales Operations Manager, Genasys, Inc.



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

☒ Yes    ☐ No

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

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

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