PROGRAM AGREEMENT

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

Supplier Legal Name:	EECOL Electric Corp
Supplier Corporate Jurisdiction:	63 Sunpark Dr SE Calgary, Alberta T2X 3V4
	(the "**Supplier**"), as of
Date of Agreement:	June 29, 2026 regarding
RFP No.	CAN-2026-005
RFP Title	**Electrical, Utilities and Line Maintenance Supplies**
	(the "**RFP**").

BACKGROUND

A. Canoe is a public agency serving as a national municipal contracting agency for its Members, and in that capacity issued the RFP for the purchase of goods and/or services.

B. The Supplier is engaged in the business of selling some or all of those goods and/or services, and responded to the RFP.

C. Canoe wishes to enter into an agreement with the Supplier for the purchase of goods and/or services by Members, pursuant to a purchase program administered by Canoe.

D. The Parties wish to set out the terms and conditions upon which those purchases will occur, and under which the purchase program will be administered.

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

ARTICLE 1
INTERPRETATION

1.1 Definitions

In this Agreement the following terms have the corresponding meanings.

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

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

"ATIA" means the *Access to Information Act,* SA 2024, c A-1.4, as amended or superseded.

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

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

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

(a) related to the Disclosing Party's, or any of its affiliates', finances, assets, pricing, purchases, products, sales, business or operational plans, strategies, forecasts or forecast assumptions, operations, stakeholders, clients and personnel (including, without limitation, the Personal Information of officers, directors, employees, agents and other individuals), trade secrets, intellectual property, technology, data or other information that reveal the research, technology, processes, methodologies, know how, or other systems or controls by which the Disclosing Party's existing or future products, services, applications and methods of operations or doing business are developed, conducted or operated, and all information or materials derived therefrom or based thereon;

(b) designated as confidential in writing by the Disclosing Party, whether by letter or an appropriate stamp or legend, prior to or at the time such information is disclosed by the Disclosing Party to the Receiving Party; and/or

(c) apparent to a reasonable person, familiar with the Disclosing Party's operations, business and the sector in which it operates, to be of a confidential nature.

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

(d) information that is in the public domain or has come into the public domain other than by reason of a breach of this Agreement; or

(e) information that has been, or is hereafter, received by that Receiving Party other than from or at the request of the Disclosing Party, and other than during or as a result of carrying out the Program.

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

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

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

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

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

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

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

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

"LBMX" refers to the proprietary software platform developed and maintained by LBMX Inc.

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

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

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

"Personal Information" has the meaning ascribed to it in *Protection of Privacy Act* SA 2024, c P-28.5.

"POPA" means the *Protection of Privacy Act* SA 2024, c P-28.5 as amended or superseded.

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

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

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

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

"Record(s)" means a record, as that term is defined in the Access to Information Act ("ATIA") and the Protection of Privacy Act ("POPA"), that is disclosed to the Supplier or collected, created, maintained, or stored by the Supplier in the performance of its duties under the terms of this Agreement, excluding the Supplier's own accounting and human resources records.

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

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

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

1.2 Term

This Agreement comes into effect on the Effective Date and shall continue in force for **until July 30, 2030,** unless terminated in accordance with its provisions. That initial term may be extended by a further period of up to **two (2)** years by Canoe**.**

1.3 Rules of Interpretation

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

(a) Unless the context otherwise requires, wherever used herein the plural includes the singular, the singular includes the plural, and each of the masculine and feminine includes the other gender.

(b) References containing terms such as "includes" and "including", whether or not used with the words "without limitation" or "but not limited to", shall not be deemed limited by the specific enumeration of items but shall, in all cases, be deemed to be without limitation and construed and interpreted to mean "includes without limitation" and "including without limitation".

(c) The division of this Agreement into articles and sections and the insertion of headings are for convenience of reference only and shall not affect the construction or interpretation of this Agreement.

(d) "Hereof", "hereto" and "hereunder" and similar expressions mean and refer to this Agreement and not to any particular section or paragraph. References herein to "Article", "Section", or "Schedule" refer to the applicable article, section or schedule of this Agreement.

(e) If any action is required to be taken pursuant to this Agreement on or by a specified date which is not a Business Day, then such action shall be valid if taken on or by the next succeeding Business Day.

(f) Where this Agreement is silent on any subject, Members and Approved Supplier retain the ability to negotiate mutually acceptable terms.

1.4 Schedules

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

Schedule A	RFP Particulars
Schedule B	Supplier Response to the RFP
Schedule B1	Pricing
Schedule C	Marketing and Promotion of Agreement

1.5 Order of Priority

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

(a) Article 1 to Article 11 of this Agreement;

(b) Schedule A (RFP Particulars);

(c) Schedule B (Supplier Response to the Agreement)

(d) Schedule B1 (Pricing)

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

ARTICLE 2
PROGRAM ADMINISTRATION AND SUPPORT

2.1 Program Details

(a) The Parties agree that Canoe administers the Program as set out in this Agreement. Through the Program, Members have the option to purchase from the Supplier, and the Supplier agrees to supply to Members, the Goods/Services at Program Pricing.

(b) Members using the program may wish to enter into a separate Purchase Agreement or Participating Addendum negotiated directly with the Supplier that contains additional terms and conditions. The terms of that Purchase Agreement cannot be less favorable to the Member than this Agreement.

(c) All Members orders under this Agreement must be issued prior to expiration of this Agreement; however, Supplier performance, Member payment, and any applicable warranty periods or other Supplier or Member obligations may extend beyond the term of this Agreement.

(d) The Parties agree that the Supplier is an independent supplier and is not the agent or partner of Canoe. Nothing contained in this Agreement shall create or be deemed to create the relationship of joint venture, partnership, or agency between the Parties. Neither Party shall represent itself as the joint venturer, partner or agent of the other. The Supplier has no authority to bind Canoe, and will not represent itself as having that authority.

2.2 Responsibilities of the Supplier

(a) The Supplier will work and act in an ethical manner demonstrating integrity, professionalism, accountability, transparency and continuous improvement.

(b) The Supplier will facilitate and administer the marketing and sales aspects of the Program as outlined in this Agreement – including Schedules A, B and C.

(c) The Supplier will execute the engagement plan set out in Schedules A and B and will refine that plan over the course of the Term, and as reasonably requested by Canoe.

(d) The Supplier acknowledges that Articles 1-11, Schedules A, B, C will be posted on www.canoeprocurement.ca.

(e) The Supplier will provide prompt cooperation to Canoe and its representatives to ensure that the Program is effective and responsive to Members.

(f) The Supplier will manage the transition of Members into the Program, and will take commercially reasonable efforts to ensure a prompt and seamless transition.

(g) During the Term, the Supplier will continually provide Members with the Program Pricing for all Goods/Services.

(h) The Supplier will communicate directly with Members regarding low stock levels, major discounts, and other time sensitive subject matter.

(i) The Supplier will inform Canoe of important developments within the industry that affect the Program or the Goods/Services.

(j) The Supplier will maintain the insurance required under Section 11.3 at all times during the Term.

(k) The Supplier will provide the insurance documents, and pay the administrative fee as required by Canoe on time.

2.3 Responsibilities of Canoe

(a) Canoe will facilitate and administer the financial and payment aspects of the Program as outlined in this Agreement – including all the Schedules.

(b) Canoe will act as a liaison between the Supplier and the Members, to help facilitate obtaining any information required in relation to the Program. Canoe will support the Supplier's Program marketing efforts by making information about the Program available to its Members.

2.4 Obligations of Suppliers to Members

(a) Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Member.

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

(c) Applicable Taxes. Member is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

(d) Ordering Process and Payment. Supplier's ordering process and acceptable forms of payment are included within its Proposal. Canoe will have no liability for any unpaid invoice of any Member.

(e) Transaction Documents. Member may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier and Member may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Member must include specific reference to this Agreement by number and to Member's unique Canoe account number.

(f) Additional Terms and Conditions Permitted. Member and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant this Agreement when necessary and as solely determined by Member however they cannot be less favorable to the Member than the terms of this Program Agreement. Canoe has expressly reserved the right for Supplier and Member to address any necessary provisions within transaction documents not expressly included within this Agreement.

(g) Participating Addendums. Supplier and Member may enter a Participating Addendum or similar document extending and supplementing the terms of this Agreement to facilitate adoption as may be required by a Member.

(h) Subsequent Agreements and Survival. Supplier and Member may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Agreement as determined in the discretion of Member.

2.5 Program Leads

(a) Canoe and the Supplier will each designate a representative from its organization with the authority and competence to coordinate and manage its contributions to the Program on such Party's behalf (each a "**Program Lead**").

(b) Once each quarter, or as otherwise reasonably requested by either Party, the Program Leads shall formally review the progress of the Program including any problems, concerns, results and any other information material to the progress and success of the Program. Such review shall occur by teleconference at a time mutually agreeable to the Program Leads.

2.6 No Guaranteed Volumes

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

2.7 Exclusivity

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

2.8 Conflict of Interest

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

ARTICLE 3
FINANCIAL MATTERS

3.1 Maximum Pricing

Except for pre-approved adjustments made pursuant to Section 8.1, all Pricing shall be fixed at or below the Pricing listed in Schedule B1 for the entire term of this Agreement including the extension period if exercised. For clarity and notwithstanding anything to the contrary, Schedule B1 fixes the approved cost-plus methodology and maximum category margin, not the underlying manufacturer or upstream supplier cost.

3.2 Administrative Fees

3.3 Supplier Expenses

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

3.4 Billings and Payment

(a) All invoices regarding Member purchases of Goods/Services and all payments to the Supplier in satisfaction of those invoices are processed through CANOE.

(i) All invoices must include:

(A) a 'Bill To' section to the CANOE address;

(B) a 'Ship To' section that includes the Member name, address, and Canoe Member number;

(C) Canoe contract number; and

(D) for each type of Goods/Services purchased by the Member:

(I) detailed description of what was purchased;

(II) quantities, unit price, and extended price (these prices shall include any Administrative Fee based on Section A2); and

(III) GST, PST, and/or HST number (stated separately).

(ii) Invoices should not include:

(A) any statement of an Administrative Fee, commission or discount rate; or

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

(iii) CANOE will pay the invoice provided by the Supplier within 30 days of receiving the invoice less the Administrative Fee defined in Schedule A2.

(iv) The Administrative Fee will be paid quarterly upon invoicing from Canoe via electronic funds transfer ("**EFT**") at accounting@canoeprocurement.ca.

(b) The Supplier is required to use LBMX for all invoicing submissions to Canoe. Any associated onboarding, licensing and/or subscription fees for the use of LBMX is the sole responsibility of the Supplier.

(c) To the extent Canoe or any Member requests reasonable supporting documentation regarding invoiced amounts, the Supplier shall promptly provide it and the period to pay that invoice shall be extended by the time period between the Supplier's receipt of that request and the delivery of the relevant supporting documentation to Canoe.

(d) The Supplier should ensure that any person ordering on behalf of a Member provides the Supplier with the Member's Canoe member number for electronic entry on the invoice.

3.5 Financial Reporting and Record-keeping

(a) Canoe has approval from participating Members to allow the Supplier to share their purchase data with Canoe for the purpose of financial reporting.

(b) The Supplier will provide a business review to Canoe at least annually to discuss the Program sales performance and the deployment and effectiveness of marketing strategies.

(c) The Supplier shall keep and maintain sufficient records in connection with the Program to substantiate that it has performed its obligations hereunder, including as they relate to the payment of the Administrative Fee.

(d) Canoe, its authorized representatives, or an independent auditor identified by Canoe may, at Canoe's expense, upon reasonable prior notice to the Supplier, review or audit the Supplier's records regarding the Supplier's performance of its obligations hereunder. The Supplier shall provide reasonable cooperation in connection with the foregoing and shall disclose or grant reasonable access to any information requested by Canoe, its authorized representatives or an independent auditor in connection with the Program or this Agreement.

ARTICLE 4
TRADE-MARKS

4.1 Trade-mark License and Branding

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

(a) it is the sole owner of all right, title, and interest in and to its Trade-marks;

(b) any use of the other Party's Trade-marks enures solely to the benefit of that Party and neither Party acquires any rights in the other Party's Trade-marks as a result of such use;

(c) it shall maintain and exercise control over the character and quality of the use of its Trade-marks as used in association with the Program; and

(d) whenever it uses the other Party's Trade-marks in accordance with this Agreement, it shall (i) use such Trade-marks strictly in accordance with that other Party's standards of quality and specifications for appearance and style as may be supplied by that Party from time to time; (ii) use such Trade-marks only in the manner and form approved by that Party; (iii) clearly identify the use of the Trade-marks as a licenced use and identify the other Party as the owner of the Trade-marks, in any manner specified by the other Party from time to time; and (iv) not alter, modify, dilute or otherwise misuse the Trade-marks.

ARTICLE 5
REPRESENTATIONS AND WARRANTIES

5.1 Representations by Each Party

Each Party represents and warrants to the other that:

(a) it has the authority to enter into this Agreement and carry out its obligations hereunder, and doing so will not result in a violation by it of any law or any rule, judgment, order, decree or similar act of any Governmental Authority;

(b) this Agreement has been duly executed by it; and

(c) it has not granted and shall not grant any rights or licenses and has not entered into and shall not enter into any agreement, either written or oral, that would conflict with this Agreement or the Program.

5.2 Representations by the Supplier

The Supplier represents and warrants that:

(a) it is properly qualified, licensed, equipped, and financed to provide the Program and perform its obligations under this Agreement and any Purchase Agreement;

(b) if the Supplier is a manufacturer or wholesale distributor, the Supplier has a documented relationship with a suitable dealer network where that dealer network is informed of, and authorized to accept, purchase orders pursuant to any Purchase Agreement on behalf of the Supplier – and any such dealer will be considered a subcontractor of the Supplier for the purposes of this Agreement;

(c) It shall comply with all foreign and domestic applicable federal, provincial and municipal laws and regulations including but not limited to the obligations under *Fighting Against Forced Labour and Child Labour in Supply Chains Act*, S.C. 2023, c. 9.

(d) all of its obligations will be carried out by qualified personnel and all work will be performed in a professional manner;

(e) it is not aware of any proceeding in progress or pending or threatened that might be expected to have a materially adverse effect on the Program or impact its ability to meet its obligations under this Agreement; and

(f) after due inquiry, it is not aware of any circumstances which do or might cause a Conflict of Interest in respect of its participation in the Program.

ARTICLE 6
CONFIDENTIAL INFORMATION

6.1 Use and Non-Disclosure of Confidential Information

The Receiving Party agrees not to:

(a) use Confidential Information for any purpose except to carry out the Program; or

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

6.2 Protection

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

(a) taking reasonable measures to ensure that only those agents, directors, officers, employees and contractors of the Receiving Party who are required to have access to the Confidential Information in order to carry out the Program have access to such limited Confidential Information as may be necessary for their duties; and

(b) taking the highest degree of care that the Receiving Party utilizes to protect its own Confidential Information of a similar nature, but no less than a reasonable degree of care, given the nature of the Confidential Information.

6.3 Mandatory Disclosure

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

6.4 Notice of Unauthorized Use or Disclosure

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

6.5 No Proprietary Right

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

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

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

6.7 Access to Information and Privacy Laws

The Supplier acknowledges that Canoe is subject to Access to Information laws and that any information provided to Canoe in connection with the Services or otherwise in connection with this Agreement, or held on Canoe's behalf, may be subject to disclosure in accordance with ATIA.

(a) To support Canoe’s compliance with ATIA, the Supplier will:

- (i) provide Canoe -related records to the Canoe within seven (7) days of being directed to do so by the Canoe;
- (ii) promptly refer to Canoe all requests made to the Supplier by third parties referencing ATIA or other public sector access to information laws;

(iii) not access any Personal Information on Canoe's behalf unless the Canoe determines, in its sole discretion, that access is permitted under POPA and is necessary in order to provide the Services to Canoe;

(iv) keep Canoe Records and Confidential Information physically or logically separate from other information held by the Supplier;

(v) not destroy any Records related to the Services until seven (7) years after the termination of this Agreement unless authorized in writing by Canoe to destroy it sooner;

(vi) implement other specific security measures requested by Canoe that in the reasonable opinion of the Canoe would improve the adequacy and effectiveness of the Supplier's measures to ensure the security and integrity of Canoe Records and Confidential Information.

ARTICLE 7
INDEMNITY AND LIABILITY

7.1 Liability for Representatives

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

7.2 Indemnity

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

(i) claims for bodily injury, including death, and claims asserted by third parties for bodily injury, including death;

(ii) claims for loss or damage to tangible property, and claims asserted by third parties for loss or damage to tangible property; or

(iii) any breach of the Indemnifying Party's obligations, representations or warranties in the Agreement;

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

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

7.3 Limitation of Liability

In no event shall either party, its affiliates or any of their respective directors, officers, employees, agents, or subcontractors, be liable to the other party for any claim for punitive, exemplary, aggravated, indirect, consequential or special damages in connection with this agreement, including without limitation damages for loss of profits or revenue, or failure to realize expected savings, howsoever derived. The foregoing shall not supersede the terms of any purchase agreement which provide otherwise.

7.4 Equitable Relief

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

ARTICLE 8
CHANGES AND TERMINATION

8.1 Product and Pricing Change Requests

(a) If the Supplier wishes to adjust Program Pricing which is Cost plus model or Products, the Supplier must provide Canoe with at least forty five (45) days prior written notice to request any increase or decrease in prices using the Change Request Form. To ensure timely consideration of the request, the Supplier must comply with the instructions set out in the Change Request Form.

(b) Canoe shall consider all duly completed Change Request Forms and shall notify the Supplier of whether the Program Pricing, products or other change is acceptable or not within thirty (30) days of receipt of all requested information from the Change Request Form. Canoe shall not unreasonably withhold its approval to any requested change – provided that Canoe may refuse any change in Program Pricing prior to the first anniversary of the Effective Date for any reason or without giving any reason.

8.2 Reduction in Scope

Canoe may, on sixty (60) days prior written notice to the Supplier, reduce the scope of the Goods/Services provided under the Program by identifying specific Goods/Services that will not longer be part of the Program.

8.3 Termination by Either Party

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

8.4 Termination by Canoe

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

(a) at any time without cause, and without liability except for required payment for services rendered or special order items that can't be returned to the original manufacturer, and reimbursement for authorized expenses incurred, prior to the termination date, by providing at least sixty (60) days notice to the Vendor;

(b) on written notice to the Supplier where the Supplier: (i) commits an act of bankruptcy within the meaning of the *Bankruptcy and Insolvency Act* or equivalent legislation; (ii) makes any general assignment for the benefit of creditors or otherwise enters into any composition or arrangement with its creditors; (iii) has a receiver and/or manager appointed over its assets or makes an application to do so; (iv) has a resolution or a petition filed or an order made for its winding up; or (v) ceases to carry on business;

(c) on thirty (30) days' written notice to the Supplier, following the occurrence of any material change in Canoe's requirements which results from regulatory or funding changes or recommendations issued by any Governmental Authority; or

(d) on written notice to the Supplier if the Supplier breaches in any material respect any of its obligations or covenants hereunder with respect to Confidential Information or privacy.

8.5 Termination by the Supplier

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

(b) on written notice to Canoe where Canoe: (i) commits an act of bankruptcy within the meaning of the Bankruptcy and Insolvency Act or equivalent legislation; (ii) makes any general assignment for the benefit of creditors or otherwise enters into any composition or arrangement with its creditors; (iii) has a receiver and/or manager appointed over its assets or makes an application to do so; (iv) has a resolution or a petition filed or an order made for its winding up; or (v) ceases to carry on business or operations; or

(c) on written notice to Canoe if Canoe breaches in any material respect any of its obligations or covenants hereunder with respect to Confidential Information or privacy.

8.6 Orderly Termination

(a) In the event of termination or expiry of the Agreement, each Party shall cooperate to effect an orderly wind-up of the Program. Within thirty (30) days of termination or expiry, each Party shall pay to the other any amounts owed to that other Party under this Agreement.

(b) In the event of a termination of this Agreement by Canoe pursuant to Section 8.4, the Supplier shall be liable to Canoe for any costs incurred by Canoe and corresponding Administration Fees as a result of the notice of default and termination of this Agreement.

8.7 No Limitation of Remedies

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

8.8 Survival

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

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

ARTICLE 9
FORCE MAJEURE

9.1 General

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

9.2 Notice and Performance

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

9.3 Right to Terminate

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

ARTICLE 10
DISPUTE RESOLUTION

10.1 General

(a) Subject to Section 7.4, in the event of any dispute concerning this Agreement, the Parties agree dispute will be escalated to the highest level of management within their respective organization and given at least seven (7) days to resolve the matter in good faith by such persons. Subject to the provisions of the Agreement, each Party shall continue performing its obligations during the resolution of any dispute, including payment of undisputed amounts then due. If a dispute cannot be resolved between the organizations, the parties agree to resolve the dispute through arbitration.

(b) This Article 10 shall not:

  (i) apply to claims by third parties; or

  (ii) prevent either Party from seeking an injunction or other equitable relief pursuant to Section 7.4.

10.2 Election

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

10.3 Arbitration Site and Arbitrator

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

10.4 Procedure

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

ARTICLE 11
GENERAL

11.1 Notices

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

(a) delivered in person (including by commercial courier) during a Business Day and left with a receptionist or other responsible employee of the relevant Party at the applicable address set forth below;

(b) sent by registered mail to the applicable address set forth below; or

(c) sent by any electronic means of sending messages which produces a paper record (an "**Electronic Transmission**") on a Business Day charges prepaid.

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

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

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

(iii) on the first Business Day after it was sent by Electronic Transmission.

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

11.2 Contact Information for Notices

Any Notice to Canoe shall be addressed to:

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

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

Any Notice to the Supplier shall be addressed to:

EECOL ELECTRIC CORP
63 Sunpark Dr SE
Calgary, AB T2X 3V4

Attention: Trevor Hambleton, Director of National Accounts
Tel: 403.305.1027
Email: trevor.hambleton@eecol.com

11.3 Insurance Obligations

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

(a) the Indemnitees as additional insureds with respect to liability arising in the course of performance of the Supplier's obligations under, or otherwise in connection with, the Agreement or the performance with the Supplier (or its representatives, agents, dealers and distributors) under a Purchase Agreement;

(b) a cross-liability clause;

(c) contractual liability coverage; and

(d) a thirty (30) day written notice of cancellation, termination or material change.

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

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

11.4 Public Announcements

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

11.5 Governing Law and Forum

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

11.6 Entire Agreement

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

11.7 Amendment and Waiver

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

11.8 Severability

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

11.9 Assignment

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

11.10 Time of Essence

Time shall be of the essence in this Agreement.

11.11 Further Assurances

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

11.12 Counterparts

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

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

CANOE PROCUREMENT GROUP OF CANADA

By: Tyler Hannemann (Jul 30, 2026 11:09:58 MDT)

Name: Tyler Hannemann
Title: General Manager

By: Stéphanie Dion

Name: Stéphanie Dion
Title: Manager of Procurement

Supplier Legal Name: EECOL Electric Corp

By: ______________________

Name: Trevor Hambleton

Title: Director of National Accounts

SCHEDULE "A"

RFP PARTICULARS

PART B – RFP PARTICULARS

A. THE “DELIVERABLES”

SOLUTIONS-BASED SOLICITATION

This RFP and contract award process is a solutions based solicitation. Canoe seeks Electrical, Utilities, and Line Maintenance Supplies that meet the general requirements of this RFP and that are commonly desired or required by industry standards. This solicitation does not include “service only” solutions. Proponents may include related services only to the extent that those services complement the proposed offering of equipment, tools, or supplies.

The objective of this RFP is to identify and engage qualified proponents capable of delivering comprehensive purchasing solutions, including catalog, purchase order and in-store options that support maintenance, repair, and operations activities for facilities maintenance, general public sector applications, as well as specialised electrical production distribution and transmission systems and associated field operations. These solutions serve public utilities, not for profit and MASH organizations, municipalities, crown corporations, provincial, federal entities, academic institutions, school boards, and healthcare organizations. Canoe members receive access to reliable, competitively priced, industry compliant supplies identified in this RFP through a limited number of coordinated agreements.

Proponents must ensure that proposed solutions comply with applicable Canadian federal, provincial, territorial, and local laws, regulations, safety standard and specific funding requirements.

B . REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

Canoe expects Proponents to offer a wide array of equipment or products at lower prices and with better value than what they ordinarily offer to a single governmental or not for profit entity.

Canoe seeks proposals for Electrical, Utilities, and Line Maintenance Supplies. The scope includes electrical infrastructure materials, utility system components, lineman equipment, tools, safety equipment, and related supplies that support electrical distribution, transmission, and field based line maintenance activities.

Proponents may include related equipment, accessories, and services only when those offerings are ancillary or complementary to the goods proposed, provided the primary offering consists of the requested supplies. This is not a service only RFP.

Proponents may submit a proposal response for any category, any combination of categories, or all categories listed in this RFP. The Proponent must clearly indicate in their proposal response which categories they are including in their program offering.

Minimum mandatory requirement: Proponents must include 6 categories as part of their Program Offering. Proposal not including 6 categories will be deemed non-compliant and not evaluated further.

Electrical and Utility Categories	Sample items

Automation and Control	PLCs, HMIs, I/O modules, Industrial power supplies, Variable frequency drives, Soft starters, Motor starters, Servo drives, Safety controllers, Industrial ethernet switches, etc.
Power Distribution Equipment	Panelboards, Switchboards, Low-voltage switchgear, Medium-voltage switchgear, Loadcentres, Automatic transfer switches, Busway, Metering devices, Meter sockets, Enclosed disconnects etc.
Fuses and Circuit Protection	Class J fuses, RK1/RK5 fuses, Midget fuses, Fuse holders, Fuse disconnects, Molded-case breaker accessories, Surge protective devices, TVSS modules, Arc-flash relays etc.
Sensors, Switches, and Relays	Proximity sensors, Photoelectric sensors, Limit switches, Float switches, Control relays, Timing relays, Safety relays, Contactors, Overload relays etc.
Raceways and Conduit Systems	EMT, Rigid steel conduit, PVC conduit, ENT, Flexible metallic, Liquid-tight, Conduit bodies, Expansion joints, Cable tray, HDPE conduit, Underground duct banks, Surface metal raceways, Raceway sweeps and elbows, Raceway grounding and bonding fittings etc.
Electrical Fittings and Hardware	Beam clamps, Hangers, Strut and strut fittings, Grounding clamps, Drop-in anchors, U-bolts, Cable cleats, Fasteners etc.
Electrical Enclosures and Boxes	Junction boxes, Pull boxes, NEMA 1/3/4/4X/12 enclosures, Non-metallic enclosures, Floor boxes, Weatherproof boxes, Termination cabinets etc.
Wire and Cable	RW90, NMD90, TECK/armoured, Tray cable, VFD cable, Instrumentation cable, Portable SOOW/SJOOW, Thermocouple cable, Medium-voltage cable etc.
Connectors and Terminations	Compression lugs, Mechanical lugs, Splices and butt splices, Terminal blocks, Heat-shrink tubing, Ferrules, Grounding connectors, Cable ties, Wire markers etc.
Lighting	LED panels and troffers, Linear strips, High bays, Vapor tights, Exterior floods, Area and roadway lighting, Emergency unit equipment, Exit signs, Drivers and ballasts, Occupancy and daylight sensors, Lighting controls etc.
Alarms and Signaling	Stack lights, Strobes and beacons, Audible alarms and horns, Hazardous-location signaling, Pull stations, Annunciators etc.
Renewable and Energy Solutions	PV modules, String and micro-inverters, DC combiners and disconnects, Racking and BOS hardware, Battery storage modules, BMS accessories, EV chargers Level 2, EV chargers Level 3/DCFC, Power monitoring and submeters etc.
Electrical Tools	Insulated hand tools, Crimpers and cutters, Hydraulic crimpers/cutters, Multimeters, Clamp meters, Megohmmeters, Thermal imagers, Knockout sets etc.
Data and Communications	Cat5e/Cat6/Cat6A/Cat7 cable, Fiber optic cable, Patch panels, Keystone jacks, Server and wall racks, Patch cords, PoE switches, Cable management and labels, Certification testers etc.
Wiring Devices	Spec-grade receptacles, GFCI and AFCI, Industrial receptacles, Switches, USB receptacles, Wall plates etc.

Line Maintenance Categories	Sample items
Utility, High-Voltage, Lineman Specialty	Hot-line sticks, Live-line testers, Grounding clusters and clamps, Bypass jumpers, Hydraulic crimpers and cutters, Pole-climbing spurs, Bucket truck kits, Class 0–4 rubber gloves, Arc-rated rainwear etc.
Personal Protective Equipment	Arc rated apparel; Rubber insulating gloves and blankets; Hard hats; Protective eyewear; Fall protection systems etc.
Working at Heights Equipment	Climbing belts; Harnesses; Climber pads; Pole climbing accessories; Gear bags etc.
Line Construction and Maintenance Tools	Cutting tools; Compression tools; Insulated hand tools; Specialty line tools; General lineman tools etc.
Pulling, Lifting, and Rigging Equipment	Cable pulling devices; Grips; Rigging blocks; Rollers; Winch lines; Rope assemblies etc.
Testing, Measurement, and Diagnostic Equipment	Portable meter testers; Analyzers; High voltage testing instruments; Locating devices etc.
Jobsite and Field Equipment	Ground protection mats; Outrigger pads; Worksite signage; Markers; Portable lighting etc.
Bucket, and Equipment Mounting Systems	Bucket tool boards; Bucket covers; Tool holders; Vehicle mounted drills; Vehicle mounted tampers etc.
Electrical Hardware and System Components	Connectors; Clamps; Grounding devices; Electrical fittings; Mounting hardware etc.

C. Use of LBMX financial Software

Canoe will provide centralized accounts receivable management services on behalf of vendors. This approach is intended to streamline collections, improve cash flow, and reduce administrative burden for vendors. By consolidating receivables through Canoe, the vendor will achieve consistent compliance, enhanced reporting, and improved customer experience, while leveraging economies of scale and advanced systems for efficient payment processing.

As a performance requirement, all Canoe approved suppliers will be required to connect directly with LBMX through EDI or PDF2EDI. Any extra costs associated with non-standard set ups will be the responsibility of the supplier. Training will be provided as part of the supplier onboarding package.

1. Utilisation of the contract – Canoe members

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

2. Requirements

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

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

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

B. MANDATORY SUBMISSION REQUIREMENTS

1. Submission and Specification Questionnaires

Proponents must include a minimum of 6 categories as part of their Program Offering. Proposal not including 6 categories will be deemed non-compliant and not evaluated further.

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

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

2. Pricing

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

C. MANDATORY TECHNICAL REQUIREMENTS

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

D. PRE-CONDITIONS OF AWARD

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

E. EVALUATION CRITERIA

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

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

Non-Price Rated Criteria Category	**Points**	**Minimum points**
Experience -Distribution model -Market share -Group purchasing	20	14
Program offering -Categories of goods offered -Quality standards, certifications -Supply chain reliability	20	14
Engagement, marketing and training plan	10	6
Warranty, risk mitigation and service excellence	10	6
Sales and distribution network -Sales network -Members' ease of access to program offering	10	6
Pricing	30	
Total Points	100	

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

F. PRICE

Pricing is worth 30 points of the total score. The pricing structure is cost plus model.

Instructions on How to Provide Pricing

(a) Proponents should submit their pricing information electronically within the Procurement Portal.

(b) Rates must be provided in Canadian funds, exclusive of all applicable duties and taxes.

(c) Unless otherwise indicated in the requested pricing information, rates quoted by the proponent must be all-inclusive and must include all labour and material costs, all travel, fuel and carriage costs, all insurance costs, all costs of delivery, all costs of installation and set-up, including any pre-delivery inspection charges, and all other overhead, including any fees, duties, tariffs or other charges required by law.

G. AWARD

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

[End of Part B]

SCHEDULE “B”

SUPPLIER RESPONSE TO THE RFP

CAN-2026-005 - Electrical, Utilities and Line Maintenance Supplies

Opening Date: April 27, 2026 4:23 PM

Closing Date: June 3, 2026 3:00 PM

Vendor Details

Company Name:	EECOL Electric Corp
Does your company conduct business under any other name? If yes, please state:	AB
Address:	63 Sunpark Dr SE Calgary, AB T2X 3V4
Contact:	Trevor Hambleton
Email:	trevor.hambleton@eecol.com
Phone:	403-305-1027
HST#:	80998 7746 RC0002

Submission Details

Created On:	Tuesday April 28, 2026 05:15:31
Submitted On:	Wednesday June 03, 2026 07:53:54
Submitted By:	Trevor Hambleton
Email:	trevor.hambleton@eecol.com
Transaction #:	6aa90d00-dadf-44bf-89b1-14d6c0eb9a54
Submitter's IP Address:	10.1.0.4

Proponents must review and complete the requirement lists and questionnaires as part of their submission.

Corporate Profile

#	Question	Response *
1	Proponent Legal Name (one legal entity only):	EECOL Electric Corp
2	Identify all subsidiary entities of the Proponent whose goods or services are included in the Proposal.	N/A
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	N/A
4	Proponent's Authorized Representative (name, title, email address & phone) (The representative must have authority to sign on behalf of the Proponent):	Trevor Hambleton Director, National Accounts trevor.hambleton@eecol.com 63 Sunpark Dr SE, Calgary AB 403-305-1027
5	Proponent's primary contact for this proposal (name title address email address & phone):	Trevor Hambleton Director, National Accounts trevor.hambleton@eecol.com 63 Sunpark Dr SE, Calgary AB 403-305-1027
6	Proponent's other contacts for this proposal if any (name title address email address & phone):	Stephen Bruynooghe Regional Sales Manager stephen.bruynooghe@eecol.com 16021 121A Ave, Edmonton, AB 780-919-3497
7	Proponent GST registration number:	80998 7746
8	If the Proponent is representing a consortium, each member of that consortium.	N/A
9	Provide a brief history of your company, including your company's core values, business philosophy, and longevity in the industry relating to this solicitation.	Company History, Core Values, and Business Philosophy EECOL Electric has been a trusted electrical distribution partner in Canada since 1919, with over a century of experience supporting industrial, commercial, utility, and infrastructure customers. Founded in Moose Jaw, Saskatchewan, EECOL has grown from a small regional distributor into a nationally recognized, full-line electrical supplier while remaining deeply rooted in the communities we serve. Our corporate head office is located in Calgary, Alberta, and we operate 67 strategically located stocking branches across Canada, allowing us to effectively service urban centres, remote sites, and rural municipalities with speed, consistency, and local market knowledge. For more than two decades, EECOL has proudly served this organization as a supplier of choice, demonstrating long-term stability, dependable execution, and a strong ability to adapt through changing

		market conditions, evolving technical requirements, and increased operational demands. This longevity reflects our commitment to partnership, service excellence, and sustained value delivery. Core Values EECOL's operating model is guided by a clear set of core values that define how we engage with customers and manage long-term relationships: Pursue Excellence – Continuous improvement and learning Build Trust – Transparency, integrity, and accountability Celebrate Success – Recognizing team and customer achievements Make the Team Better – Investing in people to create lasting value Drive Change – Embracing innovation and constructive disruption These values directly shape how we approach contract governance, pricing discipline, service delivery, and issue resolution. Business Philosophy EECOL's business philosophy is founded on partnership, accountability, and customer-first thinking. We believe long-term success is achieved through consistent performance, proactive communication, and alignment with our customers' safety, operational, and cost objectives. Our leadership team remains closely connected to day-to-day operations, ensuring decisions are practical, responsive, and informed by front-line experience. With extensive experience supporting alliance-based agreements, project execution, and ongoing MRO programs, EECOL is well positioned to support the scope of this solicitation through local coverage, rural accessibility, supply chain resilience, and proven long-term execution.
10	Provide all "Suspension or Debarment" from public entities in Canada your organisation is currently subject to.	NONE

Bill S-211 declaration

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

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

Geographical coverage for offering

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

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

Experience

#	Question	Reponse *
1	Provide a high level	High-Level Description of Goods Offered

	description of the goods you are offering in your proposal.	EECOL Electric proposes to supply a comprehensive, full-line portfolio of electrical products and related materials designed to support the diverse operational requirements of Canoe Procurement members across municipal, public sector, and institutional environments. Our offering spans over 30,000 stocked SKUs and access to more than 275,000 products through our integrated supply chain and manufacturer network, ensuring broad coverage, product availability, and scalability. Core Product Categories EECOL's product offering includes, but is not limited to: -Power Distribution & Electrical Infrastructure -Panels, breakers, switchgear, motor control centers -Wire, Cable & Connectivity -Building wire, industrial cable, fibre optics, and accessories -Lighting & Controls -Interior, exterior, LED systems, and energy-efficient lighting solutions -Automation & Control Systems -PLCs, drives, sensors, and industrial control equipment -Data Communications & Networking -Structured cabling, security systems, and communication infrastructure -Utility Products -High-voltage equipment, pole line hardware, substation components -Tools, Safety & MRO Supplies -PPE, hand tools, testing equipment, and maintenance items -Renewable Energy Solutions -Solar, wind, and energy transition-related products Supporting Capabilities (Integrated with Goods Supply) While the primary focus is the supply of goods, EECOL's offering is differentiated by integrated support services that enhance product value and lifecycle performance: Access to 400+ leading manufacturers ensuring quality, compliance, and product availability. Standardized product selection and rationalization to reduce complexity and cost Inventory optimization support through programs such as Vendor Managed Inventory (VMI) Technical product expertise across key verticals including utility, industrial, and construction National account alignment and consistent product availability across locations Value to Canoe Procurement Members One-stop sourcing model simplifies procurement across multiple member entities Broad product coverage across municipalities, education, and infrastructure sectors Scalable supply model capable of supporting both day-to-day operations and large capital projects Alignment with public procurement goals including cost control, standardization, and supply assurance
2	What is your Canadian public sector market share for the solutions	

	you are proposing?	
3	What do you consider to be the top three market differentiators of your products/services relative to this solicitation?	EECOL Electric differentiates itself in this solicitation through three key areas: scale and supply chain capability, pricing transparency and governance, and value-added services that reduce total cost of ownership. EECOL's first differentiator is its extensive supply chain network and inventory depth, which enables consistent product availability and service reliability across a broad geographic footprint. With decades of experience supporting large-scale contracts and partnerships, EECOL operates a hub-and-spoke distribution model supported by a significant inventory investment and access to over 400 manufacturers, allowing us to meet both day-to-day operational needs and large project requirements with speed and consistency. This scale ensures Canoe Procurement members benefit from reduced lead times, fewer stockouts, and a single-source solution for a wide range of electrical products. The second key differentiator is EECOL's competitve pricing model, which provides a high level of transparency, auditability, and fairness that aligns well with public sector procurement requirements. Unlike traditional discount-off-list models, which can vary significantly by manufacturer and do not always reflect true market cost, EECOL's approach is based on a fixed margin applied to the landed cost of goods. This allows Canoe members to clearly understand pricing, validate costs through manufacturer invoices or special pricing agreements, and ensure competitive pricing across all product categories. This model has been successfully implemented across numerous cooperative purchasing agreements and supports strong governance and compliance expectations. The third differentiator is EECOL's commitment to environmental sustainability, social responsibility, and Indigenous engagement, which are increasingly important within public sector procurement. EECOL maintains established First Nations partnerships and has co-founded initiatives such as the First Nations Capacity Fund to support training and employment opportunities, demonstrating a measurable commitment to community impact. In addition, EECOL aligns with environmental standards and continuous improvement practices to reduce waste and support energy-efficient solutions. These initiatives provide Canoe Procurement members with a supplier that not only delivers products and cost savings, but also supports broader social and sustainability objectives
4	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	EECOL Electric operates as a full-line electrical distributor and, as such, there are no unique or specialized licenses required beyond standard commercial and regulatory requirements to supply the goods contemplated under this RFP. EECOL is fully authorized to distribute electrical products from over 400 approved manufacturers, all of which adhere to applicable Canadian standards, certifications, and regulatory requirements for safety and performance. All products supplied by EECOL are sourced from reputable, certified manufacturers whose products comply with recognized industry standards (e.g., CSA, UL, and other applicable certifications). EECOL maintains strict internal controls to ensure that only approved and quality-assured product lines are offered, and does not support or supply uncertified equipment. This ensures that all goods provided to Canoe Procurement members meet the necessary regulatory and safety requirements across Canadian jurisdictions.

		From an organizational standpoint, EECOL maintains comprehensive insurance coverage, Workers’ Compensation Board (WCB) compliance, and corporate registration documentation as required to operate across its jurisdictions. These include evidence of coverage, clearance certificates, and formal corporate documentation, which have been provided in prior cooperative procurement submissions and are available upon request. Where third-party manufacturers or service providers are involved, EECOL ensures that all partners meet applicable licensing, certification, and quality assurance requirements relevant to their products or services. EECOL also aligns its operations with formal quality management and LEAN continuous improvement practices, ensuring consistent adherence to internal standards and industry best practices. Overall, EECOL’s compliance model is built on leveraging certified manufacturer partners, maintaining internal operational and quality controls, and ensuring all regulatory, safety, and insurance requirements are consistently met, providing Canoe Procurement members with a fully compliant and low-risk supply solution.
5	Describe your experience with group purchasing, including a list of current cooperative purchasing contracts in North America.	EECOL Electric brings extensive experience in group purchasing and cooperative procurement, including long-standing support of the Canoe Procurement program and multiple similar agreements across Canada. Through our continued participation, EECOL has demonstrated the ability to support a diverse membership base, including municipalities, educational institutions, utilities, and other public sector organizations, by delivering consistent pricing, standardized processes, and scalable supply solutions tailored to multi-entity environments. EECOL currently supports over 100 electrical supply agreements across Western Canada, ranging from full-line MRO (Maintenance, Repair, and Operations) supply programs to large-scale project management and capital project execution. These agreements include a combination of cooperative purchasing contracts, national account programs, and strategic alliance partnerships, all of which require centralized governance, local execution, and consistent service delivery across multiple locations. This experience directly aligns with the requirements of Canoe Procurement, where members rely on a supplier that can deliver both standardization and flexibility across a wide geographic footprint. In addition to Canoe Procurement, EECOL has significant experience supporting cooperative and public sector contracts with organizations such as the Rural Municipalities of Alberta (RMA), as well as contracts with government entities, educational institutions, and large public infrastructure operators. These contracts typically involve high transaction volumes, diverse product requirements, and the need for transparent pricing models, all of which EECOL supports through established processes, reporting capabilities, and dedicated national account management. EECOL’s cooperative purchasing experience is further supported by its ability to integrate contract pricing, reporting, and compliance into its ERP and e-commerce platforms. This enables automated tracking of contract sales, consistent application of pricing across all members, and the ability to provide detailed reporting at both the individual member and aggregate contract level. Additionally, EECOL has extensive experience supporting governance requirements such as auditability, administrative fee reporting, and performance tracking through key performance indicators (KPIs).

		Overall, EECOL's experience with group purchasing is defined by its ability to manage complex, multi-stakeholder environments while delivering measurable value through cost control, supply chain efficiency, and consistent service. Our proven track record with Canoe Procurement and other cooperative agreements positions EECOL as a low-risk, high-value partner capable of supporting the evolving needs of cooperative purchasing organizations across Canada.

Program offering

Describe your program offering.

Question	Reponse *
Provide a description of your program offering. Provide information on the quality standards and certifications of the goods. You can attach a more detailed list in the procurement portal.	EECOL Electric's program offering is designed as a comprehensive, full-service electrical supply solution that combines a broad product portfolio with integrated supply chain, digital procurement, and technical support capabilities. EECOL supplies a complete range of electrical products across all major categories, including power distribution, wire and cable, lighting and controls, automation systems, data communications, utility products, tools, safety equipment, and MRO materials. With over 30,000 stocked SKUs and access to more than 275,000 products through an established network of over 400 approved manufacturers, EECOL provides Canoe Procurement members with a single-source solution that supports both operational requirements and large capital projects. A key component of EECOL's program offering is its eecol.com B2B platform, which enables members to access a fully integrated digital procurement experience. Through this platform, authorized users can view contract-specific pricing, check real-time inventory availability, search products by part number or description, and place orders directly online from any location. The platform also provides access to historical purchasing data, invoices, and product specifications, improving procurement visibility and control. In addition, EECOL supports advanced e-procurement capabilities, including punch-out catalog integration with customer ERP systems, enabling seamless transaction processing, improved accuracy, and reduced administrative effort for member organizations. EECOL's program is further supported by a strong focus on quality standards and product compliance. All goods supplied are sourced from reputable, industry-leading manufacturers whose products meet applicable Canadian and international certifications, including CSA and other recognized electrical safety standards. EECOL maintains strict supplier approval processes and does not support uncertified or non-compliant products, ensuring that all materials meet regulatory, safety, and performance requirements. Additionally, EECOL adheres to formal internal quality management practices based on LEAN principles and ISO-aligned standards, with defined procedures for product inspection, error tracking, and continuous improvement to ensure consistent service quality and product reliability. To enhance value for Canoe Procurement members, EECOL integrates its goods offering with value-added services such as vendor managed inventory (VMI), product standardization, technical support from factory-trained specialists, and detailed reporting on usage, pricing, and performance metrics. These services are designed to reduce total cost of ownership, improve inventory efficiency, and support better procurement decision-making.

List the manufacturers included in your offering.	EECOL Electric's offering includes products sourced from a broad and diversified network of over 400 approved, industry-leading manufacturers, ensuring comprehensive coverage across all electrical product categories and consistent quality across all product lines. Rather than limiting customers to a fixed or restricted manufacturer list, EECOL's model is designed to provide flexibility and access to best-in-class manufacturers across multiple segments. This approach ensures Canoe Procurement members receive the most appropriate product solutions based on application, availability, performance, and cost considerations. All manufacturers included in EECOL's offering are vetted through internal approval processes and must meet recognized quality, safety, and regulatory standards. EECOL's manufacturer network spans all major product categories, including (but not limited to): Power distribution and control equipment Wire and cable manufacturers Lighting and controls suppliers Automation and industrial control providers Data communications and networking manufacturers Utility and high-voltage equipment suppliers Tools, safety, and MRO product manufacturers Given the breadth of EECOL's supply chain and the dynamic nature of manufacturer offerings, a comprehensive and current list of manufacturers is maintained and can be provided as a detailed attachment through the procurement portal, including full line card documentation and category-specific manufacturer listings. The most up-to-date manufacturer listing is on our website www.eecol.com.
List anything ancillary goods or services you would like to include as part of your offering.	EECOL Electric offers a range of ancillary goods and value-added services designed to enhance the core supply of electrical products and deliver measurable improvements in procurement efficiency, cost control, and operational performance for Canoe Procurement members. In addition to supplying electrical goods, EECOL provides Vendor Managed Inventory (VMI) programs, which include on-site or remote inventory management, bin replenishment, stock optimization, and product standardization. These programs are tailored to each member's requirements and are proven to reduce inventory carrying costs, minimize stockouts, and streamline procurement processes. EECOL also offers technical support and engineering services through a team of factory-trained specialists across key disciplines, including automation, lighting, power distribution, data communications, and utility applications. These specialists provide product selection guidance, application support, energy efficiency analysis, and system design assistance, helping members optimize performance and reduce operating costs. Training and education programs are a core component of EECOL's offering. These include in-person and virtual training sessions, product demonstrations, certification programs, and lunch-and-learn sessions delivered in partnership with key manufacturers. These programs are typically provided at no cost and are designed to ensure that member staff are fully trained on new products, technologies, and best practices. EECOL supports customers with advanced digital and e-procurement services through its eecol.com platform and integrated systems, including online ordering, real-time inventory visibility, purchase history tracking, and ERP integration via EDI and punch-out catalogs. These tools improve order accuracy, reduce administrative workload, and provide enhanced visibility into procurement activity.

	Additional ancillary services include detailed reporting and analytics, such as usage tracking, KPI reporting (e.g., fill rates, on-time delivery, cost savings), and inventory analysis. These insights enable members to make data-driven decisions and continuously improve procurement performance. EECOL also offers project support services, including material staging, kitting, bulk project pricing, and coordination with project teams and manufacturers for large-scale infrastructure or capital projects. This ensures efficient project execution, reduced delays, and improved cost control. Additional services available to Canoe Procurement members include: 24/7/365 emergency service support Product standardization and substitution analysis Lighting audits and energy efficiency programs Inventory reduction and optimization consulting Warranty management and returns processing These ancillary goods and services are integrated into EECOL's overall program offering and are designed to provide Canoe Procurement members with a complete, end-to-end solution that goes beyond product supply to deliver ongoing operational and financial value.
Do you offer the ability to customize certain items based on Member's requirements?	Yes—EECOL Electric offers significant flexibility to customize products and supply solutions based on the specific requirements of Canoe Procurement members. EECOL works closely with its extensive network of over 400 approved manufacturers to source, configure, and supply custom or tailored products that meet unique operational, technical, or project-specific needs. This includes the ability to coordinate with manufacturers on modified specifications, alternate materials, project-specific assemblies, or engineered solutions where standard products may not fully meet requirements. For large or specialized applications, EECOL also leverages direct relationships with manufacturer engineering teams to support product customization, design input, and application-specific solutions. In addition to manufacturer-driven customization, EECOL provides internal value-added services such as material kitting, project staging, and tailored inventory solutions, allowing members to receive products packaged or configured to suit specific job sites, maintenance programs, or capital projects. EECOL can also support product standardization or approved substitution programs, ensuring consistency across multiple member locations while still addressing unique operational requirements. EECOL's experience supporting over 100 supply agreements across Western Canada further reinforces its ability to adapt to a wide range of member needs, whether for routine MRO supply or complex project execution. This includes the ability to source non-standard or "open market" items on request, priced within the agreed contract structure, ensuring members have access to a complete and flexible supply solution. All customized or sourced products are subject to EECOL's standard quality and compliance requirements, ensuring that any tailored solutions continue to meet applicable safety certifications and industry standards.
Do you offer Acceptance testing upon request from the Member?	Yes—EECOL Electric can coordinate and support acceptance testing upon request; however, as a distributor, our role is to facilitate and manage this process in collaboration

	with the original equipment manufacturers or qualified third-party service providers. EECOL works closely with its network of over 400 approved manufacturers and can arrange product-specific acceptance testing, factory testing, or commissioning support where required. This is typically coordinated directly with the manufacturer or their certified representatives to ensure all testing aligns with product specifications, applicable standards, and warranty requirements. Where applicable, EECOL can also facilitate site-based support through manufacturer technicians or approved partners to verify installation and operational performance. In addition, EECOL provides technical support and coordination services to ensure that acceptance testing requirements are clearly defined, properly scheduled, and completed in accordance with project or operational timelines. For larger or more complex applications, this may include collaboration with engineering teams, documentation support, and ensuring all required compliance and quality standards are met. It should be noted that acceptance testing services are generally application-specific and may involve additional costs, depending on the scope and level of testing required. All such services would be clearly defined and agreed upon with the Canoe Procurement member in advance.

Sales and distribution network

#	Question	Response *
1	Describe your company's capability to meet the CANOE Member needs across Canada or for each geographical area the Proponent wishes to do business in. Your response should address at least the following areas. a. Sales force. b. Dealer Network or distribution methods. Please include details, such as the locations of your network of sales and any overlap between the sales and service functions.	EECOL Electric has the scale, infrastructure, and personnel to effectively meet the needs of Canoe Procurement members across Western Canada and the Greater Toronto Area (GTA), with continued expansion supporting broader national coverage. EECOL currently operates 66 stocking locations supported by over 1,000 employees and more than $135 million in on-hand inventory, providing a strong foundation to deliver consistent service, product availability, and rapid response times across multiple regions. From a sales force perspective, EECOL employs a dedicated, locally based sales structure that includes outside sales representatives, inside sales teams, and branch leadership at each servicing location. This structure ensures that Canoe members receive direct, responsive support from personnel familiar with their local markets and operational requirements. Our outside sales teams provide on-site account management, technical support, and coordination of value-added services, while inside sales teams manage day-to-day transactions, quotations, and order fulfillment. This integrated approach ensures consistent communication, fast response times, and accountability at both the local and national account levels. EECOL's distribution model is built on a proven hub-and-spoke network, where major regional distribution centers support satellite branches, allowing inventory to be efficiently positioned and transferred across locations. This model enables next-day or same-day fulfillment in many cases, reduces lead times, and minimizes supply chain disruptions. Our significant inventory investment and access to over 400 manufacturers further ensure that Canoe members have reliable access to both standard and specialized products across all categories. In addition, EECOL leverages its dealer and manufacturer network to provide national coverage beyond its physical footprint, ensuring that members in all

		regions can be supported through coordinated logistics, manufacturer-direct shipments, and strategic supply chain partnerships. This approach allows EECOL to scale its service offering while maintaining consistency in pricing, availability, and service levels across all member locations. Overall, EECOL's combination of a strong local sales presence, a highly efficient distribution network, and a broad manufacturer ecosystem ensures that Canoe Procurement members receive a reliable, responsive, and scalable supply solution capable of supporting both routine operational needs and large, multi-location projects.
2	Describe how you manage government sales. Include details on the sales and training structure and how you specifically address sales and marketing with public sector clients.	EECOL Electric manages government and public-sector sales through a structured national accounts program supported by dedicated personnel, standardized processes, and targeted training aligned with the unique requirements of cooperative procurement and public-sector clients. Our approach ensures compliance, transparency, and consistency across all participating Canoe Procurement members while enabling strong local execution through our branch network. From a sales structure perspective, EECOL utilizes a national accounts model led by senior leadership and supported by regional and local sales teams. Each Canoe member is supported by outside sales representatives, inside sales teams, and branch management at the local level, ensuring both strategic oversight and day-to-day responsiveness. This structure allows EECOL to manage complex, multi-entity public sector contracts while maintaining strong local relationships and consistent service delivery. Our teams are experienced in applying contract pricing, service standards, and reporting requirements across multiple member entities in a cooperative purchasing environment. EECOL places strong emphasis on training and internal alignment to support government sales. All sales, operations, and customer service personnel are trained on contract-specific requirements, including pricing structures, auditability expectations, reporting obligations, and public sector procurement guidelines. This ensures consistent execution across all locations and minimizes risk for Canoe members. Our internal systems and CRM platform support this structure by providing centralized access to contract terms, customer data, and communication history, improving accuracy, accountability, and continuity of service. From a sales and marketing perspective, EECOL takes a highly collaborative approach with both Canoe Procurement and its members to drive program awareness and adoption. We partner directly with Canoe to promote the contract through coordinated initiatives such as co-branded digital campaigns, targeted email communications, and participation in member events, trade shows, and training sessions. In addition, EECOL works at the local level with individual members to deliver tailored engagement strategies, including on-site visits, product demonstrations, and operational reviews to identify cost savings and standardization opportunities. EECOL further enhances cooperative marketing efforts by supporting member-specific engagement and education, including: Development of co-branded marketing materials and promotions aligned to Canoe the contract. Delivery of joint training sessions, lunch-and-learns, and webinars to drive product

		awareness and adoption Participation in regional member events and industry associations to strengthen relationships and visibility Use of digital marketing tools and analytics to measure engagement and continuously improve outreach effectiveness. In addition, EECOL leverages its eecol.com B2B platform and integrated e-procurement capabilities to support government clients by providing easy access to contract pricing, product availability, purchasing controls, and reporting. This ensures standardized procurement processes, streamlined approvals, and improved visibility for public sector organizations managing multiple stakeholders and locations.
3	Describe in details the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your service goals or promises.	EECOL Electric's customer service program is built on a structured, locally supported model that combines dedicated account management, standardized processes, and performance measurement to ensure consistent, high-quality service delivery across all Canoe Procurement members. Our approach is designed to provide rapid response, accountability, and continuous improvement through clearly defined roles, service expectations, and measurable performance outcomes. From a process and structure perspective, each Canoe member is supported by a dedicated service team consisting of a Branch Manager, Outside Sales Representative, and Inside Sales Representative. The Outside Sales Representative is responsible for overall account management, including on-site engagement, inventory reviews, and coordination of value-added services, while the Inside Sales team manages day-to-day order processing, quotations, expediting, and issue resolution. The Branch Manager provides oversight and escalation support to ensure that all service commitments are met. This team-based approach ensures that all aspects of the customer's requirements—from procurement to delivery—are managed proactively and efficiently. EECOL's response-time capabilities are driven by its extensive inventory investment, experienced personnel, and integrated distribution systems. Standard order confirmations are provided within 24 hours, with many orders processed and fulfilled the same day depending on product availability. With over $135 million of on-hand inventory across 66 stocking locations, EECOL is able to significantly reduce lead times for Canoe Procurement members by ensuring that commonly used and critical materials are available locally or regionally. This inventory depth, combined with our hub-and-spoke distribution model, enables next-day or same-day fulfillment in many markets and minimizes supply chain disruptions. In addition, EECOL offers 24/7/365 emergency service support, ensuring that urgent requirements can be addressed outside of standard business hours when required. EECOL also maintains defined service performance metrics (KPIs) to monitor and continuously improve service delivery. These include on-time delivery performance, order accuracy, fill rates, and responsiveness to customer inquiries. Our systems track these metrics across branches and accounts, allowing for proactive issue identification, corrective action, and consistent performance across all Canoe members. To support accountability and performance, EECOL incorporates internal performance management and incentive structures aligned with service expectations. Sales and service teams are measured on key indicators such as

		customer satisfaction, responsiveness, accuracy, and overall account performance. These metrics are regularly reviewed by branch and regional leadership, ensuring a strong alignment between individual performance and service commitments. Additionally, EECOL's culture of training and promotion from within ensures that employees are highly knowledgeable, engaged, and committed to delivering high service standards. EECOL further enhances its customer service program through digital tools and communication platforms, including eecol.com, which provides customers with real-time access to contract pricing, inventory availability, order status, and historical purchasing data. This reduces response times, improves transparency, and enables members to efficiently manage routine transactions while maintaining access to dedicated support for complex requirements.

Engagement , Marketing and Training

#	Question	Response *
1	Describe the engagement and marketing strategy your company will implement if successful in this solicitation. Your answer should be specific to the various types of stakeholders involved.	EECOL Electric will implement a structured and collaborative engagement and marketing strategy that is tailored to the distinct needs of Canoe Procurement as the program administrator, as well as the individual member organizations that utilize the contract. Our approach is designed to drive strong contract adoption, ensure consistent communication, and deliver measurable value across all stakeholder groups. From a Canoe Procurement (program-level) perspective, EECOL will establish a formal relationship management structure led by our National Accounts team. This includes regular business reviews, performance reporting, and strategic planning sessions to ensure alignment with Canoe's objectives, including contract adoption, member engagement, and overall program success. EECOL will provide detailed reporting on sales activity, member participation, and key performance indicators, as well as support administrative requirements such as audit validation and rebate tracking where applicable. In addition, we will collaborate directly with Canoe on marketing initiatives, co-branded campaigns, and communication strategies to ensure consistent and effective promotion of the contract across all member channels. At the member level, EECOL's engagement strategy is more localized and operationally focused. Each Canoe member will be supported by dedicated branch-based sales teams, including outside and inside sales representatives, who provide on-site engagement, product support, and ongoing account management. EECOL will work directly with members to identify opportunities for cost savings, product standardization, inventory optimization, and implementation of value-added services such as Vendor Managed Inventory (VMI) and technical support programs. This ensures that each member receives tailored support aligned with their specific operational and procurement needs. EECOL's marketing strategy is built on a combination of centralized coordination with Canoe and targeted outreach to individual members. At the program level, EECOL will support Canoe through co-branded marketing materials, digital campaigns, newsletters, and participation in Canoe-led events, conferences, and webinars. At the member level, EECOL will implement direct engagement strategies

		such as on-site visits, product demonstrations, training sessions, and local promotions to drive awareness and utilization of the contract. This dual approach ensures both broad visibility and deep engagement across the membership base. EECOL will also leverage its digital platforms, including eecol.com, to support marketing and engagement by providing members with easy access to contract pricing, product availability, and purchasing tools. These platforms also enable targeted communication, analytics, and tracking of member engagement, allowing EECOL and Canoe to measure effectiveness and continuously improve outreach strategies. To ensure successful implementation, EECOL will execute a structured onboarding and rollout plan, including internal training of all sales and operations staff on Canoe contract requirements, followed by coordinated communication and engagement with members. This includes introducing key contacts, outlining program benefits, and aligning on service expectations to ensure a smooth transition and early adoption.
2	Collaboration between Canoe and the vendor is essential to the buy-in of group purchasing by vendors and their distribution network. What do you expect Canoe's role to be in demonstrating the value of the contract?	EECOL Electric views Canoe Procurement as a critical partner in establishing credibility, driving adoption, and clearly demonstrating the contract's value to its member base. The success of a cooperative purchasing program is directly tied to strong alignment between the program administrator and the vendor, and we see Canoe's role as both a validator of value and a strategic enabler of member engagement. From a program credibility perspective, EECOL expects Canoe to act as a trusted advisor to its members by validating that the contract delivers measurable value in terms of pricing, product availability, and overall service. Canoe's role in vetting suppliers, establishing compliance standards, and endorsing the contract is essential to building members' confidence and accelerating adoption. This is particularly important for new members or organizations that may not have prior experience with cooperative purchasing, where Canoe's endorsement serves as a key decision driver. From a value communication standpoint, Canoe plays an important role in helping translate the contract structure into clear, tangible benefits for members. This includes communicating key advantages such as pricing transparency, cost savings opportunities, simplified procurement processes, and access to value-added services. EECOL will work closely with Canoe to ensure these benefits are consistently articulated through joint messaging, case studies, and contract summaries that demonstrate both financial and operational impact. From a member engagement perspective, Canoe is instrumental in facilitating access to its member base and creating opportunities for direct engagement. This includes supporting vendor participation in member events, webinars, and communications, as well as helping identify high-potential member segments for targeted outreach. EECOL expects to collaborate with Canoe to coordinate introductions, align on engagement priorities, and ensure outreach efforts are well positioned and relevant to each member group. From a governance and performance perspective, Canoe plays a key role in ensuring that the contract continues to deliver value over time. This includes periodic performance reviews, monitoring adoption rates, and gathering member

		feedback. EECOL will support this process with detailed reporting and analytics, but Canoe's role in interpreting this information and aligning it with broader program objectives is critical to ongoing success.
3	Describe how you will train your sales force and distribution network on the value of utilizing the group purchasing such as the Canoe contract for public sector and non for profit clients. Include details on measure you will put in place, such as type and cadence of engagement etc.	EECOL Electric will implement a structured and consistent training program to ensure that our sales force and distribution network fully understand and promote the value of the Canoe Procurement contract to public sector and non-profit clients. This program is designed to drive awareness, ensure compliance, and maximize contract adoption across all regions. EECOL currently has Regional Sales Managers in each operating region who are specifically trained on cooperative purchasing programs, including Canoe, and are responsible for cascading this knowledge throughout their respective branch networks. In addition, Outside Sales Representatives are assigned to and actively support Canoe members across Canada, ensuring that contract knowledge and value proposition messaging are consistently reinforced at the local level. This combination of regional leadership and direct account engagement ensures both strategic alignment and effective execution. Our training structure begins with formal onboarding sessions upon contract award, where all sales, operations, and customer service personnel are trained on key elements of the Canoe agreement, including pricing structure, program benefits, eligible members, compliance requirements, and reporting obligations. This is followed by ongoing training delivered through a combination of internal meetings, digital training sessions, and periodic updates to ensure that all teams remain aligned as the program evolves. EECOL's internal systems and CRM tools are also used to centralize contract information, making it accessible to all employees and ensuring consistency in how the program is presented and executed. From a distribution network perspective, EECOL leverages its 66 stocking locations and decentralized branch structure to ensure that training is both standardized and locally relevant. Regional Sales Managers conduct regular touchpoints with branch teams to reinforce messaging, review performance, and address any gaps in understanding. This ensures that all customer-facing personnel are equipped to communicate the value of the Canoe contract effectively and consistently. EECOL's engagement cadence and measures are designed to maintain a high level of focus on the program. These include: Initial rollout training sessions for all branches and sales personnel upon contract award Ongoing regional and branch-level meetings (monthly or quarterly) to reinforce messaging and review performance Account-specific engagement by Outside Sales Representatives, including member visits and program education Regular communication updates (internal bulletins, CRM updates) to ensure alignment across the organization To ensure accountability, EECOL aligns performance measurement and incentives with program success. Sales teams are measured on contract adoption, customer engagement, and overall account performance, with Regional Sales Managers responsible for monitoring progress and driving continuous improvement. This ensures that the Canoe contract remains a priority across all levels of the

		organization.
4	Describe your methodology and approach to a successful start up / implementation plan and ongoing review and monitoring of the contract use and promotion. Include details on measure you will put in place.	EECOL Electric utilizes a structured and proven methodology to ensure a successful contract start-up, strong adoption, and continuous performance monitoring for Canoe Procurement. Our approach is built on three key phases: implementation and onboarding, active engagement and promotion, and ongoing review and continuous improvement. At the implementation stage, EECOL will execute a formal onboarding and rollout plan led by our National Accounts team in collaboration with Regional Sales Managers and branch leadership. Upon contract award, we will conduct internal training sessions to ensure all 66 stocking locations, sales personnel, and support teams fully understand the Canoe agreement, including pricing structure, program benefits, eligible members, and compliance requirements. This is followed by coordinated communication to Canoe and its member base, including introduction of key contacts, outlining service capabilities, and activating contract pricing within our systems and eecol.com platform. We will also align inventory levels based on anticipated member demand, leveraging our $135+ million in on-hand inventory to ensure product availability and minimize lead times from day one. From an engagement and promotion perspective, EECOL will work collaboratively with Canoe Procurement while also executing direct outreach to members. At the Canoe level, we will participate in co-branded marketing initiatives, member communications, and events to promote awareness of the contract. At the member level, our Outside Sales Representatives will engage directly with assigned accounts across Canada to educate stakeholders on the benefits of the program, including pricing transparency, supply reliability, and value-added services. Regional Sales Managers will oversee engagement activity to ensure consistent messaging and adoption across all regions. This dual approach ensures both strategic alignment with Canoe and localized execution with members. For ongoing review and monitoring, EECOL will implement a structured performance management framework supported by data and regular communication. Key measures include: Contract adoption tracking (member usage and growth over time) Sales and activity reporting at both member and program levels Service KPIs such as on-time delivery, fill rates, and order accuracy Inventory performance and lead time analysis, supported by our significant local inventory investment Cost savings and value realization reporting through initiatives such as VMI and product standardization These metrics will be reviewed on a regular cadence, including quarterly business reviews with Canoe Procurement and ongoing internal regional reviews led by our Regional Sales Managers. This ensures transparency, accountability, and the ability to quickly address any gaps or opportunities. To support continuous improvement, EECOL leverages its CRM and ERP systems to track engagement, monitor performance trends, and identify opportunities for increased member participation. We also gather feedback from Canoe and individual members to refine our approach and enhance service delivery over time.
5	How will you be monitoring the adoption	EECOL Electric will monitor the adoption and utilization of the Canoe contract through a structured, data-driven approach supported by dedicated internal

	and utilization of the Canoe contract by your sales and distribution network? Which key performance indicators will you be monitoring?	resources, including our Sales and Activity Tracking Analysts, who are specifically tasked with monitoring contract performance, sales activity, and engagement across our network. This centralized function ensures consistent visibility into contract usage across all regions, branches, and customer segments. Our approach combines real-time system tracking, internal accountability, and structured reporting to ensure that adoption is actively managed and continuously improved. All Canoe contract transactions are captured within our ERP and CRM systems, enabling us to track sales activity by member, region, product category, and individual sales representative. This allows our analysts and leadership team to identify trends, measure adoption levels, and proactively address any gaps in engagement or utilization. To ensure alignment across our organization, Regional Sales Managers and branch leadership are responsible for monitoring adoption within their respective areas, supported by our Sales and Activity Tracking Analysts who provide regular reporting and insights. In addition, Outside Sales Representatives assigned to Canoe members across Canada play a key role in driving engagement at the customer level, ensuring that the contract is actively promoted and utilized in day-to-day purchasing decisions. EECOL will track and report on a defined set of key performance indicators (KPIs) to measure both adoption and overall contract success, including: Contract adoption rates (number of active Canoe members and growth over time) Sales volume and spend under the Canoe contract Activity levels by region, branch, and sales representative Customer engagement metrics, including sales calls, training sessions, and account reviews Product category utilization and opportunities for expansion or standardization Inventory usage and fulfillment performance, supported by our $135+ million in on-hand inventory to ensure availability and reduce lead times Service KPIs, including on-time delivery, fill rates, and order accuracy These metrics will be reviewed on a regular cadence, including internal monthly reviews with Regional Sales Managers and quarterly business reviews with Canoe Procurement. This structured review process ensures transparency, accountability, and continuous alignment with program objectives. In addition, EECOL will implement proactive monitoring and escalation processes, where underperforming regions, low adoption areas, or inactive members are identified early and targeted with focused engagement strategies. This may include additional training, direct outreach by Outside Sales Representatives, or coordinated campaigns with Canoe to increase awareness and participation.
6	Describe your commitment to attending and/or sponsoring Canoe member engagement events (e.g., reverse trade shows, conventions, golf tournaments, educational offerings, retreats etc.)	EECOL Electric is strongly committed to supporting Canoe Procurement member engagement events and recognizes the important role these activities play in driving awareness, adoption, and overall success of the cooperative purchasing program. We plan to attend and participate in as many Canoe-led and member engagement events as possible across all regions that we service. EECOL actively supports a wide range of industry and customer-related events and will extend this same level of commitment to Canoe Procurement by participating in reverse trade shows, conventions, golf tournaments, educational sessions, and

		regional member meetings. Our approach is to ensure consistent presence at both national and regional events, leveraging our network of Regional Sales Managers and local branch teams to represent EECOL and engage directly with members. Where appropriate, EECOL will also support events through sponsorship opportunities, co-branded initiatives, and participation in educational sessions. This includes contributing to training workshops, technical seminars, and product demonstrations, helping to provide added value to Canoe members while reinforcing the benefits of the contract. At the local level, EECOL's Outside Sales Representatives—who are already aligned to members across Canada—will attend regional and community-based events to strengthen relationships, provide face-to-face support, and promote contract utilization. This ensures that engagement is not only consistent at the Canoe program level but also tailored to the needs of individual members and their local markets.
7	Provide details on industry and association partnerships your company has fostered over time which will be beneficial to promoting the Canoe contract in Canada.	EECOL Electric has established strong, long-standing partnerships across the electrical distribution industry, manufacturer network, and public sector ecosystem, which provide significant value in promoting and supporting the Canoe Procurement contract across Canada. These partnerships enable EECOL to deliver consistent service levels, enhanced product availability, and coordinated engagement strategies that benefit Canoe members. From an industry and manufacturer partnership perspective, EECOL maintains relationships with over 400 leading electrical manufacturers across all major product categories, including power distribution, automation, lighting, data communications, and utility products. These relationships allow EECOL to collaborate on joint initiatives such as training sessions, product demonstrations, and co-branded marketing campaigns, which can be extended directly to Canoe members to increase awareness, education, and contract adoption. EECOL is also an active participant in provincial electrical industry associations across Canada, including organizations such as the Electrical Association of Alberta (AEA) and other provincial groups. These associations provide strong industry alignment, ongoing market intelligence, and established platforms for engagement with contractors, municipalities, and institutional buyers. Through these affiliations, EECOL is well positioned to promote the Canoe contract within existing industry networks and leverage association events, communications, and training opportunities to increase visibility and participation. In addition, EECOL has deep experience working with cooperative purchasing organizations and public sector groups, including long-standing partnerships with organizations such as the Rural Municipalities of Alberta (RMA) and similar entities. These partnerships have provided EECOL with a strong understanding of cooperative procurement models, governance requirements, and member engagement strategies, all of which are directly applicable to supporting Canoe Procurement. At the regional and community level, EECOL's network of 66 stocking locations and 1,000+ employees enables strong local engagement through participation in trade shows, community events, training sessions, and customer programs. These local relationships allow EECOL to engage directly with Canoe members in their respective markets, reinforcing contract awareness and supporting adoption through

		face-to-face interaction and ongoing service. EECOL also leverages its existing relationships with public sector and institutional clients, including municipalities, utilities, and educational organizations, many of whom are aligned with cooperative purchasing programs. These established partnerships create a strong foundation to promote the Canoe contract, as EECOL is already engaged with key stakeholders who benefit from such agreements.

Warranty Details

#	Question	Reponse *
1	Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure.	EECOL Electric's manufacturer warranty program is structured to ensure that Canoe Procurement members receive full support, transparency, and efficient resolution for any product-related issues, while leveraging the warranties provided by our network of over 400 approved manufacturers. As a distributor, EECOL aligns its warranty program directly with manufacturer warranties, which are designed to meet industry standards for quality, safety, and performance. All products supplied by EECOL are sourced from certified manufacturers, and warranties typically cover defects in materials or workmanship when products are used in accordance with their intended purpose and specifications. The overall structure of the warranty program is centralized and managed by EECOL on behalf of the customer. EECOL acts as the single point of contact for Canoe members, removing the need for customers to interact directly with manufacturers. Our teams coordinate all aspects of the warranty process, including claim submission, communication with manufacturers, and final resolution, ensuring a streamlined and efficient experience. To qualify for warranty coverage, products must: Be used for their intended application and within manufacturer specifications Be properly installed and maintained in accordance with recommended guidelines Be supported by appropriate documentation, such as invoice references and product details All products received by EECOL are subject to initial inspection procedures to identify any visible damage or deficiencies, helping ensure that only compliant and quality-assured products are delivered to customers. The claims procedure is designed to be straightforward and responsive. When a warranty issue arises, the Canoe member contacts their local EECOL representative or branch. EECOL will then: Review the issue and gather required documentation Verify product eligibility under the manufacturer's warranty Coordinate directly with the manufacturer to initiate the claim Manage communication and follow-up through to resolution Arrange replacement, repair, or credit as determined by the manufacturer This process ensures minimal administrative burden on the customer and faster resolution timelines. In most cases, warranty coverage includes replacement of

		defective parts, with additional coverage dependent on the specific manufacturer's warranty terms. EECOL also incorporates warranty management into its broader quality assurance and continuous improvement processes, including tracking recurring issues, working with manufacturers to address quality concerns, and ensuring corrective actions are implemented when necessary. This approach helps maintain a high standard of product reliability and service performance across all Canoe members.
2	What other policies do you have to support Member reimbursement or remediation for the products you support and sell in this RFP?	EECOL Electric maintains a comprehensive set of policies and procedures to support member reimbursement, product remediation, and issue resolution, ensuring that Canoe Procurement members experience minimal disruption and risk when product issues arise. EECOL's first level of protection is its returns and exchange program, which is structured to provide fair and practical solutions depending on the type of product. Products are categorized as regularly stocked, non-stocked, or non-returnable, with clearly defined processes for each. Stocked items in resalable condition are typically accepted for return with minimal or no restocking fees (within agreed parameters), while non-stocked items are managed through manufacturer return agreements, ensuring members receive the best possible outcome based on supplier policies. In cases where issues are caused by EECOL—such as incorrect shipments, damaged goods in transit, or order errors—EECOL takes full responsibility and will replace, credit, or expedite corrected material at no cost to the member, including covering associated freight where applicable. This ensures that operational disruptions are minimized and members are not financially impacted by supplier-related errors. EECOL also supports active remediation through supplier and manufacturer coordination, working directly with its network of over 400 manufacturers to resolve product issues, arrange replacements, or provide alternatives when required. In situations where products may be discontinued, defective, or unsuitable, EECOL provides substitution options that meet equivalent performance and compliance standards, subject to customer approval. In addition, EECOL offers support for inventory management and product lifecycle remediation, including helping members identify excess or obsolete inventory and facilitating return, redistribution, or disposal through internal branch networks or third-party channels. This helps reduce financial exposure and improve inventory efficiency for members. EECOL's quality management and corrective action processes further support reimbursement and remediation efforts. All product issues and service discrepancies are tracked through internal reporting systems, allowing EECOL to identify recurring issues, implement corrective actions, and work with manufacturers to improve product quality and performance over time.
3	What are your proposed exchange and return programs and policies?	EECOL Electric's exchange and return program is designed to provide Canoe Procurement members with a flexible, fair, and clearly defined process that minimizes risk and supports efficient resolution of product returns. EECOL classifies all return requests into three primary categories to ensure appropriate handling based on product type and sourcing:

		Normally Stocked Items: These items can typically be returned at EECOL's cost, provided they are in resalable condition and within agreed quantity limits. No restocking charge is applied in most cases. If the item is stocked at another EECOL branch, any required freight or handling costs to transfer the item may apply. Non-Stocked Items: For items not regularly stocked by EECOL, returns are coordinated directly with the manufacturer. EECOL will negotiate the best possible outcome on behalf of the member; however, manufacturer restocking fees and associated freight or handling charges may apply, depending on the supplier's policies. Non-Returnable Items: In cases where products cannot be returned to the manufacturer, EECOL will assist members with remediation options such as identifying resale opportunities through its branch network or external channels. Any recovered value is credited back to the member based on mutually agreed terms, with EECOL managing the process on their behalf. The return process is structured to ensure control and transparency. Members submit a list of items for return along with supporting documentation (e.g., invoice references). EECOL reviews and authorizes the return prior to processing, ensuring that all parties are aligned on eligibility, quantities, and applicable conditions. EECOL also maintains a strong commitment to accountability for errors. Any returns resulting from EECOL-related issues—such as incorrect shipments, damaged products, or order discrepancies—are managed at no cost to the member. EECOL will arrange for prompt replacement, credit, or resolution, including covering associated freight where applicable. In addition, EECOL supports inventory optimization and lifecycle management, helping members identify excess, obsolete, or slow-moving inventory and providing practical options for return, redistribution, or disposal to minimize financial impact.
4	Describe in details the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your service goals or promises.	EECOL Electric's customer service program is built on a structured, locally supported model that combines dedicated account management, defined processes, and data-driven performance monitoring to ensure consistent, high-quality service delivery across all Canoe Procurement members. Our approach focuses on responsiveness, accountability, and continuous improvement, supported by both local branch teams and centralized oversight. From a process and structure perspective, each Canoe member is supported by a dedicated service team consisting of a Branch Manager, Outside Sales Representative, and Inside Sales Representative. Outside Sales Representatives provide overall account management, including on-site engagement, inventory optimization, and coordination of value-added services, while Inside Sales teams manage day-to-day transactions such as quotations, order processing, and expediting. The Branch Manager provides escalation support and ensures service commitments are consistently met. This team-based structure ensures clear ownership, fast issue resolution, and proactive management of member requirements. EECOL's response-time capabilities are driven by strong local presence, experienced personnel, and significant inventory investment. Standard order

		confirmations are provided within 24 hours, with many orders processed and fulfilled the same day depending on availability. With over $135 million in on-hand inventory across 66 stocking locations, EECOL significantly reduces lead times for Canoe members by ensuring commonly used and critical materials are readily available locally or regionally. This, combined with our hub-and-spoke distribution model, enables next-day or same-day delivery in many markets. EECOL also offers 24/7/365 emergency service support, ensuring critical needs are addressed outside normal business hours. To ensure consistent service delivery, EECOL monitors a set of key service performance indicators (KPIs), including on-time delivery, order accuracy, fill rates, and responsiveness to customer inquiries. These metrics are tracked through our ERP and CRM systems and reviewed regularly by branch leadership, Regional Sales Managers, and our Sales and Activity Tracking Analysts. This allows EECOL to proactively identify service gaps, implement corrective actions, and continuously improve performance across all Canoe members. EECOL also aligns internal performance management and incentive structures with service expectations. Sales and service personnel are measured on customer satisfaction, responsiveness, accuracy, and overall account performance. These metrics are incorporated into regular performance reviews and operational meetings, ensuring strong alignment between individual performance and customer service objectives. In addition, EECOL's culture of continuous training and promotion from within ensures that staff are knowledgeable, engaged, and capable of delivering a consistent, high level of service. To further enhance service efficiency and responsiveness, EECOL leverages digital tools such as eecol.com, which provides Canoe members with real-time access to pricing, inventory, order status, and purchasing history. This enables members to quickly access information and place orders independently, while still having full support from their dedicated service team for more complex requirements.

Member access to goods and services

Question	Response
List the necessary steps for a Canoe member to set up an account and access your goods and services for the first time should you be awarded a contract.	EECOL Electric has a streamlined and efficient onboarding process that enables Canoe Procurement members to quickly establish an account and begin accessing goods and services with minimal administrative effort. Based on our current experience supporting the Canoe program, dedicated accounts are already established for members within our system, and once a valid Canoe member number is provided, account activation and access can be enabled almost immediately. For new or first-time users, the onboarding process includes the following steps. First, the Canoe member provides their organization details along with their Canoe Procurement member identification. This information is verified and linked to our existing Canoe account structure, ensuring that all contract pricing and terms are automatically applied. Once validated, the member is assigned to the appropriate EECOL branch and service team, including an Outside Sales Representative and Inside Sales support, to ensure immediate engagement and ongoing service. Following account setup, EECOL provides members with access to our eecol.com B2B

	platform, where they can view contract-specific pricing, check real-time inventory availability, and place orders directly. Additional setup options, such as EDI integration, punch-out catalog connections, or customized ordering workflows, can also be implemented based on the member's procurement requirements. To ensure a smooth transition, EECOL's Outside Sales Representatives—already aligned to Canoe members across Canada—will proactively engage with new users to introduce the program, review purchasing needs, and provide training on ordering processes and available services. This includes walkthroughs of the digital platform, product availability, and key program benefits such as inventory support and value-added services.
Describe how members can access information, pricing, discounts, catalogues on your goods, services, get a quote and place an order.	Canoe Procurement members can access EECOL Electric's goods, services, and contract benefits through a simple, flexible, and fully integrated approach designed to support multiple procurement preferences. Once a member's Canoe identification number is verified and linked within EECOL's system, they gain immediate access to all Canoe contract pricing, discounts, and program benefits across all purchasing channels. Members can access information, catalogues, and pricing through multiple methods. The primary platform is eecol.com, EECOL's B2B digital procurement portal, which provides real-time access to contract-specific pricing, product catalogues, technical specifications, and inventory availability. Through this platform, members can search products by part number, description, or category, view detailed product data, access past purchasing history, and place orders directly. In addition to the online platform, members have direct access to dedicated sales support teams, including Outside Sales Representatives and Inside Sales personnel aligned to their account. Members can request quotes, product recommendations, or technical support through phone, email, or in-person engagement. EECOL's sales teams can provide detailed quotations, assist with product selection, and coordinate sourcing for both standard and customized requirements, ensuring a responsive and tailored service experience. EECOL also supports integrated procurement options, including EDI, punch-out catalogues, and ERP integrations, allowing larger Canoe members to connect directly with their internal purchasing systems. This enables automated ordering, approval workflows, and improved accuracy, while maintaining full visibility into contract pricing and usage. For members preferring traditional methods, orders can also be placed through local branches across EECOL's network, with the added benefit of real-time inventory access supported by $135+ million in on-hand inventory, helping ensure availability and reduce lead times.
Are your products available through an e-marketplace platform? If yes, please explain the options to connect to your e-marketplace i.e. business to business, punch out, API, and any limitations on compatible systems. Include a link to your e-marketplace.	Yes—EECOL Electric offers a robust e-marketplace platform that enables Canoe Procurement members to access products, pricing, and ordering through multiple digital integration options. EECOL's primary e-marketplace platform is eecol.com, which serves as a fully functional business-to-business (B2B) procurement portal. Through this platform, authorized Canoe members can access contract-specific pricing (once their Canoe member number is linked), view real-time inventory availability, search product catalogues, retrieve invoices, and place orders directly online. Members can access the platform here: https://www.eecol.com

	EECOL supports multiple integration and connectivity options to accommodate different member procurement systems and requirements: B2B Web Portal (eecol.com): Full access to catalogues, pricing, inventory, and ordering User-level controls and purchasing approvals Access to historical purchasing data and documentation Punch-Out Catalogue Integration: Direct integration with member ERP systems (e.g., SAP, Oracle, JD Edwards, PeopleSoft) Allows users to shop within eecol.com while completing transactions within their internal procurement system Ensures contract pricing and product data are consistent and controlled EDI (Electronic Data Interchange): Supports standardized electronic transactions including purchase orders, acknowledgements, invoicing, and shipping notices Reduces manual entry, improves accuracy, and accelerates processing times API / Advanced Integration (as required): EECOL can work with members' IT teams to support deeper integrations where required, depending on system compatibility and scope There are no significant limitations on compatible systems, as EECOL has extensive experience integrating with a wide range of ERP and procurement platforms across public sector and institutional clients. Integration requirements are typically reviewed and configured on a case-by-case basis to ensure alignment with each member's internal systems and processes.
In a case where your company has an existing public sector customer who desires to be onboarded onto the Canoe offering, how would you address this situation?	EECOL Electric has a well-established and proven process for onboarding existing public sector customers onto cooperative purchasing programs such as Canoe Procurement, with nearly two decades of direct experience supporting RMA/Canoe agreements. This experience ensures that onboarding can be completed efficiently, with minimal disruption to the customer's current procurement processes, and with full alignment to Canoe contract terms. When an existing public sector customer expresses interest in transitioning to the Canoe contract, EECOL's first step is to validate the customer's Canoe membership status and obtain their member number. Once this is confirmed, the customer's account is linked to the Canoe program within our system, enabling immediate access to all contract pricing, terms, and benefits without the need for a full account reconfiguration. EECOL's approach prioritizes continuity and ease of transition, ensuring that existing relationships, account structures, and service teams remain in place. Outside Sales Representatives who are already supporting these customers continue to manage the account while ensuring that all future transactions align with Canoe pricing and program requirements. At the same time, we review current purchasing patterns and contract alignment to identify opportunities to improve pricing, standardize products, and add value-added services under the Canoe agreement. From a systems and process standpoint, EECOL's ERP and CRM platforms are

	designed to support seamless contract transitions, including applying contract pricing, tracking Canoe-related sales, and integrating with existing procurement workflows such as eecol.com, EDI, or punch-out systems. This ensures that customers can continue to order through their preferred channels with no operational disruption. In addition, EECOL provides proactive communication and onboarding support during the transition, including: Reviewing contract benefits and pricing structure with the customer Training users on accessing Canoe pricing through eecol.com and other procurement tools Ensuring internal approval and purchasing processes are aligned Coordinating any necessary updates to billing, reporting, or account structures Because of our long-standing partnership with Canoe/RMA, EECOL has refined this onboarding process to be fast, low-risk, and highly efficient, with minimal administrative burden on the customer. There are no barriers or concerns with transitioning existing public sector clients onto the Canoe program, and in nearly all cases, the process can be completed quickly once membership is confirmed.

Shipping, Freight

#	Question	Reponse *
1	Explain your delivery model.	EECOL Electric's delivery model is built on a scalable, inventory-driven distribution network designed to provide fast, reliable, and cost-effective delivery across all Canoe Procurement members. Our model combines a hub-and-spoke distribution structure, significant local inventory, and coordinated logistics to ensure consistent product availability and minimized lead times At the core of our model is a network of 66 stocking locations across Western Canada and the Greater Toronto Area (GTA), supported by over $135 million in on-hand inventory. This footprint allows EECOL to position product close to customer demand, enabling same-day or next-day delivery in many markets and significantly reducing reliance on long lead-time supplier shipments. EECOL operates a hub-and-spoke distribution system, where primary regional hubs (e.g., Calgary, Edmonton, Langley, Winnipeg) support surrounding satellite branches. This enables inventory to be efficiently transferred between locations based on demand, ensuring that product is available where and when it is needed. Inventory levels are monitored and replenished through our ERP system, which tracks usage trends and automatically triggers stock transfers or supplier orders to maintain optimal availability. From a delivery execution standpoint, EECOL provides multiple delivery options to meet member requirements: Scheduled deliveries aligned to member ordering patterns to optimize freight and efficiency Same-day or expedited delivery for urgent requirements, where inventory is available locally Emergency delivery services (24/7/365) to support critical operational needs Direct-to-site or project deliveries for capital projects and large material orders

		EECOL also leverages its manufacturer and supplier network to support direct shipments for non-stocked or specialized items, ensuring full product coverage while maintaining competitive lead times. In situations where items are not immediately available locally, EECOL coordinates with other branches or manufacturers to source and deliver the required material as quickly as possible. To further enhance efficiency, EECOL integrates its delivery model with digital tools and procurement systems, including eecol.com, EDI, and punch-out catalogues, allowing members to place orders seamlessly and track delivery status in real time. This integration improves order accuracy, reduces administrative effort, and enhances visibility into the supply chain.
2	Explain how your shipping and freight costs are calculated, as well as any related weight, geographical considerations and restrictions for remote or otherwise hard to access locations included in your offering.	EECOL Electric utilizes a cost-pass-through freight model designed to provide Canoe Procurement members with full transparency and fairness in shipping costs while leveraging EECOL's established logistics network and national carrier agreements. Under this model, all freight costs are passed through at actual cost, with no additional margin applied by EECOL. This ensures members benefit directly from EECOL's negotiated carrier rates and shipping efficiencies. In addition, all inbound freight costs to move product from manufacturers to EECOL's supporting or nearest stocking branch are fully included in the product cost, meaning members are not charged for upstream supply chain logistics. This significantly simplifies pricing and ensures that freight charges only apply to the final delivery from the servicing branch to the member location. Shipping costs to members are influenced by several key factors, including: Order size and weight/volume, particularly for bulk materials such as wire and cable Delivery location, including local, regional, or long-haul requirements Delivery urgency, such as standard scheduled deliveries versus expedited or emergency shipments Special handling requirements, including oversized or project-specific materials EECOL's network of 66 stocking locations and over $135+ million in on-hand inventory plays a critical role in minimizing freight costs and reducing lead times. By stocking material locally or regionally, EECOL reduces the need for long-distance shipments and enables more efficient delivery through local fleet or consolidated carrier routes. For remote or hard-to-access locations, EECOL leverages its established carrier network and relationships with manufacturers to ensure consistent service. While freight costs may vary depending on distance and accessibility, EECOL works closely with members to: Consolidate shipments where possible to reduce cost Identify the most efficient routing options Utilize manufacturer-direct shipments when appropriate Provide clear, upfront visibility on any additional freight considerations EECOL does not impose restrictive geographic limitations but instead works collaboratively with members to develop cost-effective delivery solutions based on location and operational requirements.
3	Explain any variances in freight and shipping methodology between	EECOL Electric's freight and shipping methodology varies based on product type, sourcing method, and delivery requirements; however, it is consistently structured around a transparent cost pass-through model, with inbound freight to the servicing

	the various categories ie stock items versus specialy equipment, custom orders, etc, .	or nearest branch included in product cost and outbound delivery optimized based on the nature of the materials. For stocked items, which represent the majority of routine MRO purchases, EECOL's model is highly efficient. These products are already positioned within our network of 66 stocking locations and $135+ million in on-hand inventory, meaning inbound freight from manufacturers to the branch is already included in the product cost. As a result, members only incur freight charges for the final delivery from the local or nearest branch, if applicable. This significantly reduces lead times and transportation costs, as items are typically delivered via local fleet or consolidated routes, often enabling same-day or next-day delivery. For non-stocked or specialty items, freight methodology may vary by sourcing. These items are typically shipped from manufacturers to EECOL or directly to the member's location. While inbound freight to the branch remains embedded in the cost where applicable, direct-to-site shipments may include pass-through freight charges based on supplier logistics, distance, and order size. EECOL works closely with members to determine the most cost-effective approach, including routing material through a local branch when beneficial. For custom orders or engineered equipment, freight considerations are more project-specific. These items may involve: Direct manufacturer-to-site delivery for large or specialized equipment Factory-based assembly and testing, requiring coordinated logistics Special handling or oversized freight requirements In these cases, freight is evaluated and quoted based on actual shipping requirements, including weight, dimensions, delivery location, and any special handling. EECOL ensures full transparency by communicating these costs upfront and leveraging its manufacturer relationships to optimize shipping strategies and minimize unnecessary costs. Across all categories, EECOL maintains a consistent approach by: Applying a cost pass-through model with no markup on freight Including all inbound freight to the branch within product cost Leveraging local inventory to reduce shipping distances and costs Consolidating shipments where possible to improve efficiency Providing flexible delivery options based on urgency and project needs For remote or hard-to-access locations, freight methodology is adjusted based on accessibility and carrier availability. While costs may be higher due to geographic factors, EECOL works proactively with members to consolidate shipments, explore alternative routing options, and utilize manufacturer-direct shipments where appropriate to reduce overall impact.

Depth and breadth of categories of electrical components offered

If you are not including a specific category, please enter N/A in the cost plus max % mark-up cell.

Electrical Categories	Included in your offering *	Provide the cost plus maximum % mark-up *	Sample list of items included *	Comments-exceptions

Automation and Control	(•) Yes ( ) No	25%	All items in this category	
Power Distribution Equipment	(•) Yes ( ) No	25%	All items in this category	
Fuses and Circuit Protection	(•) Yes ( ) No	25%	All items in this category	
Sensors, Switches, and Relays	(•) Yes ( ) No	25%	All items in this category	
Raceways and Conduit Systems	(•) Yes ( ) No	25%	All items in this category	
Electrical Fittings and Hardware	(•) Yes ( ) No	25%	All items in this category	
Electrical Enclosures and Boxes	(•) Yes ( ) No	25%	All items in this category	
Wire and Cable	(•) Yes ( ) No	25%	All items in this category	
Connectors and Terminations	(•) Yes ( ) No	25%	All items in this category	
Lighting	(•) Yes ( ) No	25%	All items in this category	
Alarms and Signaling	(•) Yes ( ) No	25%	All items in this category	
Renewable and Energy Solutions	(•) Yes ( ) No	25%	All items in this category	
Electrical Tools	(•) Yes ( ) No	25%	All items in this category	
Data and Communications	(•) Yes ( ) No	25%	All items in this category	
Optional - Additional items/category you want to include in your offering	(•) Yes ( ) No	25%	All Items in this catagory	
Optional - Additional items/category you want to include in your offering	(•) Yes ( ) No	25%	All products & services from EECOL.	

Depth and breadth of categories of line maintenance equipments

If you are not including a specific category, please enter N/A in the Average cost plus % cell.

#	Electrical Categories	Included in your offering *	Average cost plus % *	Sample list items included
1	Utility, High-Voltage, Lineman Specialty	(•) Yes ( ) No	25	
2	Personal Protective Equipment	(•) Yes ( ) No	25	
3	Working at Heights Equipment	(•) Yes ( ) No	25	
4	Line Construction and Maintenance Tools	(•) Yes ( ) No	25	
5	Pulling, Lifting, and Rigging Equipment	(•) Yes ( ) No	25	
6	Testing, Measurement, and Diagnostic Equipment	(•) Yes ( ) No	25	
7	Jobsite and Field Equipment	(•) Yes ( ) No	25	
8	Bucket, and Equipment Mounting Systems	(•) Yes ( ) No	25	
9	Electrical Hardware and System Components	(•) Yes ( ) No	25	

Proactive disclosure of Artificial Intelligence (AI) in drafting response

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

#	Question	Comments *
1	Did you use any Artificial Intelligence (AI) tools or	Yes

	systems in the preparation of your RFP response?	
2	If yes, please specify which AI tools were used and describe their roles in the drafting process.	EECOL Electric utilized Microsoft Copilot (M365 Copilot, based on the GPT-5 chat model) as a supporting tool in drafting this response. Copilot was used primarily to leverage our internal repository of previously submitted and RFP responses, including prior RFP submissions, to ensure consistency, completeness, and alignment with established best practices in cooperative procurement responses. The role of Copilot in the drafting process was to: Aggregate and structure existing content from prior RFP submissions and corporate proposal documents Assist in drafting initial response frameworks based on common procurement questions and requirements Ensure responses remained clear, concise, and aligned to the RFP expectations All responses were then reviewed, validated, and customized by EECOL subject matter experts, including adjustments specific to the Canoe Procurement requirements, current capabilities, and updated operational data (e.g., branch count, inventory levels, digital tools). Significant effort was made to tailor each response through prompt refinement and manual editing, ensuring that the content accurately reflects EECOL's current service model, differentiators, and program offering. Copilot was used strictly as a productivity and drafting aid, while all final content, positioning, and commitments were verified and approved internally to ensure accuracy, compliance, and alignment with EECOL's business practices and the specific requirements of this RFP.
3	How did the AI tools or systems influence the content presented in your RFP response? Please provide specific examples of contributions made by AI to your proposal.	The use of Microsoft Copilot influenced the efficiency, structure, and consistency of EECOL Electric's RFP response, while all final content remained grounded in our internal expertise and prior experience with similar cooperative procurement programs. Notably, when EECOL responded to a similar RMA/Canoe RFP approximately five years ago, AI tools such as Copilot were not available, and the process relied entirely on manual drafting, document retrieval, and internal coordination. In comparison, Copilot enabled a more streamlined and structured approach while maintaining the same core content and subject matter accuracy. Specifically, Copilot contributed in the following ways: Content aggregation and reuse: Copilot helped surface relevant content from EECOL's internal repository of previous RFP submissions and proposal documents, including prior successful Canoe/RMA responses. This ensured consistency with proven messaging, structure, and terminology that had previously resulted in a successful award. Initial drafting and structuring: Copilot assisted in generating initial response drafts and organizing information into clear, well-structured paragraphs aligned to the specific questions in this RFP. This improved clarity and reduced drafting time compared to the manual processes used in prior submissions. Customization support through prompt refinement: While Copilot provided a foundational draft, significant effort was devoted to refining prompts and tailoring responses to meet the specific requirements of this

		Canoe RFP. This included incorporating updated company data (e.g., 66 locations, $135M inventory), aligning language to Canoe's evaluation focus, and ensuring responses reflected current capabilities and service models. Consistency and formatting: Copilot supported consistent tone, formatting, and level of detail across all responses, which is particularly important for large RFP submissions being imported into structured formats such as spreadsheets. Importantly, Copilot did not introduce new or unverified content. All outputs were reviewed, validated, and enhanced by EECOL subject matter experts, ensuring that the final responses accurately reflect EECOL's operations, commitments, and experience. In comparison to the previous RFP submission completed without AI, the use of Copilot primarily improved efficiency, consistency, and responsiveness, while the underlying content remained based on EECOL's proven capabilities and long-standing experience in supporting cooperative purchasing programs such as Canoe.

Reporting

Question	Response
Please specifically describe any self-audit process or program that you plan to employ to verify compliance with a possible Contract with CANOE including validating that CANOE Members obtain the proper pricing, as well as ensuring your reports accurately include all sales under the Canoe contract.	EECOL Electric will employ a structured self-audit and compliance validation program to ensure full adherence to the Canoe Procurement contract, with a primary focus on validating that all members receive correct contract pricing and that all applicable sales activity is accurately captured and reported. At the core of this process is EECOL's National Pricing Structure, which is implemented across our ERP system. This structure ensures that all Canoe Procurement members are consistently assigned the correct contract pricing levels once their membership is validated and linked via their member number. Pricing is centrally controlled and automatically applied at the account level, eliminating the risk of inconsistent pricing across regions, branches, or sales personnel. From a reporting and compliance standpoint, EECOL's systems are configured such that only designated Canoe member accounts are flagged and tracked under the program, ensuring that all transactional activity associated with those accounts is captured accurately. As a result, all reporting provided to Canoe will include 100% of sales activity tied to those implemented Canoe accounts within each region, providing a complete and auditable view of program utilization. EECOL's Sales and Activity Tracking Analysts, along with Regional Sales Managers, play a key role in monitoring compliance by: Reviewing account setup to confirm proper Canoe contract alignment Validating that contract pricing is correctly applied across all transactions Monitoring sales activity by member, region, and branch to ensure full inclusion in reporting Identifying any discrepancies or anomalies and resolving them proactively
Canoe requires monthly sales report. Describe the	EECOL Electric has a well-established and repeatable process to meet Canoe

process you will implement if awarded, in order to meet this requirement.	Procurement's monthly sales reporting requirement, supported by our internal systems, dedicated analytics resources, and experience managing similar reporting obligations for numerous national and regional contracts. Upon award, EECOL will first align with Canoe Procurement on reporting requirements, including format, data fields, and delivery expectations. A key step in this process is to identify and confirm the appropriate Canoe contact(s) responsible for receiving the monthly reports, ensuring that all reporting is delivered accurately, consistently, and to the correct stakeholders. EECOL's ERP system is configured to track all sales activity under designated Canoe member accounts, ensuring that every transaction is captured at the account level and attributed correctly to the program. Because all Canoe members are set up under our National Pricing Structure, all relevant activity is automatically flagged and compiled for reporting without requiring manual intervention.
Please include the name, title and email of the person who will be responsible to provide monthly reporting to Canoe.	Trevor Hambleton DIrector, National Accounts trevor.hambleton@eecol.com
Do you allow public entities to order from multiple contracts and GPOs?	No, we only have one program and that's with Canoe. We decline all other competing bids with the Canoe Procurement program.
If so, describe the measures you have in place to record and manage data accurately for public entities who purchase from multiple accounts/contracts ensuring accurate reporting of usage to Canoe?	Trevor Hambleton manages all agreements and has full visibility into which programs we want to be part of and how they are structured.

Pricing Structure

Proponents should describe their pricing structure.

Question	Answer *
Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Canoe discounted price) on all of the items that you want Canoe 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.	EECOL Electric proposes a cost-plus pricing model, which we believe provides the highest level of transparency, consistency, and value for Canoe Procurement members compared to traditional discount-off-list structures. Under this model, members are invoiced at a fixed 25% margin over EECOL's landed cost of goods, ensuring that pricing is directly tied to actual procurement cost rather than variable and often inconsistent manufacturer list prices Unlike line-item or product-category discount models, which can vary significantly across manufacturers and product lines, the cost-plus approach provides uniform pricing logic across all SKUs and categories, eliminating complexity and ensuring fairness across all Canoe members. This is particularly important given that EECOL sources products from over 400 manufacturers, each with different pricing structures, discount matrices, and list price methodologies. In many cases, manufacturer list prices do not accurately reflect true market cost, which can create inconsistencies in discount-based pricing models. Under EECOL's proposed model:

	Canoe Price = Landed Cost + 25% Margin Landed cost includes all acquisition costs, including inbound freight to EECOL's servicing or nearest stocking branch The 25% margin includes all standard services such as sales support, order processing, inventory management, technical resources, and reporting
Quantify the pricing discount represented by the pricing proposal in this response. For this RFP the pricing model is cost plus. State the percentage or percentage range.	EECOL Electric's proposed pricing model is based on a cost-plus structure with a fixed 25% margin applied to the landed cost of goods. As such, the "discount" represented by this model cannot be expressed as a traditional percentage off list price, as manufacturer list pricing varies significantly and does not consistently reflect true market cost. Instead, the effective pricing range delivered through this model can be summarized as: Cost + 25% (fixed margin across all products and categories) From a comparative standpoint, this approach typically results in competitive net pricing relative to traditional discount-off-list models, as it eliminates variability in manufacturer pricing structures and ensures Canoe members are purchasing based on actual cost rather than inflated or inconsistent list prices. Therefore, for the purpose of this RFP: Pricing Model: Cost-Plus Margin / Effective "Discount Range": +25% over landed cost Equivalent positioning: Consistent, transparent pricing that replaces traditional discount ranges This model ensures uniformity, auditability, and fairness across all Canoe members, regardless of product category or manufacturer.
Describe any cost-saving opportunities available to Canoe Members. This may include, but is not limited to, volume-based discounts, early payment discounts, seasonal markdowns etc. Specify any conditions or thresholds required to qualify for these discounts, and detail how they would be applied to the final pricing Canoe Members will pay.	EECOL Electric provides multiple cost-saving opportunities to Canoe Procurement members through a combination of transparent pricing, volume leverage, and ongoing promotional programs, all designed to reduce total cost of ownership. Under our cost-plus pricing model, all cost reductions achieved by EECOL are directly passed through to Canoe members. This includes volume-based discounts negotiated with manufacturers, where lower acquisition costs driven by aggregated purchasing volumes are automatically reflected in the member's final price (i.e., cost + 25%). As EECOL secures improved pricing from suppliers through either Canoe participation or broader portfolio volume, these savings flow directly to members without adjustment to the agreed margin structure. In addition, all regional and manufacturer-driven sales promotions are made fully available to Canoe members. These may include limited-time price reductions, manufacturer incentives, or product-specific promotions. When these programs are in effect, the reduced cost from the supplier is incorporated into the landed cost, and the Canoe price is calculated accordingly, ensuring members fully benefit from the promotion. EECOL also supports additional cost-saving mechanisms, including: Order consolidation and inventory optimization, reducing freight costs and transaction frequency Vendor Managed Inventory (VMI) programs, which lower carrying costs and improve

	inventory turns Product standardization initiatives, enabling deeper discounts through supplier alignment Project and bulk purchasing strategies, where additional pricing considerations may be applied based on scale and commitment Conditions or thresholds for cost savings typically depend on: Purchase volume or aggregation levels (higher volume drives lower supplier cost) Participation in standardization or program initiatives Timing and eligibility for manufacturer or regional promotions All savings are applied at the landed-cost level and transparently reflected in the cost-plus calculation, ensuring members can clearly see the impact on their final pricing.
Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	EECOL Electric has a highly effective and proven approach to facilitating “sourced” or “open market” products, and this is an area where EECOL particularly excels. As a full-line electrical distributor with a large network of regional technical specialists, EECOL is uniquely positioned to identify, source, and supply virtually any electrical product required by Canoe members, including non-standard or hard-to-find items. Our methodology is based on a cost-plus pricing model, where sourced or non-standard products are typically supplied at landed cost plus the agreed 25% margin, consistent with the core Canoe pricing structure. This ensures full transparency, consistency, and fairness across both standard and non-standard product categories. EECOL’s ability to support sourced products is driven by: A network of 400+ manufacturers and strategic supplier partners A dedicated group of regional technical and application specialists who work directly with members to identify appropriate solutions Strong relationships with manufacturers, OEMs, and third-party suppliers to source specialized or custom products quickly This allows EECOL to act as a true “one-stop shop” for everything electrical, eliminating the need for members to engage multiple vendors for specialized requirements. Many of EECOL’s existing customers rely on this capability to centralize procurement, improve efficiency, and ensure consistency in product selection and service delivery. For sourced or non-standard requests, the process is structured as follows: EECOL works with the member to define technical specifications and requirements Our specialists identify appropriate manufacturers or supply channels to meet the need Pricing is established based on actual landed cost, with the agreed cost-plus margin applied Where required, EECOL may also provide formal quotations for approval, particularly for large, project-based, or engineered solutions In situations involving custom products or engineered solutions, EECOL coordinates directly with manufacturers to ensure proper design, specifications, and delivery requirements are met. This may include project-specific sourcing, special-order materials, or value-engineered alternatives that reduce cost while maintaining

	performance.
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.	The total cost of acquisition for products and services provided by EECOL Electric can vary depending on the specific requirements of each Canoe member, particularly for project-based or specialized applications. As a result, any additional costs beyond standard product pricing are evaluated on a case-by-case basis, and full transparency is maintained throughout the quoting process. EECOL's standard pricing model (cost plus margin) includes all core distribution services such as sourcing, procurement, inventory management, order processing, and technical support. However, certain elements that may not be included in base product pricing can include: Installation or commissioning services, when required, typically provided by third-party contractors or manufacturer partners Pre-delivery inspection or factory testing, particularly for engineered or custom equipment Specialized or certified training programs, where advanced or manufacturer-led training is requested Custom fabrication, assembly, or kitting services, depending on project scope Engineering or design services, when additional technical support beyond standard application advice is required On-site services, such as project management support or extended field involvement These additional costs, where applicable, are typically imposed by third-party providers (e.g., manufacturers, engineering firms, or service contractors) or are associated with specialized project requirements rather than standard supply activities. EECOL's approach is to ensure that all inclusions and exclusions are clearly defined upfront in each quotation or bid package provided to the Canoe member. This ensures there is no ambiguity about what is covered in the product pricing and what may be considered an additional cost. Members receive a detailed breakdown of all applicable charges, enabling them to make fully informed procurement decisions. Where possible, EECOL works collaboratively with members to minimize or eliminate additional costs, leveraging our internal capabilities, technical expertise, and supplier relationships. In many cases, value-added services such as basic training, product support, and application guidance are included within our standard pricing structure.
Outline how prices may be subject to change over the term of the agreement.	EECOL Electric's pricing model is designed to provide stability and transparency over the term of the agreement, with price adjustments occurring only when there are verifiable cost changes from manufacturers. Under our cost-plus 25% pricing structure, pricing is directly tied to EECOL's landed cost of goods. As a result, member pricing will only change if EECOL receives a cost increase (or decrease) from the manufacturer or supplier. When manufacturer costs remain stable, Canoe member pricing remains unchanged.
Specify any exceptions for specialty, non-stock or custom items which may have different shipping and pricing structure.	EECOL Electric's approach to specialty, non-stock, and custom items remains consistent with our overall cost-plus (landed cost + 25%) pricing model, while allowing for necessary flexibility based on sourcing, handling, and project-specific requirements. The key advantage of this model is its full transparency and consistency, even in more complex or non-standard supply scenarios. For specialty, non-stock, or custom items, the primary variances relate to sourcing methods, lead times, and shipping logistics rather than to pricing structures. In most

	cases: Pricing continues to follow the landed cost + 25% model, ensuring fairness and auditability Landed cost may include additional elements such as supplier-imposed freight, import costs, or handling charges specific to the item Any additional costs are clearly identified and passed through with no additional markup applied by EECOL Where specialty or custom requirements introduce additional complexity, such as: Direct manufacturer-to-site shipments Engineered or project-specific equipment Oversized or non-standard freight requirements Custom fabrication, assembly, or configuration These elements may result in variances in freight methodology, lead time, or supplier charges, but the core pricing structure remains intact. All such variances are clearly communicated upfront as part of EECOL's quotation or bid package to ensure full transparency for Canoe members. A key benefit of EECOL's landed cost plus model is that it eliminates ambiguity often associated with discount-based pricing for non-standard items. Members can be confident that: Pricing is based on actual supplier cost, not inflated list price structures Any additional charges are fully visible and directly tied to the specific requirement EECOL's margin remains consistent, regardless of product type or sourcing complexity Additionally, EECOL leverages its extensive supplier network and technical specialists to minimize these variances wherever possible by identifying alternative products, optimizing sourcing routes, and consolidating shipments.

Pricing classification

#	The pricing offered is:	Select 1 yes	Pricing methodology for the one you selected "yes"
1	The same as the Proponent typically offers to an individual public entity such as municipality, city, university, or schoolboard OR	○ Yes ◉ No	
2	The same as the Proponent typically offers to Group Purchasing Organizations, or provincial entities OR	○ Yes ◉ No	
3	Better than the Proponent typically offers to Group Purchasing Organizations, or provincial entities.	◉ Yes ○ No	Our current relationship and historical spend allows EECOL to offer Canoe a better-than-pricing structure. EECOL's pricing strategy for this RFP provides 5-10% cost savings for Canoe members when using the program.

Invoicing model

Canoe will provide centralized accounts receivable management services on behalf of vendors. This approach is intended to streamline collections, improve cash flow, and reduce administrative burden for vendors. By consolidating receivables through Canoe, the vendor will achieve consistent compliance, enhanced reporting, and improved customer experience, while leveraging economies of scale and advanced systems for efficient payment processing.

Invoicing model	Answer *
I agree with he invoicing model using LBMX	(•) Yes ( ) No

Addenda, Terms and Conditions

PART D -TERMS AND CONDITIONS OF THE SOLICITATION PROCESS

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

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

1.1.1 Ability to Provide Deliverables

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

1.1.1.2 Non-Binding Pricing

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

1.1.2 Proposals in English

All proposals are to be in English only.

1.1.3 No Incorporation by Reference

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

1.1.4 Past Performance

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

1.1.5 Information in SOLICITATION Only an Estimate

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

1.1.6 Proponents to Bear Their Own Costs

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

1.1.7 Proposal to be Retained by Canoe

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

1.1.8 No Guarantee of Volume of Work or Exclusivity of Contract

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

1.1.9 Trade Agreements

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

- Comprehensive Economic and Trade Agreement between Canada and the European Union, Chapter 19 (Government Procurement)
- Canadian Free Trade Agreement, Chapter 5 (Government Procurement)
- New West Partnership Trade Agreement, Article 14 (Procurement) and Part V, Section C (Exceptions: Government Procurement)

- Trade and Cooperation Agreement Between Ontario and Quebec, Chapter 9
- Atlantic Procurement Agreement
- Ontario Broader Public Sector (BPS) Procurement Directive

1.2 Communication after Issuance of Solicitation

1.2.1 Proponents to Review Solicitation

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

1.2.2 All New Information to Proponents by Way of Addenda

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

1.2.3 Post-Deadline Addenda and Extension of Submission Deadline

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

1.2.4 Verify, Clarify, and Supplement

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

1.2.5 Restricted Communications

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

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

1.2.6 Authorized Communications, Amendments, Waivers

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

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

1.3 Notification and Debriefing

1.3.1 Notification to Other Proponents

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

1.3.2 Debriefing

Proponents may request a debriefing after receipt of a notification of the outcome of the procurement process. All requests must be in writing to the Solicitation Contact and must be made within sixty (60) days of such notification. The Solicitation Contact will contact the proponent's representative to schedule the debriefing. Debriefings may occur in person at Canoe's location or by way of conference call or other remote meeting format as prescribed by Canoe.

1.3.3 Procurement Protest Procedure

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

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

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

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

   Attention: General Manager, Canoe Procurement Group of Canada
   Canoe Procurement Group of Canada
   2510 Sparrow Drive, Nisku, Alberta T9E 8N5

   EMAIL: proposals@canoeprocurement.ca

Once a bid dispute has been received, the General Manager, Canoe Procurement Group of Canada will initiate a review of the matter. The General Manager will complete that review and provide a response to the proponent as soon as reasonably possible, but generally within 10 Business Days.

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

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

1.4 Conflict of Interest and Prohibited Conduct

1.4.1 Conflict of Interest

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

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

1.4.2 Disqualification for Conflict of Interest

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

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

1.4.3 Disqualification for Prohibited Conduct

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

1.4.4 Prohibited Proponent Communications

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

1.4.5 Proponent Not to Communicate with Media

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

1.4.6 No Publicity or Promotion

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

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

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

1.4.7 No Lobbying

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

1.4.8 Illegal or Unethical Conduct

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

1.4.9 Supplier Suspension

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

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

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

1.5 Confidential Information

1.5.1 Confidential Information of Canoe

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

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

1.5.2 Confidential Information of Proponent

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

1.6 Procurement Process Non-Binding

1.6.1 No Contract A and No Claims

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

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

1.6.2 No Contract until Execution of Written Agreement

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

1.6.3 Non-Binding Price Estimates

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

1.6.4 Cancellation

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

1.6.5 Competition Act

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

1.7 Rights of Canoe Procurement Group of Canada – General

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

1. make public the names of any or all Proponents;
2. request written clarification or the submission of supplementary written information from any Proponent and to incorporate such clarification or supplementary written information into the Proponent's Proposal;
3. waive formalities and accept Proposals that substantially comply with the requirements of this Solicitation;
4. contact or not contact any or all references provided by the Proponent;
5. verify with any Proponent or with a third party any information, or check references other than those provided by Proponents, as set out in a Proposal:
6. disqualify any Proponent whose Proposal contains misrepresentations or any other inaccurate or misleading information, or any Proponent whose reasonable failure to cooperate with CANOE impedes the evaluation process, or whose Proposal is determined to be non-compliant with the requirements of the Solicitation;
7. disqualify any Proponent that has a Conflict of Interest or Unfair Advantage, or where reasonable evidence of any Unfair Advantage or Conflict of Interest is brought to the attention of CANOE, and CANOE determines that no reasonable mitigation is possible, or that the Proponent has not taken sufficient steps to promptly address such matters to the satisfaction of CANOE;
8. disqualify any Proponent that is bankrupt or insolvent, or where bankruptcy or insolvency are a reasonable prospect;
9. disqualify any Proponent that has engaged in significant or persistent deficiencies in performance of any substantive requirement or obligation under a prior contract or contracts;
10. disqualify any Proponent if the Proponent, or any officers, directors or other key personnel of the Proponent:
    a. are subject to final judgments in respect of serious crimes or other serious offences; or
    b. have engaged in professional misconduct or acts or omissions that adversely reflect on the commercial integrity of the Proponent – including where there is any evidence that the Proponent or any of its employees or agents colluded with any other Proponent, its employees or agents in the preparation of its Proposal, or have made false declarations to CANOE;
11. disqualify any Proponent if the Proponent has failed to pay taxes;
12. make changes, including substantial changes, to this Solicitation provided that those changes are issued by way of addenda in the manner set out in this Solicitation;

13. accept or reject a Proposal if only one Proposal is submitted;
14. accept any Proposal in whole or in part;
15. reject a subcontractor proposed by a Proponent within a consortium;
16. reject a Proposal:
    a. if CANOE or RMA has initiated a dispute, claim or litigation with that Proponent;
    b. if that Proponent has initiated or is involved in a dispute, claim or litigation against CANOE or RMA that CANOE or RMA considers to be frivolous, vexatious, without merit and/or unreasonable;
    c. if the Proponent has failed to satisfy an outstanding debt to CANOE or RMA;
    d. if the Proponent has a history of illegitimate, frivolous, unreasonable or invalid claims;
    e. if the Proponent provides incomplete, unrepresentative or unsatisfactory references; or
    f. if CANOE determines that it would not be in the public interest to accept the Proposal;
    g. select a Proponent other than the Proponent whose Proposal reflects the lowest cost to CANOE; or
    h. cancel this Solicitation process at any stage (without providing reasons), and thereafter issue a new request for proposals, request for qualifications, engage in limited tendering, or take no further action in respect of the matters contemplated by this Solicitation.

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

1.7.1 No Prohibited Conduct

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

1.7.2 Disclosure of Information

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

1.8 Governing Law and Interpretation

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

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

End of PART D

☑

I have the authority to bind the Proponent.

- Trevor Hambleton, Director, National Accounts, EECOL Electric ULC

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

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

○ **Yes** ◉ **No**

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
CAN-2026-005 - Addendum 01 Mon May 18 2026 04:44 PM	☑	5

Schedule "B1"

PRICING

Schedule “C”

MARKETING AND PROMOTION OF AGREEMENT

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

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

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

The Supplier will actively promote the Agreement to Members by:

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

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

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

Schedule "D"

SAMPLE SALES REPORT

CANOE SUPPLIER ADMIN FEE TEMPLATE
Monthly Submission of Data Required

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

Member Number	Member Name	Province	Branch (if applicable)	Date of Purchase	Transaction Date	Accounting Date	PO #	Invoice #	Item Description	Category (Parts / Labour / Service)	Item cost	Miscellaneous	Freight	Subtotal	PST	GST/HST	Total Invoice	Amount eligible for Admin Fee	Admin Fee Rate	Admin Fee to Canoe
AB1603	SAMPLE ONLY County of your County	AB	ED	3/5/2024	3/5/2024	3/5/2024	555662	9955623	Pens	Parts	5.32	-	-	5.32	-	0.27	5.59	5.32	5.00%	0.27
AMM5002	SAMPLE ONLY RM of your town	MB	WN	2/1/2024	2/25/2024	3/1/2024	TR33556	9955624	Trays	Parts	552.30	0.20	0.50	553.00	33.18	27.65	613.83	552.30	5.00%	27.62
SAR1222	SAMPLE ONLY Town of At Home	SK	RG	12/23/2023	1/31/2024	3/1/2024	202403jjj	9955625	Whiteboard	Parts	1,555.20	-	20.30	1,575.50	110.29	78.78	1,764.56	1,555.20	5.00%	77.76
TOTALS											2,112.82	0.20	20.80	2,133.82	143.47	106.69	2,383.98	2,112.82	5.00%	105.64