

**MASTER AGREEMENT # 062425****CATEGORY: Street and Specialty Sweepers with Related Equipment, Accessories, and Supplies****SUPPLIER: Exprolink 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 Exprolink Inc., 1071 Rue Marie Victorin St-Bruno Quebec Canada J3V 0M7 (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 October 27, 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 RFP # 062425 to Participating Entities. In Scope solutions include:
 1. Sourcewell is seeking proposals for Street and Specialty Sweepers with Related Equipment, Accessories, and Supplies intended or designed for sweeping, vacuuming, or cleaning of streets, roadways, alleys, parking facilities, sidewalks, trails, paths, and airport runway or airfield surfaces, such as:
 - a. Street, sidewalk, parking lot, and runway sweeping and cleaning equipment of every size, model, or design;
 - b. Litter, trash, and debris vacuums; and,
 - c. Optional equipment, accessories, supplies and replacement or wear parts directly related to the offering of the solutions in subsections 1. a. - b. above.
 2. The primary focus of this solicitation is on Street Sweepers and Specialty Sweepers with Related Equipment, Accessories, and Supplies, and the related offering of equipment, supplies, and services. This solicitation should NOT be construed to include services only solutions.
 3. Proposers may include rental of street sweepers, specialty sweepers, debris vacuums and related equipment provided that they are complimentary to Proposer's offering of street and specialty sweepers.
 4. This solicitation does not include those equipment, products, or services covered under categories included in contracts currently maintained by Sourcewell:
 - a. Snow and Ice Handling Equipment, Supplies, and Accessories (RFP #062222);
 - b. Facility MRO, Industrial, and Building-Related Supplies and Equipment (RFP #091422);
 - c. Airport Runway and Emergency Equipment with Related Services; except as called out above (RFP #111522);
 - d. Grounds Maintenance Equipment, Attachments, and Accessories with Related Services (RFP #112624); and,
 - e. Roadway Maintenance Equipment (RFP #050625).

Proposers may include related equipment, accessories, and services to the extent that these solutions are directly related to turnkey solutions for subsections 1. a. - c. above.

- 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.

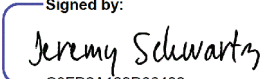
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within 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

Exprolink Inc.

Signed by:



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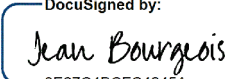
By: _____

Jeremy Schwartz

Title: Chief Procurement Officer

Date: 10/24/2025 | 3:20 PM CDT

DocuSigned by:



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By: _____

Jean Bourgeois

Title: President and CEO

Date: 10/24/2025 | 10:47 AM PDT

RFP 062425 - Street and Specialty Sweepers with Related Equipment, Accessories, and Supplies

Vendor Details

Company Name: Exprolink Inc.

Does your company conduct business under any other name? If yes, please state: Exprolink / Madvac

Address: 1071 Marie-Victorin
St-Bruno, Quebec J3V 0M7

Contact: George Bally

Email: gbally@exprolink.com

Phone: 855-651-0444 29

Fax: 450-651-0447

HST#: 856492020

Submission Details

Created On: Tuesday May 06, 2025 08:46:41

Submitted On: Monday June 23, 2025 08:19:13

Submitted By: George Bally

Email: gbally@exprolink.com

Transaction #: e869e8b8-78a2-421f-9c04-960704ba2d98

Submitter's IP Address: 147.243.254.178

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.	Legal Name: Exprolink Inc. Email Address: info@exprolink.com Telephone Number: 1-855-651-0444 US Tax Identification Number: EIN: 98-1225971 Canada Tax Identification Numbers: Federal Government of Canada (GST): 856492020 RT0001 Province of Quebec: 1214412485 TQ0001	*
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).	In the event of an award, Exprolink Inc. will execute the master agreement with Sourcewell and serve as the responsible supplier for all activities within Canada. For all operations within the United States, Exprolink Corp. will be the designated entity responsible for the offering, delivery, and invoicing of Solutions under this contract. These two entities—Exprolink Inc. (Canada) and Exprolink Corp. (U.S.), will jointly ensure the full and compliant execution of all contract obligations within their respective jurisdictions. Exprolink Corp. is a wholly owned subsidiary of Exprolink Inc. D.B.A: Exprolink Exprolink-Madvac Madvac Excelway Propac Exprolink Corp. address: 5025 Departure Drive, Suite 101, Raleigh NC 27616 US Tax Identification Number: EIN: 32-0674176 Exprolink’s Distribution and Sales Network: Exprolink Inc. distributes its unique sweepers and outdoor cleaning vehicles across the United States and Canada through a network of independent, authorized dealers. These trusted partners serve as an extension of Exprolink Inc. and Exprolink Corp., providing Sourcewell members with localized expertise, personalized support, and seamless integration of Exprolink solutions into their operations. Their technical knowledge and regional presence help ensure consistent service quality and customer satisfaction. A complete list of Exprolink authorized dealers is provided within this RFP submission.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Cage code L0ZB0 SAM NRCMWKQMK485	*
5	Provide your NAICS code applicable to Solutions proposed.	NAICS code 333310	
6	Proposer Physical Address:	Exprolink Inc. headquarters is located at 1071 Rue Marie Victorin, St-Bruno, Québec, Canada, J3V 0M7	*
7	Proposer website address (or addresses):	www.exprolink.com www.madvac.com www.excelwayusa.com https://propac.exprolink.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):	Jean Bourgeois, President and CEO 1071 Rue Marie Victorin, St-Bruno, Québec, Canada, J3V 0M7 hjb@exprolink.com Office : 1-855-651-0444 ex. 21 / Cel. 514-627-7373.	*
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	George Bally, Marketing Client Relations 1071 Rue Marie Victorin, St-Bruno, Québec, Canada, J3V 0M7 gbally@exprolink.com Office: 1-855-651-0444 ex. 29 / Cel. 514-884-0296	*

10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Louis Martin Durand, VP Finance & Administration 1071 Rue Marie Victorin, St-Bruno, Québec, Canada, J3V 0M7 lmd@exprolink.com Office : 1-855-651-0444 ex. 23 / Cel. 514-773-4691 Maxime St-Pierre, VP Sales & Marketing 1071 Rue Marie Victorin, St-Bruno, Québec, Canada, J3V 0M7 maxstp@exprolink.com Office : 1-579-990-2449 / Cel. 450-775-7494
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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 related to the requested Solutions.	Founded in 2010 by Montreal-based Viconnex, Exprolink Inc. is a Canadian manufacturer of compact outdoor cleaning vehicles trusted by countless public and private sector customers around the world. In 2011, we acquired the Madvac product line, originally established in 1987, and re-energized its presence through strategic product innovation, global market development, and a commitment to helping customers meet their growing environmental challenges. Exprolink is privately held by three shareholders: Viconnex, Export Development Canada (EDC), and Fonds de Solidarité FTQ. FTQ and EDC have played an instrumental role in scaling our company's operations across North America. EDC, Canada's official export credit agency and a Crown corporation, supports mid-market Canadian companies on their path to international growth through financing, investment, and global advisory. Fonds FTQ is Quebec's largest development capital fund, investing in businesses aligned with sustainable development and economic impact. Their combined equity investments have allowed us to expand our manufacturing footprint, electrify our vehicle lines, and open a U.S. operations center in Raleigh, North Carolina. Since 2020, we have more than doubled our workforce and delivered over 750 vehicles. In 2027, our Madvac brand will celebrate its 40-year anniversary – with more than 8000 vehicles sold worldwide, a remarkable accomplishment that very few players in our industry can match. Exprolink's trajectory has been defined by continuous growth. In 2014, our company expanded to a larger facility in Longueuil, Quebec, to support rising demand for our Madvac products. In 2021, we completed the acquisition of the Excelway product line from renowned Spanish company AUSA (https://www.ausa.com/en-us/about-ausa), expanding our offering into the compact sweeper and multifunction utility segment. These products were reengineered to meet North American standards and applications. In spring 2025, we launched the new Excelway B200 - a robust, compact vacuum sweeper intended for cities, airports, educational institutions, healthcare campuses, and many other sectors. Its performance, versatility, and North American assembly position it as a leading solution within our growing portfolio. In 2023, Exprolink opened a new 50,000 sq. ft. corporate headquarters and final assembly plant in Saint-Bruno, Quebec. This state-of-the-art facility was purpose-built to meet our new production capacity requirements and support Exprolink's electrification strategy and commitments. Exprolink upper management is stationed in St-Bruno, as well as many key departments and support to our Canadian dealers and Canoe Procurement members. While main operations moved to Saint-Bruno, our original facility in Longueuil, Quebec remains fully operational. It now serves as the home of our welding division and is also our primary warehouse, maintaining a strategic inventory of thousands of components used in the assembly of Exprolink products. In 2023, Exprolink also reinforced its U.S. presence by opening a dedicated operations center in Raleigh, North Carolina. This facility plays a vital role as our American hub for parts distribution, dealer training, final assembly, and after-sales support. Its strategic location allows us to deliver faster response times, streamline logistics, and provide localized, hands-on support to our network of dealers and Sourcewell members. The Raleigh operation is a key part of our commitment to long-term growth, customer satisfaction, and service excellence in the U.S. market. Today, Exprolink vehicles are sold through a vast network of trained, independent dealers across 14 countries, including all U.S. States and territories, all provinces in Canada, Mexico, and regions in South America, Asia, and the Middle East. Driven by a focus on versatility and real-world performance, our solutions are grouped into three complementary product lines: Madvac: Compact electric and diesel litter vacuums and sweepers built for tight

spaces such as sidewalks, bike lanes, and downtown areas. Models like the electric LS125 sweeper cut GHG emissions by up to 45 tonnes annually

Excelway: Compact vacuum and mechanical sweepers with optional, all-season multi-purpose attachments. The B200 series offers sweeping, snow plow, pressure washing, and cargo bed from a single platform.

Propac: Introduced in 2024, this line features the electric LC600 - a mini rear-load collector/compactor that can be mounted on chassis or trailer. The LC600 facilitates litter collection for last mile applications in parks, and urban centers.

Electrification is central to Exprolink's long-term strategy. Our company has set an ambitious target to offer full electric versions of all our major vehicle platforms by 2026. Our electric models are powered by lithium NMC battery packs developed in partnership with Zero Motorcycles, a leading EV technology firm based in California. Vehicles charge on standard SAE J1772 infrastructure and deliver the best energy-to-weight ratios in their class.

At the heart of Exprolink's success is a strong organizational culture anchored in three core values: Progress | Ergonomics | Well-Being. These values are more than guiding principles: they shape how we design products, deliver support, and evolve as a company.

Progress reflects our commitment to measurable advancement. We embrace innovation and creativity to move the company forward, constantly testing ideas, refining our practices, and seeking solutions that address the real-world challenges of tomorrow.

Ergonomics drives how we optimize both our equipment and internal processes to make work smoother, smarter, and more intuitive. Whether for our employees or our customers, our goal is to reduce friction, improve comfort, and create tools and systems that are as easy to use as they are effective.

Well-Being reminds us that people come first. We foster a culture of respect, trust, and motivation, where teams feel supported and customers feel heard. From how we communicate to how we build partnerships, we prioritize a healthy, inclusive, and uplifting work environment. But beyond working hard, we also believe in having fun. Exprolink hosts a wide variety of social events throughout the year where staff can unwind, celebrate milestones, and connect outside of day-to-day operations. It's not uncommon for our dealers, and even some of our customers, to join in the festivities, reinforcing the strong community we've built around our brand.

This culture of forward motion and shared responsibility is reinforced through multiple internal initiatives. Every week, cross-functional teams from sales, service, engineering, procurement, and operations meet to align on key projects, frontline issues, and evolving priorities, ensuring that every department moves in step. Our HR team helps maintain this rhythm with weekly company-wide updates that celebrate wins, spotlight team contributions, and share progress across all areas - from machine upgrades and supply chain breakthroughs to new hires and major contract wins.

In 2023, we introduced our "Dealer of the Year" award to recognize exceptional partner contributions, reinforcing the mutual respect and collaboration we share with our distribution network. Whether it's a sustainability improvement on the factory floor, a successful demo in the field, or a new colleague joining the team, each step forward is shared and celebrated, because we believe progress is a collective journey, and everyone at Exprolink plays a part in it.

We are extremely proud of being a Sourcwell awarded contract vendor since 2018. Exprolink products have satisfied the needs of hundreds of Sourcwell members throughout the U.S., and Canada and this designation reflects our commitment to quality, innovation, and belief in the value of Sourcwell's cooperative purchasing model.

Looking ahead, we are focused on expanding our lineup of electrified vehicles that support cleaner, quieter, and safer cities. Backed by strong partnerships, extensive field knowledge, and a passionate team, Exprolink is positioned to remain a trusted provider of outdoor cleaning and maintenance solutions for many years to come.

12	What are your company's expectations in the event of an award?	Our expectations are focused and ambitious: to continue accelerating our Sourcewell sales growth and further expand our reach among municipalities and institutional buyers across North America. The first four months of 2025 have been exceptional for Exprolink (093021-EXP), with over \$2.2 million in Sourcewell orders and 28 units sold, outpacing the entire sales volume of some previous full years. This strong momentum demonstrates not only the rising demand for our equipment, but also the effectiveness of Sourcewell as a nation-wide procurement platform. From just \$59,000 in Sourcewell sales in 2018 to over \$16 million in total sales (2019 to April 2025), our success with Sourcewell highlights what's possible when innovation, dealer support, and streamlined purchasing come together. With 92% of our Sourcewell vehicles sold to municipalities, we see the awarded contract as a continued opportunity to help more cities adopt cleaner, more efficient solutions for street cleaning, and litter collection. We also see it as an opportunity to extend our presence with more non-municipal Sourcewell entities that can also benefit from using our equipment to address their needs. In short, our objective is to build on past success and make Exprolink a preferred choice for more Sourcewell members from coast to coast. In the event of renewal, Exprolink will roll out a targeted sales acceleration plan across North America, mobilizing our regional dealer network through contract-specific training, Sourcewell-led webinars, and co-branded materials. All dealers and territory managers will receive onboarding on how to present the Sourcewell contract as a time-saving and cost-effective procurement option. We will continue to encourage dealers to actively use the Sourcewell Supplier Portal as a key tool for accessing training, documentation, and marketing assets. Additionally, we will develop supporting content, including digital brochures, case studies, and monthly newsletters tailored for public works officials and fleet managers. Our team will also work closely with Sourcewell's outreach and education team to promote contract access through regional and national trade shows, such as PWX. In Canada, we will strengthen our alignment with Canoe, ensuring our Canadian partners are equipped to guide municipalities and other entities through the membership and purchasing process. These efforts will build greater contract awareness, increase member engagement, and support long-term growth.
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13	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.	Exprolink is a financially stable and growth-oriented company supported by a conservative capital structure and long-term strategic investments. We are privately held by three shareholders: Montreal-based Viconnex (holding company of the two founders of Exprolink, namely Jean Bourgeois and Louis Martin Durand), Fonds de Solidarité FTQ, and Export Development Canada (EDC). Together, these partners have played an essential role in helping us scale operations while maintaining a disciplined and sustainable growth model. Since 2020, Exprolink has received strategic investments totaling \$9.5 million—\$6.25 million from Fonds de Solidarité FTQ and \$3.25 million from Export Development Canada (EDC). This resulted from a thorough evaluation of our business model, market potential, and leadership team. With \$21.7 billion in net assets, FTQ is Quebec's largest development capital fund and a leading advocate for sustainable development and energy transition https://www.fondsftq.com/en/ Export Development Canada (EDC) is Canada's official export credit agency and a Crown corporation dedicated to supporting Canadian businesses in their growth at home and abroad. With nearly 2,000 employees and offices across 16 Canadian cities and 20 international locations, EDC facilitates over \$130 billion in annual business activity. It provides financing, insurance, and investment solutions to help Canadian companies expand globally, with a strong emphasis on sustainability and clean technology https://www.edc.ca/. EDC became an equity partner in Exprolink in 2022, recognizing our innovation, leadership team, and long-term potential in the cleantech and outdoor equipment space. Combined FTQ and EDC investment allowed us to completely modernize our production floor, acquire advanced tooling, and accelerate the electrification of our product line. It also supported the development of our new 50,000 sq. ft. corporate headquarters and assembly plant in Saint-Bruno, Quebec, as well as the opening of our U.S. operations center in Raleigh, North Carolina. This dedicated facility allows faster delivery, assembly, and service response and strengthens our ability to serve Sourcewell members across the United States. Exprolink Inc. is also in good standing with its primary financial institution, Desjardins. https://www.desjardins.com/qc/en.html We continuously receive strong support from their enterprise banking team - Desjardins is one of North America's largest cooperative financial groups, known for its stability, service excellence, and deep involvement in regional economic development. In the United States, our trusted partner (Exprolink Corp.) is Bank of America. Since becoming a Sourcewell-awarded vendor in 2018, we have consistently promoted our contract across North America. Public agencies, from large cities to educational institutions and more, have leveraged Sourcewell to acquire our innovative sweepers and litter vacs. In the first four months of 2025 alone, we recorded over \$2.2 million in Sourcewell sales. This strong performance reflects our alignment with Sourcewell's mission and reinforces our financial stability through recurring contract-driven revenue. Another important contributor to our financial strength is our expanding global footprint. Since 2020, our international sales in Asia and the Middle East have grown faster than expected, creating a valuable revenue stream and reducing geographic risk. Since 2020, more than 150 of our vehicles are now operating in countries such as Singapore, South Korea, the UAE, Saudi Arabia, and the Philippines. We've established a strong base for international growth and anticipate this momentum will continue given the introduction of our Excelway line of multi-purpose sweepers into overseas markets starting this year. Internally, our growth is also fueled by ongoing investment in innovation, sustainability, and digital transformation. We are actively integrating artificial intelligence and cloud-based tools across our operations. From real-time production tracking to AI-assisted parts forecasting and CRM automation, digital systems now impact every aspect of our internal productivity. These same technologies are currently being extended to benefit our dealer network, providing faster diagnostics, streamlined warranty processing, and more responsive field support. This focus on tech-enabled support helps our dealers perform more efficiently and ensures a seamless client experience regardless of region. To conclude, our success is driven by more than just product innovation. Exprolink is built on a foundation of financial prudence, strong institutional backing, and an operational strategy that supports long-term growth. With hundreds of vehicles in service across 14 countries, consistent Sourcewell sales, and the infrastructure to support continued expansion, we are well-positioned to serve many more Sourcewell members in the years ahead.
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14	What is your US market share for the Solutions that you are proposing?	Our overall market share is quickly evolving and will continue to do so in the coming years. Here is our assessment of market share for each model, and why we believe Exprolink will experience rapid sales growth in 2025 and beyond: Ride-on litter vacuums Madvac LN50 and LR50 - diesel and electric: Market share 100%: with Tennant discontinuing the ATLV 4300 in 2020, not a single company remains on the market that offers an equivalent alternative except the Madvac LN50 and Madvac LR50 models (48" wide, all-terrain, ride-on litter vacuum vehicle) Because of this, the entire market for that machine-type now belongs to Exprolink. Said differently, we now get all the PO's unless client does not have the available budget to purchase. To illustrate the impact of Tennant's departure, our combined LN50 and LR50 Sourcewell sales in 2019 was roughly \$70,000 USD, and \$82,000 USD in 2020. Since then (Jan 1, 2021, to April 30, 2025) LN50/LR50 combined Sourcewell sales has surpassed 4.8 million dollars. Compact sweepers Madvac LS175 - LS125: Market share 20%: We expect this percentage will increase to 25-30% in 2026 and beyond because of accelerating demand for our LS125 electric model. Contrary to all competitive units on the market, LS125 is the only 48-inch wide, closed cabin, tip to dump Electric mini sweeper built in North America Portable vacuum Madvac LP61-G: Market share virtually 100%: in the past 10 years we have not lost a single order to a competitor for this machine. Two main reasons: a) very few companies offer a similar-type machine, and b) these players are all located overseas. Considering the low cost of the unit + expensive freight shipping from abroad into North America, no one can compete against the LP61-G. Sourcewell members who purchase the LP61-G skid-mount unit can also purchase our Propac LC600 trailer-mounted collector/compactor. This unique, all-electric rear-load unit allows operators to transfer collected litter from the LP61-G to the LC600, significantly increasing total collection capacity and improving overall field efficiency. This combination of machines offers a practical and effective solution for crews working in high-traffic or remote areas and is likely to make the LP61-G even more appealing to customers with larger-scale litter control needs. Compact sweeper Excelway BD202: Market share 5%. This mechanical sweeper appeals to customers looking for a compact unit able to remove litter that most vacuum sweepers are unable to manage such as broken glass, rocks, and wet sand. Few machines that have a size similar to the BD202 can match its performance. Compact sweeper Excelway B200: Anticipated market share 30 to 40%. Production launch of this redesigned model stated in Q2 2025 with high expectations relative to market penetration. The B200 is a powerful, vacuum sweeper with optional 3rd broom and optional multi-use attachments. This machine is the only model in its category built in North America, and will attract customers looking for cost effective, diesel model to address their sweeping needs in bike lanes, alleys, and many other applications.	*
15	What is your Canadian market share for the Solutions that you are proposing?	For all our models, the answer is identical to Line Item 14, with one key exception: In Canada, prior to Tennant discontinuing the ATLV 4300, our LN50 and LR50 litter vacuum models had already captured approximately 75% of the market share.	*
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.	No, Exprolink Inc. and Exprolink Corp. have never filed for bankruptcy protection.	*

17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Answer: is b) Exprolink is the exclusive manufacturer and trademark holder of Madvac®, Excelway®, and Propac™, three specialized product lines serving the outdoor cleaning industry. Our products are distributed through a well-established network of trained, independent dealers covering all 50 U.S. states, Puerto Rico, and all 10 Canadian provinces. Across North America, our dealer network actively engages with decision-makers in the municipal, institutional, and industrial sectors, bringing local expertise, product knowledge, and responsive service to every customer interaction. All Exprolink dealers have extensive experience in street sweeping, litter collection, and outdoor maintenance equipment. Dealers receive hands-on training from our company to properly evaluate customer needs and provide prompt, knowledgeable service. Their role extends far beyond equipment sales: our dealers are true regional partners dedicated to the success of each customer they serve. Exprolink dealers are expected to: • Maintain an active sales team to promote Madvac, Excelway, and Propac equipment • Keep at least one Madvac or Excelway unit on hand for demonstrations • Manage inbound leads provided by Exprolink through CRM routing • Conduct in-field demos and walkthroughs with prospective clients • Prepare detailed quotes and respond to RFPs when required • Process orders and coordinate equipment delivery • Perform pre-delivery inspections (PDI) and manage final handoff • Train operators on safe and effective machine use • Train mechanics on basic servicing and preventive maintenance • Provide local warranty support and in-field technical assistance • Promote Exprolink products via social media, trade shows, and industry events • Employ qualified service technicians trained by Exprolink Field Service Representatives (FSRs) • Stock common spare parts and consumables (some U.S. dealers leverage next-day fulfillment from our Raleigh, NC hub). Support for our U.S. dealer network is provided by our: • U.S. National Sales Manager based in North Carolina • VP of Sales & Marketing, and two Field Service Representatives (FSRs) who travel regularly for client demos, deliveries, and training • Customer Support Specialist and Operations Manager stationed at our facility in Raleigh NC All personnel are employed by either Exprolink Inc., or Exprolink Corp. In Canada, our network is supported by our VP of Sales & Marketing, National Sales Manager, and one FSR - all Exprolink Inc. employees. Dealer Tools & Training Today, our dealer network receives the most comprehensive support in Exprolink's history. Our sales and service staff are in the field on a weekly basis, conducting sales training, assisting live demos, supervising deliveries, facilitating operator and technician training, and providing rapid support for any maintenance or service concerns. To complement this in-person presence, our recently launched, new Dealer Extranet (powered by SharePoint), offers 24/7 access to essential tools and documents. These include: • Price and quote templates • Technical resource library • Warranty and service documents • Marketing assets • Training center library Whether supporting a new sale, servicing a fleet, or responding to urgent customer needs, our dealer infrastructure is built for responsiveness, consistency, and results.
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Exprolink Inc. (and Exprolink Corp.) is not required to provide specific licenses or certifications to perform its activities.
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Exprolink Inc. (and Exprolink Corp.) has never been suspended or disbarred during the last ten years.

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	One of our most important milestones was being awarded Sourcewell contract 122017-EXP in 2018. We were extremely proud of this achievement and proudly displayed the Sourcewell logo across all our marketing materials, trade show booths, and social media platforms. We understand that many companies compete for this recognition, but few succeed, making it a clear indicator of industry leadership. In 2021, we were honored to receive a second Sourcewell contract, 093021-EXP, in which Exprolink ranked #1 overall, earning the highest evaluation score among all vendors who participated in that RFP. Being selected not once, but twice, reinforces our position as a trusted and forward-thinking manufacturer. We view our Sourcewell partnerships not just as contract awards, but as a validation of our commitment to quality, innovation, and long-term service to public sector clients. Equally meaningful to us is the trust and commitment placed in Exprolink by Fonds de Solidarité FTQ and Export Development Canada (EDC). We view their investments not only as strategic partnerships, but also as a form of recognition, that reflects their confidence in our vision, leadership, and market potential. Both FTQ and EDC are highly sought after by companies across Canada, and only a select few get their support. To have earned FTQ and EDC backing is, in our eyes, an award. Proof that Exprolink is a company with strong fundamentals and the capacity to grow, innovate, and lead in the years ahead. In Quebec and across other regions, it's not uncommon to see Exprolink featured in business media as a local success story; a recent example is this 9-page article from the reputable journal Québec Entreprise https://quebecentreprise.com/EXPROLINK Another key recognition is our partnership with Zero Motorcycles, a global leader in electric drivetrain technology. Zero is known for being highly selective in its OEM collaborations—partnering only with manufacturers that demonstrate strong technical capabilities, clear growth potential, and shared values around electrification. After a thorough vetting process, Zero chose Exprolink as one of its few North American partners, recognizing both the commercial promise of our equipment and the strategic alignment between our two companies.	*
21	What percentage of your sales are to the governmental sector in the past three years?	In the last three years, approximately 66% of Exprolink sales were in the governmental sector. 2022 – 63% 2023 – 61% 2024 – 72% 2025 YTD – 71% Average: 66%	*
22	What percentage of your sales are to the education sector in the past three years?	In the last three years, approximately 5% of Exprolink sales were in the education sector. 2022 – 7% 2023 – 6% 2024 – 5% 2025 YTD – 2% Average – 5% We anticipate growth of up to 15% in the educational sector over the next few years, driven by rising demand for clean, quiet, and low-emission equipment. Interest has been especially strong lately for our LS125 electric compact sweeper, along with the LN50 and LR50 electric litter vacuums. These machines are well-suited for campus environments where sustainability, safety, and operational efficiency are top priorities. Our LP61-G electric launching in 2026 will appeal to many educational institutions looking for affordable, efficient litter removal equipment.	*
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?	Aside from our current Sourcewell-awarded contract, Exprolink Inc. does not directly hold additional state, provincial, or cooperative purchasing contracts. While a few of our authorized dealers have access to contracts such as HGACBuy in Texas or the City of Tallahassee in Florida, actual orders through these alternative channels are very rare exceptions for us. In practice, when a public sector agency opts to purchase one of our machines through a cooperative purchasing contract, Sourcewell is overwhelmingly the contract they choose to use.	*
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?	Exprolink Inc. (and Exprolink Corp.) does not hold any GSA contracts.	*

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 *	
City of Burlington NJ	Bill Curry	609-864-9767	*
Temple University	Shawn Ross	215-768-1546	*
NY Metropolitan Museum of Art	Angela Reynolds	212-650-2657	*

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.	Exprolink's capability to serve Sourcwell participating entities across the U.S. and Canada is anchored in our proven dealer-based business model, supported by a focused internal team, integrated technology, and a culture of responsiveness. Unlike companies that sell directly to end users, Exprolink operates through a network of independent dealers across North America. These local partners manage customer relationships on the ground and are deeply familiar with the specific needs of their regions, including those of Sourcwell members. This model allows us to grow efficiently while maintaining a close connection to our customers. We provide hands-on training to every dealer and stay closely involved through daily support, making sure the sales process, product knowledge, and post-sale service remain consistent no matter where our equipment is sold. Our internal sales and marketing team is composed of seven full-time professionals: A VP of Sales & Marketing, National Sales Managers for both the U.S. and Canada, a Senior Client Relations Manager and Inside Sales Manager. This core team is responsible for qualifying leads, CRM pipeline management, dealer onboarding and training, and full-spectrum sales support across North America. Complementing this group is our Senior Marketing Manager and Marketing Coordinator who drive our content strategy, creating targeted web, social media, and promotional campaigns to enhance brand visibility and generate qualified leads across key market segments. All members listed are employed directly by Exprolink Inc. or Exprolink Corp. In addition, 25 other employees located at our headquarters in St-Bruno, Quebec, and our U.S. operations center in Raleigh, NC provide daily operational and technical support. This group includes: • 3 Field Service Technicians (two U.S. and one Canada) • 2 Parts & Service Managers (Raleigh & St-Bruno) • Specialists in logistics, customer service, inside sales, engineering, and finance All team members are Exprolink employees who work collaboratively to ensure dealers can meet the needs of Sourcwell members in any region. Our sales team operates according to a clearly defined Dealer Engagement Strategy, structured around three core pillars: Training & Technical Support, Transparent Communication, and Performance Management. This strategy engages and empowers distributors at every level, particularly their front-line sales staff. Under the first pillar, we launched the Exprolink Academy to provide structured onboarding and continuous product education. We also enhanced our SharePoint-based Extranet to streamline access to technical manuals, parts lists, training videos, sales tools, and marketing collateral. Case studies are in development and will be used to demonstrate real-world value and give dealers compelling sales arguments rooted in measurable results. Exprolink Academy sessions take place at our head office in St-Bruno QC and our U.S. hub in Raleigh NC. Under the second pillar, Transparent Communication, we added an Inside Sales Manager in Raleigh, recently launched a new Dealer Satisfaction Survey, and expanded marketing capacity by hiring a dedicated Marketing Coordinator. These efforts help us generate more leads and maintain a clear feedback loop with dealers. We are also preparing the launch of a consolidated website for Exprolink, Madvac, Excelway, and Propac, which will centralize access to documentation, quoting tools, and training content. Additional tools like quarterly parts pricing updates, a new online product configurator, and the Dealer of the Year award further enhance engagement,

and dealer motivation. Regular virtual and in-person discussion groups allow us to share updates, listen to dealer feedback, and adapt quickly to changing market needs.

The third pillar, Performance Management, ensures that our dealers are aligned with Exprolink's strategic goals and Sourcewell's mission. We analyze dealer activity through CRM dashboards, review KPIs during quarterly check-ins, and share insights across our network to drive continuous improvement. These efforts help ensure our equipment is effectively promoted, delivered, and supported nationwide.

To maintain continuity, our VP of Sales & Marketing and President remain directly involved in key field activities: more than 50% of their time is allocated to dealer visits, live demos, trade shows, and major presentations. This high-level engagement reinforces our commitment to dealer success and ensures our go-to-market strategies are consistently informed by real-world experience.

We use a centralized Zoho CRM system, fully integrated with our marketing automation platform, to streamline lead management and campaign execution. Incoming quote requests and qualified leads are automatically routed to the appropriate dealer or sales representative based on territory and product interest. Sales activity is tracked in real-time with minimal manual input, giving our internal team visibility across all regions. This allows us to provide timely support and keep the pipeline moving. The system also enables targeted marketing campaigns tailored to key segments such as municipalities, airports, schools, and universities – making sure the right message reaches the right audience.

Sales and service functions are tightly aligned. Our FSRs do much more than equipment commissioning and on-site troubleshooting: They also collect customer feedback, participate in training events, and provide key insights to help dealers improve sales performance. This creates a healthy feedback loop between field activity and product development. Our Dealer Extranet also plays a critical role in enabling our dealers to meet their goals and support Sourcewell members with confidence.

In summary, Exprolink's structure is built around personalized support with national reach. Our internal team, empowered dealer network, integrated digital tools, and performance-driven sales strategy allow us to meet the evolving needs of Sourcewell members efficiently, effectively, and with a spirit of collaboration.

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Exprolink delivers its solutions through a well-established, dealer-based distribution model that combines local expertise with centralized support. Our Madvac, Excelway, and Propac product lines are represented by trusted independent partners strategically located across the U.S. and Canada. These dealers are trained and supported by Exprolink to ensure that every Sourcewell member receives consistent service and product expertise no matter where they're located. Our dealers are not merely resellers; they are trusted regional partners with a deep understanding of the unique needs of municipalities, educational institutions, airports, industrial campuses, and other public sector entities. Many are second- or third-generation family businesses with long-standing ties to their communities. Several represent other well-known brands that are part of the Sourcewell awarded vendor ecosystem which reinforces their ability to guide clients through cooperative procurement with confidence and clarity. Most dealers maintain at least one service facility staffed by factory-trained technicians and carry Madvac or Excelway demo units to support field evaluations. In addition, most stock frequently used consumables and critical spare parts to minimize downtime and ensure a fast service turnaround. U.S.-based dealers also benefit from next-day parts delivery via our operations center and logistics hub in Raleigh, North Carolina. We offer our dealers a flexible floorplan program in partnership with Mitsubishi HC Capital America. This financing solution provides interest-free terms of up to 180 days, giving dealers financial flexibility to stock demo units without immediate capital pressure. By improving cash flow and reducing upfront investment, this program encourages our trusted dealers to more participation in field demos, pilot projects, and events, ultimately making it easier for Sourcewell members to see, test, and evaluate our equipment in their real-world conditions. Each authorized dealer is committed to a set of core responsibilities, including: • Conducting on-site product demonstrations • Managing regional sales consultations and RFP responses • Preparing customized quotations and processing orders • Delivering and commissioning equipment • Providing operator and technician training • Performing in-field warranty service and maintenance • Stock and delivery of after-sales parts & consumables To maintain high performance across this distributed sales and service force, Exprolink has invested heavily in digital infrastructure and communications. We leverage a centralized Zoho CRM platform integrated with our marketing automation tools to streamline lead management. This system: • Routes qualified leads directly to the appropriate dealer and Exprolink territory manager • Tracks activity in real time across regions and product lines • Flags stalled opportunities for follow-up • Enables campaign targeting by vertical (e.g., municipalities, transit, education) Our SharePoint-based Dealer Extranet complements this by providing 24/7 access to: • Quoting templates and product configurators • Updated price lists and parts catalogs • Technical manuals and operator guides • Warranty submission forms and status trackers • Marketing assets and training videos Our dealers are truly integrated into our company culture and business strategy. They receive ongoing training, frequent communications, and access to the same tools and resources used by our internal sales and support teams. This brings consistency in product knowledge, quoting accuracy, and post-sale support - regardless of geography. Exprolink's distribution model can be summarized as local expertise, backed by strong, centralized support. This allows us to support Sourcewell members across the U.S. and Canada regardless of size, sector, or location.
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28	Service force.	Exprolink delivers dependable after-sales support through a blend of expert Field Service Representatives (FSRs), centralized technical teams, and digital service tools, all designed to keep Sourcewell members' fleets running smoothly across North America. We employ three full-time FSRs—two in the U.S. and one in Canada, who provide on-site troubleshooting, operator and technician training, and hands-on product demos during sales or delivery. All FSRs are direct employees of Exprolink Inc. or Exprolink Corp. and are factory-trained on Madvac, Excelway, and Propac equipment. Beyond field support, our centralized services include: • Toll-Free Technical Support: Available weekdays from 7:00 a.m. to 6:00 p.m. EST for real-time issue resolution. • Rapid Parts Fulfillment: Most orders ship within 48 hours from our St-Bruno, QC or Raleigh, NC warehouses. To avoid any delays in equipment production, Exprolink maintains dedicated spare parts inventory at both locations—ensuring that parts orders are fulfilled without drawing from our assembly line stock. • Dealer Extranet (SharePoint): Our secure 24/7 portal gives dealers and technicians instant access to service manuals, preventive maintenance checklists, exploded-view parts diagrams, training videos, warranty documents, and other essential support resources. The portal also includes a structured ticketing system that allows dealers to log service requests, warranty claims, or technical issues directly to our internal support team. Each ticket is automatically assigned to the appropriate department, time-stamped, and tracked through to resolution, ensuring accountability, faster turnaround times, and full visibility for all stakeholders throughout the process. Our internal teams in engineering, logistics, inside sales, and customer service work closely with FSRs and dealers to deliver fast, coordinated responses to service inquiries. FSRs also lead regular training events such as Exprolink Academy and respond to field questions in real time, ensuring technicians are well-equipped to service Exprolink machines safely and efficiently. This integrated, responsive service model delivered through local expertise and centralized systems gives Sourcewell members peace of mind, reduces downtime, and reinforces long-term equipment value.
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Our ordering process is simple, transparent, and compliant with Sourcewell requirements. Whether orders are placed through an authorized dealer which is usually the case, or directly with Exprolink, we ensure pricing, documentation, and delivery timelines are verified and traceable at every stage. Our process is as follows: 1 - Sourcewell member issues a purchase order (PO) to Exprolink Inc. (Canada) or Exprolink Corp. (U.S.) for direct sales, or to one of our authorized dealers. The PO must include: • End-user Sourcewell member number • Exprolink Sourcewell awarded contract number 2 - In cases where the order flows through a dealer, the dealer submits their PO to Exprolink along with required contract references and the Sourcewell member's details. 3 - Our inside sales team reviews all incoming orders to verify pricing, terms, and compliance with our Sourcewell contract. Any discrepancies are resolved prior to order acceptance. Once validated, order details are logged in our Zoho CRM and shared with all key departments. The order is officially added to our production queue, and an order acknowledgment is issued to the dealer or end-user. 4 - Our internal stakeholders—VP Sales & Marketing, National Sales Managers, and Customer Support Specialist, keep dealers and customers informed on build timelines, expected ship dates, and coordinate with our logistics department for delivery scheduling. When the unit is ready, Exprolink ships it either to the dealer or directly to the Sourcewell member (in the case of a direct sale). An invoice is issued at the time of shipment, clearly stating: • Our Sourcewell awarded contract vendor number • Sourcewell member number Contract Compliance & Reporting: Our accounting department records all Sourcewell sales within dedicated ledger to ensure timely quarterly remittance reporting to Sourcewell and audit trail documentation. Supporting documentation on all orders (e.g., build sheet, order acknowledgment, invoice) is also stored securely for contract audit purposes.

30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	At Exprolink, customer service isn't just a function, it's a fundamental part of our identity. Whether supporting dealers or end-users, our goal is to deliver rapid, knowledgeable, and personalized assistance across every interaction. Our service model is designed to provide Sourcewell members with a consistent, hassle-free experience across North America. When a service issue arises, the end user typically reports it to their authorized dealer, who manages frontline support. For units sold directly by Exprolink, customers can contact our in-house service team via phone, email, or through Parts & Service on our website. In either case, the issue is logged through our secure Dealer Extranet (SharePoint) using Exprolink's integrated Technical Resources ticketing system. Each ticket includes: • Timestamped entry • End-user name and Sourcewell member ID • Equipment model and serial number • Hours on the machine • Detailed problem description • Optional photo/video uploads for remote troubleshooting Once submitted, the ticket is immediately assigned to the appropriate Field Service Representative (FSR) based on territory and product type. This ensures real-time visibility, faster resolution, and accurate support tracking. Initial contact and ticket triage: within 8 business hours. On-site technician dispatch (if required): within 48 hours. Remote troubleshooting: often resolves the issue faster, without a site visit. Our goal is to resolve issues as efficiently as possible. Many problems can be diagnosed through video or photo submissions, allowing us to provide repair guidance without the cost or delay of field intervention. We maintain over 5,000 active SKUs in our inventory across two distribution centers: • St-Bruno, QC (Canada HQ) • Raleigh, NC (U.S. operations hub) We guarantee 48-hour parts shipping via FedEx to any U.S. or Canadian destination, minimizing downtime for Sourcewell members. Our FSRs (3 total - two U.S. and one Canada), are factory-trained specialists across all Madvac, Excelway, and Propac models. They provide critical frontline support to our dealers when required for: • On-site diagnostics and technical assistance • Operator and technician training sessions • Real-time phone or video consultations • Field-based repair coordination and post-service follow-up • Remote vehicle diagnostics and troubleshooting via secure connection All ticket progress is tracked through our Zoho CRM, which links service activity to warranty tracking, product quality issues, and parts usage. Recurring issues are flagged internally, and field feedback is sent to engineering for design review when needed. We regularly engage with users who have purchased our equipment to evaluate both machine performance and the quality of service they receive from our dealers and internal support teams. These direct conversations allow us to: • Identify satisfaction trends and emerging needs • Address any unresolved service or support issues • Gather actionable feedback to guide product improvements and training initiatives Insights are shared across departments and with our dealer network to ensure follow-up actions are taken and customer experience remains consistently high across all regions.
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31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Exprolink is fully committed to providing its products and services to Sourcewell participating entities across the U.S. and Canada—and has done so consistently since becoming a Sourcewell-awarded vendor in 2018. In 2021, we were honored to receive a second awarded contract (093021-EXP), a testament to our continued growth and alignment with Sourcewell's cooperative purchasing values. In fact, Exprolink and its dealers have actively contributed to the growth of Sourcewell by introducing many public sector clients to the program: cases where agencies became members specifically to access the benefits of purchasing our equipment through the contract. Over the past four years, approximately 60% of our global sales have come from the United States, most of which were executed through our well-established dealer network. This structure enables Exprolink to offer full U.S. coverage with local expertise and rapid response capabilities. Our U.S. market is organized into four regions: T1 (East), T2 (Central), T3 (West), and T6 (U.S. territories) -each supported by our sales & marketing team and FSRs. All regional sales and service personnel report to our VP of Sales & Marketing, ensuring clear accountability and consistency in customer engagement. Our dealer network covers the entire U.S., including Puerto Rico, and is fully equipped to assist Sourcewell members. Each dealer is familiar with the Sourcewell contract and trained to guide public sector customers through the procurement process. These local efforts are reinforced by our internal team, which provides ongoing support through: • Sourcewell-specific lead generation and quoting tools • Ongoing dealer training (technical and sales-focused) • Field support for demos, equipment delivery, and post-sale follow-up • Real-time pipeline tracking via our centralized CRM Whether through direct sales or in support of our dealer network, Exprolink has the infrastructure, commitment, and technical expertise to serve Sourcewell members in: • Municipalities and regional governments • Educational institutions • Transit and public works • Parks and sanitation departments • Healthcare facilities • Airports & seaports Looking forward, we are actively working to expand Sourcewell utilization across these sectors by educating dealers and end users on the simplicity, flexibility, and compliance benefits the contract offers. Every member of our sales, marketing, and field support team is aligned in helping Sourcewell participants access reliable, eco-efficient Exprolink products through a procurement process they can trust.
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32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	We are proud to support Sourcewell/Canoe Procurement members across Canada through a nationally coordinated sales and service network. Headquartered in St-Bruno, Quebec, Exprolink is strategically positioned to serve the Canadian public sector with efficient access to factory resources, bilingual support, and a strong understanding of local procurement needs and operational realities. In Canada, our business model relies on four well-established and fully trained regional dealers—each with exclusive coverage: • Westvac Industrial Ltd. – Alberta, British Columbia, Manitoba, Saskatchewan • Toromont Material Handling – Ontario • Masters Golf & Utility Vehicles – Ontario • Saunders Equipment Ltd. – Atlantic provinces (NB, NL, NS, PEI) Together, these partners make up a 20-person Canadian salesforce, all fully trained on Exprolink's Madvac, Excelway, and Propac product lines. Each representative understands the Canoe Procurement process and is supported directly by our Canada National Sales Manager and our dedicated Canadian FSR. Both team members report to our VP of Sales and Marketing, who remains actively engaged in Canadian sales initiatives. We work side by side with our dealers to help them grow their local presence and win key opportunities. This includes participating in client presentations and in-field demonstrations, assisting with proposal development, attending regional trade shows, coordinating equipment deliveries, and providing post-sale training and technical support. We actively promote the Canoe Procurement Group of Canada to eligible public sector entities across multiple segments, including: • Municipal and regional governments • School boards and higher education institutions • Healthcare and public works agencies • Provincial departments and Crown corporations • Indigenous self-governing bodies and MASH sector entities Our current Canoe sales pipeline is stronger than ever, driven by growing demand for Exprolink equipment across Western Canada and Ontario. At the same time, we are ramping up education and outreach efforts to showcase how cooperative purchasing delivers value, not only through cost savings, but by simplifying compliance and procurement processes for public sector buyers. In Canada, Exprolink has also seen strong momentum through successes not directly tied to Sourcewell. For example, our largest North American client is the City of Toronto, who has purchased more than 60 LN50 and LR50 ride-on litter vacuums since 2020. In 2023, Toronto began ordering electric variants of both models as part of their fleet decarbonization strategy. Additional units are expected in the coming year as the city moves toward a full transition to electric equipment. This multi-year relationship reflects our ability to support complex urban operations while delivering reliable products, responsive service, and long-term fleet value. City of Toronto Madvac video https://www.youtube.com/watch?v=kxJSCkS9NM0
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Exprolink has no geographic limitations in servicing Sourcewell members across the U.S. or Canada under the proposed agreement. Our well-established network of trained dealers, combined with dedicated internal support teams and strategically located distribution centers in St-Bruno QC and Raleigh NC, enables us to provide reliable nationwide coverage. With coordinated sales, service, and logistics operations, we are fully equipped to deliver consistent, timely support to Sourcewell members in every region.
34	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.	Exprolink will make its full portfolio of Solutions—including all products under the Madvac, Excelway, and Propac brands—available to all eligible Sourcewell and Canoe Procurement members across the United States, U.S. territories, and Canada. We do not maintain any conflicting cooperative purchasing agreements that would limit our ability to promote or fulfill orders through the Sourcewell contract. Should any specific laws, procurement codes, or local regulations prohibit the use of cooperative purchasing in certain jurisdictions or account types, Exprolink will fully comply with those requirements and refrain from marketing the contract in those areas.

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Exprolink is fully prepared to support Sourcewell Participating Entities located in Hawaii, Alaska, and U.S. territories. We have active sales and service relationships in these regions and no restrictions that would limit our ability to fulfill orders or provide after-sales support. Hawaii: Our designated sales agent is Allied Machinery Corp., located in Waipahu. As the largest locally owned heavy equipment dealership in Hawaii, Allied Machinery is well positioned to represent our products and provide front-line support to Hawaiian Sourcewell members. www.alliedmachinerycorp.com Alaska: We are supported by Bobcat of Juneau, based in Juneau, AK. With over 20 years of experience and an active customer base in Alaska, Bobcat of Juneau regularly coordinates freight and service support for clients throughout the state. https://bobcatofjuneau.com/ U.S. Territories: We are proudly represented by Sweep & Vac, a well-established and successful Exprolink dealer based in Puerto Rico. Sweep & Vac has extensive experience serving public agencies and can support Sourcewell members not only in Puerto Rico, but also in surrounding U.S. territories such as the U.S. Virgin Islands and Guam. www.sweepandvac.com While delivery timelines to locations such as Hawaii, Alaska, or U.S. territories may vary due to transit schedules and geographic logistics, Exprolink has extensive experience shipping equipment to remote and offshore destinations. Our logistics team is well-versed in managing complex shipments, ensuring proper packaging, export documentation, and coordination with receiving agents or Sourcewell members. We routinely export machines to international customers in Singapore, the United Arab Emirates, and the Philippines. This global shipping experience reinforces our ability to deliver on-time regardless of geography. Spare parts orders are fulfilled through our Raleigh, NC and St-Bruno, QC distribution centers. Service and troubleshooting support provided by our factory-trained FSRs in coordination with the assigned dealer, and further supported by remote diagnostics tools and 24/7 access to our online Dealer Extranet.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. Exprolink will extend the terms of any awarded master agreement with Sourcewell to all nonprofit entities provided these entities are legitimate and approved Sourcewell members.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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37	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.	Since the start of our partnership with Sourcewell back in 2018, our focus has been on creating mutual value that ultimately benefits the end customer. The credibility Sourcewell provides simplifies procurement for our core municipal clients and gives them confidence in their purchasing decisions. We actively promote the contract through a targeted, dealer-driven marketing strategy across the U.S. and Canada to ensure broad public sector reach. Contract Launch Plan Following contract award, we will immediately execute a structured rollout that includes: • A press release distributed to all dealers and key partners to announce the contract award. • A comprehensive digital launch package provided to dealer principals, which includes: ○ Pricing sheets and full contract terms. ○ Sourcewell purchase order submission guidelines. ○ Updated product literature featuring the awarded vendor number. ○ Website updates, social media announcements, and email blasts. ○ Sourcewell event calendar along with supplier portal access and guidance. • Follow-up meetings (via Teams or conference calls) with dealer principals to walk through materials, address questions, and confirm readiness Ongoing Visibility and Promotion We will sustain strong contract visibility through a fully integrated marketing and communication ecosystem, anchored by the launch of our new multi-brand corporate website. This new platform will not only reflect our current brand positioning and future ambitions, but also strengthen our competitive posture against European players. A dedicated Sourcewell section will clearly explain the contract process and its benefits, helping to remove common barriers to purchase and simplify procurement for public sector buyers. • Monthly newsletters to our 25,000+ contact CRM database across the U.S. and Canada. • Sourcewell branding prominently featured across our corporate website, email signatures, YouTube channel, and marketing materials. • Regular social media promotion Internal Training & Support We actively promote Sourcewell by equipping our teams and customers with the training and tools they need to fully understand the program and deliver solutions efficiently. Onboarding, contract briefings, and regular updates ensure all staff - across sales, marketing, support, and field service, can confidently guide customers through the process and remove potential barriers. Dealer Enablement & Marketing Assets Through our dedicated extranet platform, dealers and internal partners have on-demand access to a comprehensive library of professionally designed, co-branded Sourcewell marketing assets to support their events, communications, and promotions. In addition, they are equipped with all necessary documentation and sales tools to clearly explain the Sourcewell process to their customers and highlight the full value of cooperative purchasing. Trade Shows and Events Exprolink maintains a strong presence at major North American trade shows, including regular participation at PWX (APWA) since 2022. These shows serve as key opportunities to engage directly with municipal leaders, dealer partners, and public sector professionals. At each event, we actively promote Sourcewell as a preferred procurement solution. In Canada, we also participate in Canoe procurement events and various regional trade shows to expand our visibility and strengthen relationships with municipalities, educational institutions, and Indigenous organizations. Success Stories & Public Sector Case Studies To further drive awareness and build confidence, we are developing a series of co-branded Sourcewell success stories that showcase real-world public sector projects. These stories will illustrate how organizations leveraged the Sourcewell contract to simplify procurement and accelerate project delivery while accessing the equipment and solutions they needed without unnecessary delays. The case studies will serve as powerful sales and marketing tools for our dealers, be featured on our website, and integrated into targeted campaigns to inspire new prospects and reinforce the value of cooperative purchasing. We are committed to actively promoting a new Sourcewell contract through a multi-channel, dealer-driven marketing strategy tailored to the U.S. and Canadian public sector. Our strategy is designed to ensure wide awareness and increased utilization of the contract across all eligible Sourcewell member segments.
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38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Exprolink leverages a strategic mix of digital tools, CRM analytics, marketing automation, and data-driven content to maximize the visibility and effectiveness of our Sourcewell marketing efforts across North America. Our approach is rooted in connecting with eligible public sector buyers through timely, personalized communication and intuitive access to product and procurement information. Digital Ecosystem & Customer Journey At Exprolink, our digital strategy is fully aligned with the customer journey making it easy for public sector buyers to discover, evaluate, and acquire our solutions through Sourcewell. Sourcewell or Canoe branding is integrated into all campaigns. Awareness & Discovery Most of our buyers first discover us through online search or directly via the Sourcewell platform. To support this discovery phase, we are currently building a fully redesigned, multi-brand corporate website. The new site will be highly SEO-optimized, offering stronger visibility on key search terms and buyer queries related to our product categories. Seasonal ad campaigns are deployed throughout the year, capitalizing on rising search volumes and addressing specific equipment needs as they emerge. Evaluation & Engagement The redesigned website will offer an enhanced user experience, with intuitive navigation across all Madvac, Excelway, and Propac product lines. Visitors will have access to guided selection tools, ROI and TCO calculators, and clear explanations of the Sourcewell process, helping them identify the right solution while removing procurement barriers. Once engaged, prospects enter our Zoho CRM system where they are segmented by sector, geography, product interest, and Sourcewell/Canoe member status. CRM-driven email marketing automation delivers relevant, personalized content throughout their journey, ensuring continuous engagement up to, and beyond, the point of purchase. CRM & Campaign Optimization We leverage our Zoho CRM platform as a central engine to simplify the acquisition process and actively nurture leads throughout the entire customer journey. Through advanced segmentation and campaign monitoring, we are able to better understand our public sector customers, identify Sourcewell members early in the process, and deliver contract-specific messaging tailored to their needs. This real-time monitoring allows our sales and marketing teams to stay closely connected to prospects at every stage, regardless of location, and act quickly when critical decision points arise. All Sourcewell-affiliated accounts are systematically tracked, prioritized, and managed to ensure timely follow-up, effective support, and optimized lead conversion fully aligned with our contract objectives. Nurturing & Retargeting We maintain an active presence on social media, particularly LinkedIn, where we engage with public sector influencers, highlight project deliveries, celebrate dealer successes, and share company growth milestones. Paid remarketing campaigns are also used to re-engage prospects who have previously shown interest, ensuring our solutions remain top-of-mind throughout the decision-making cycle. Dealer Support & Enablement To empower our dealer network, we maintain a centralized SharePoint Extranet, providing 24/7 access to training resources, technical documentation, Sourcewell literature, co-branded sales assets, and marketing tools. This platform ensures dealers can confidently educate customers and streamline the purchasing process using Sourcewell. Analytics & Optimization We continuously monitor customer behavior across all platforms using Google Analytics, CRM data, and campaign performance metrics. Insights from engagement patterns, quote activity, dealer participation, and sales funnel progression allow us to refine messaging, optimize campaign timing, and adjust targeting based on buyer behavior, funding cycles, and market feedback. In summary Exprolink applies digital intelligence at every stage — from inbound lead generation to post-sale support — ensuring Sourcewell members experience a seamless, well-informed, and confidence-building buying process.
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39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	We view our relationship with Sourcewell as a strategic partnership that helps Exprolink deliver trusted, compliant solutions to public sector customers across North America. As a two-time awarded vendor (contracts 122017-EXP and 093021-EXP), we have built a strong track record of Sourcewell-enabled sales, especially with municipalities seeking efficient, compliant procurement. The contract's credibility gives public sector clients a simple, reliable path to acquire the equipment they need without administrative delays. As we expand across the U.S. and Canada, we continue to align our systems, dealer training, and outreach with Sourcewell's cooperative model to make our solutions even more accessible. We rely on Sourcewell for ongoing support in several key areas: • Promoting our awarded contracts through its website, email outreach, and business development team. • Providing updated member lists, usage reports, and procurement data to help us target growth opportunities. • Supplying training resources through the Supplier Portal and offering staff for joint training sessions. • Coordinating appearances at national, regional, and sector-specific trade shows to raise contract visibility • Assisting with policy, compliance, and contract-related questions raised by members or agencies during the procurement process. We fully integrate the Sourcewell contract into our sales, marketing, and dealer operations through: • A dedicated internal liaison managing contract reporting and coordination with Sourcewell. • Co-branded press releases and multi-channel announcements • Distribution of a complete dealer package with PO guidelines, pricing, contract terms, and marketing materials. • Full CRM tracking of Sourcewell-related quotes, activities, and closed orders. • Dealer support to actively promote the contract in the field and simplify procurement for public sector clients.	*
40	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.	Exprolink is currently developing a dedicated e-procurement platform, scheduled for launch in Q4 2026. This platform will allow Sourcewell members to browse available models, select configurations, and generate quotes or purchase orders online. While in development, we offer a streamlined digital process that already supports fast, compliant procurement: • Product pages feature "Request a Quote" functions for vehicle selection, configuration, and Sourcewell membership identification. • Inquiries are submitted directly to our Zoho CRM, automatically routed to the appropriate dealer with pre-populated details. • Dealers generate compliant quotes using standardized Sourcewell templates. • Non-member public agencies are proactively assisted with Sourcewell enrollment where applicable. The Zoho CRM platform supports: • Full tracking of all quote requests and Sourcewell-related opportunities. • Automated notifications to internal teams and dealers. • Reporting across all quote-to-conversion activities. This existing system delivers a fully digital, efficient procurement experience aligned with Sourcewells cooperative purchasing model, while providing a strong foundation for our upcoming full e-procurement platform.	*

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

Line Item	Question	Response *
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41	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.	Exprolink delivers comprehensive training to Sourcewell members through our certified network of trained dealers. Our training model is dealer-led: we train the dealer, and the dealer trains the customer. This ensures local expertise, language compatibility, and long-term product knowledge within the customer's region. While training is a standard and essential part of our support model, it is not included in the equipment pricing submitted with this RFP and will be quoted separately to Sourcewell members as needed. Once a Sourcewell member purchases an Exprolink vehicle, our authorized dealer is responsible for delivering all operator and maintenance training to the end user. These training sessions are adapted to the specific needs of each customer and are a blend of: • Hands-on operation • Review of safety and daily inspection procedures • Maintenance guidance using manufacturer-recommended checklists • Troubleshooting and basic diagnostic support Training is typically done on-site at the client location. If needed, a Exprolink FSR or member of our sales team will assist the dealer during the delivery to ensure all questions are answered and proper techniques are demonstrated. Dealers can also request the assistance of our FSRs or technical support team for retraining, troubleshooting, or advanced operator sessions. Exprolink Dealer Academy – Annual Training Program To ensure our dealers are fully equipped to support Sourcewell members, Exprolink has formalized its training program under the Exprolink Dealer Academy. This branded initiative includes annual in-person training sessions held at: • Our head office in Saint-Bruno, Quebec for Canadian dealers • Our operations center in Raleigh, North Carolina for U.S. dealers These sessions cover: • Operator training and safety best practices for each Madvac, Excelway, and Propac models • Preventive maintenance and diagnostic procedures • Product updates, service standards, and common support issues • Q&A with engineering and support teams • Dealer-to-dealer knowledge sharing and feedback loops The Dealer Academy helps ensure every Exprolink dealer remains technically proficient, confident in training others, and up to date on evolving product lines. To support ongoing learning, Exprolink provides dealers with access to a dedicated SharePoint-based Dealer Extranet, which is exclusively for Exprolink dealers. Through the Extranet, dealers can: • Access operator training videos • Download technical documentation, parts lists, and maintenance schedules • Submit warranty claims and service inquiries (ticket system) • Retrieve product-specific literature and demo tools Our Madvac website also features downloadable Product Overview documents that are accessible to dealers and customers. These visually rich resources show machine characteristics, available options, and additional useful information about each model. Designed to be more visual than text-heavy, these documents give viewers a clear, comprehensive understanding of the unit's features, functionality, and design. We empower our dealer network through structured, ongoing training delivered via the Exprolink Dealer Academy and reinforced with real-time support, digital tools, and on-site expertise. This ensures Sourcewell members always receive consistent, competent, and accessible training—without additional cost, delay, or complexity.
42	Describe any technological advances that your proposed Solutions offer.	Since 2019, Exprolink has invested over \$10 million in product development and the electrification of its equipment lineup. These ongoing R&D efforts are focused on improving safety, sustainability, reliability, and overall performance. Every innovation is grounded in real-world feedback from operators and fleet managers, combined with advanced engineering insights. The result is a product range that's purpose-built for the day-to-day challenges faced by Sourcewell members in municipal, institutional, and industrial settings. Below is a summary of key technological advances across our product families: MADVAC LITTER VACUUMS LN50 / LR50 Diesel • New direct exhaust system improves vacuum performance • Interior console updates: USB, 12V port, and phone holder. • Electric throttle improves speed and vacuum control. • Full LED lighting package for better visibility and energy efficiency. • Heavy-duty front suspension and rear gas shocks for increased durability. • Water mist system for enhanced dust control and fire safety. • Additional work lights for safety in low-visibility conditions. • Engine air intake protection for better reliability in dirty environments. • Optional airport strobe kit for increased visibility. • Reduced vacuum hose diameter from 8 to 7 inches for improving vacuum velocity

LN50 / LR50 Electric

- Smart fan control logic automatically boosts suction when hose is clogged.
- Operator-selectable fan speed (Eco to High) allows targeted litter collection.
- Optional third-party fire suppression system for added safety.
- Emergency fan cut-off integrated with stop switch to limit fire risk.
- On-screen pre-charge diagnostics to detect faults at power-up.
- Regen disable-function to allow accurate brake calibration.
- Toggleable hill-holder function for steep terrain.
- New direct exhaust system improves vacuum performance
- Powertrain torque increased by 25% for improved climbing power.
- Modified back cab to reduce water/dust intrusion in the battery compartment and on the charger.

MADVAC SWEEPERS**LS175 Diesel**

- Redesigned rotary scraper reduces clogging, improves safety, and increases overall shredding efficiency.
- Improved pressure washer design with check valve to prevent cavitation.
- Hopper and shredder equipped with new proximity sensors for added operational safety.
- Upgraded hydraulic controls for smoother, more secure hopper operation.
- New drum brakes at the front and disc parking brakes at the rear for greater safety and performance.
- MERV 14-rated cartridge filtration system for superior dust control.
- Relocated rear wheel motors (RWD) for improved traction and hydraulic reliability.
- Vacuum head redesigned to improve collection efficiency by 17% and vacuum velocity by 10%.
- Reduced vacuum hose diameter from 8 to 7 inches for improving vacuum velocity
- HVAC system improved to handle hotter climates more effectively.
- Hydrostatic reprogramming for smoother drive response.

LS125 Electric

- Replaced MERV panel filter with washable aluminum mesh filter to improve vacuum airflow by 200–300 CFM.
- Additional water nozzles added along airflow path for improved dust suppression.
- Upgraded fan motor and added forced-air cooling system for enhanced motor performance under load.
- New drainage system installed in upper compartment to protect battery compartment from water ingress.
- Added strainer to pressure washer system to extend pump lifespan.

EXCELWAY SWEEPERS**B200 Diesel – Major upgrades since AUSA version:**

- Euro-standard engine replaced with Deutz TCD2.2 Turbo Diesel (Tier 4 Final, 75hp), meeting U.S. North American EPA emission standards.
- Complete overhaul of hydraulic system with new pumps, manifolds, and wheel motors (Bosch-Rexroth replaced by Poclain, Danfoss, with SAE standards).
- Electrical system redesigned: improved connectors, harnesses, sensors, and controller logic for better reliability and cost control.
- Full control redesign: 10" touchscreen and CANbus keypad replace 20+ rocker switches; in-house HMI interface includes built-in diagnostics.
- New hydraulic multi-disc braking system integrated into wheel motors: improved braking performance and lower maintenance.
- Upgraded lighting package with full hi/lo beam headlights and roof lights.
- 360-degree Bird's Eye View camera system for real-time top-down monitoring during complex maneuvers.

PROPAC COLLECTOR/COMPACTOR**LC600 Electric**

- Auto-deploy stabilizers improve operator safety and ergonomics.
- Dump-while-moving stabilizer design increase operational efficiency
- Relocated control panel enhances operator safety by preventing exposure to spillage during unloading.
- 360° amber warning lights improve unit visibility and safety.
- Centralized grease manifold simplifies maintenance and extends component life by allowing quick, one-point lubrication.

Exprolink Business Processes and IT:

Aside from machine improvements, we have invested heavily in cross-platform technologies that enhance dealer support, sales coordination, and end-user serviceability.

- **Composer-Based Technical Documentation:** Since 2024, Exprolink's engineering department has fully adopted Composer, a cutting-edge 3D product communication platform that enhances how we document, illustrate, and explain our equipment. Composer allows our team to generate high-quality, interactive visuals and animated step-by-step instructions directly from CAD models. For customers purchasing Madvac, Excelway, or Propac equipment, this translates into clearer operator guides, easier-to-understand service manuals, and more accurate training materials - resulting in faster onboarding, improved maintenance,

		and reduced downtime across their fleet. • Remote Diagnostics Tools: All Exprolink vehicles support technician-initiated remote access. Mechanics or dealers connect a laptop to the machine, allowing Exprolink engineers and FSRs to troubleshoot and resolve issues in real time. • Zoho CRM Quote Tracking: Website quote requests are seamlessly processed with no human intervention—automatically logged, confirmed to the customer, routed to the assigned dealer and Exprolink sales rep, and followed by an auto-generated task to ensure timely dealer follow-up. • Dealer Extranet (SharePoint): Authorized dealers have 24/7 access to warranty forms, parts catalogs, operator videos, quote templates, and marketing assets, ensuring consistent support for Sourcewell members. • Internal Team Collaboration (Microsoft Teams): Exprolink departments use Teams for shared scheduling, file exchange, and real-time coordination—enhancing responsiveness to dealers and customers. Together, machine upgrades and platform improvements show how Exprolink continues to evolve with the needs of public sector users. We're not just refining our equipment: we're improving how it's supported, quoted, delivered, and maintained. Whether it's a litter vacuum or a multi-use sweeper, our focus remains the same: to give Sourcewell members reliable tools that are safer, easier to operate, and ready to perform in the real world.
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Exprolink is proud to lead the compact outdoor cleaning sector in environmental innovation and sustainability. Through the design and deployment of zero-emission vehicles, clean-operating technologies, and internal green initiatives, we help Sourcewell and Canoe members meet their climate, noise, and operational efficiency goals. Our commitment to sustainability is also recognized by our institutional investors, who have formally tagged Exprolink as an energy transition company: one of the key reasons they chose to invest. They believe in our long-term growth potential as cities and institutions shift toward greener, more responsible fleet solutions. 1. Electrified Product Line (Zero Tailpipe Emissions) We offer the largest range of electric vocational compact outdoor cleaning vehicles built in North America: Madvac LN50e and LR50e All-Terrain Electric Litter Vacs • GHG reduction: ~17 tons/year vs. diesel equivalents • Sound profile significantly quieter than diesel model • Battery: Lithium NMC, 9-hour autonomy • Certifying bodies: EPA Tier 4 (legacy), UL-listed Level 2 (J1772) charging • Battery manufacturer: Zero Motorcycles LS125e Compact Electric Sweeper • GHG reduction: ~45 tons/year vs. diesel • Washable filters: Reduces waste, increases lifespan • Lower height: <7 ft clearance—ideal for parking decks • Sound profile significantly quieter than diesel model • Battery: Lithium NMC, 9-hour autonomy • Certifying bodies: EPA Tier 4 (legacy), UL-listed Level 2 (J1772) charging • Battery manufacturer: Zero Motorcycles LC600 Electric Collector/Compactor • Hydraulic-free design: Eliminates oil spills, reduces maintenance • Low power draw: Charges via standard 110V outlet • Ideal for last-mile and narrow-space collection • Runtime: Up to 10 hours on a single charge **Coming in 2026: Excelway B400 Electric 4 cubic meter sweeper and Madvac LP61-G Electric portable litter vacuum 2. Battery Recycling and Ethical Sourcing All Madvac electric vehicles use advanced Li-NMC battery packs provided by Zero Motorcycles: • Full Lifecycle Management: End-of-life batteries are fully recyclable • Environmental Partner: Farasis Energy ensures responsible mining and sustainable supply chains • Disposal Program: Zero Motorcycles handles battery returns, recycling, and provides a reimbursement-based program at no cost to the end user • Certifications: ISO 14001 (Environmental), UN 38.3 (Transport safety), REACH/ROHS (EU environmental compliance) 3. Company-Wide Eco-Conscious Operations Exprolink's internal sustainability program includes: • New Corporate HQ in St-Bruno, QC: Built in 2023 with eco-efficiency principles

	• Green Building Practices: Energy-efficient lighting, ventilation, and waste sorting • Recycling Programs: Active electronics and material recycling initiatives • Carpool and Cycling Infrastructure: Dedicated facilities for low-emission commuting • Reusable Officeware: Elimination of single-use items in all facilities 4. Sustainable Product Design Principles Our design process emphasizes: • Durability-first engineering: Longer vehicle lifespan, fewer raw material inputs • Standardization across models: Simplifies maintenance and reduces inventory waste • Compact vehicle formats: Lower fuel use when trailered; no CDL required for operation 5. Equipment-as-a-Service (EAS) Program In 2024, Exprolink launched its EAS Green Rental Program, enabling users to test and deploy our LN50 and LR50 electric ride-on litter vacs under a flexible short- or long-term lease: • GHG reduction without capital purchase • Full service and maintenance included • Ideal for pilot programs and seasonal needs • Special EAS pricing available exclusively to Sourcewell members as part of this submission This offering supports Sourcewell and Canoe Procurement members seeking a lower-risk pathway to fleet decarbonization while validating operational fit and infrastructure readiness. Certifying Agencies and Programs Referenced: • U.S. EPA – Tier 4 compliance (diesel legacy models) • Zero Motorcycles – Battery REACH, ROHS, UN 38.3 certifications • Farasis Energy – Sustainable sourcing and ISO 14001 practices • Canada/Quebec Environmental Regulations – Compliance on waste, water, and emissions • CSA / UL – Component and electrical safety (charging systems) Sustainability is not a buzzword at Exprolink – it's a pillar of our product strategy, company culture, and operational roadmap. From electrification and battery recycling to eco-conscious facilities and practical rental model, we equip Sourcewell members with the tools to meet today's environmental goals and tomorrow's clean-city standards.
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44	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.	Sustainability is at the root of Exprolink's design philosophy and business operations. Our electrification strategy, material selection, and product lifecycle approach are all grounded in minimizing environmental impact and supporting public sector climate goals. As demand for low-emission, low-noise equipment increases, our product lines are helping Sourcewell and Canoe members reduce their carbon footprint while improving community cleanliness and safety. Exprolink's electric vehicle lineup includes the Madvac LN50 and LR50 all-terrain litter vacuums, and the LS125 compact high-dump sweeper. All three models are electric powered by lithium-ion nickel manganese cobalt (Li NMC) battery packs sourced from Zero Motorcycles, a global leader in EV powertrain systems. Key highlights: • GHG reduction: Based on 1,000 hours of annual use, the LN50 and LR50 reduce CO₂ emissions by approximately 17 tons/year each, while the LS125 reduces emissions by up to 45 tons/year. • Noise pollution: All three models emit dB levels approximately 15% lower than their diesel equivalents, promoting quieter, healthier urban spaces. • Battery life: Zero's Li NMC battery packs deliver up to 9 hours of autonomy and are rated for 1,500 full charge cycles, giving an estimated 8–10+ year life under normal use. This means most Sourcewell members will not require battery replacement during the machine's lifecycle. Zero Motorcycles and its battery cell provider, Farasis Energy, maintain industry-leading environmental practices: • Full recyclability: Zero's Z-Force® power packs are fully recyclable. Components are air-cooled and designed for long-term performance in extreme conditions. • Ethical sourcing: Farasis Energy adheres to strict CSR and SDG-aligned sourcing practices, emphasizing responsible supply chain management and carbon neutrality goals. • Battery end-of-life: When replacement is needed, Zero offers battery disposal reimbursement and will coordinate proper recycling through regional lithium-ion recovery providers, handled as a warranty claim at no cost to the end user. Exprolink designs its vehicles for longevity, efficiency, and easy maintenance: • Durable construction: Heavy-gauge steel frames and Kevlar-reinforced bins minimize replacement needs and extend product life. • Reduced maintenance: Electric drivetrains drastically reduce the number of moving parts, leading to lower wear, fewer emissions, and reduced operating costs. • Smart charging compatibility: Vehicles are compatible with SAE J1772 Level 2 chargers, and can also charge using standard wall outlets, reducing infrastructure costs and improving fleet flexibility. Our electric machines can safely be used indoors, near hospitals, schools, and in dense urban cores where air quality is a priority. Lower decibel operation makes our models ideal for noise-sensitive environments like universities and parks. By partnering with Zero Motorcycles and building on 35+ years of compact equipment expertise, Exprolink delivers electrified solutions that not only meet but exceed the sustainability goals of Sourcewell and Canoe members. We look forward to expanding this commitment through ongoing product innovation and partnerships with key stakeholders focused on climate action and sustainability.
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	Unique Attributes of Exprolink as a Company • North American Market Leadership: Exprolink is the only manufacturer of compact outdoor cleaning vehicles in North America. We have proudly served as a Sourcewell-awarded contract vendor since 2018, with total company sales exceeding \$45 million since that time, including \$11M in 2022 alone. • Strong Financial and Government Support: We are supported by leading institutional partners, including Fonds de Solidarité FTQ and Export Development Canada (EDC). Additionally, Investissement Québec has supported our expansion into the U.S. market through trade events and government matchmaking initiatives. • Broader Product Line: We acquired and North Americanized the Excelway product line from Spanish company AUSA, including the B200—the only high-performance compact sweeper built in North America offering an optional third broom and multi-use attachment platform. • Strategic Relocation & Growth: In 2023, we relocated to a larger, purpose-built facility in Saint-Bruno, QC to support our growth in production, engineering, and international sales. • Extensive Dealer Network: Our North American dealer network is the largest in the compact outdoor cleaning sector, covering all U.S. states and Canadian provinces. Our U.S. dealers are supported by a National Sales Manager, sales team, three dedicated FSRs and our Raleigh, NC operations center for parts, assembly, logistics, and dealer training. In Canada, our National Sales Manager and dedicated FSR work closely with our VP Sales & Marketing to support our coast-to-coast dealer base. Our head office in St-Bruno QC is the hub for all Canadian market needs.

- **Service-Forward Models:** Exprolink products are engineered for easy maintenance by local mechanics. We empower dealers and clients through training, technical documentation, and responsive support.
 - **Collaborative Marketing and Lead Management:** Our marketing team is comprised of talented experts in the outdoor cleaning industry who continuously deploy strategic marketing and visibility initiatives aimed at promoting our company, products, and network of dealers. Our Zoho CRM system automates dealer alerts and follow-up tasks when quote requests are submitted through our websites. Our sales and marketing team work closely with dealers on localized campaigns, demos, and tradeshow to drive qualified leads and project conversions.
 - **Canadian Representation in U.S. Cooperative Procurement:** As possibly the only Canadian OEM participating in this RFP, awarding Exprolink strengthens Sourcewell and Canoe Procurement visibility across Canada, especially with MASH-sector entities. (Municipal, Academic, Social, Health).
 - **Equipment as a Service (EAS) program.** Exprolink offers Sourcewell and Canoe members a flexible, low-risk pathway to electrification. Through short- and medium-term rental options, eligible agencies can deploy our fully electric LN50 and LR50 ride-on litter vacs without the upfront capital investment. Our EAS program allows public entities to evaluate real-world performance, fit, and infrastructure needs before committing to a purchase - supporting smarter fleet planning, faster adoption of zero-emission technologies, and alignment with sustainability goals.
- Unique Attributes of Exprolink Products**
- **Purpose-Built for Modern Urban Challenges:** Cities today face massive challenges related to litter in tight, high-traffic, and hard-to-reach areas. Conventional, big street sweepers are unable to handle sidewalks, parking lots, alleys, bike lanes, or fence lines. Exprolink machines are specifically designed for these locations, and much more.
 - **Superior to Manual Litter Collection & Conventional Cleaning Methods:** Our compact machines outperform manual pickers, blowers, pressure washers, and walk-behind vacuums in speed, performance, safety, and sustainability. Each model can collect litter that is dry, damp, or wet.
 - **Electric and Diesel Options Across the Lineup:** Many models are offered in both diesel and electric formats. Our electric units provide up to 9 hours of runtime, zero tailpipe emissions, and quiet operation—ideal for educational institutions, hospitals, and downtown areas.
 - **Advanced Dust Suppression Systems:** All models are equipped with MERV-rated filters or integrated misting systems to protect air quality.
 - **Operator-Focused Design:** Features include full climate-controlled cabins, intuitive controls, street-legal lighting, and no CDL requirement. Optional features on some models such as retractable wander hose and pressure washer gun improve productivity.
- Product-Specific Differentiators**
- Madvac LS175 & LS125 Sweepers**
- Only 48-inch wide, closed-cabin sweepers built in North America
 - LS175: most affordable diesel sweeper in its class
 - LS125: fully electric, 9h autonomy, dual charge (J1772 Level 2 or 110V)
 - LS125 electric video: <https://www.youtube.com/watch?v=XQjL9pmlkt4>
- Madvac LN50 & LR50 (Diesel & Electric)**
- Only direct replacements for the discontinued Tennant ATLV 4300
 - Medical waste bin option for syringes and biohazards
 - Electric versions offer 9h autonomy, silent operation, and fast recharge
 - LN50 electric video: <https://www.youtube.com/watch?v=yAp8I-Hr5Yw>
- Madvac LP61-G Litter Vacuum (Gas)**
- Only North American-built portable, 2200 CFM vacuum with suction hose up to 50 feet long for hard-to-reach areas
 - Available skid-mount or trailer-mount with 50 gal. litter capacity
 - Can be paired with the Propac LC600 Collector/Compactor for expanded field capacity
 - LP61-G video: <https://www.youtube.com/watch?v=c5mft7ITkSQ>
 - Production launch of Electric LP61-G in 2026!
- Propac LC600 Collector/Compactor (Electric)**
- All-electric, zero-hydraulics, tip-and-compact trailer or truck-bed module
 - No CDL required | wall socket charging | low maintenance
 - Ideal for skips, parks, alleys, and last-mile collection zones
- Excelway B200 Sweeper (Diesel)**
- Only North American built 4-season compact sweeper with optional 3rd broom and multi-use attachments
 - 4-wheel drive with 2-wheel / 4-wheel steer modes
 - Integrated 10" touchscreen and CANbus keypad control system with operator-friendly menus, built-in troubleshooting features and vehicle-related settings.
 - Bird's eye monitoring system gives a top-down view of the machine in real time to help

	during sweeping operations or complex maneuvers. • B200 video: https://www.youtube.com/watch?v=JHiMG2ZWU8s Excelway BD202 Sweeper (Diesel) • Built for industrial-grade debris like wet sand, glass, and gravel. • 4x4 traction with 42% gradeability. • 1.17 cu yd steel hopper with 59 in. tipping height and side unload system. • 103 in. maximum sweep width with 3-broom system and 92.5 gal. water tank for dust control + 2175 psi pressure washing. • BD202 video: https://www.youtube.com/watch?v=d7Qez-FBH2w *Coming in 2026 - Excelway B400 Sweeper (Electric) + Madvac LP61-G portable vacuum (Electric) Complementary Innovations • Remote Diagnostics: All vehicles allow technician access for diagnostics via secure laptop interface. Exprolink engineers and FSRs can troubleshoot systems in real time. • Zoho CRM Automation: Online quote requests are auto logged, acknowledged, and routed to the correct dealer and internal team, with built-in task generation for follow-up. • Dealer Extranet: Dealers access technical manuals and warranty tools, price and quote templates, parts catalogs, training videos, and marketing assets, via our SharePoint portal. • Internal Collaboration via Microsoft Teams: Sales, engineering, and support staff use shared calendars, chat, and cloud workspaces for centralized scheduling, knowledge sharing, project management, and fast issue resolution. Exprolink delivers more than high-performance cleaning machines: we provide a fully integrated ecosystem of technical support, nationwide dealer coverage, and a deep commitment to innovation, sustainability, and customer success. This makes us a reliable and trustworthy partner for Sourcwell and Canoe members across North America. We have an excellent understanding of the challenges cities and parks face today relative to litter and know our equipment is perfectly suited to meet their needs.
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46	Describe in detail warranties offered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.	Exprolink offers a comprehensive and transparent warranty program designed to protect Sourcewell members and ensure reliable, long-term use of our equipment. All vehicles manufactured by Exprolink are covered under a 12-month / 1,000-hour limited warranty, whichever comes first. This warranty applies to all factory-assembled vehicles under normal operating conditions and proper use. At the time of order, Sourcewell members have the option to purchase a: • 1-year extended warranty (total coverage: 2 years) • 2-year extended warranty (total coverage: 3 years) These extensions mirror the terms of the standard warranty but increase the coverage period and eligible hours. Pricing for extended warranty options is included on all submitted product price sheets for transparency. All warranty claims—whether standard or extended—cover: • Parts and labor for manufacturer defects • Replacement parts installed under warranty are covered for the remainder of the original warranty period • Labor reimbursement at 85% of the prevailing door rate For the first 6 months of the warranty, travel coverage of up to 3 hours round-trip is included. For extended warranties, travel coverage increases to: • 12 months for a 1-year extension • 18 months for a 2-year extension There are no geographic limitations within the U.S. or Canada. Warranty work can be carried out by: • Certified dealer technicians trained by Exprolink • Exprolink Field Service Representatives (FSRs) • Authorized third-party service providers approved by Exprolink Exprolink facilitates warranty registration and repair support with these manufacturers on behalf of Sourcewell members. Replacement parts sold outside of vehicle purchase are warranted for 12 months from the shipment date. Our warranty claims process is structured, efficient, and tracked within our Zoho CRM system: • Claims are submitted by dealers using our Extranet portal on SharePoint along with required documentation and photos. (ticketing system) • Exprolink identifies and ships the correct replacement parts within 48 hours. • Defective parts are returned with an RGA form; freight is covered by Exprolink. • Credit is issued for parts, labor (if applicable), and travel (if applicable). Return & Exchange Policy If Exprolink is unable to resolve a significant product defect within a reasonable period, we will replace the unit or component at no cost to the Sourcewell member. This guarantee ensures confidence in our products and commitment to long-term customer satisfaction.
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47	Describe any limitations, restrictions, or other factors that adversely affect warranty coverage, including any coverage for items made by other manufacturers such as chassis.	Exprolink's warranty is designed to be fair, transparent, and supportive of the long-term performance of our equipment under normal use. While our coverage is comprehensive, it does include a few standard exclusions and conditions, which are clearly outlined in our official warranty documents included with our submission and shared with all customers at the time of sale. Warranty coverage may be voided or reduced in the following circumstances: • Improper use or abuse of the equipment, including applications outside the intended purpose of the model • Failure to perform routine maintenance in accordance with the prescribed schedule outlined in the operator's manual • Use of unauthorized parts or modifications that alter the original design or performance of the unit • Environmental misuse, such as operating in extreme conditions not suited to the machine (e.g., corrosive industrial environments for a municipal unit) Our warranty documents clearly define "normal operating conditions," and any deviation may result in a partial or complete denial of warranty coverage. Our dealers emphasize these conditions during training, onboarding, and in operator materials to ensure customers are informed and well supported. Exprolink machines often include components manufactured by other OEMs, most notably powertrains. These components are not covered under Exprolink's standard warranty but are instead protected by the original manufacturer's warranty included with our submission. Exprolink facilitates warranty registration and repair support with these manufacturers on behalf of Sourcewell members. We maintain all current OEM warranty documentation in our SharePoint-based Dealer Extranet and provide it to Sourcewell members upon request. Our parts & service staff are also available to answer any questions related to these third-party warranty programs. There are no territorial limitations to our warranty coverage across the U.S. or Canada. Warranty repairs can be completed by: • Certified Exprolink dealers • Exprolink Field Service Representatives (FSRs) • Authorized third-party service providers pre-approved by our team All warranty claims, whether for Exprolink-made or OEM-supplied components, are centrally logged and tracked using our Zoho CRM system, ensuring prompt response and complete documentation. While Exprolink imposes no artificial or geographic limitations on warranty coverage, warranty service depends on proper usage, adherence to maintenance guidelines, and the use of genuine parts. We are committed to supporting Sourcewell members with responsive service and clear, easy-to-understand warranty terms for every machine we deliver. With dealer-led training, ongoing support, and detailed manuals, Sourcewell members can operate and maintain their Exprolink equipment with confidence.
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
48	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.		☐ Yes ☒ No	Exprolink is not accredited as a Women or Minority Business Enterprise (WMBE) or Small Business Entity (SBE). However, our company is fully committed to equitable and inclusive employment practices and proudly complies with Canada's Pay Equity Act. Exprolink's workforce reflects the diversity of the communities we serve—comprising a multi-ethnic, gender-inclusive team where all employees are treated with fairness, dignity, and respect. We believe that fostering a culture of equity and inclusion is essential to building a strong and innovative organization.	*
49		Minority Business Enterprise (MBE)	☐ Yes ☒ No	N/A	*
50		Women Business Enterprise (WBE)	☐ Yes ☒ No	N/A	*
51		Disabled-Owned Business Enterprise (DOBE)	☐ Yes ☒ No	N/A	*
52		Veteran-Owned Business Enterprise (VBE)	☐ Yes ☒ No	N/A	*
53		Service-Disabled Veteran-Owned Business (SDVOB)	☐ Yes ☒ No	N/A	*
54		Small Business Enterprise (SBE)	☐ Yes ☒ No	N/A	*
55		Small Disadvantaged Business (SDB)	☐ Yes ☒ No	N/A	*
56		Women-Owned Small Business (WOSB)	☐ Yes ☒ 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 *	
57	Describe your payment terms and accepted payment methods.	Exprolink Inc. and Exprolink Corp. standard payment terms are Net 30 days from the date of shipment from our manufacturing facility. These terms apply uniformly to all authorized dealers and to direct-sale customers. While we do not require a deposit at the time of order - payment in full is due within the specified 30-day period after shipment. All payments must be made via wire transfer to ensure traceability, processing security, and compatibility with our ERP and financial tracking systems. We understand that some Sourcewell members may operate under different internal purchasing protocols. As such, we are open to working with our dealers and participating agencies to evaluate reasonable payment accommodations on a case-by-case basis, subject to internal approval.	*

58	Describe any leasing or financing options available for use by educational or governmental entities.	Exprolink offers a practical, low-risk path to fleet electrification for educational and government agencies: Through our Equipment as a Service (EAS) rental program, Sourcewell members can deploy fully electric LN50 and LR50 ride-on litter vacuums on a short- or medium-term basis, without requiring upfront capital investment. This allows agencies to test real-world performance, evaluate fit, and assess infrastructure needs before committing to purchase, supporting smarter planning and faster adoption of zero-emission solutions. Pricing details included with our submission. Financing: Exprolink does not offer direct, in-house financing for equipment purchases. Sales are processed through our network of authorized dealers, who in turn offer their own financing or leasing options. Many of our dealers already work with trusted financial institutions to provide flexible municipal leases, deferred payment plans, and tax-exempt options. To support this, Exprolink has partnered with Ascentium Capital, a U.S.-based financing company experienced in public sector lending https://ascentiumcapital.com/. While financing is arranged directly between the Sourcewell member and Ascentium (or another lender), we actively promote Ascentium to our dealer network as a proven, government-friendly option. Their service offers: • Sample monthly payments on various equipment types • Fast application turnaround (typically 24–48 hours) • \$1 Buyout and FMV leasing options • Terms aligned with public procurement cycles Although leasing and financing is available, it is rarely required. Since our first Sourcewell award in 2018, more than 99% of all equipment purchases were made directly, without financing. This is due to our pricing structure which typically falls within municipal budget thresholds. That said, for agencies seeking flexibility or alternative payment strategies, our dealers are well equipped to assist.
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59	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.	Pre-Purchase Phase: Before a Sourcewell member issues a purchase order, the dealer provides: • Official Sourcewell Quote, clearly indicating: - o Sourcewell member number - o Exprolink awarded contract vendor number - o Contract-compliant pricing - o Cost for PDI, freight, and training • Exprolink Warranty Statement (model-specific) • OEM Engine Warranty Documentation If requested, our dealers may also provide: • Product specification sheets • Operator training materials • Financing options through Ascentium Capital or other partners Post-PO / Order Confirmation Phase Once the Sourcewell member issues a PO to the authorized Exprolink dealer: • Order Acknowledgment is sent to the dealer by Exprolink and shared with the Sourcewell member • Wire Transfer Instructions are forwarded to the dealer who in turn provides his payment instructions to Sourcewell member Shipment Phase When the unit(s) ship from our facility: • Final Invoice is issued by Exprolink inc. (Canada sale) or Exprolink Corp. (U.S. sale) to the dealer, who forwards his invoice to the Sourcewell or Canoe member • Invoice includes: - o Sourcewell vendor contract number - o Sourcewell member number - o Model, serial number, and delivery details Post-Delivery Documentation Upon equipment delivery, the following are provided: • Warranty Registration Form sent directly by Exprolink (Inc. or Corp.) to the Sourcewell member for completion and return • Certificate of Origin (COO) issued by Exprolink and sent to the Sourcewell member • Product Operator & Maintenance documentation (included with the unit or delivered digitally) Parts, Warranty, and Service Documentation If needed, dealers manage the following on behalf of the Sourcewell member: • Warranty Claim Form (submitted to Exprolink via SharePoint Dealer Extranet) • RGA (Return Goods Authorization) Form for defective or incorrect parts • Parts Quote, Order Acknowledgment, and Invoice for replacement parts or consumables -all available in templated formats to support audit-ready documentation Optional Service Contract If a Sourcewell member requests a formal service contract for a purchased machine: • The dealer prepares the service agreement based on the expected use, maintenance needs, and scope of coverage • Exprolink FSRs may be included in support roles to ensure proper service protocols Document Delivery and Storage All documents are securely stored in our centralized Zoho CRM system for internal tracking. Dealers also access current templates, warranty policies, and transactional documents via the Exprolink SharePoint Dealer Extranet. Sourcewell members may request digital or physical copies of any transaction-related document at any stage.
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60	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Exprolink Inc. and Exprolink Corp. do not currently offer direct P-card procurement at the manufacturer level. However, our business model is centered on authorized independent dealers, and some of our U.S. and Canadian dealers may accept P-card payments from Sourcewell members and other public-sector customers. This decentralized approach allows for greater flexibility at the local level. Depending on the purchasing agency's preferences and the dealer's established payment infrastructure, P-card procurement may be a viable option. Dealers accepting P-card typically do not pass along service fees, but this is subject to each dealer's internal policies. We encourage Sourcewell members who wish to use a P-card to communicate that preference during the quotation process. Our dealers will confirm availability and, if necessary, offer alternative payment methods such as wire transfer or check.	*
61	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Exprolink provides detailed and transparent pricing for all Madvac, Excelway, and Propac models. Each individual price sheet includes both the List Price and the Master Agreement Pricing (MAP). MAP is available exclusively to Sourcewell and Canoe Procurement Group members. New Machine Purchases: Each product-specific price sheet includes both List Price, and MAP for: • Base model • Available options (standard non-standard) • Recommended spare parts • Extended warranty options, 1- and 2-year coverage extensions • Volume discount terms are indicated for multi-unit purchases and apply to equipment purchases only. Spare parts, and extended warranties are excluded from volume-based discounts Two versions of each price sheet are maintained: • One in USD for Sourcewell members in the United States • One in CAD for Canadian Sourcewell/Canoe members Contract Consistency and Pricing Integrity: • The same Exprolink MAP pricing applies regardless of whether Sourcewell member orders directly with Exprolink or, (as usually occurs) through one of our authorized dealers. • All MAPs are contract-compliant and inclusive of essential services such as order preparation, coordinated delivery, operator and maintenance documentation. • Exprolink price sheets are available to all dealers and Sourcewell members upon request. Spare Parts Program: Sourcewell members benefit from a one-time discounted purchase opportunity for spare parts, provided these items are included on the same purchase order as the original equipment. After initial purchase, all subsequent parts are billed at standard pricing. Spare parts listed on each price sheet represent the most common items needed for each model. Additional parts are available through our North American dealer network. EAS Green Rental Program Pricing: As previously mentioned, Exprolink offers special contract pricing for its EAS Green Rental Program. This program enables Sourcewell and Canoe members to rent fully electric units LN50 and LR50 on a short- or medium-term basis, providing a risk-free entry point to fleet electrification. Pricing and details for EAS is included in our both our U.S. and Canada price sheets.	*

62	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.	Exprolink provides a competitive pricing structure for all Sourcewell and Canoe Procurement Group members. Our pricing proposal includes the following standardized discounts: Equipment Discount: All Madvac, Excelway, and Propac models are offered at a 15% discount off MSRP (List Price) for Sourcewell members. This discount is clearly indicated in our price sheets, where both the List Price and Master Agreement Pricing (MAP) appear side by side for full transparency. • This 15% discount applies to all equipment purchases regardless of whether the unit is acquired directly from Exprolink or through an authorized dealer. • The discount exceeds the typical commercial pricing available to non-Sourcewell customers and reflects our most favorable publicly available pricing tier. Spare Parts Discount: • Sourcewell members receive a 15% discount on the spare parts items listed in our price sheets—provided these items are included on the same purchase order as the equipment. • This is a one-time-only discount: subsequent spare parts orders will revert to standard MSRP. This approach ensures upfront value and encourages preventive maintenance planning at the time of vehicle acquisition. Equipment as a Service Rental Program Discount: • Exprolink EAS Rental Program also reflects a 15% discount off MSRP (Rental List Price) and is available for our electric models LN50 and LR50. • The same pricing advantage is offered whether the unit is rented directly from Exprolink or through an authorized dealer. Our consistent 15% discount structure across equipment purchases, spare parts (on initial order), and electric rentals under EAS ensures exceptional value and contract-aligned pricing for all Sourcewell and Canoe members.
63	Describe any quantity or volume discounts or rebate programs that you offer.	Exprolink offers a straightforward volume discount to help Sourcewell and Canoe members maximize budget efficiency when purchasing multiple units. Sourcewell members who submit a single purchase order document for four (4) or more vehicles—whether the same model or a mix of Madvac, Excelway, and Propac units—qualify for an additional 3% discount on top of the standard 15% MAP. This volume discount applies to both base vehicles and any factory-installed options. Volume discounts do not apply to extended warranty packages or spare parts. This discount structure is designed to support public entities undertaking fleet renewal or expansion across multiple departments, campuses, or facilities. It is especially relevant for: • Large municipalities consolidating multiple site needs • School boards outfitting multiple campuses • Transit, healthcare, or airport authorities needing multiple cleaning platforms Our volume pricing program is simple and allows Sourcewell members to anticipate savings without requiring a custom negotiation process. This ensures fairness and predictability in procurement.

64	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.	Our Madvac, Excelway, and Propac product lines do not have items or components that fall under the category “sourced” products or related services - however, we recognize that some Sourcewell members may occasionally require non-standard accessories, modifications, or related services that fall outside the scope of our current Sourcewell contract. In such cases, our approach will be: • Case-by-Case Quotation: Any non-standard or sourced item will be reviewed and quoted individually. • Pricing Structure: These items will be priced on a cost-plus basis, not to exceed Cost + 20% unless otherwise approved by Sourcewell or the member agency. • Documentation: All quotes for non-contracted items will be clearly marked as such and will include: -Item description -Unit cost -Markup percentage -Estimated delivery timeframe -Explanation of why the item is considered non-contracted Approval Required: Dealers will obtain written approval from the Sourcewell member before proceeding with any non-contracted item purchase. Examples of non-contracted or sourced items include: • Charging stations • Custom-fabricated accessories • Third party-installed GPS or telematics solutions • Additional training beyond standard onboarding • Extended storage or pre-delivery customization All requests for open-market items are validated internally for Sourcewell compliance. Any items that could be construed as non-compliant are flagged, documented, and escalated to ensure the Sourcewell member is fully informed and protected under cooperative purchasing rules.
65	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.	For all Exprolink models (Madvac, Excelway, and Propac), the following services are not included in the submitted Master Agreement Pricing: • Pre-delivery inspection (PDI) • Freight • Product/operator training These services will be quoted to Sourcewell members in advance of any purchase. In most cases, they are provided and invoiced by our authorized dealers. For direct sales from Exprolink Inc. or Exprolink Corp., the same services are quoted and billed by us. All charges are clearly communicated up front and adjusted based on the member's location and service needs. The same applies to participants in our Equipment as a Service (EAS) rental program, including return freight, which is not included. Our machines are compact, intuitive, and less complex than larger equipment. Because of this, complete operator and basic maintenance training typically takes less than a full day to complete. On all submitted MAP, applicable taxes (if any) are not included.

66	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Canadian Deliveries: All equipment is shipped from our manufacturing facility in Saint-Bruno, QC either to the assigned Exprolink authorized dealer or, in some instances directly to the Sourcewell participating entity. Freight is coordinated by our in-house Logistics Manager, who negotiates preferred rates with several trusted national carriers. Importantly, freight is treated as a pass-through cost: Exprolink does not mark up or profit from shipping fees. Key elements of our Canadian delivery program include: • Standard ground freight using reliable national carriers • Pre-arranged delivery windows coordinated between the dealer and Sourcewell member to ensure site readiness • Secure packaging, including crating when required • Initial factory Pre-Delivery Inspection (PDI) to confirm operational readiness • Final PDI performed at dealer or end-user location (*charged to Canoe/Sourcewell member) U.S. Deliveries: The process is nearly identical to Canadian deliveries, with the additional option of shipping certain units from our U.S. operations center in Raleigh, NC (Exprolink Corp.). This facility helps reduce transit time and cost for many U.S.-based deliveries. In all cases, Exprolink and its dealer network ensure that every machine arrives in excellent condition and fully prepared for service.
67	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Shipping is prepaid and charged, including insurance, from Exprolink's manufacturing facility to the designated address - either the Exprolink authorized dealer or the Sourcewell member. Before accepting a purchase order for delivery to Alaska or Hawaii: • Exprolink's logistics team or our authorized dealer will solicit quotes from a minimum of two reliable carriers with proven experience shipping to these destinations. • Freight quotes will be all-inclusive, covering customs brokerage, insurance, handling, and all other delivery-related charges. • These quotes will be forwarded to the Sourcewell member. • The Sourcewell member will confirm their preferred carrier from among the provided quotes. Due to fluctuating market conditions affecting long-distance shipping: Freight quotes remain valid for 30 calendar days from issuance. If a purchase order is not received within this period, Exprolink or our authorized dealer reserves the right to obtain updated quotes from the selected carrier. The Sourcewell member will be notified of any revised shipping cost prior to order finalization.

68	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Exprolink has over 15 years of experience managing international shipments and has successfully delivered vehicles to customers on every continent. • All deliveries are factory-coordinated and managed by our in-house logistics team. • We handle all freight arrangements from Exprolink's production facility to destination -whether a U.S. or Canadian Sourcewell member, or one of our dealers. • Our reputation for on-time, trouble-free deliveries is a recurring theme in customer and dealer feedback, and we take pride in providing a stress-free experience for public agencies receiving our equipment. Most authorized Exprolink dealers maintain a local inventory of consumables and spare parts to reduce downtime and support quick service interventions. For parts not stocked locally, orders are immediately routed to one of our two dedicated distribution hubs: • Raleigh, North Carolina for U.S. dealers and Sourcewell members • St-Bruno, Quebec for Canadian dealers and Canoe Procurement members Parts orders are typically processed and shipped within 48 hours, using FedEx Ground or FedEx Air depending on urgency and customer need. If a part is received damaged, our Parts Department will initiate a rapid assessment, including a request for photos and details of the issue. Once validated: • A replacement part is shipped immediately • An RGA (Return Goods Authorization) number is issued to return the damaged part If an incorrect item is ordered: • An RGA number is issued to authorize the return • A 15% restocking fee applies, charged to the dealer or, in the case of a direct sale, the Sourcewell member • The part must be returned in unused, resalable condition We coordinate deliveries with our dealers based on each Sourcewell member's operational timeline, ensuring alignment with site readiness, staffing availability, or seasonal usage needs. In some cases, we can pre-position inventory with select dealers to support large deployments or synchronized delivery to multiple locations. Our internal logistics team remains in close contact with both the dealer and the Sourcewell member throughout the delivery process to provide real-time updates and proactive communication.
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69	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.	Exprolink is committed to maintaining full compliance with our Sourcewell awarded agreement, including correct pricing, documentation, and remittance practices. To that end, we have implemented a structured internal compliance process that includes both financial oversight and operational verification. 1. Dedicated Sourcewell Tracking within Our Financial System: • All Sourcewell-related transactions are recorded under a dedicated General Ledger (GL) account to ensure accurate tracking and reporting. • This GL account is used exclusively to isolate Sourcewell sales activity, simplifying remittance processing, audit reviews, and internal compliance checks. • Our Director of Finance performs a month-end review to confirm that all Sourcewell transactions are properly coded and fully captured. • At the close of each quarter, the Sourcewell GL account is reconciled with our sales data to generate the required remittance report and initiate timely payment to Sourcewell. 2. Monthly Remittance Reporting and Accrual Management: • A monthly Sourcewell fee accrual report is prepared using data from the Sourcewell GL account. • The administrative fee is calculated based on the agreed percentage in the Master Agreement and logged as an accrued payable. • The report is reviewed and signed off by our Director of Finance to ensure accuracy and compliance with contract terms. 3. CRM-Linked Compliance Checks: All Sourcewell quote requests are pinned within our Zoho CRM using a dedicated tag for Sourcewell members. This allows our sales and customer support teams to: • Verify that appropriate Master Agreement Pricing (MAP) is applied • Monitor funnel activity specific to Sourcewell opportunities • Track any deviations for internal review Zoho-generated reports are cross-referenced with financial entries to ensure pricing and eligibility compliance from quote through to invoicing. 4. Sales Team Oversight and Training: All Sourcewell pricing tools (including MAP documents and quote templates) are preloaded and standardized for use by dealers and internal staff. Our sales leadership team conducts periodic reviews of dealer-submitted quotes to confirm contract compliance. 5. Dealer Accountability and Internal Controls Dealers are required to use standardized quote templates that reflect correct MAP pricing and Sourcewell contract details. Dealers must submit a copy of every Sourcewell PO to Exprolink to allow for centralized tracking and order processing. Discrepancies in pricing or missing documentation are escalated to our VP Sales and Marketing or Director of Finance for immediate correction. 6. Willingness to Address Discrepancies: If a pricing or procedural inconsistency is identified internally, by a dealer, or by a Sourcewell member - Exprolink will investigate, correct, and document the issue promptly. We are committed to full pricing integrity and will retroactively apply correct pricing if an error is discovered.
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70	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.	Exprolink uses a structured set of internal metrics to measure the success of its Sourcewell contract, all of which are updated and reviewed monthly by senior management. These metrics enable us to track adoption, performance trends, and growth opportunities across North America. Our dashboard includes detailed year-over-year data from 2018 to present, and is segmented by key dimensions such as: Sales Volume and Revenue - Annual and YTD sales in both units and dollar value - Cumulative revenue progression under Sourcewell contract by year Market Segmentation - Sales by model (e.g., LN50, LR50, LS125, B200) - Sales by customer type (municipal, educational, health, transit, government-other) - Territory-based analysis (Eastern, Central, Western U.S., and Canada) Our Zoho CRM platform supports additional performance tracking and reporting, including: - Lead source and conversion analysis to evaluate campaign and channel effectiveness - Dealer engagement and opportunity pipeline tracking across all regions - Customer satisfaction and field feedback, captured during post-sale and training touchpoints All data points are synchronized with our accounting system to ensure consistency, contract compliance, and accurate Sourcewell fee calculation. We use this information not only to measure and report performance, but also to proactively identify where further training, marketing resources, or dealer engagement may be needed to maximize contract success.	*
71	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Exprolink proposes a 2% administrative fee to Sourcewell for all awarded contracts. This fee is calculated based on the total sales amount, which includes the cost of: - Machine base model - Selected factory-installed options - Extended warranty (if applicable) - Spare parts included in the initial order Proposed 2% administrative fee also applies to rentals under our Equipment as a Service (EAS) Program.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
72	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	better than what the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.

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

Line Item	Question	Response *
73	Provide a detailed description of all the solutions offered, including used solutions if applicable, offered in the proposal.	Exprolink offers Sourcewell members a complete lineup of compact outdoor cleaning equipment designed to tackle today's toughest operational, environmental, and budgetary demands. All machines are built, supported, and continuously improved in North America under our three trusted brands: Madvac, Excelway, and Propac. The product line includes diesel and electric compact sweepers, ride-on litter vacuums, portable trailer/skid-mount vacuums, multi-use sweeping platforms, and all-electric collector-compactor modules - each developed in direct response to real-world needs voiced by municipal, institutional, and industrial users. We know the market potential for our equipment because over the years Exprolink has invested in extensive market research to understand the size, structure, and needs of the urban cleaning industry. This includes a formal study conducted with iA7

Consultants <https://ia7.ca/home-en> and a separate in-house research effort in 2024 with over 50 parks and public works directors across North America. Both studies uncovered major pain points: growing volumes of litter, staffing shortages, inefficient manual cleanup methods, and increasing pressure to keep public spaces clean, safe, and environmentally responsible. These findings confirm that compact, versatile equipment, like the ones we offer, are exactly what cities, parks, and many other public entities are looking for.

Since 2020, Exprolink has shipped more than 750 units, generating \$45 million+ in sales—a clear demonstration of market relevance and performance reliability. All solutions proposed in this submission are new equipment only, delivered with full factory warranty and after-sales support. We do not offer used units as part of this RFP.

The Exprolink lineup is comprised of the following models, each with available options and most frequently ordered consumables and spare parts:

- Madvac LN50 litter vacuum vehicle – diesel Tier 4 Kubota engine
- Madvac LN50 litter vacuum vehicle - electric lithium-ion battery pack
- Madvac LR50 litter vacuum vehicle – diesel Tier 4 Kubota engine
- Madvac LR50 litter vacuum vehicle - electric lithium-ion battery pack
- Madvac LS175 vacuum sweeper – diesel Tier 4 Hatz engine
- Madvac LS125 vacuum sweeper - electric lithium-ion battery pack
- Madvac LP61-G portable litter vacuum with Vanguard gas engine, skid-mount
- Madvac LP61-G portable litter vacuum with Vanguard gas engine, trailer mount
- Excelway B200 vacuum sweeper – diesel Tier 4 Deutz engine
- Excelway BD202 mechanical sweeper – diesel Tier 4 Kubota engine
- Propac LC600 litter collector/compactor – electric lithium-ion battery pack

For all models, volume discounts and extended warranty options is offered.

In addition, all Electric models LN50 and LR50 can be rented as part of our Equipment as a Service (EAS) program which allows Sourcewell members to operate any of these machines for either short, or medium-term usage.

We've grouped our lineup into five distinct product categories to help Sourcewell members explore the solutions that best match their needs:

1. Madvac Ride-On Litter Vacuums (Diesel and Electric)

The Madvac LN50 and LR50 are the only ride-on litter vacuum alternatives to the discontinued Tennant ATLV 4300. Available in both Tier 4 diesel and fully electric configurations, these compact, all-terrain vehicles are built specifically for effective litter removal in high-traffic spaces such as sidewalks, parks, alleys, bike lanes, parking lots, transit shelters, and other tight zones where conventional equipment cannot operate.

Each unit features a high-performance vacuum system with litter capacity 75 gal. (284L), and optional 48-inch-wide vacuum head and 15-foot retractable wander hose—enabling operators to clean around benches, bins, shelters, and infrastructure with precision. Compared to manual methods, LN50 and LR50 can collect litter up to five times faster, significantly improving workforce efficiency while promoting cleaner, safer public environments.

These units are superior alternatives to:

- Manual picking: slow, unsafe, and labor-intensive
- Blower-based cleaning: noisy, dusty, and inefficient
- Water-based methods: wasteful, polluting, and slow
- Walk-behind vacuums: limited capacity, slow coverage
- Rotary-brush machines: dusty and ineffective on irregular terrain

Both LN50 and LR50 models are CDL-exempt, making deployment easier across departments. Their all-terrain performance, compact footprint, and ease of use make them ideal for municipalities, parks, universities, hospitals, airports, and more.

Electric versions provide:

- Up to 9 hours of continuous runtime
- Zero emissions and near-silent operation
- Flexible charging: Level 2 J1772 or 110V wall outlet

Additional features include integrated dust control, ergonomic seating, joystick-based operation, street-legal lighting, and a multitude of operate safety features. These ride-on vacuums offer unmatched performance, comfort, and environmental compliance for Sourcewell members looking to modernize their litter management strategy.

Notable LN50/LR50 clients include long-standing customers City of Toronto and City of Montreal who each have a fleet of 60+ units.

- LN50 electric video: <https://www.youtube.com/watch?v=yAp8l-Hr5Yw>
- City of Toronto LN50/LR50 video: <https://www.youtube.com/watch?v=kxJSCkS9NM0>

2. Madvac Compact Sweepers (Diesel and Electric)

Exprolink is the only North American manufacturer of 48-inch-wide, closed-cabin, tip-to-dump mini sweepers. Both the LS125 electric and LS175 diesel models were designed in close collaboration with municipalities to specifically address cleaning challenges in narrow, high-traffic, and sensitive environments. Their compact size, sweeping performance, and climate-controlled operator cabins make them ideal for sidewalks, protected lanes, alleys, parking lots, boardwalks, public markets, and pathways - locations bigger street sweepers are not suited to handle. Both the LS125 and LS175 do not require a CDL to operate which increases operational flexibility and allows more staff to be trained quickly.

The LS125 (Electric) offers:

- Hopper capacity 1.25 cu. yd.
- Up to 9 hours of autonomy using a high-capacity NMC lithium-ion battery pack
- Zero tailpipe emissions and low-decibel operation—perfect for school zones, hospitals, and indoor parking
- Dual charging capability via Level 2 J1772 or standard 110V wall outlet
- High-performance suction, advanced rotary filtration, and washable aluminum mesh filter
- Optional 15-ft stowed wander hose and pressure washer gun for additional cleaning and maintenance capability
- Fully enclosed cabin with electric HVAC, heated mirrors, and intuitive dual-display operator interface

The LS125 is the only electric mini sweeper of its kind built to North American standards and has become a preferred solution for Sourcewell members looking to meet sustainability goals while reducing operational noise and maintenance complexity.

- LS125 electric video: <https://www.youtube.com/watch?v=XQjL9pmlkt4>

The LS175 is our Tier 4 diesel equivalent offering similar sweeping performance and comfort and will appeal to Sourcewell members who have a more limited budget or who currently do not have EV infrastructure for their fleet.

The LS175 (Diesel) offers:

- Powerful Hatz Tier 4 Final diesel engine with hydrostatic drive
- Same 48-inch-wide sweeping profile and high-dump hopper as the LS125
- Hopper capacity 1.75 cu. yd.
- Upgraded HVAC, adjustable suspension seat, full street-legal lighting, and joystick-controlled sweeping arms
- Optional 15-ft stowed wander hose and pressure washer gun for additional cleaning and maintenance capability
- Easy access to engine, hydraulic, and filtration components for faster servicing

Like its electric counterpart, the LS175 delivers exceptional sweeping power, high maneuverability, and lasting value.

- LS175 diesel video: <https://www.youtube.com/watch?v=lxY6ZHAZLkk>

Together, the LS125 and LS175 provide Sourcewell participating agencies with a flexible, application-specific solution, whether electric or diesel, backed by a North American service team and Exprolink's recognized manufacturing heritage.

2. Excelway Compact Sweepers (Diesel)

Exprolink is the proud North American manufacturer of the Excelway line of compact sweepers. Originally acquired from Spanish company AUSA (<https://www.ausa.com/en-us/>), the Excelway brand was fully re-engineered to meet the performance, emissions, and serviceability requirements of North American public sector fleets. Three Excelway models (B200, BD202, and the upcoming B400) offer high-performance solutions for municipalities, transit authorities, airports, universities, and industrial campuses.

Excelway B200

The B200 is a rugged, 2 cubic meter multi-season compact sweeper that combines powerful performance, operator-friendly controls, and smart technology. Re-launched by Exprolink in Q2 2025, this machine underwent a full redesign, including:

- New 75 hp Deutz TCD2.2 Tier 4 Final engine (replacing the VM Motori engine)
- Full overhaul of hydraulic and electrical systems for improved reliability, simplified service, and locally supported components
- Touchscreen HMI with CANbus control, replacing over 20 manual switches
- Optional third broom configuration for broader sweep paths and specialized applications
- 4-wheel drive and selectable 2 or 4-wheel steering with tight 106" turning radius
- Bird's eye 360° camera system for top-down visibility during complex maneuvers
- Zero-maintenance hydraulic multi-disc brakes and integrated auto-lube system
- Retractable wander hose and pressure washer lance for additional cleaning and maintenance

The B200's versatility as a year-round utility platform makes it a smart, high-return

investment for Sourcewell members. With Exprolink's patented iLink Smart Attachment Recognition system, the machine instantly detects, configures, and activates compatible attachments - eliminating manual setup, reducing downtime, and boosting operational efficiency.

Available attachments include:

- Hydraulic Snowplow: 59" wide blade with hydraulic swivel and quick-connect plate, ideal for clearing pedestrian zones during winter.
- Cold Water Street Washer: Joystick-controlled spray bar with 3-stage telescopic swivel arm and 528-gallon (2000 L) tank for thorough pavement rinsing and dust suppression.
- Salt Spreader: Hydraulic-powered, 1.3 cu yd (1 m³) capacity unit for efficient brine and salt distribution on roadways, pathways, or campuses.
- Aluminum Cargo Bed: Fold-down sides and hydraulic tri-lateral dumping (rear and side), sized at 72.5" x 51.2" x 16.5", for flexible transport and debris removal.

The B200 is an ideal four-season solution for municipalities, universities, airports, and large facility campuses. It allows for a reduction in fleet size by centralizing different cleaning and maintenance applications within a single vehicle platform - an eco-friendly solution that reflects Exprolink's ongoing commitment to sustainability.

- B200 video: <https://www.youtube.com/watch?v=JHiMG2ZWU8s>

Excelway BD202

The BD202 is designed for heavy-duty industrial cleaning. Compact yet powerful, this mechanical sweeper is ideal for environments with difficult debris such as wet sand, glass, and gravel.

Key standard features include:

- Permanent 4x4 traction with 42% gradeability
- Triple broom sweeping system covering up to 103" sweep path
- 1.17 cu. yd. steel hopper with side-dump design and 59" tipping height
- 92.5-gallon water tank and optional 2175 psi pressure washer for robust dust control
- Ergonomic cabin options with heater, A/C, and suspension seating
- Tilt-open service platform and hydrostatic transmission for simple maintenance

Like the B200, this machine does not require a CDL and is ideal for a wide array of environments such as cities and DOT's, airports and seaports, transit authorities, correctional facilities, military, and manufacturing sites seeking robust sweeper performance.

- BD202 video: <https://www.youtube.com/watch?v=d7Qez-FBH2w>

Excelway B400 (*Coming in 2026)

The B400 will be the first fully electric 4-cubic-meter sweeper designed and manufactured entirely in North America. Built on a 2WD / 2WS platform and offering an optional third broom, it will deliver high-output performance with up to 9 hours of zero-emission autonomy. The B400 will greatly appeal to municipalities, campuses, and private operators seeking a powerful, sustainable street cleaning solution that aligns with their decarbonization goals.

4. Madvac LP61-G Portable Litter Vacuum (Gas)

The Madvac LP61-G is North America's only portable, high-powered litter vacuum available in both skid-mount and trailer-mount configurations. With a reliable suction power of 2,200 CFM and 50-gallon litter container, it is purpose-built to tackle complex cleanup challenges and replace large teams of manual litter collectors. The LP61-G is proven to remove litter up to 5 times quicker than manual litter picking.

The LP61-G's 25-foot standard suction hose can be extended to 50-feet making it ideal for areas that are typically out of reach: ditches, steep hills, along fence lines, or roadside ditches. The unit's rugged steel construction and compact footprint ensure reliable operation in diverse urban, parkland, and roadside conditions.

Key standard features include:

- Vanguard 400 gas engine (14 HP) with 12-Gallon fuel capacity with muffler for noise suppression and emergency shut-off.
- Powerful straight-through suction system that compacts litter with no-fan-to-jam technology, increasing uptime and reducing maintenance needs.
- 25 ft. x 8 in. vacuum nose with 360° rotating support arm enables ergonomic and extended reach. Optional hose extensions up to 50 ft. available.
- 50-Gallon (190L) built-in hopper with either bagged or bagless Kevlar bin options for easy disposal and high-volume collection capacity.
- Trailer-mount option includes full lighting, multiple hitch types (ball or pintle), and spare wheel.
- Integrated control panel includes ignition, throttle, hour meter, emergency stop button, and beacon switch—designed for intuitive, operator-friendly use.

The LP61-G is ideal for Sourcewell members who require a versatile, go-anywhere

litter removal solution. It excels in situations where deploying full-sized equipment is impractical or cost inefficient. Many cities use it for daily route supplementation, event cleanup, or seasonal maintenance in parks and public spaces. Landfills are also excellent LP61-G customers

Madvac LP61-G Electric (*Coming in 2026)

Next year, Exprolink will introduce an all-electric LP61-G variant, offering the same rugged performance with zero tailpipe emissions and quieter operation—perfect for noise-sensitive zones and sustainability-focused institutions.

The LP61-G is a proven, affordable solution that extends the reach and flexibility of any fleet. Since 2018, more than 150 LP61-G's have been sold to public and private sector organisations scattered across 33 States and 6 Canadian provinces. Most of these units were purchased through our current Sourcewell contract.

- LP61-G video: <https://www.youtube.com/watch?v=c5mft7ITkSQ>

5. Propac LC600 Collector/Compactor (Electric)

The LC600 is a fully electric, zero-hydraulic, rear-load compactor designed to make litter collection more efficient and sustainable. It is ideal for tight, remote, or high-cost locations where traditional garbage trucks aren't practical. When paired with the Madvac LP61-G, the LC600 greatly extends the time crews can spend in the field by providing significantly more storage capacity. It reduces the time-consuming, and inefficient need to return to base for unloading. This is a major advantage for national parks, campgrounds, coastal properties, and remote communities where travel time is costly, and disposal points are limited.

Key features include:

- 6 cu yd litter capacity with onboard compaction
- No hydraulic fluid — uses electric actuators for tipping and compacting, reducing maintenance and eliminating environmental spill risks
- Up to 10-hour autonomy with wall-socket charging (110V) for ultra-simplified infrastructure compatibility
- Standard 4-way trailer connector, electric brakes, 24 in. tires, dual axles

Recent upgrades based on field feedback from users such as the City of Ottawa include:

- Auto-deploy stabilizers to protect operator ergonomics and safety
- Dump-while-moving stabilizer design to increase unloading efficiency
- Relocated control panel to prevent operator contact with refuse
- 360° amber warning lights for maximum visibility in active zones
- Centralized grease manifold for easier and faster maintenance

These enhancements make the LC600 an even more effective tool for Sourcewell members aiming to expand sustainable litter removal operations while lowering both costs and operational complexity.

Eco-friendly in Design and Corporate Behavior:

Sustainability is a core pillar of our identity, both in our product design and in our corporate operations.

Product-Level Sustainability:

- Electric Units: Our LN50e, LR50e, LS125e, and LC600e are fully electric machines designed to reduce GHG emissions, noise pollution, and total operating costs.
- Battery Technology: We partner with Zero Motorcycles for NMC battery packs—known for their recyclability, safety, and energy density. These batteries offer 9+ hours autonomy, enabling all-day operation.
- GHG Impact: Use of LS125e instead of a diesel sweeper reduces GHG emissions by up to 45 tons annually. Electric LN50e/LR50e units save an average of 17 tons annually compared to diesel equivalents.
- Dust Control: Our misting systems and high-efficiency filtration protect both operator and pedestrian air quality.
- No Hydraulic Fluid (LC600): Eliminates leak risks, simplifies service, and avoids costly environmental cleanup.

Corporate-Level Sustainability:

- New Head Office (2023): Our Saint-Bruno facility was designed with energy efficiency in mind and includes EV charging, bike infrastructure, and eco-friendly lighting and HVAC systems.
- Internal sustainability measures such as office digitization and paper reduction, reusable dishware, composting, and can deposit programs
- Electronic waste recycling campaigns
- Public Commitment: We regularly publish environmental commitments and progress via our corporate communications and trade show participation.

Together, these initiatives demonstrate our commitment to advancing clean technologies and helping Sourcewell members meet their environmental and

		sustainability goals. Summary Exprolink offers a complete ecosystem of compact cleaning solutions backed by extensive industry expertise, local service, sustainable design, and robust digital infrastructure. Our company is financially support by one of Canada's largest and most successful investment funds (Fond de Solidarité FTQ) and Export Development Canada (EDC). By combining purpose-built equipment with a dealer-first sales model and coast-to-coast support infrastructure, we empower Sourcewell and Canoe members to operate cleaner, safer, and more efficiently. Our commitment to innovation and long-term value is reflected in every machine we build, and in every relationship we maintain. As our fleet continues to expand and evolve, so too does our promise to help public agencies across North America solve real-world challenges with confidence and clarity.	
74	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Ride-On Litter Vacuums Litter Vacuums Street Sweepers Parking Lot Sweepers Sidewalk Sweepers Electric Sweepers Electric Litter Vacuums All-Terrain Litter Vacuums Outdoor Cleaning Equipment	*
75	Detail any runway sweeping and cleaning equipment that is FAA compliant (such as Part 139, AC 150/5210 Foreign Object Debris, National Aerospace Standard 412).	At present, Exprolink does not offer sweeping or cleaning equipment specifically certified under FAA Part 139, AC 150/5210, or NAS 412 standards. However, development of FAA-compliant solutions is under consideration for 2026, aligned with our broader expansion strategy in high-performance sweeping applications. In the meantime, several of our current Madvac and Excelway models are used at airports for perimeter, aprons, landside, and general outdoor maintenance tasks.	*
76	Describe any service contract options or extended warranties offered with your proposal.	Service Contract Options: Exprolink does not offer service contracts directly at the manufacturer level; however, all our authorized dealers across the U.S. and Canada are equipped to provide service contract options tailored to the needs of Sourcewell members. These service contracts are flexible and may include: • Preventive maintenance packages (scheduled checks, filter replacements, wear-part inspections) • On-demand repair coverage • Full-service agreements that include labor, parts, and consumables • Seasonal or usage-based service plans for high-frequency or specialized applications The scope of each contract can be adjusted based on the Sourcewell member's fleet size, usage intensity, and in-house maintenance capabilities. Whether the customer is seeking coverage for specific components or a comprehensive turn-key agreement, our dealers can structure a solution that aligns with their operational and budgetary needs. All service contracts are managed by factory-trained dealer technicians, with support from our FSRs as needed. This ensures consistency in service delivery and full access to OEM expertise. Service contract details, including coverage scope, pricing, and duration are quoted separately by the dealer at the time of equipment purchase or upon request. Extended Warranty Exprolink offers an extended warranty program specifically designed to give Sourcewell members added peace of mind and long-term protection. Coverage applies to purchase of all Madvac, Excelway, and Propac models, provided they are operated under normal conditions and maintained according to recommended usage guidelines. This program reinforces our commitment to product reliability, durability, and customer support. At the time of order, Sourcewell members have the option to purchase a: • 1-year extended warranty (total coverage: 2 years) • 2-year extended warranty (total coverage: 3 years) These extensions mirror the terms of the standard warranty but increase the coverage period and eligible hours. Pricing for extended warranty options and detailed warranty statements is included in our submission. All extended warranty claims cover: • Parts and labor for manufacturer defects • Replacement parts installed under warranty are covered for the remainder of the extended warranty period • Labor reimbursement at 85% of the prevailing door rate • Round-trip travel coverage: 12 months for a 1-year extended warranty, 18 months for a 2-year extended warranty There are no geographic limitations within the U.S. or Canada. Warranty work can be	*

		carried out by: • Certified dealer technicians trained by Exprolink • Exprolink Field Service Representatives (FSRs) • Authorized third-party service providers approved by Exprolink Engine components on Exprolink equipment are covered exclusively under the original equipment manufacturer's (OEM) warranty and are not included in Exprolink's extended warranty program. OEM warranty statements are included in our submission. Exprolink facilitates warranty registration and repair support with these manufacturers on behalf of Sourcewell members. Replacement parts sold outside of vehicle purchase are warranted for 12 months from the shipment date. If Exprolink is unable to resolve a significant product defect within a reasonable period, we will replace the unit or component at no cost to the Sourcewell member. This guarantee ensures confidence in our products and commitment to long-term customer satisfaction. Exprolink's extended warranty offer may be voided or reduced in the following circumstances: • Improper use or abuse of the equipment, including applications outside the intended purpose of the model • Failure to perform routine maintenance in accordance with the prescribed schedule outlined in the operator's manual • Use of unauthorized parts or modifications that alter the original design or performance of the unit • Environmental misuse, such as operating in extreme conditions not suited to the machine (e.g., corrosive industrial environments for a municipal unit) Our warranty statements clearly define "normal operating conditions," and any deviation may result in a partial or complete denial of extended warranty coverage. Our dealers emphasize these conditions during training, onboarding, and in operator materials to ensure customers are informed and well supported.
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Table 7B: Depth and Breadth of Offered Solutions

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.

Line Item	Category or Type	Offered *	Comments	
77	Street sweeper	☒ Yes ☐ No	Excelway B200 -diesel	*
78	Sidewalk sweeper	☒ Yes ☐ No	Madvac LS175 -diesel Madvac LS125 -electric Excelway B200 -diesel	*
79	Parking lot sweepers	☒ Yes ☐ No	Madvac LS175 -diesel Madvac LS125 -electric Excelway B200 -diesel Excelway BD202 -diesel	*
80	Runway sweeping and cleaning equipment	☐ Yes ☒ No	However please see our response to line item 75	*
81	Litter, trash, and debris vacuums	☒ Yes ☐ No	Ride-on litter vacuums Madvac LN50 (diesel and electric), and Madvac LR50 (diesel and electric) Madvac LP61-G portable vacuum -gas	*
82	Optional equipment, accessories, supplies and replacement or wear parts (complimentary to proposers offering in 77-81 above).	☒ Yes ☐ No	Most frequently ordered consumables and wear parts for all Madvac and Excelway models Optional equipment: LC600 electric collector/compactor complimentary to the Madvac LP61-G portable litter vacuum	*
83	Rental options (complimentary to proposers offering in 77-81 above)	☒ Yes ☐ No	Equipment As a Service (EAS) rental program available to Sourcewell members for the electric Madvac LN50e and LR50e models.	*

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

Line Item 84. 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 *
	☐ Yes ☒ 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](#) - RFP062425-Exprolink-Pricing.zip - Saturday June 21, 2025 19:59:46
 - [Financial Strength and Stability](#) - RFP062425-Exprolink-FiancialStrength&Stability.zip - Friday June 20, 2025 19:02:20
 - [Marketing Plan/Samples](#) - RFP062425-Exprolink-Marketing.zip - Friday June 20, 2025 20:07:32
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - RFP062425-Exprolink-StdTransactionDocsSamples.zip - Friday June 20, 2025 19:05:19
 - [Upload Additional Document](#) - RFP062425-Exprolink-AdditionalDocuments.zip - Saturday June 21, 2025 20:05:17
 - Requested Exceptions (optional)

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. - Jean Bourgeois , President & CEO , Exprolink 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_2_RFP_062425_Street_and_Specialty_Sweepers Tue May 27 2025 04:08 PM	☒	1
Addendum_1_RFP_062425_Street_and_Specialty_Sweepers Thu May 8 2025 04:14 PM	☒	1