

1. Company's official registered name. **PaveConnect Logistics, LLC dba PaveConnect**

2. Company's Dun & Bradstreet (D&B) number. 117-428898

3. Corporate office location:

Sheridan, Ark.

4. Please provide a brief history of your company, including the year it was established.

PaveConnect Logistics, LLC (PaveConnect) officially incorporated in 2019. However, the PaveConnect business began operations in 2013 as an internal paving and flooring division of RoofConnect Logistics, Inc. The paving and flooring program started as a value-add offering in RoofConnect's TCPN response for a previously awarded contract. The value-add provided by the newly formed paving division continued to grow through TCPN opportunities so RoofConnect continued to add Paving contractors to simulate the RoofConnect model in the Roofing space. As the paving and flooring division added experience in other business sectors, RoofConnect needed to separate the paving and flooring division from the traditional RoofConnect offering. RoofConnect created a separate business entity, PaveConnect, to focus on the paving and flooring opportunities within national account and public sector segments.

Since 2013, PaveConnect has grown its contractor base to over 360 contractors in the PavConnect network across all 50 states. PaveConnect continues to share staff resources with RoofConnect for Sales, Customer Service, and Accounting which will provide a seamless start if successful with this RFP response.

PaveConnect is based out of Sheridan, AR with shared office space, shared customer support staff, and shared sales team with RoofConnect. This approach will provide a seamless and immediate contract launch with staff that is familiar with the cooperative approach.

5. Who is your competition in the marketplace? Our competition in the marketplace consists of any roofing service provider and roofing contractor at the national, regional and local level.

6. What are your overall annual sales for last three (3) years?

2017: \$50,401,395 2018: \$71,232,563 2019: \$80,956,837

*For the purpose of this response, PaveConnect's sales volume includes RoofConnect sales volume due to the shared operations.

7. What are your overall public-sector sales, excluding Federal Government, for last three (3) years?

2018: \$10,663,378.72
2019: \$16,752,223.59
2020:* \$11,370,793.42 (*Through August 30, 2020)

*For the purpose of this response, PaveConnect's sales volume includes RoofConnect sales volume due to the shared operations.

8. What is your strategy to increase market share in the public sector?

Please review the marketing plan beginning on PAGE 35. We feel this will explain our go to market strategy and means to increase market share.

9. What differentiates your company from competitors in the public sector?

PaveConnect's core competencies are specific to commercial paving and flooring services and we do not deviate away from the heart of our core business. Our core focus is to provide paving and flooring services that is adaptable and scalable to any agency's needs. PaveConnect has the ability to work with all major manufacturers' systems to accommodate agencies budgets and paving or flooring needs. PaveConnect's goal is to extend the life of an agency's flooring surface, not simply require replacements.

PaveConnect also has established contractual relationships with some of the top paving and flooring contractors in the industry. PaveConnect's Members are independently owned and operated and service the local markets in which they are located. PaveConnect Members have existing relationships with educational institutions. Our Members also have dedicated sales staff that is used as an extension to our Public Program.

PaveConnect's nationwide coverage is offered by a single call to PaveConnect which allows facility managers the peace of mind both for the reactive emergencies and proactive planning. PaveConnect will dispatch the client's call and provide all the follow up with an Account Management Team (minimum of three team members) assigned specifically to the client. Our numerous locations nationwide, allows PaveConnect the ability to reduce travel cost while utilizing internal systems to provide common and consistent tracking along with Asset Management history for the client.

PaveConnect has Paser Pavement Rating trained assessors on staff and the Technical Services Department works with the Account Management Team to assist clients in identifying and prioritizing specific paving or flooring needs. This enables facility managers to manage their paving and flooring budgets more effectively. Each year PaveConnect clients can budget for paving and flooring with ease, utilizing the tracking ability. PaveConnect's communication is second to none with a personalized web-based portal to track 100% of the client's inventory. This includes floor layouts, parking layouts, photos, budgets, and work order/invoice histories.

10. Please provide your company's environmental policy and/or sustainability initiative.

As a leader in the building service industry, PaveConnect is committed not only to compliance with the law relating to the environment, but also to the integration of sound environmental practices in its business decisions.

The following environmental principles provide guidance to PaveConnect personnel and Member Contractors in the conduct of their daily business practices:

- 1. Comply with government environmental laws and regulations;** PaveConnect recognizes governmental laws and regulations as a first necessary step toward environmental responsibility.
- 2. Promote environmentally conscious practices;** PaveConnect values leadership by example inside and outside the company, including industry organizations.
- 3. Provide quality products and services designed for sustainability;** PaveConnect understands that durability, proper maintenance, and product life span are keys to sustainable building practice.
- 4. Provide a safe and healthy work environment for all of its employees;** PaveConnect is committed to promoting and maintaining safety and training programs for its employees.
- 5. Promote environmental awareness;** PaveConnect is committed to making its customers fully aware of the environmental benefits of PaveConnect solutions.
- 6. Continually review environmental practices and policy;** In this age of rapid technological change, PaveConnect understands the need to remain current in environmental issues and in seeking to produce environmentally friendly solutions.

Additional information can be found in our **Value-Add section, Appendix D.**

11. Diversity program – Do you currently have a diversity program or any diversity partners that you do business with?

- ☒ Yes
☐ No

a. If the answer is yes, do you plan to offer your program or partnership through Equalis Group?

- ☒ Yes
☐ No

(If the answer is yes, attach a statement detailing the structure of your program, along with a list of your diversity alliances and a copy of their certifications.)

b. Will the products accessible through your diversity program or partnership be offered to Equalis Group members at the same pricing offered by your company?

- ☒ Yes

☐ No

(If the answer is no, attach a statement detailing how pricing for participants would be calculated.)

12. Diversity Vendor Certification Participation – It is the policy of some entities participating in Equalis Group to involve minority and women business enterprises (M/WBE), small and/or disadvantaged business enterprises, disable veterans business enterprises, historically utilized businesses (HUB) and other diversity recognized businesses in the purchase of goods and services. Respondents shall indicate below whether or not they hold certification in any of the classified areas and include proof of such certification with their response.

a. Minority Women Business Enterprise

Respondent certifies that this firm is an MWBE

☐ Yes ☒ No

List certifying agency: _____

b. Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)

Respondent certifies that this firm is a SBE or DBE

☐ Yes ☒ No

List certifying agency: _____

c. Disabled Veterans Business Enterprise (DVBE)

Respondent certifies that this firm is a DVBE

☐ Yes ☒ No

List certifying agency: _____

d. Historically Underutilized Businesses

Respondent certifies that this firm is an HUB

☐ Yes ☒ No

List certifying agency: _____

e. Historically Underutilized Business Zone Enterprise (HUBZone)

Respondent certifies that this firm is an HUBZone

☐ Yes ☒ No

List certifying agency: _____

f. Other

Respondent certifies that this firm is a recognized diversity certificate holder

☐ Yes ☒ No

List certifying agency: _____

PRODUCTS/PRICING OFFERED:

13. Were all products/lines/services and pricing being made available under this contract provided in the attachment B and/or Appendix B, pricing sections?

14. Does the respondent agree to offer all future product introductions at prices that are proportionate to contract pricing offered herein?

☒ Yes

☐ No

(If answer is no, attach a statement detailing how pricing for participants would be calculated.)

15. Does pricing submitted include the required administrative fee?

- ☒ Yes
☐ No

16. Define your standard terms of payment.

Our standard terms of payment are 50% material delivery, 40% at completion, 10% upon warranty delivery, Net 30.

17. States Covered – Respondent must indicate any and all states where products and services are being offered.

☒ 50 States & District of Columbia (Selecting this box is equal to checking all boxes below)

- | | | |
|---|---|---|
| <input type="checkbox"/> Alabama | <input type="checkbox"/> Kentucky | <input type="checkbox"/> North Dakota |
| <input type="checkbox"/> Alaska | <input type="checkbox"/> Louisiana | <input type="checkbox"/> Ohio |
| <input type="checkbox"/> Arizona | <input type="checkbox"/> Maine | <input type="checkbox"/> Oklahoma |
| <input type="checkbox"/> Arkansas | <input type="checkbox"/> Maryland | <input type="checkbox"/> Oregon |
| <input type="checkbox"/> California | <input type="checkbox"/> Massachusetts | <input type="checkbox"/> Pennsylvania |
| <input type="checkbox"/> Colorado | <input type="checkbox"/> Michigan | <input type="checkbox"/> Rhode Island |
| <input type="checkbox"/> Connecticut | <input type="checkbox"/> Minnesota | <input type="checkbox"/> South Carolina |
| <input type="checkbox"/> Delaware | <input type="checkbox"/> Mississippi | <input type="checkbox"/> South Dakota |
| <input type="checkbox"/> District of Columbia | <input type="checkbox"/> Missouri | <input type="checkbox"/> Tennessee |
| <input type="checkbox"/> Florida | <input type="checkbox"/> Montana | <input type="checkbox"/> Texas |
| <input type="checkbox"/> Georgia | <input type="checkbox"/> Nebraska | <input type="checkbox"/> Utah |
| <input type="checkbox"/> Hawaii | <input type="checkbox"/> Nevada | <input type="checkbox"/> Vermont |
| <input type="checkbox"/> Idaho | <input type="checkbox"/> New Hampshire | <input type="checkbox"/> Virginia |
| <input type="checkbox"/> Illinois | <input type="checkbox"/> New Jersey | <input type="checkbox"/> Washington |
| <input type="checkbox"/> Indiana | <input type="checkbox"/> New Mexico | <input type="checkbox"/> West Virginia |
| <input type="checkbox"/> Iowa | <input type="checkbox"/> New York | <input type="checkbox"/> Wisconsin |
| <input type="checkbox"/> Kansas | <input type="checkbox"/> North Carolina | <input type="checkbox"/> Wyoming |

☐ All U.S. Territories & Outlying Areas (Selecting this box is equal to checking all boxes below)

- | | | |
|---|--|--|
| <input type="checkbox"/> American Samoa | <input type="checkbox"/> Midway Islands | <input type="checkbox"/> U.S. Virgin Islands |
| <input type="checkbox"/> Federated States of Micronesia | <input type="checkbox"/> Northern Marina Islands | |
| <input type="checkbox"/> Guam | <input type="checkbox"/> Puerto Rico | |

18. List the number and location of offices[^], or service centers for all states being offered in solicitation. Additionally, list the names of key contacts at each location with title, address, phone* and e-mail address*.

*All service requests and roofing bids should be routed through the RoofConnect 24/7/365 Customer Service Line at (877) 942-5613 or by email at equalis@roofconnect.com.

[^]RoofConnect reserves the right to add/remove Member Contractors to/from our service areas.

Company	City	State
1-800-asphalt		
1-800-Sweeper		
7 Hills Paving	Maquoketa	IA
A & A Contractors, LLC	Chester	VA
A & B Paving Maintenance	Edmond	OK
A Lot of Striping	PARKERSBURG	WV
A to Z Asphalt Contractors	Dayton	OH
A&M Paving	MEMPHIS	TN
A&S Parking Lot Maintenance	NEW ALBANY	IN
A1 Asphalt Inc.	Grand Rapids	MI
A1 Paving	Kenner	LA
AAA Sealcoating and Paving	Indianapolis	IN
ABC Paving & Sealcoating	Orlando	FL
ABCO Paving	Cincinnati	OH
Abels Paving	Corpus Christi	TX
Able Asphalt Paving	Hiram	GA
Able Asphalt Paving & Sealcating	Jacksonville	NC
Able Asphalt Service	Petersburg	VA
Accent Fuels	Homer City	PA
Accent Fuels	Homer City	PA
Accumark	Stamford	CT
Ace Asphalt	Phoenix	AZ

Company	City	State
Ace Paving	Alpharetta	GA
ACI Asphalt & Concrete, Inc	Maple Grove	MN
Adams Seal Coating	Versailles	IN
Advanced Asphalt	Grain Valley	MO
Advanced Asphalt Paving	Parma	OH
Advanced Pavement Group	New Castle	DE
Advanced Pavement Group	South Plainfield	NJ
Advanced Pavement Group	Islip	NY
Advanced Pavement Maintenance	Amarillo	TX
Advanced Striping & Sealcoating	FARGO	ND
Aexcel Corp.	Mentor	OH
Aexcel Corp.	Mentor	OH
aLC Pro Services	Panama City	FL
Alexander Sealcoating & Striping Paving	MONTGOMERY	AL
All County National Pavement Management Solutions	Delray Beach	FL
All Out Parking Lots	Broomall	PA
All Out Services	HAVERTOWN	PA
All Pro Asphalt	Jacksonville	FL
All Seasons Seal Coating	BRICK	NJ
All Star Innovations	Atlanta	GA
All State Sealing & Striping	MERRIAM	KS
All-Star Striping	Lyndhurst	OH
Along Those Lines, LLC	Hoover	AL
American Asphalt	Glenwood Springs	CO
American Asphalt	Hayward	CA
American Pavement Preservation	Las Vegas	NV
American Paving	Knoxville	TN

Company	City	State
American Strippers LLC	Columbia TN	tn
Anderson Striping & Construction, Inc.	Kingsburg	GA
APCON	Warminster	PA
Apollo 123 Inc DBA Dewey's Paving	BUFFALO	NY
APS Asphalt Pavement Solutions	Delran	NJ
ARC	Little Canada	MN
ARC Corp	Newport News	VA
Arkansas Line Marking, LLC	Little Rock	AR
Arnt Asphalt Sealing Inc	Benton Harbor	MI
Arrington Paving	Paint Bank	VA
ASAP	DWF area	TX
ASAP Asphalt Sealing & Paving	Meadowlands	PA
Asphalt Concrete Solutions	Ham Lake	MN
Asphalt Designs	HENDERSONVILLE	TN
Asphalt Maintenance Service	Fort Wayne	IN
Asphalt Paving Service	Kansas City	MO
Asppalachian Paving Grading	Bakersville	NC
Atlanta Paving & Concrete Construction	Norcross	GA
Augusta Concrete and Masonry LLC	GROVETOWN	GA
Aurora Paving	Pikesville	MD
Avery Asphalt & Concrete	Denver	CO
Avery Asphalt, Inc.	Denver	CO
Azzarelli	Tampa	FL
B & D Striping, LLC / Angry Zebra Striping	Inver Grove Heights	MB
B&B Paving & Construction	Endicott	ND
B&B Paving	HERMON	ME
B&E Coating Services	Blanchard	MI

Company	City	State
Banks Construction Company	North Charleston	SC
Barfiels Grading Inc.	FORT MILL	SC
Barriere Construction Co. LLC	Metairie	LA
Ben Randolph Randolph Paving & Seal	GREENVILLE	TN
Ben's Asphalt, Inc.	Saint Joseph	MO
Best Paving & Sealcoating	ALBANY	NY
Best Price Paving By Richard	ALLENTOWN	PA
Billing Asphalt Paving and Sealcoating	Billings	MT
Birmingham Sealcoat	Oxford	MI
Black Cat Asphalt	Fredericktown	OH
Blackmon Paving	Martin	TN
Boswell Asphalt Paving Solutions	Meridian	ID
Bradley Paving	LEBANON	TN
Brahney Paving	Wall Twp	NJ
Bright's Gulf Coast Paving	MOBILE	AL
Brooks Construction Company	Fort Wayne	IN
Brother's Paving and Concrete Corporation	Manassas	VA
Brown Brothers Paving	GREENEVILLE	TN
Brown Sealcoating	BRANDON	MS
Burton Asphalt & Services	Melbourne Beach	FL
C&R Asphalt	Lexington	KY
C.P. Ward General Contractors	Scottsville	NY
Cache River Asphalt	Jonesboro	AR
Cal Asphalt Coating Inc.	Chino	CA
Capital Materials	Jefferson City	MO
Captial Paving	New Lenox	IL
Carolina Asphalt	Charlotte	NC

Company	City	State
Carolina Site Concepts, Inc	Charlotte	NC
Carver Paving	Corpus Christi	TX
Cato's Paving	Hayward	CA
CB Asphalt Paving	Belleville	MI
Celestial Concrete Construction, LLC	MITCHELLVILLE	MD
Central Arkansas Line Striping	Austin	AR
Central Asphalt Paving	Jefferson	NH
Chamberlain Contractors, Inc.	Laurel	MD
Chumley's Paving & Grading	ACWORTH	GA
Cincinnati Asphalt Company	Indianapolis	IN
Cleaning Solutions (Striping)	ALAMOSA	CO
Collett	Xenia	OH
Collier Paving & Concrete	Naples	FL
Colorado Asphalt Works	Commerce City	CO
Colt Concrete & Asphalt	Dallas	TX
CONCRETE REPAIR & RESTORATION INC	Monroe	NC
Connecticut Sealcoating	Bethlehem	CT
Conner Asphalt Paving, LLC	Corryton	TN
Consorti Bros.	Newburgh	NY
CPAC - Asphalt Paving	Lakeland	TN
CPLM	Sun City Center	FL
CR Pollan Paving	Memphis	TN
Crenshaw Asphalt & Paving Inc.	Pickens	SC
Crossroads Paving	Bowling Green	KY
CRUZ BROTHERS CONCRETE, INC.	Graham	NC
Culpepper Seal Coating LLC	Ocilla	GA
Cunningham Paving	Bedford	OH

Company	City	State
Curb 2 Curb	MINOT	ND
Curbo Concrete Solutions	Kinzers	PA
Curry Contracting	Peachtree City	GA
D & G Sealcoating and Striping	Ft. Myers	FL
D&D Construction	AUGUSTA	GA
D.E. Gemmill Inc.	Red Lion	PA
Damron Bros Asphalt Inc.	BATTLE CREEK	MI
Dannys Asphalt Paving	Odessa	TX
Decker Sealing & Striping	Bowling Green	KY
Derk Harmsen Construction Inc.	Deer Park	TX
Desert Fox Paving	PERALTA	NM
Do Moore Works	Mulberry	AR
Don's Striping	METAIRIE	LA
DR Keys Corp	LEBANON	NH
Dragon Seal Coating	CLERMONT	FK
Dryco Construction Inc.	Fremont	CA
Dun Rite Asphalt Maintenance	MARINETTE	WI
DuraSeal	Columbus	OH
DuraSeal Inc..	Barbourville	KY
E & B Paving, Inc.	Anderson	IN
Eckles Paving	Mapleton	UT
ECP Construction Company	Pensacola	FL
Edmonds Paving & Seal Coating	Cookeville	TN
Elite Performance Concrete	CAMP VERDE	AZ
Ellenburg Construction Inc	Dothan	AL
Empire Parking Lot Services	Orange	CA
EMS - Exterior Maintenance Service, LLC	Nashville	TN

Company	City	State
EMSCO Pavement Maintenance	Kenner	KA
End End Lines	MONTAUK	NY
Evans-onward LLC (CONCRETE)	Anderson	SC
EWS	New Hartford	NY
Falcon Contracting	COLUMBUS	MI
Federal Asphalt Inc.	London	Ontario
Finley Asphalt & Concrete	Manassas	VA
Finley Asphalt & Sealing, Inc.	Glen Allen	VA
Five Star Asphalt LLC	LONDON	KY
FLA Trucking & Paving	East Palatka	FL
Florida Sealcoating	Orlando	FL
Four Star Paving	Nashville	TN
Fresh Look Painting LLC	Fergus Falls	MN
Fuller Paving	Moore	OK
Garner Sealcoating & Striping, Inc	METTER	GA
Garrett Paving	Athens	GA
Gaylord Paving	Albuquerque	NM
Gee Asphalt Systems	Cedar Rapids	IA
GENERAL CONCRETE COMPANY, INC	BELTSVILLE	MD
Georgia Paving	Duluth	GA
G-Force	Bedford	NH
G-Force	Heflin	AL
G-Force	San Antonio	Tx
Gibraltar	Trenton	MI
Gibson Consolidated	GRAND SALINE	TX
Gude Paving LLC	Dade City	FL
Gulf South Asphalt	Mobile	AL

Company	City	State
Guzman Paving	BENNETSVILLE	SC
Haddock Enterprises	Myrtle Beach	SC
Hamel Parking Lot Services	DUBUQUE	IA
HARDING GROUP	Indianapolis	IN
Harrison Construction Company	Knoxville	TN
Hayden Paving Inc	Houston	TX
Heartland Concrete	Kansas City	MO
Heiberger Paving, Inc.	Canal Winchester	OH
Highway Markings LTD	Maynardville	TN
Hill's Paving & Construction	Lewisville	NC
Hollingsworth Paving, Inc.	Memphis	TN
HSC Pavement Maintenance	Evansville	IN
Huggins Paving	GASTON	SC
Hunter Paving & Construction	Huntingburg, IN	IN
Illinois Paving	Litchfield	IL
Intercounty Paving Co.	Carmel	NY
Intercounty Paving Company, Inc.	Carmel Hamlet	NY
J&L Paving	Paris	TX
J. M. Rawls Asphalt	Mobile	AL
Jackson Asphalt	Jackson	MS
JDK Paving	JAFFREY	NH
Jeff-Co Contractors Inc	New Orleans	LA
Jetz Line Striping	Marshall	IL
Jobsite Equipment Inc.	Fayetteville	GA
Joe F Vecchio Asphalt Maintenance	PHARR	TX
Kansas Asphalt, Inc.	Bucyrus	KS
Keathley Line Striping (KLS)	La Vernia	TX

Company	City	State
Keogh & Company	East Ellijay	GA
KFM Striping & Curbing	Phoenix	AZ
King's Aphalt	Abbeville	MS
King's Asphalt	Liberty	SC
KMAC Contracting, LLC (CONCRETE)	MADISONVILLE	KY
Lagone Paving & Seal Coating	Glenwood	IL
Layman Paving	Omaha	NE
Leacock Paving	Gordonville	PA
Let's Pave	Oak Brook	IL
Line Design Solutions of IL	Glen Ellyn	IL
Little Joe's Asphalt	Kansas City	MO
Lone Star Paving	Austin	TX
M & A Line Striping, LLC		
M&M Paving	JONESBORO	AR
Macadam Company, Inc.	Malvern	PA
Marco Asphalt Contractor LLC	Minneapolis	MN
Marietta Paving	Marietta	OK
Master Asphalt	Lansing	MI
Master Seal & Striping	Greensburg & Russell Springs	KY
McClouds Asphalt	Cookeville	TN
McCormich Works	Mulberry	AR
McKearney Asphalt	Lansing	MI
Mckinney-Young Paving	Marietta	GA
Mel's Mobile Striping	Cleburne	TX
Metcalf Paving & Excavation	North Stonington	CT
Michigan Paving & Materials Co.	Canton	MI
Mid State Parking & Striping	IOWA FALLS	IA

Company	City	State
Mid-Iowa Enterprises LLC	Ames	IA
Midwest Asphalt	Iron Mountain	MI
Midwest Asphalt Solutions	Green Bay	WI
Midwest Concrete Services LLC)	Chippewa Falls	WI
Mitchell's Concrete	NORTH CHARLESTON	SC
Modern Paving Systems	Merriam	KS
MoSeal Asphalt Services	Fulton	MO
Moseley Bros Asphalt	Anderson	SC
Munson Inc	Greendale	WI
Murphree Paving LLC	Batesville	MS
Musselman & Hall Contractors	Kansas City	MO
National Site Materials	OAKWOOD	OH
New Dimensions in Pavement Markings	Fletcher	NC
New England Paving	Epping	NH
Next Gen Great American Sealcoating	HILLSBOROUGH	NJ
Nonnemaker Asphalt Sealcoating	Columbus Grove	OH
Nugent Sealcoating and Paving Inc	Hugo	MN
O'Donnell Paving & Landscaping Inc.	Feeding Hills	MA
Ogden Traffic Markings	Jupiter	FL
O'Leary Asphalt	Ijamsville	MD
On Site Paving	McConough	GA
Panagakos Asphalt Paving	Greenville	SC
Panagakos Asphalt Paving	Greenville	SC
PAR Contractors	DEER PARK	CO
Paradise Asphalt Maintenance	Kansas City	MO
Paramount Sealcoating Corp.	Naples	FL
Pateco Services (Striping)	Lawrenceville	GA

Company	City	State
Paul Michels & Sons Inc	Hebron	KY
PaveCon	Lowell	AR
Pavecon	Grand Prairie	TX
Pavecon of Northwest AR	Cave Springs	AR
Pavement Services	Eules	TX
Pavement Services Corporation	Houston	TX
Pavement Solutions LLC	Palatine	IL
Paving Plus		
Paving Pro Asphalt Paving	Odessa	TX
Paving Professionals, Inc.	Garner	NC
Paving Pros LLC	Oak Ridge	MO
Pawtucket Hot Mix Asphalt	Pawtucket	RI
Peterson Parking Lot	CARBON CLIFF	IL
Phenix	Phenix City	AL
Phillips Parking Lot Maintenance	MIDLAND CITY	AL
Phillips Paving	Kansas City	MO
PLM Paving & Concrete	Pewaukee	WI
Pope Striping	MURFREESBORO	TN
Precise Sealcoating and Line Striping	AUGUSTA	GA
Precision Asphalt & Sealcoating	New Albany	MS
Premier Patching Inc.	Liberty Center	OH
Prime Asphalt	Kansas City	MO
Prime Striping	Evansville	IN
Pro Line Striping	Muscatine and Burlington	IA
Pro Lines Pavement Maintenance	EAST BETHEL	MA
Pro Seal Inc	MITCHELL	SD
Professional Pavement Services		

Company	City	State
Professional Paving & Concrete	Glen Ellyn	IL
Property Innovation Sealcoating & Line Striping	Londonderry	NH
Pyramid Striping Inc.	Indialantic	FL
Pyramind Paving	Bay City	MI
Quality Asphalt Paving	Cody	WY
Quality Pavment Markings, Inc.	N. Reading	MA
Queen City Blacktop	CINCINNATI	OH
R & L Paving, Inc.	Tutor Key	KY
R C Construction Co (Concrete)	Greenwood	MS
R&R Seal Coating	LISBON	OH
R. Hester Contractors, Inc.	Cibola	TX
Rainier Asphalt & Concrete	North Bend	WA
Raleigh Paving	Apex	NC
RAM Pavement Services, Inc	Charlotte	NC
Ray-Tech Infrared	Charlestown	NH
RDC Paving	Hutto	TX
Redstone Construction Group	Little Rock	AR
Resource Pavement Group	Tampa	FL
Rieth-Riley Construction Company	Goshen	IN
Riley Paving	Memphis	TN
RLS Rutherford Lot Striping	Marlette	MI
RNJ Asphalt Paving	Front Royal	VA
Roadstar Paving	Coraopolis	TX
Roberts Paving Contractor	New Albany	MS
Rockstar Enterprises	Memphis	TN
Rose City Paving	Boring	OR
Roy's Sealcoating		

Company	City	State
RP Paving Solutions	Villa Rica	GA
RubberForm	Lockport	NY
S & H Concrete & Asphalt	Memphis	TN
Sable Asphalt & Concrete	Akron	OH
Schorn Construction Company	Downingtown	PA
Scott Grant County Asphalt	MARION	IN
Scott Paving and Grading	Greensboro	SC
Scott Terry Seal Coating		
Sealcoating Specialist Inc.		
Seal-O-Matic Paving Company	Kansas City	MO
Selby Asphalt Maintenance		
Show Striping Industries	Dells	WI
Sipes Asphalt Solutions	Indianapolis	IN
Siplast	Irving	TX
Skip-Line	La Grande	OR
Smith Brothers	Concord	NC
Smith Elite Striping	Auburn	AL
Smith Sealcoating & Striping	Kings Mountain	NC
Southco	Darlington	SC
Southeasternequip.com	Haeath	OH
Southern Asphalt Maintenance	Bluffton	SC
Southern Concrete	MEMPHIS	IN
Spartan Paving	Waterford Twp	MI
SSS Inc	Layfayette	LA
St. Louis Paving	St. Louis	MO
Stalls & Stripes	LEBANON	OH
Star-Seal	Doralville	GA

Company	City	State
Stateline Paving	North Lima	OH
Steed Paving	Jackson	SC
Stewart Jones Striping and Sealing	Mount Juliet,	TN
Straight Shot Striping	CASPER	WY
Strip A Lot Asphalt Maintenance LLC	Holland	MI
Stripes and Stops Co. Inc.	Houston	TX
Superior Seal Coating & Striping		
Superior Striping	LANCASTER	TX
Supreme Asphalt	Chicopee	MA
Surfacce Solutions	Eden	MD
Sutherlin Enterprises	Gloucester Point	VA
Tar Heel Paving	Hendersonville	NC
TAVARES CONCRETE COMPANY, INC.	LORTON	VA
Taylor's Sealcoat & Striping	GRAY COURT	SC
The Paving Guys Commercial Paving	Kennesaw	TX
THORE ENTERPRISES INC	Huntersville	NC
Tim Dagg's Asphalt & Sealcoating	Eastlake	OH
TM Asphalt Sealing	Mendon	MI
Tough Seal of Pittsburgh	Pittsburgh	PA
TPack LLC	Mount Holly	NC
Trantex - Sales Rep.	Houston	TX
United Veteran Construction & Paving	Brentwood	TN
US Outworkers	Glenwood	NJ
USA Striping Company	Bessemer	AL
Venesky Asphalt Paving & Grading	Easley	SC
Veterans Asphalt Maintenance Co, LLC.	Moultrie	GA
Virginia Paving	Cocoa	FL

Company	City	State
Walters Construction Co. Inc.	Laurel	MS
Warren & Warren Asphalt Paving	Foxworth	MS
West Tennessee Construction Services LLC	Nashville	TN
West Virginia Paving, Inc	Dunbar	WV
Wharton Asphalt LLC	Billings	MT
Wildcat Striping & Sealing Co.	Decatur	GA
William Stanley & Sons Paving	Gresham	TX
Williams Paving & Excavation	Odessa	TX
Wolf's Sealcoating Inc.	Joliet	IL
Wright Construction Co.		
Wright Construction Co.	Collierville	TN
Wright Construction Company	Nashville	TN,
WYO Pavement Maintenance	Casper	WY
Xtreme Paving and Sealing	El Paso	TX
Yeager Asphalt	Flint	MI

19. Distribution Channel: Which best describes your company's position in the distribution channel:

- | | |
|--|--|
| <input type="checkbox"/> Manufacturer direct | <input type="checkbox"/> Certified education/government reseller |
| <input type="checkbox"/> Authorized dealer | <input type="checkbox"/> Manufacturer marketing through reseller |
| <input checked="" type="checkbox"/> Value-added reseller | <input type="checkbox"/> Other |

20. Describe the capabilities and functionality of your firm's on-line catalog/ordering website, and the ability for purchasing group members to verify they are receiving contract pricing.

Although PaveConnect is fully equipped and able to function with our customers via email and web-based programs, these are typically for smaller, not to exceed repair work items. It is our understanding that this contract would be more for large repair, restoration or new roof installation which would require a visual inspection of the parking lot and detailed analytics and possibly infrared thermography. Therefore, this is not a solution that can be provided via an on-line catalog/ordering website.

21. Describe areas where downtime may occur with products and services provided, historical averages of that downtime, and how you resolve downtime issues when they do occur (For purposes of providing further clarity, examples of downtime might be a website ordering platform that goes offline, installed equipment that requires service or other products and services that can fail or go offline)

In the paving industry, downtime most often occurs as a result of inclement weather or availability of materials. While both of these can be managed, inclement weather events are unpredictable and may occur with little to no notice. The good news is that these events are often short-lived, and weather delays are normally already accounted for in our schedules.

Not being able to source the specified paving materials also creates downtime. However, these downtime events can be corrected quickly if the customer (building owner) allows for flexibility in material use. In these events, customers are encouraged to allow the material to be sourced from another major manufacturers of that particular paving material.

22. Provide average timelines that can be expected, including response times for design and installation for a typical project, responses to emergency situations and any other relevant timelines for the services being offered.

The timeline for the design process varies based on several factors including job location, size, and complexity. Typically, this is a one-week process, but more complicated projects will take 2 weeks. The turnaround time project bids are 2 weeks on average. Most of the time there is overlap in the design and bid processes, so combined, the design and bid process usually takes no more than 21 days.

Job sizes and scopes vary which means the installation time varies as well. Small, less complicated projects may be 100% complete in less than a week, while expansive, in-depth projects might take months to complete. However, the average project is completed in 25 to 30 days.

Emergency response occurs same day. As long as weather and physical conditions allow, PaveConnect crews typically arrive to address emergencies in 5 hours or less.

23. Describe your company's Customer Service Department (hours of operation, number of service centers, etc.).

PaveConnect maintains 24/7/365 customer service staff. After hour requests will be handled by an on-call PaveConnect representative, NOT a 3rd party call center.

24. Provide your safety record, safety rating, EMR and worker's compensation rate where available.

PaveConnect maintains a safety manual and tracks internal safety requirements according to the requirements of the manual. PaveConnect's network of contractors are evaluated on safety ratings through continuous updates of their Safety experience modification rating (EMR). PaveConnect's contractors must maintain a safety EMR level of less than 1.0 to be able to work with PaveConnect. In addition to safety EMR, PaveConnect maintains Certificate of Insurance on file with all contractors to verify compliance with insurance requirements.

PaveConnect in conjunction with the contractor performing the work will provide a pre-construction meeting prior to construction activities beginning. A safety component is included with the requirements of the meeting to discuss any safety concerns, areas to be corded off, and overall the approach to complete the work. By following this model, PaveConnect has been successful in preventing potential safety issues with work that has been performed.

25. Provide your company's subcontracting plan, as described in the scope herein.

PaveConnect is a professional paving trade organization, comprised of independent commercial paving companies throughout the U.S. This affiliation recognizes the need for complete regional/national coverage of consistent superior service from the most reputable, trustworthy, independent paving contractors in the industry.

PaveConnect members are required to be a business that is actively engaged in the paving contracting industry. In addition, members must meet the following criteria:

- independently owned and operated.
- recognized in the industry as consistently providing a high level of customer service.
- have maintained a record of stability during its years of operation.
- have demonstrated high standards of ethical business conduct.
- have been in business in the paving contracting industry for not less than ten years.
- have experienced construction personnel in its employ.
- be bondable.
- be recognized by leading product manufacturers as a quality contractor in the paving contracting industry; and
- meet such other criteria as may be established from time to time by PaveConnect.

PaveConnect may add Member Contractors as market needs require. Prior to consideration of membership, a review of service capabilities, safety plans, and overall management commitment will be conducted. PaveConnect's executive team must approve the recommendation.

Nationwide coverage is offered by a single call to PaveConnect which allows facility managers the peace of mind both for the reactive paving emergencies and proactive pavement asset planning. We dispatch the client's call and provide all the follow up with an Account Management Team (minimum of three team members) assigned specifically to the client. Our numerous locations nationwide, allows us the ability to reduce travel cost while utilizing our internal systems to provide common and consistent tracking along with Asset Management history for our clients. PaveConnect's communication is second to none. We provide a Personalized Web Based Portal to track 100% of your parking lot inventory. This includes diagrams, photos, budgets, and work order/invoice histories.

PaveConnect's Member Contractors may act as the prime contractor on any Equalis Group related projects. A subcontractor plan will be submitted as required by Equalis Group members prior to the start of any project. RoofConnect members, along with Equalis Group member organizations will review the subcontractor plan prior to the start of the project. Modifications will be made as directed by Equalis Group members in order to meet the requirement identified for the project.

26. Provide your company's performance bond plan as described in the scope herein.

Upon acceptance, PaveConnect will furnish the appropriate executed payment and performance bonds, if required, prior to starting any projects.

27. Describe the capacity of your company to report monthly sales through this agreement.

PaveConnect has a fully staffed invoicing department that will provide the monthly sales report for this agreement. PaveConnect uses an online database that tracks all projects and work orders by client. PaveConnect personnel have collaborated with Equalis employees to produce a monthly report detailing the project location, OMNIA Partner's Certified Proposal Numbers, sales total, collection status, and Equalis fee. Any additional information can be added to the report at the request of Equalis personnel. All invoicing activities will be submitted through PaveConnect's online database system in order to allow for one point of contact for monthly sales reporting.

PaveConnect uses a centralized billing approach in order to simplify the process for our clients. All PaveConnect contractors have access to PaveConnect's work order management system where client invoices are created and stored. The contractor creates the invoice with supporting documents required for the type of work performed. PaveConnect accounting personnel will review the invoice and contract terms to verify the invoice for accuracy to the contract terms. Upon the complete review, the invoice package will be assembled and sent to the Equalis member for payment. RoofConnect's standard payment terms are net 30, unless different terms have been negotiated. Typically, payment terms for capital projects are 50% upon mobilization, 40% upon substantial completion, and 10% upon delivery of the warranty and any other final documents that might be required.

28. Describe the capacity of your company to provide management reports, i.e. consolidated billing by location, time and attendance reports, etc. for each eligible agency.

PaveConnect will tailor any report or invoicing requirements to meet the requirements of Equalis Group and/or the eligible agency. By working with a diverse national client base, PaveConnect has developed processes and procedures to meet similar requirements for each client. PaveConnect has the ability to produce certified payroll reports or any other reports deemed necessary by Equalis Group or its members.

QUALIFICATION AND EXPERIENCE:

29. Please provide contact information and resumes for the person(s) who will be responsible for the following areas.

Executive Contact

Contact Person: David Workman

Title: President & CEO

Company: RoofConnect Logistics, Inc.

Address: 44 Grant 65

City: Sheridan

State: AR

Zip: 72150

Phone: 877-942-5613

Fax: 870-942-2666

Email: David.workman@roofconnect.com

Account Manager / Sales Lead

Contact Person: Wayne Gwaltney

Title: Director of Business Development

Company: RoofConnect Logistics, Inc.

Address: 44 Grant 65

City: Sheridan

State: AR

Zip: 72150

Phone: 877-942-5613

Fax: 870-942-2666

Email: wayne.gwaltney@roofconnect.com

Contract Management (if different than the Sales Lead)

Contact Person: Jeremy Hill

Title: VP of Operations

Company: RoofConnect Logistics, Inc.

Address: 44 Grant 65

City: Sheridan

State: AR

Zip: 72150

Phone: 877-942-5613

Fax: 870-942-2666

Email: Jeremy.hill@roofconnect.com

Billing & Reporting / Accounts Payable

Contact Person: Jarred Crow

Title: CFO

Company: RoofConnect Logistics, Inc.

Address: 44 Grant 65

City: Sheridan

State: AR

Zip: 72150

Phone: 877-942-5613

Fax: 870-942-2666

Email: jarred.crow@roofconnect.com

Marketing

Contact Person: Rachel Mooney

Title: Marketing Coordinator

Company: RoofConnect Logistics, Inc.

Address: 44 Grant 65

City: Sheridan

State: AR

Zip: 72150

Phone: 877-942-5613

Fax: 870-942-2666

Email: Rachel.mooney@roofconnect.com

*See Resumes on the following pages.

David W. Workman, President and CEO

Assignment: Sales/Marketing
Employer: RoofConnect
Experience: 28 Years
Education: BS in Industrial Management, 1997
University of Arkansas, Little Rock, AR
University of Arkansas Little Rock Law School, 2004

Technical Education: NRCA SpecRight Program, 2008
Firestone Building Products University, 1999
Better Understanding of Roofing Systems (BURSI), 1998

Roofing Industry Associations: National Roofing Contractors Assoc. (NRCA), 2004-Present
Roof Consultants Institute (RCI) 2004-Present
Professional Retail Store Maintenance (PRSM) 2004-Present
The Roofing Industry Alliance for Progress 2008-Present
Center for Environmental Innovation in Roofing 2009-Present

Industry Activities: Member, Board of Trustees, The Roofing Industry Alliance for Progress 2013-14
Member, Board of Directors, Center for Environmental Innovation in Roofing 2011-Present
Education Presentation PRSM 2010 "It's Roofing not Rocket Science"
Marketing Committee, The Roofing Industry Alliance for Progress 2009-2010
Governing Member, The Roofing Industry Alliance for Progress 2008-Present

Work Experience: RoofConnect President & CEO 2006-Present
RoofConnect Vice President of Sales 2006
RoofConnect National Account Manager 2004-2006
General Roofing National Account Manager 2000-2004
Wade Lunday & Associates (Firestone Manufacturer's Representative) 1997-2000
Kohler CAD Draftsman 1996-1997
Sure Pull CAD Draftsman 1995-1996
H.H. Robertson/Centria CAD Draftsman 1994-1995
H.H. Robertson Building Facility Maintenance 1990-1994



Jarred Crow, Chief Financial Officer

Assignment: Chief Financial Officer
Employer: RoofConnect
Experience: 10 Years
Education: Bachelor of Business Administration – Accounting
Harding University
Searcy, AR

Employment: RoofConnect,
CFO, 2012 – present
Controller, January 2010 - 2012

Pricewaterhouse Coopers, LLC (2005 – 2006) Staff Auditor

Alltel Corporation (2006 – 2007) Senior Auditor
Alltel Corporation (2007 – 2008) General Accounting Supervisor

Rasco, Winter, Abston, Moore & Assoc (2008 – 2009) Auditor

Roofing Industry Associations: National Roofing Contractors Association (NRCA)

Work Experience: Highly skilled in evaluating, researching, and solving problems in the financial and accounting realm

Vast history of planning and performing audits for many small to medium sized companies

Identified areas of risk for audit clients

Managed internal audits at Alltel that resulted in cost savings of nearly \$10M



Wade Crosswhite, Vice President of Sales

Assignment: Sales/Marketing
Employer: RoofConnect
Experience: 19 Years

Education: BS in Accounting, Southern Arkansas University
Magnolia, AR
1999

Employment: RoofConnect, March 2007- Present
PricewaterhouseCoopers, June 2004-March 2007
MSF Financial Group, June 1999- June 2004

**Roofing
Industry
Associations:**

National Roofing Contractors Association (NRCA)
Professional Retail Store Maintenance (PRSM)
International Council of Shopping Center (ICSC)

**Work
Experience:**

11 years of providing top tier customer service and professional interaction with Fortune 500 Companies. Responsible for the management of a nationwide Sales Team; developing and cultivating relationships with over 300 customers nationwide and over \$50 million in annual sales.

Experience in selling and managing roofing projects for key clientele that involved: solar energy, energy efficient roofing, leak service and reroofing, and roof asset management.

Advised and directed national customers to the best roofing option for their specific needs and to provide them with the top tier workmanship and quality in the roofing industry. Served on Board of Best Practices for PRSM.

Industry expert and speaker at PRSM Annual Conference, South Texas Association of School Maintenance Officials Annual Conference, Equalis Group Cooperative Summit, and Arkansas Association of Education Administrators Conference.

Serves on Board of Directors for Southeast Arkansas Chapter of United Way. Deacon at Grace Fellowship Bible Church in Sheridan, AR.



Wayne Gwaltney, Director of Business Development

Assignment: Director of Business Development
Employer: RoofConnect
Experience: 26 Years
Education: Bachelor of Business Administration – Finance
Auburn University
Auburn, AL

Technical Education: Action Selling Training, 2016
Sandler Sales Institute, 2005, 2006, 2007
ADP Executive Level Sales Training, 2000
Karrass Negotiation Training, 1997

Employment: RoofConnect, Director of Business Development, April 2018 - present

National Roofing Partners
National Sales Director, 2015 – April 2018
Senior National Account Manager, 2009 - 2014

Valcourt Building Services, National Account Business Development Manager, 2008 - 2009

Singlesource Corporation, National Account Business Development Manager, 2002 - 2008

**Roofing
Industry**

Associations: National Roofing Contractors Association (NRCA)
Professional Retail Store Maintenance (PRSM)
International Council of Shopping Center (ICSC)

Work

Experience: 15 years of providing customer service and professional interaction with Fortune 500 Companies. Responsible for the growth of new and existing client business for nationwide customer base.

Experience in selling and managing roofing projects for key clientele that involved: solar energy, energy efficient roofing, leak service and reroofing, and roof asset management.

Advised and directed national customers to the best roofing option for their specific needs and to provide them with the top tier workmanship and quality in the roofing industry.



Rachel Mooney, Marketing Coordinator

Assignment: Administrative Support/Sales/Marketing
Employer: RoofConnect
Experience: 10 years
Education: BBA in Insurance and Risk Management
University of Central Arkansas, 2004
Employment: RoofConnect
Marketing Coordinator, August 2014 – present
Management Executive Assistant, August 2010 – August 2014
Customer Service Representative, February 2010 – August 2010



Roofing Industry Associations: National Roofing Contractors Association (NRCA)
National Women in Roofing (NWIR)
Work Experience: Responsible for managing, coordinating, implementing and controlling marketing objectives and strategy including public relations, trade show and event management, advertising, and corporate brand awareness.

Provide marketing and sales support to Executive Team, Regional Sales Managers and 65 RoofConnect Member companies in the U.S.

Coordinate media research and planned advertising in industry magazines with appropriate editorial including External Communications, press releases and announcements.

Trade show management: Average of 40 trade shows per year.

Customer Relationship Management and Database utilization: Lead tracking, target by market and direct mail campaigns. Lead list generation with list brokers targeting specific audiences and regions.

Customer Service Representative dedicated to a Fortune 500 Company with over 3,000 locations. Responsible for management of entire portfolio of service related projects.

Assist with disaster response efforts, RFP responses.

Coordinate and manage consulting projects from signed agreement to invoice, including providing job cost analysis for each project.

30. Provide a minimum of three (3) customer references for product and/or services of similar scope dating within the past 3 years. Please try to provide an equal number of references for K12, Higher Education and City/County entities. Provide the following information for each reference:

Entity Name
Contact Name and Title
City and State
Phone Number
Years Services
Description of Services
Annual Volume

Entity Name	Contact Name/Title	City/State	Phone	Years Serviced	Description of Services	Annual Volume
Sheridan Schools	Jerrold Williams, Superintendent	Sheridan, AR	8709423135	5	Design & installation of StreetBond coating for walkways, logo, & 3D crosswalks. Roof repairs & maintenance.	\$1,216,810 (total 5-year volume)
City of Roswell, GA	Taylor Smith, Project Coordinator	Roswell, GA	7706413973	2	Parking lot repairs and replacement	\$173,445 total volume
Arkansas State University	Mark Hastings, Maintenance Coordinator	Beebe, AR	5018824525	1	Parking lot repairs and replacement	\$44,261

31. List all cooperative and/or government group purchasing organizations of which your company is currently a member below.

Cooperative/GPO Name	Contract Number	Expiration Date
----------------------	-----------------	-----------------

PaveConnect does not currently have any other cooperative purchasing contracts. However, RoofConnect's current cooperative contracts are listed below.

OMNIA Partners, Public Sector	R180902	02/28/2024
TIPS	180702	09/27/2022
Sourcewell	RFP TX-GC-021920	03/05/2022
Sourcewell	RFP TX-WT-121819	01/23/2022
Sourcewell	RFP TX-CT-121819	01/23/2022
Sourcewell	IFB KS-111319	11/18/2021
Sourcewell	IFB MO-KC-111319	11/18/2021

32. Describe your company's implementation and success with existing cooperative purchasing programs, if any, and provide the cooperative's name(s), contact person(s) and contact information as reference(s).

RoofConnect's cooperative purchasing program success has varied by state. The majority of work has been in Arkansas, Pennsylvania and Texas. Because PaveConnect will utilize the same sales and support staff, we anticipate similar success.

33. Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services including, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable.

PaveConnect is a professional paving trade organization, comprised of independent commercial paving companies throughout the U.S. The state or local specific licensing requirements will be held by the contractors in each local market. A license will be provided to the agency prior to commencing work upon request. PaveConnect is not listed as a M/WBE, HUB, DVBE, small and disadvantaged business, and any other diverse business. PaveConnect strives to partner with diverse business contractors to help meet any diverse requirements for agencies.

34. Describe your company's past experience with Job Order Contracting estimating and include specific examples of other cooperatives and public agencies where you have performed these services.

PaveConnect's staff has experience working with Job Order Contracting methods since 2013, through RoofConnect's cooperative contracts. The primary delivery method used is through OMNIA Partners, Public Sector contract that was effective beginning in 2014. Project proposals submitted to Member Agencies were bid using traditional bid practices. As the contract holder, we verify Member Contractors' proposals against the Line Item Pricing per the awarded contract. Any discrepancies would be communicated to the Member Contractor in order for the pricing to be adjusted to be in compliance with the contract. When requested, the Line Item Proposal was submitted to the Member Agency and also included with the Purchase Order Documents for specific projects.

In addition to the OMNIA Partners, Public Sector contract, RoofConnect holds a cooperative contract with TIPS-USA. The Job Order Contracting method used with TIPS-USA is through the RSMeans job costing method. Similarly, projects would be bid through traditional bidding practices with the Member Contractor. Proposals are verified for compliance with RSMeans Online with the current cost data and the city cost index associated with the location of the project. Any discrepancies identified with the proposal is communicated to the Member Contractor in order for the proposal to be compliant with the

contract. The RSMMeans estimate is submitted to TIPS-USA in order for the TIPS-USA purchase order to be submitted to the Member Agency and RoofConnect.

Our philosophy of the Job Order Contracting methods is for PaveConnect to perform the contract compliance for our Member Contractors. This approach adds an additional layer for the Cooperative programs that ensures that any requirements are being met prior to any submission to the Cooperative. PaveConnect also believes that using traditional bidding practices to develop the proposal will maintain competitive bids for the Member Agencies.

35. Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.

PaveConnect has not been involved with any litigation, bankruptcy, or reorganization.

36. Felony Conviction Notice – Please check applicable box:

- ☐ A publicly held corporation; therefore this reporting requirement is not applicable
☒ Is not owned or operated by anyone who has been convicted of a felony.
☐ is owned or operated by the following individual(s) who has/have been convicted of a felony.

*If the 3rd box is checked a detailed explanation of the names and convictions must be attached.

VALUE ADD:

37. Detail how your organization plans to market this contract within the first 90 days of the award date. This should include, but not be limited to:

- a. A co-branded press release within first 30 days
- b. Announcement of award through any applicable social media sites
- c. Direct mail campaigns in conjunction with Equalis Group's marketing team
- d. Co-branded collateral pieces
- e. Advertisement of contract in regional or national publications
- f. Participation in trade shows
- g. Dedicated Equalis Group and Region 10 ESC internet website page with:
 - i. Equalis Group and Region 10 ESC Logo
 - ii. Link to Equalis Group and Region 10 ESC website
 - iii. Summary of contract and services offered
 - iv. Due Diligence Documents including; copy of solicitation, copy of contract and any amendments, marketing materials
- h. Announcement within your firm, including training of the agreement with your national sales force
- i. Marketing the agreement to new and existing government customers

The following pages contain our Marketing and Communications Plan which addresses the necessary points listed above. It also includes a complete marketing program for implementing the contract into our sales offering.

ROOFCONNECT MARKETING and COMMUNICATIONS PLAN

How and by whom the marketing function will be carried out:

The marketing functions will be carried out by a team summarized in **Table 1**; working in conjunction with administrative and marketing teams at a local level. This contract will be led overall by the VP of Sales. Management of day to day operations will be performed by the Government Contract / Compliance Manager. Joint Scope Meetings will be attended by the local Project Manager or Technical Representative from the specific office that would be servicing the EQUALIS Partners Member. Work Order Proposal Packages will be performed by a team that includes the Project Manager and Technical Representative (PaveConnect standard proposal) and Government Contract / Compliance Manager (preparation of EQUALIS Partners Member proposal). Construction is supervised by the Project Manager and Operations Manager of the local office. Administrative tasks will be handled by local Office Managers and coordinated through the PaveConnect Government Contract / Compliance Manager to ensure compliance with EQUALIS Partners requirements.

The PaveConnect Team is spread out across the country and will implement this marketing strategy, outlined below, in each of their respective areas. The most-effective marketing that we will perform is presenting this cooperative solution to prospects in local areas by Regional Account Managers and local Member Contractor's sales departments.

Table 1: Key sales and marketing personnel supporting the EQUALIS Contract.

*All personnel can be reached via equalis@paveconnect.com or 877-942-5613.

Name	Title	Assignment for RFP	Region
David Workman	President and CEO	Sales/Marketing	PaveConnect HQ
Wade Crosswhite	Vice-President of Sales	Sales/Marketing	PaveConnect HQ
Eric Harrison	Vice President of Technical Services	Sales/Marketing/Technical	PaveConnect HQ
Jeremy Hill	Vice President of Operations	Contract/Compliance Manager	PaveConnect HQ
Tony Grout	General Manager	Sales/Marketing	PaveConnect HQ
Rachel Mooney	Marketing Coordinator	Administrative Support/ Sales/Marketing	PaveConnect HQ
Gina Nutt	Customer Service Manager	Sales/Marketing	PaveConnect HQ
Wayne Gwaltney	Director of Business Development	Sales/Marketing	PaveConnect HQ
Ken Beck	Regional Account Manager	Sales/Marketing	Texas Region
Kris Costas	Regional Account Manager	Sales/Marketing	Mid-Atlantic Region
Cory Johnson	Regional Account Manager	Sales/Marketing	Arkansas Region
Wendy Lites	National Account Manager	Sales/Marketing	PaveConnect HQ
Mark Matoska	Regional Account Manager	Sales/Marketing	Texas Region
Jon Weaver	Regional Account Manager	Sales/Marketing	Georgia Region

EXECUTIVE SUMMARY

PaveConnect will aggressively promote the Equalis partnership through an integrated marketing communications plan designed to support the entire sales cycle. There will be ongoing marketing activities that will be specifically described in this Marketing Plan. Our program begins building awareness of both Equalis and PaveConnect's unique benefits to buyers within all applicable agencies and continues through managing customer relationships.

PaveConnect's Integrated Marketing Communications Plan Includes:

- **Awareness – Public Relations, Customers Presentations, Electronic Marketing, Website, Social Media Messages, Advertising, Direct Marketing, Associations and School Boards, Targeted Roll-Outs with Manufacturer Partners, Equalis Roll-Outs.**
- **Consideration** – Tradeshow, Direct Marketing/Telemarketing, Manufacturer Partner Opportunities, Sustainable Energy Efficiency Calculations
- **Create Preference** – Sales Tools, Custom Literature, Value-adds for Equalis Members: Customer Support / Customer Service/Training/ Natural Disaster Response / Warranty Maximization Program / Online Portfolio / Roof Asset Management
- **Close Sale** – Equalis Member Proposal Draft, PaveConnect Proposal, Local Project Manager, Quote / Proposal Process
- **Manage Relationship** – Customer Satisfaction Surveys, Social Media, Referrals

AWARENESS: INTERNAL AND EXTERNAL COMMUNICATION STRATEGY

Creating awareness begins with the PaveConnect brand campaign, which will be launched after award of contract within 30 days to promote our extensive repairs for roofing and other value-added capabilities. Our focus is to build awareness of PaveConnect and Equalis, promoted to all audiences across all marketing initiatives including public relations press releases, internal communications / training, electronic marketing, website, social media, targeted advertising, direct marketing, co-branded collateral and numerous communication vehicles.

Awareness: Public Relations

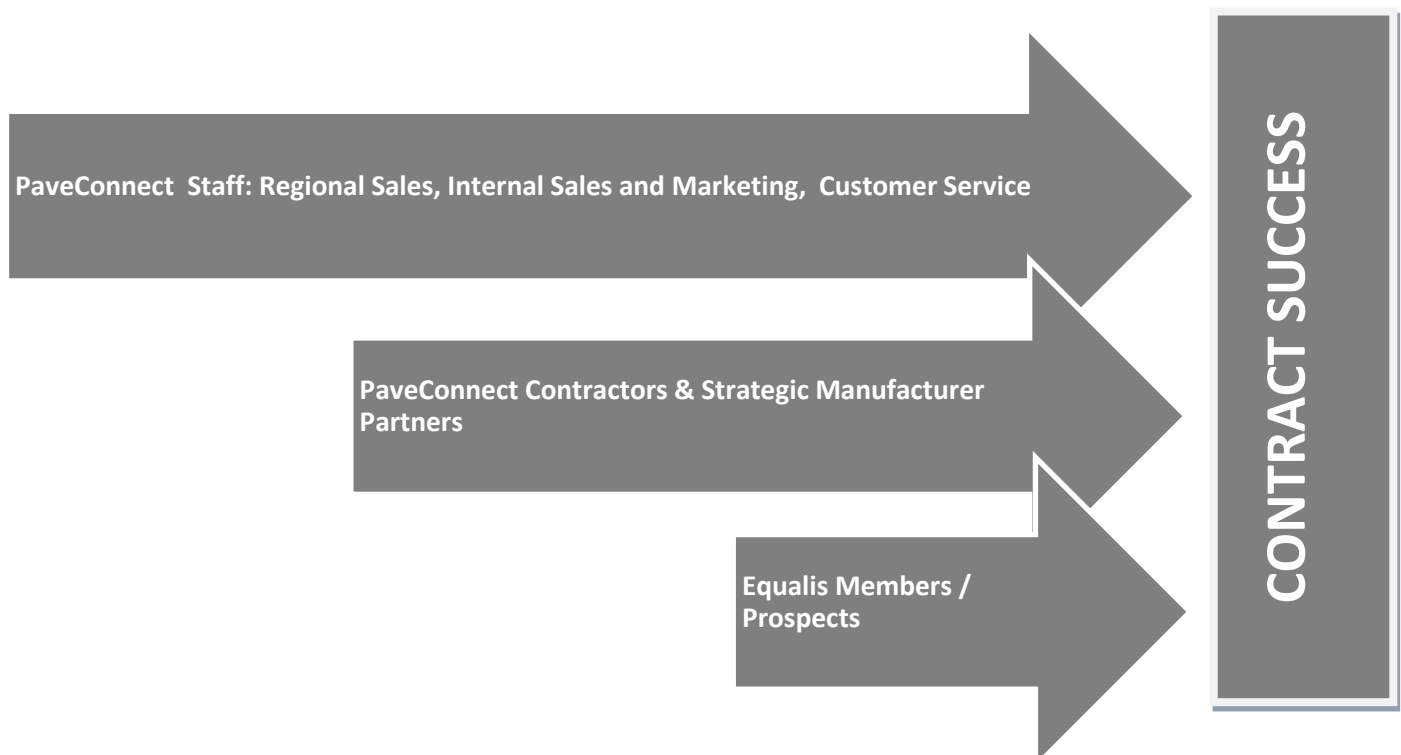
State and local media will be reached with press releases. After the initial contract announcement is made, an on-going campaign will be designed around Equalis success stories illustrating how customers have benefited from procuring their roofing projects via the Equalis Contract and PaveConnect.

Awareness: Internal Communications / Training

The continued training of the PaveConnect sales and marketing team is critical for the continued growth of this contract. Consequently, successes will come from educating and motivating all sales and marketing personnel to promote the contract. To this end, we plan on the following steps:

- Training seminars and webinars for continuing education
- Creation of PowerPoint presentation for consistent messaging
- Use of PaveConnect's National Customer Database for posting articles, selling tips and success stories internally to all our shareholders across the country
- Annual training at Equalis Headquarters
- PaveConnect weekly sales meetings to discuss opportunities and strategies
- Two-day quarterly sales meetings
- Currently under contract with Sandler trainer to help grow Equalis business

Awareness: Internal Communications / Training



Flow chart 1

Continued training of PaveConnect staff. The next phase of training will include PaveConnect Contractors and Strategic Manufacturer Partners. This training will be accomplished by efforts of the PGM, the Equalis Representative and the PaveConnect personnel. Lastly, introduction of the Equalis contract will be executed by all members of the team to the Equalis members and prospects so that contract success is achieved.



Company Profile

RFP #: R10-1103: Request for Proposal
for Asphalt & Concrete Paving, Materials, Related
Services, and Job-Order-Contracting (JOC)

Awareness: Current Customers Presentations

Many of our PaveConnect Contractors already have relationships with Public Agencies that desire to do business with them. Continued introduction of this contract to these customers will be paramount to a continued growth of this contract.

Awareness: Electronic Marketing

This would include targeted messages to Equalis Members and potential Members (obtain lists from online resources). Personalized mass email messages will be sent out commemorating the commencement of the contract and relationship. This can also be done for important or general information on an ongoing basis.

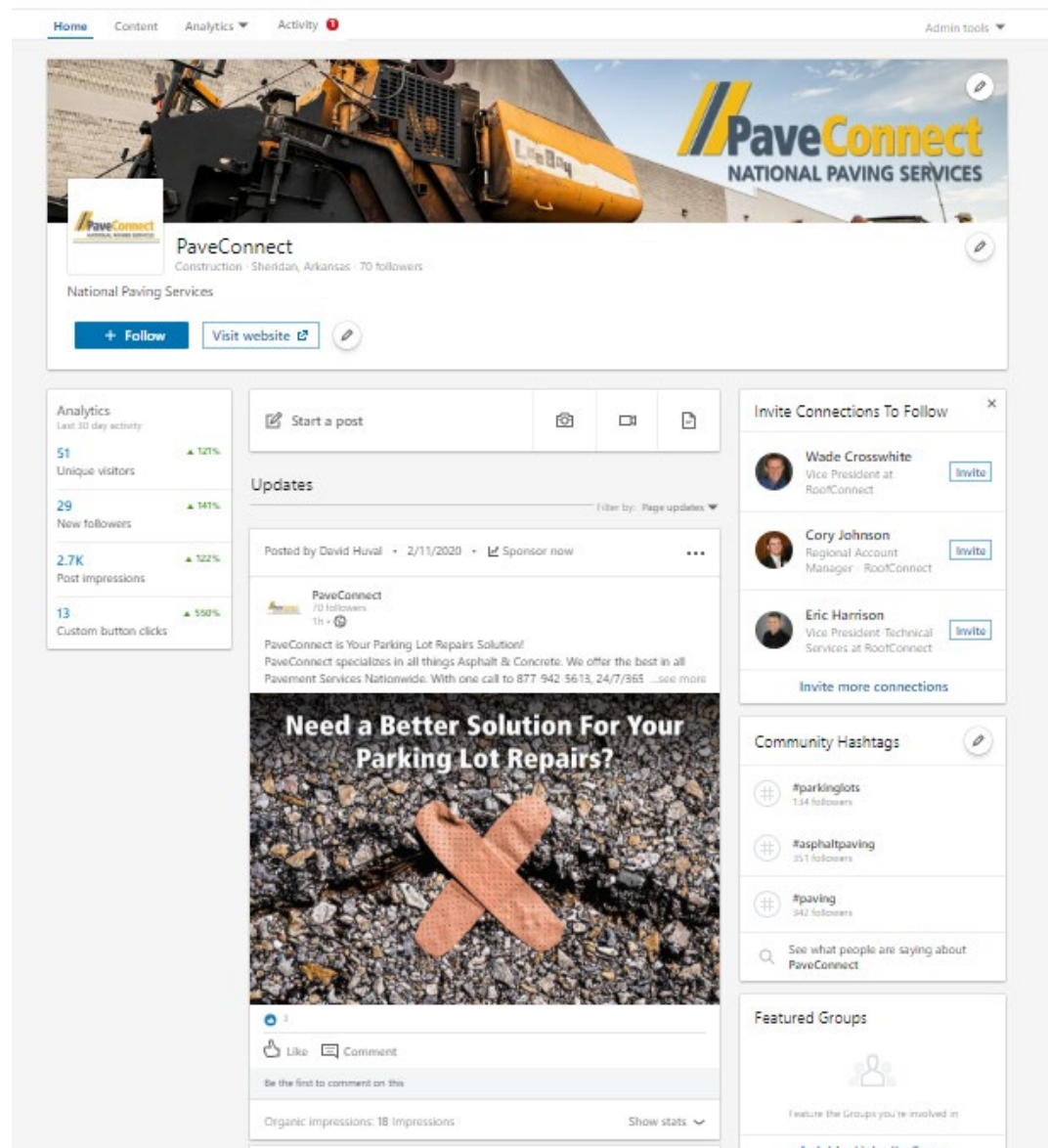
Awareness: Website

PaveConnect will develop a dedicated Public-Sector Page within the PaveConnect Website. The page will provide information on what entities can utilize cooperative contracts, as well as a link to the Equalis Website and contract documents.

Awareness: Social Media Messages, LinkedIn

Partnership / Contract Announcement and others will be made on LinkedIn, Twitter and Facebook.

Screen Shot of
RoofConnect
LinkedIn
Profile Page
[www.linkedin.com/
company/
paveconnect](http://www.linkedin.com/company/paveconnect)



Analytics
Last 30 day activity

- 51 Unique visitors ▲ 121%
- 29 New followers ▲ 141%
- 2.7K Post impressions ▲ 122%
- 13 Custom button clicks ▲ 550%

Start a post

Updates
Filter by: Page updates

Posted by David Huval · 2/11/2020 · Sponsor now

PaveConnect
70 followers
1h ·

PaveConnect is Your Parking Lot Repairs Solution!
PaveConnect specializes in all things Asphalt & Concrete. We offer the best in all Pavement Services Nationwide. With one call to 877-942-5613, 24/7/365...see more

Need a Better Solution For Your Parking Lot Repairs?

Like Comment

Be the first to comment on this

Organic Impressions: 18 Impressions Show stats

Invite Connections To Follow

- Wade Crosswhite
Vice President at RoofConnect [Invite]
- Cory Johnson
Regional Account Manager RoofConnect [Invite]
- Eric Harrison
Vice President Technical Services at RoofConnect [Invite]

Community Hashtags

- #parkinglots 134 followers
- #asphaltpaving 351 followers
- #paving 342 followers

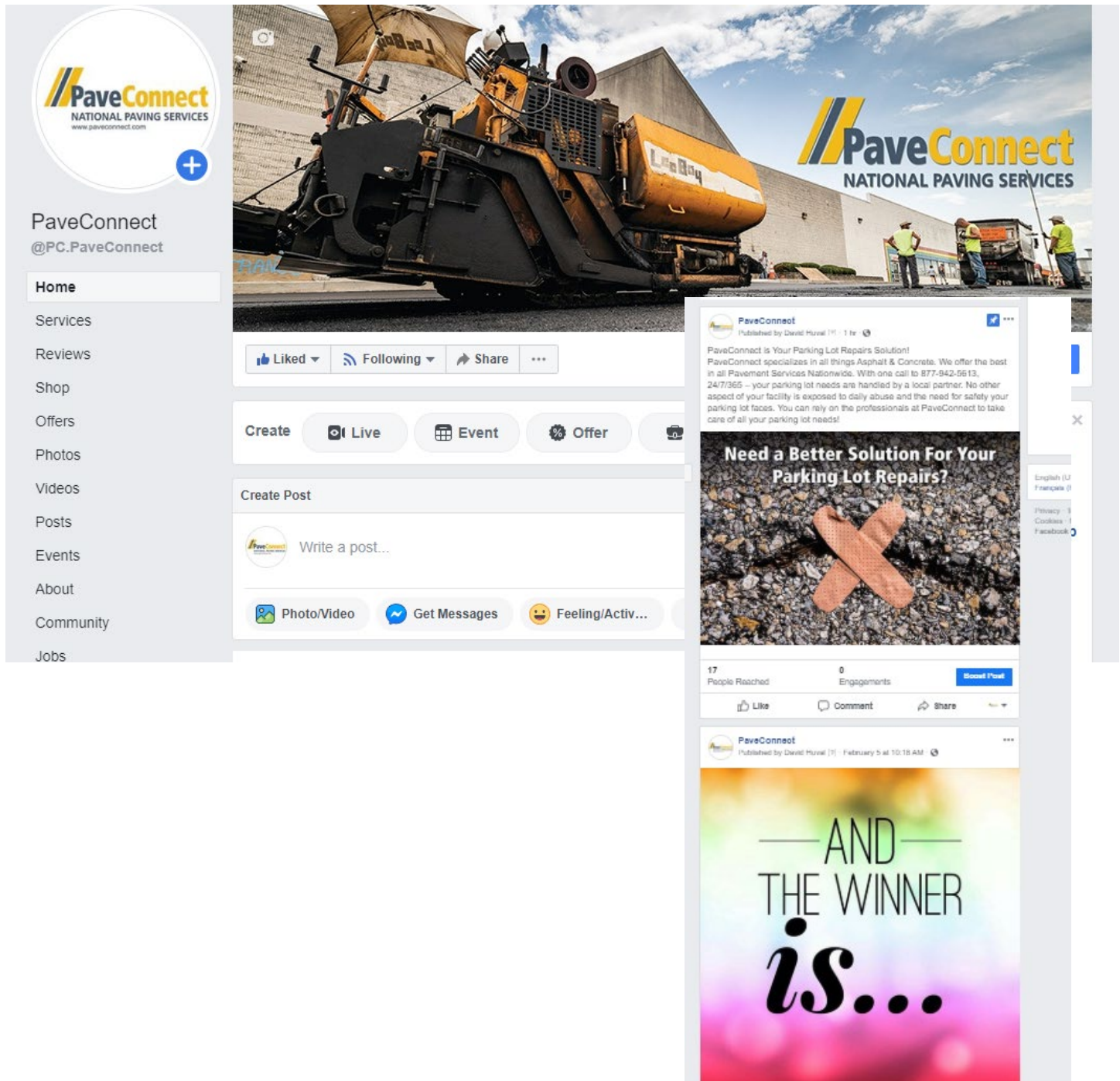
See what people are saying about PaveConnect

Featured Groups

Feature the Groups you're involved in

Add a LinkedIn Group

Awareness: Social Media Messages, Facebook



PaveConnect
@PC.PaveConnect

Home
Services
Reviews
Shop
Offers
Photos
Videos
Posts
Events
About
Community
Jobs

Create Post

Write a post...

Photo/Video Get Messages Feeling/Activ...

PaveConnect
Published by David Huvall 1 hr

PaveConnect is Your Parking Lot Repairs Solution!
PaveConnect specializes in all things Asphalt & Concrete. We offer the best in all Pavement Services Nationwide. With one call to 877-942-5613, 24/7/365 – your parking lot needs are handled by a local partner. No other aspect of your facility is exposed to daily abuse and the need for safety your parking lot faces. You can rely on the professionals at PaveConnect to take care of all your parking lot needs!

Need a Better Solution For Your Parking Lot Repairs?

17 People Reached 0 Engagements

Like Comment Share

PaveConnect
Published by David Huvall 71 February 5 at 10:18 AM

—AND—
THE WINNER
is...

Awareness: Advertising

State, Local and Association Advertising

The Equalis Contract(s) will be promoted within targeted states through advertisements in state, local and association publications, as well as the individual Equalis members and their related activities. Below is a list of Associations with publications we may utilize as advertising vehicles.

Advertising vehicles:

State	Publications
State Level (will vary by state)	<ul style="list-style-type: none"> ▪ Association of School Business Officials (ASBO) ▪ Municipal League ▪ Association of Public Purchasing Agencies ▪ School Plant Managers Association ▪ School Board Administrators ▪ School Facility Administrators ▪ Governmental Procurement Association ▪ Maintenance & Operations Associations



Company Profile

RFP #: R10-1103: Request for Proposal
for Asphalt & Concrete Paving, Materials, Related
Services, and Job-Order-Contracting (JOC)

Awareness: Direct Marketing

Educating current Equalis members on PaveConnect benefits will be a priority executed through a direct marketing blast to the membership list with the assistance of Equalis. We will also submit general information articles regarding roofing, sustainability, energy efficiency, preventative maintenance, etc. for every monthly or quarterly publication that Equalis sends out to its members as allowed. These types of promotions will introduce our combined capabilities and invite Equalis members to learn more about contract benefits. A further promotion to all relevant entities within awarded states will also be executed to increase general market awareness.

Awareness: Associations and School Boards

Participation in local associations and school-board events will be a priority as we continue our focus upon building relationships and establishing a reputation within awarded states.

Awareness: Targeted Rollouts with Manufacturer Partners

PaveConnect has many Manufacturer Partners and will continue to contact targeted manufacturers to announce the new contract opportunity. Rollouts with their respective sales forces will be initiated to promote the contract. These Manufacturers have knowledge of upcoming opportunities across the country and leveraging our Equalis Contract will continue to provide many Equalis opportunities.

CONSIDERATION – LEAD GENERATION AND DEVELOPMENT

Generating qualified leads to open new accounts is a program priority within awarded states. PaveConnect will partner with RoofConnect to attend as many trade shows as possible.

Consideration: Tradeshows

With numerous shows to consider, a trade-show strategy will be developed to maximize return on investment. An exhibit booth featuring the EQUALIS logo will be deployed, and we will attempt, wherever possible, to participate in tradeshow workshops and breakout sessions. Trade shows attended by Equalis will take the highest priority.

Consideration: Tradeshows

PaveConnect's participation in these and other national trade shows will also benefit Equalis. Once awarded, we will proudly display the Equalis logo as an approved vendor at all appropriate trade shows and industry functions.

PaveConnect is fully equipped to attend both large and small trade shows and with numerous booths available, coverage can be optimal. PaveConnect Booth is seen below:



Pre-Show mailers will be sent to attendees raising awareness of PaveConnect's attendance and encouraging attendees to visit the booth.

Consideration: Direct Mail Marketing/Telemarketing

Campaigns offering paving solutions will be part of the marketing mix. PaveConnect will have personnel that will actively and strategically pursue all the markets where entities can use the contract. In some cases, the telemarketing will be performed in conjunction with a direct mail campaign that will be described below under Literature. This campaign may be an extension of an advertising campaign so that we can achieve more success. Our goal will be to generate sales appointments for our sales team.

Consideration: Manufacturer Partner Opportunities

PaveConnect will follow-up with Manufacturers on opportunities that they provide to PaveConnect to achieve the result of driving increased education and government sector sales. PaveConnect is currently setting meetings with strategic partners to start introduction of this potential contract, to maximize sales and marketing resources and opportunities.

In addition, joint sales calls and scope meetings with sales executives from partner Manufacturers will be pursued.

CREATE PREFERENCE

Once awareness is created within a target account, a combination of programs will be executed to move the prospect to a first purchase. Our objective is to reach prospects as many times as possible with a consistent message.

Create Preference: Sales Tools

Consistent branding and messaging will be reinforced through a combination of literature, presentation materials and case studies.

Create Preference: Custom Literature

Custom literature will be created with the Equalis logo.

Create Preference: Value-add Marketing for EQUALIS Members

Value-add Marketing: Customer Support

PaveConnect Customer Service

PaveConnect Customer Service (open 24/7/365) brings accuracy and accountability to roof repairs and is a service available to all Equalis Members at no charge.

Advantages include:

- A secure log-in to PaveConnect Service.
- Before and after pictures of the completed repair work.
- Views via aerial images.
- Ability to review the work authorization form signed at the site by the customer representative.
- Review of recommendations for preventative maintenance or additional services suggested.

There will be pre-set pricing from the contract and members will receive priority servicing and tracking abilities with PaveConnect's online customer portal. This allows for more informed decision making when determining what roofs to replace in a budget year.

Value-add Marketing: Training

PaveConnect will offer to any member of the Equalis access to training webinars and special dedicated sessions for their staff. This can also include seminars performed on location with advanced scheduling.

PaveConnect will provide a variety of training opportunities available to Equalis and/ Equalis Members.

They include and are not limited to the following:

- ADA Compliance
- Parking Lot Safety & Inspection
- Best Practices

Value-add Marketing: PaveConnect Customized Online Portfolio Manager

PaveConnect's online portfolio manager provides organizations access to their roofing inventory. Where there are multiple facilities to manage, cataloging the chronological roof repair and maintenance activity is essential. PaveConnect provides an on-line portfolio management application designed for customers with multiple facilities.

This component of PaveConnect serves as an electronic repository that allows clients:

- Access to current paving projects
- Review of historical information regarding each lot
- Development of future budgeting programs
- Gantt charts showing time progression to project completion
- Portfolio organization based upon pavement life expectancy and stores warranty information
- Maintenance of the electronic job file that includes such historical items as progress pictures of paving construction, permits, local codes and other relevant information.

Value-add Marketing: PaveConnect Asset Management Reporting

This fee-based service provides objective analysis to aid in the decision making of maintenance, repair and replacement expenditures so that parking lot life can be maximized, and overall life cycle costs can be lowered. Please refer to **Tab 5, Section Value-Add Products and Services** for complete details and pricing.

Upon enrollment, PaveConnect Asset Management program provides important financial guidance in making difficult repair versus replacement decisions. Our methodology provides customers the ability to compare the annual investment of a repair relative to the annual investment of new pavement, simplifying the decision and providing the information needed to reduce both ownership and operating costs. The end in mind of this program is to maximize the life of a roof by extending its life and therefore lowering its life cycle costs. By implementing a methodology of never replacing a roof prematurely, PaveConnect's Services assure maximizing your roofing investment.

- Each facility area is evaluated section by section based on the condition of the floor, floor covering material, and external surfaces.

CLOSE SALE

Our efforts to build awareness, gain consideration, generate leads and create preference for PaveConnect products and services purchased under the Equalis Contract(s) continue through the action of closing the sale.

PaveConnect's standard proposal system reinforces the brand, quality, and consistency of our promotional efforts, tying everything together in this final "package." The Local Project Manager and/ or Technical Representative will review the project with the Equalis Member and will work through the specific details of the scope in alignment with budgets. Once agreed upon, the Local Project Manager will work directly with PaveConnect Government Contract / Compliance Manager (TBD) to develop a proposal that covers the necessary scope. The final proposal package will be delivered by the Local Project Manager and / or PaveConnect Representative. Coordination by the local Project Manager will help to ensure seamless delivery and will allow us to team together to secure more work from within the customer's portfolio as well as to secure future opportunities in the area.

Close Sale

Flow chart 2: PaveConnect's Quotation/Proposal Process

Step 1

- RFP for Paving Project with Equalis Member is received
- Sales Account Manager reviews and submits request to technical services department
- Project Manager outlines initial needs of Equalis Member

Step 2

- Project Manager will then determine RoofConnect contractor or multiple contractor's needed to provide proposal for Equalis Member

Step 3

- Project is created in RoofConnect Parking Lot Asset Management internal system for tracking purposes and status updates throughout entire proposal development cycle through job completion.

Step 4

- Email request sent to contractor(s) with the following:
- Referenced Project #
- Site location/address/on site contacts
- Specifications/details
- PaveConnect cost sheet will be issued to contractor's for internal submittal
- Due date established - standard 1 week

Step 5

- Cost sheet/scope of work received from contractor
- Review documents and cost sheets received from contractor - discuss as necessary
- Final PaveConnect Proposal formulated
- Proposal formulated per Equalis Contract terms

Step 6

- Submit Final Proposal and PaveConnect proposal to Equalis Member for review and acceptance

Step 7

- Equalis Member accepts proposal
- Job Start is scheduled

Manage Relationship

A sale does not complete or end our relationship with Equalis members, it deepens it. We are committed to managing these relationships at the highest level, to ensure satisfaction and identify areas for continuous improvement. Post-job surveys can be created to include Equalis procurement information and this data will then be shared with Equalis annually.

We can also use loyalty as a way of developing other relationships via referrals. Referrals will be a consistent method to drive and deepen loyalty. Once someone else uses the contract from a referral, there will be a synergy formed and a “following” can be developed that will only encourage more use of the contract.

Using our Customer Relationship Management System, we will continue to stay in touch via social media and personal contact from our National Account Managers.

38. Acknowledge that your organization agrees to provide its company logo(s) to Region 10 ESC and agrees to provide permission for reproduction of such logo in marketing communications and promotions.

PaveConnect acknowledges the request and will provides permission to reproduce our logo in a high-resolution digital or print format for use in marketing communications and promotions of the Equalis Group contract.

39. Provide the revenue that your organization anticipates each year for the first three (3) years of this agreement.

\$500,000 in year one

\$1M in year two

\$3M in year three

40. Please provide any suggested improvements and alternatives for doing business with your company that will make this arrangement more cost effective for your company and Participating Public Agencies.

PaveConnect's database is an online system that provides customer portal access for each individual client. PaveConnect will provide access to Equalis Group or other participating public agencies to this online Customer Portal. The access into the portal will allow Equalis Group and/or participating public agencies access to any projects, project documents, building history, and invoicing history. Custom reports can be created according to participating public agencies' needs or requirements. PaveConnect recommends that all clients access the portal in order to review any project documentation, open invoices, or building history.



Appendix C - Certificates

PaveConnect is a professional paving trade organization, comprised of independent commercial paving companies throughout the U.S. The state or local specific licensing requirements will be held by the contractors in each local market. A license will be provided to the agency prior to commencing work upon request. PaveConnect is not listed as a M/WBE, HUB, DVBE, small and disadvantaged business, and any other diverse business. PaveConnect strives to partner with diverse business contractors to help meet any diverse requirements for agencies.

Appendix D Value Add

i. Provide any additional information related to products and services Offeror proposes to enhance and add value to the Contract.

PaveConnect has partnered with RAM-USA to provide aerial infrared scanning technologies for roof and parking lot assessments. Please refer to the following information. Pricing provided on a case by case basis.


Roof & Building Envelope Consulting & Engineering Services

Aerial Infrared Roof Scans



RAM USA's Aerial Infrared Roof Scans are industry leading, non-destructive diagnostic services used to accurately, quickly, and cost effectively find hidden moisture in your roofs.

This is the 1st Step in truly understanding the condition of your roofs, it assists with leak investigation, and helps establish how to properly maintain them going forward.

Our expertise and the analysis of these scans provides a roadmap that assists in further investigation during roof surveys.

RAM USA's Process provides early detection of even the smallest amounts of moisture. Proactive measures can then be taken to prevent larger problems and unnecessary spending.



AERIAL SCAN - HIGHLIGHTS & BENEFITS

DIFFERENTIATORS	FEATURES	BENEFITS
<ul style="list-style-type: none"> • High Speed, High Resolution Imagers • 25+ Years of Experience • Highest Level Infrared Certifications • Proprietary Analysis Process • Detailed Reporting 	<ul style="list-style-type: none"> • Nationwide Coverage • Great for Large Roofs • Excellent for Campuses • Uniform Results Across Expansive Portfolios 	<ul style="list-style-type: none"> • Saves Time & Money (Covers Area Quickly) • Eliminates Guesswork • Increases Safety (No Personnel on Roofs)

Extend Your Budget!

Aerial Infrared Roof Scans are the most cost effective way to get a grasp of the condition of your flat/low-slope roofs!

Spend Pennies & Save Dollars!

Large Portfolio Solutions

RAM USA's Programs Handle:

- Millions of Square Feet
- 1 - 100+ Buildings
- Campuses & Municipalities
- Portfolios Spread Across a Large Geographic Area



Keeping Water Out & Energy In

1680 Industrial Parkway South, Brunswick, OH 44212 • www.RAM-USA.com • 216.393.7663

Appendix E: VENDOR CONTRACT AND SIGNATURE FORM

*This Vendor Contract and Signature Form ("Contract") is made as of _____, by and between _____
PaveConnect Logistics, LLC ("Vendor") and Region 10 Education Service Center ("Region
10 ESC") for the purchase of Asphalt & Concrete Paving, Materials, Related Services, And Job Order Contracting
(JOC) ("the products and services").*

RECITALS

WHEREAS, both parties agree and understand that the following pages will constitute the contract between the successful vendor(s) and Region 10 ESC, having its principal place of business at **Education Service Center, Region 10, 400 E Spring Valley Rd, Richardson, TX 75081**

WHEREAS, Vendor agrees to include, in writing, any required exceptions or deviations from these terms, conditions, and specifications; and it is further understood that if agreed to by Region 10 ESC, said exceptions or deviations will be incorporated into the final contract "Vendor Contract."

WHEREAS, this contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Vendor Contract will provide that any state, county, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution (including community colleges, colleges and universities, both public and private), other government agencies or non-profit organization may purchase products and services at prices indicated in the Vendor Contract upon registering and becoming a member with Region 10 ESC; and it being further understood that Region 10 ESC shall act as the Lead Agency with respect to all such purchase agreements.

WHEREAS, Equalis Group has the administrative and legal capacity to administer purchases on behalf of Region 10 ESC under the Vendor Contract with participating public agencies and entities, as permitted by applicable law.

ARTICLE 1- GENERAL TERMS AND CONDITIONS

1.1 Equalis Group shall be afforded all of the rights, privileges and indemnifications afforded to Region 10 ESC under the Vendor Contract, and such rights, privileges and indemnifications shall accrue and apply with equal effect to Equalis Group, including, without limitation, Vendor's obligation to provide insurance and other indemnifications to Lead Agency.

1.2 Awarded vendor shall perform all duties, responsibilities and obligations, set forth in this agreement, and required under the Vendor Contract.

1.3 Equalis Group shall perform its duties, responsibilities and obligations as administrator of purchases, set forth in this agreement, and required under the Vendor Contract.

1.4 **Customer Support:** The vendor shall provide timely and accurate technical advice and sales support to Region 10 ESC staff, Equalis Group staff and participating agencies. The vendor shall respond to such requests within one (1) working day after receipt of the request.

ARTICLE 2- ANTICIPATED TERM OF AGREEMENT

- ☐ **Term:** The term of the Contract shall commence upon award and shall remain in effect for a period of three (2) years, unless terminated, canceled, or extended as otherwise provided herein. The Contractor agrees that Region 10 ESC shall have the right, at its sole option, to renew the Contract for four (3) additional one-year periods or portions thereof. In the event that Region 10 ESC exercises such rights, all terms, conditions and provisions of the original Contract shall remain the same and apply during the renewal period with the possible exception of price and minor scope additions and/or deletions.
- ☐ **Automatic Renewal:** Renewal will take place automatically for one (1) year unless Region 10 ESC gives written notice to the awarded supplier at least ninety (90) days prior to the expiration.

ARTICLE 3- REPRESENTATIONS AND COVENANTS

Scope: This contract is based on the need to provide the economic benefits of volume purchasing and reduction in administrative costs through cooperative purchasing to schools and other members.

Compliance: Cooperative Purchasing Agreements between Equalis Group and its Members have been established under state procurement law.

Respondent's promise: Respondent agrees all prices, terms, warranties, and benefits granted by Respondent to Members through this contract are comparable to or better than the equivalent terms offered by Respondent to any present customer meeting the same qualifications or requirements.

ARTICLE 4- FORMATION OF CONTRACT

4.1. **Respondent contract documents:** Region 10 ESC will review proposed Respondent contract documents. Vendor's contract document shall not become part of Region 10 ESC's contract with vendor unless and until an authorized representative of Region 10 ESC reviews and approves it.

4.2. **Form of contract:** The form of contract for this solicitation shall be the Request for Proposal, the awarded proposal(s) to the lowest responsible Respondent(s), and properly issued and reviewed purchase orders referencing the requirements of the Request for Proposal. If a firm submitting a proposal requires Region 10 ESC and/or Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.

4.3. **Entire Agreement (Parol evidence):** The contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.

4.4. **Assignment of Contract:** No assignment of contract may be made without the prior written approval of Region 10 ESC. Purchase orders and payment can only be made to awarded vendor unless otherwise approved by Region 10 ESC. Awarded vendor is required to notify Region 10 ESC when any material change in operations is made that may adversely affect members (i.e. awarded vendor bankruptcy, change of ownership, merger, etc.).

4.5. **Contract Alterations:** No alterations to the terms of this contract shall be valid or binding unless authorized and signed with a “wet signature” by a Region 10 ESC staff member.

4.6. **Order of precedence:** In the event of a conflict in the provisions of the contract as accepted by Region 10 ESC, the following order of precedence shall prevail:

- Special terms and conditions
- General terms and conditions
- Specifications and scope of work
- Attachments and exhibits
- Documents referenced or included in the solicitation

4.8 **Supplemental Agreements:** The entity participating in the Region 10 ESC contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. Neither Region 10 ESC, Equalis Group, its agents, members and employees shall be made party to any claim for breach of such agreement.

ARTICLE 5- TERMINATION OF CONTRACT

5.1. **Cancellation for non-performance or contractor deficiency:** Region 10 ESC may terminate any contract if Members have not used the contract, or if purchase volume is determined to be low volume in any 12-month period. Region 10 ESC reserves the right to cancel the whole or any part of this contract due to failure by contractor to carry out any obligation, term or condition of the contract. Region 10 ESC may issue a written deficiency notice to contractor for acting or failing to act in any of the following:

- i. Providing material that does not meet the specifications of the contract;
- ii. Providing work and/or material that was not awarded under the contract;
- iii. Failing to adequately perform the services set forth in the scope of work and specifications;
- iv. Failing to complete required work or furnish required materials within a reasonable amount of time;
- v. Failing to make progress in performance of the contract and/or giving Region 10 ESC reason to believe that contractor will not or cannot perform the requirements of the contract; and/or
- vi. Performing work or providing services under the contract prior to receiving a Region 10 ESC reviewed purchase order for such work.

Upon receipt of a written deficiency notice, contractor shall have ten (10) days to provide a satisfactory response to Region 10 ESC. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by contractor under the contract shall become the property of the Member on demand.

5.2 **Termination for cause:** If, for any reason, the Vendor fails to fulfill its obligation in a timely manner, or if the vendor violates any of the covenants, agreements, or stipulations of this contract, Region 10 ESC reserves the right to terminate the contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the vendor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by vendor for this solicitation may become the property of the participating agency or entity. If such event does occur then vendor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.

5.3 **Delivery/Service failures:** Failure to deliver goods or services within the time specified or within a reasonable time period as interpreted by the purchasing agent, or failure to make replacements or corrections of rejected articles/services when so requested shall constitute grounds for the contract to be terminated. In the event that the participating agency or entity must purchase in an open market, contractor agrees to reimburse the participating agency or entity, within a reasonable time period, for all expenses incurred.

5.4 **Force Majeure:** If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty

5.5 **Standard Cancellation:** Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 90 business days after the other party receives the notice of cancellation. After the 90th business day all work will cease following completion of final purchase order. Region 10 ESC reserves the right to request additional items not already on contract at any time.

ARTICLE 6- LICENSES

6.1 **Duty to keep current license:** Vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by vendor. Vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the contract. Region 10 ESC reserves the right to stop work and/or cancel the contract of any vendor whose license(s) expire, lapse, are suspended or terminated.

6.2 **Suspension or Debarment:** Respondent shall provide a letter in the proposal notifying Region 10 ESC of any debarment, suspension or other lawful action taken against them by any federal, state, or local government within the last five (5) years that precludes Respondent or its employees from participating in any public procurement activity. The letter shall state the duration of the suspension or action taken, the relevant circumstances and the name of the agency imposing the suspension. Failure to supply or disclose this information may be grounds for cancellation of contract.

6.3 **Survival Clause:** All applicable software license agreements, warranties or service agreements that were entered into between Vendor and Customer/participating member under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Order Fulfiller shall survive expiration or termination of the Contract.

ARTICLE 7- DELIVERY PROVISIONS

7.1 **Delivery:** Vendor shall deliver said materials purchased on this contract to the participating member issuing a Purchase Order. Conforming product shall be shipped within 7 days of receipt of Purchase Order. If delivery is not or cannot be made within this time period the vendor must receive authorization from the purchasing agency for the delayed delivery. At this point the participating entity may cancel the order if estimated shipping time is not acceptable.

7.2 **Inspection & Acceptance:** If defective or incorrect material is delivered, purchasing agency may make the determination to return the material to the vendor at no cost to the purchasing agency. The vendor agrees to pay all shipping costs for the return shipment. Vendor shall be responsible for arranging the return of the defective or incorrect material.

7.3 **Responsibility for supplies tendered:** Vendor shall be responsible for the materials or supplies covered by this contract until they are delivered to the designated delivery point.

7.4 **Shipping Instructions:** Unless otherwise specified, each case, crate, barrel, package, etc, delivered under this contract must be plainly labeled, securely tagged, stating Vendor's name, purchase order number, quantity contained therein, and delivery address as indicated in the order. Deliveries must be made within the hours of 8:00 am – 4:00 pm. Deliveries at any other time (including Saturdays, Sundays and holidays) will not be accepted unless arrangements have been made in advance with the receiver at the delivery point. Vendor understands that it is their responsibility to ensure compliance with the delivery instructions outlined in this agreement.

7.5 **Additional charges:** Unless bought on F.O.B. "shipping point" and Vendor prepays transportation, no delivery charges shall be added to invoices except when express delivery is authorized and substituted on orders for the method specified in the contract. In such cases, the difference between freight or mail and express charges may be added to the invoice.

7.6 **Buyer's delays:** Region 10 ESC will not be responsible for any late fees due the prime contractor by the participating member. The prime contractor will negotiate with the participating agency for the recovery of damages related to expenses incurred by the vendor for a delay for which the Region 10 ESC member is responsible, which is unreasonable, and which was not within the contemplation of the parties to the contract between the two parties.

ARTICLE 8- BILLING AND REPORTING

8.1 **Payments:** The participating entity using the contract will make payments directly to the awarded vendor.

Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.

8.2 **Tax Exempt Status:** Since this is a national contract, knowing the tax laws in each state is the sole responsibility of the Vendor.

8.3 **Reporting:** Vendor shall electronically provide Equalis Group with a detailed line item monthly report showing the dollar volume of all member product sales under the contract for the previous month. Reports shall be sent via e-mail to Equalis Group offices at info@equalisgroup.org. Reports are due on the **fifteenth (15th)** day after the close of the previous month. It is the responsibility of the awarded vendor to collect and compile all sales under the contract from participating members and submit one (1) report. Fields below marked as *required indicate a required field. All other fields are preferred, but not required:

Member Data	Equalis Member ID
	Vendor Customer Number *required (or Equalis Member ID)
	Customer Name *required
	Customer Street Address *required
	Customer City *required
	Customer Zip Code *required
	Customer State *required
Distributor Data	Distributor Name
	Distributor ID
	Distributor Street Address
	Distributor City
	Distributor Zip Code
	Distributor State
Product Data	Product Category level 1
	Distributor Product Number
	Manufacturer Product Number
	Product Description
	Product Brand Name
	Product packaging Unit of Measure level 1
	Product packaging Unit of Measure level 2
	Product packaging Unit of Measure level 3
Spend Data	Purchase Unit of Measure
	Purchase Quantity
	Distributor Landed Cost Total \$ (without deviations)
	Distributor Landed Cost Total \$ (with mfr deviations)
	Customer Purchase Total \$ *required

	Admin Fee % *required
	Admin Fee \$ *required

ARTICLE 9- PRICING

9.1 **Market competitive guarantee:** Vendor agrees to provide market competitive pricing, based on the value offered upon award, to Region 10 ESC and its participating public agencies throughout the duration of the contract.

9.2 **Price increase:** Should it become necessary or proper during the term of this contract to make any change in design or any alterations that will increase expense, Region 10 ESC must be notified immediately. Price increases must be approved by Lead Agency and no payment for additional materials or services, beyond the amount stipulated in the contract, shall be paid without prior approval. All price increases must be supported by manufacture documentation, or a formal cost justification letter.

Vendor must honor previous prices for thirty (30) days after approval and written notification from Region 10 ESC if requested.

It is Vendor's responsibility to keep all pricing up to date and on file with Region 10 ESC. All price changes must be provided to Region 10 ESC, using the same format as was accepted in the original contract.

9.3 **Additional Charges:** All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.

9.4 **Price reduction and adjustment:** Price reduction may be offered at any time during contract and shall become effective upon notice of acceptance from Region 10 ESC. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all Members equally; 2) reduction is for a specific time period, normally not less than thirty (30) days; 3) original price is not exceeded after the time-limit; and 4) Region 10 ESC has approved the new prices prior to any offer of the prices to a Member. Vendor shall offer Region 10 ESC any published price reduction during the contract period.

9.5 **Prevailing Wage:** It shall be the responsibility of the Vendor to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the purchaser (Region 10 ESC or its Participating Members). It shall further be the responsibility of the Vendor to monitor the prevailing wage rates as established by the appropriate Department of Labor for any increase in rates during the term of this contract and adjust wage rates accordingly.

9.6 **Administrative Fees:** The Vendor agrees to pay administrative fees to Equalis Group based on the terms set in Attachment A. All pricing submitted to Region 10 ESC shall include the administrative fee to be remitted to Equalis Group by the awarded vendor.

9.7 **Price Calculation:** Cost plus a percentage as a primary mechanism to calculate pricing is not allowed. Pricing may either be in the form of line item pricing, defined as a specific individual price on a product or service, or a percentage discount from a verifiable catalog or price list. Other discounts or incentives may be offered.

ARTICLE 10- PRICING AUDIT

10.1 **Audit rights:** Vendor shall, at Vendor's sole expense, maintain appropriate due diligence of all purchases made by Region 10 ESC and any participating entity that accesses this Agreement. Equalis Group and Region 10 ESC each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. In the State of New Jersey, this audit right shall survive termination of this Agreement for a period of five (5) years from the date of final payment. Such records shall be made available to the New Jersey Office of the State Comptroller upon request. Region 10 ESC shall have the authority to conduct random audits of Vendor's pricing that is offered to eligible entities at Region 10 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 10 ESC is made aware of any pricing being offered to eligible agencies that is materially inconsistent with the pricing under this agreement, Region 10 ESC shall have the ability to conduct an extensive audit of Vendor's pricing at Vendor's sole cost and expense. Region 10 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 10 ESC or Equalis Group.

ARTICLE 11- PROPOSER PRODUCT LINE REQUIREMENTS

11.1 **Current products:** Proposals shall be for materials and equipment in current production and marketed to the general public and education/government agencies at the time the proposal is submitted.

11.2 **Discontinued products:** If a product or model is discontinued by the manufacturer, Vendor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.

11.3 **New products/Services:** New products and/or services that meet the scope of work may be added to the contract. Pricing shall be equivalent to the percentage discount for other products. Vendor may replace or add product lines to an existing contract if the line is replacing or supplementing products on contract, is equal or superior to the original products offered, is discounted in a similar or to a greater degree, and if the products meet the requirements of the solicitation. No products and/or services may be added to avoid competitive procurement requirements. Region 10 ESC may require additions to be submitted with documentation from Participating Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 10 ESC may reject any additions without cause.

11.4 **Options:** Optional equipment for products under contract may be added to the contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.

11.5 **Product line:** Vendors with a published catalog may submit the entire catalog. Region 10 ESC reserves the right to select products within the catalog for award without having to award all contents. Region 10 ESC may reject any addition of equipment options without cause.

11.6 **Warranty conditions:** All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.

11.7 **Buy American requirement:** (for New Jersey and all other applicable States) Vendors may only use unmanufactured construction material mined or produced in the United States, as required by the Buy American Act. Where trade agreements apply, to the extent permitted by applicable law, then unmanufactured construction material mined or produced in a designated country may also be used. Vendors are required to check state specific requirements to ensure compliance with this requirement.

ARTICLE 12- SITE REQUIREMENTS

12.1 **Cleanup:** Vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by Member. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition conducive to the Member's business purpose.

12.2 **Site Preparation:** Vendor shall not begin a project for which Participating Member has not prepared the site, unless Vendor does the preparation work at no cost, or until Participating Member includes the cost of site preparation in a purchase order to the contractor. Site preparation includes, but is not limited to moving furniture, moving equipment or obstructions to the work area, installation of wiring for networks or any other necessary pre-installation requirements.

It is the contractor's responsibility to analyze electrical needs and the ability of the client's facility to accommodate their request. If additional capacity is required, the contractor is responsible for arranging for the equipment, the installation and removal at their own expense. f

12.3 **Registered sex offender restrictions:** For work to be performed at schools, Vendor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Participating Member's discretion. Vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge. Vendor is also responsible for ensuring that their employees or contractors who have direct contact with students are properly fingerprinted and background checked in accordance with local state law, if applicable.

12.4 **Safety measures:** Vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Vendor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

12.5 **Smoking/Tobacco:** Persons working under the contract shall adhere to local tobacco and smoking (including e-cigarettes/vaping) policies. Smoking will only be permitted in posted areas or off premises.

12.6 **Stored materials:** Upon prior written agreement between the vendor and Member, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Participating

Member with the application for payment seeking compensation for stored materials. Such materials must be stored and protected in a secure location, and be insured for their full value by the vendor against loss and damage. Vendor agrees to provide proof of coverage and/or addition of Participating Member as an additional insured upon Participating Member's request. Additionally, if stored offsite, the materials must also be clearly identified as property of buying Participating Member and be separated from other materials. Participating Member must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary.

Until final acceptance by the Participating Member, it shall be the Vendor's responsibility to protect all materials and equipment. Vendor warrants and guarantees that title for all work, materials and equipment shall pass to the Member upon final acceptance.

12.7 Maintenance Facilities and Support: It is preferred that each contractor should have maintenance facilities and a support system available for servicing and repair of product and/or equipment. If a third party is to be used to provide maintenance and support to the participating member, Respondent must notify Region 10 ESC of that third party information. All technicians, applicators, installers shall be fully certified, trained and licensed to perform said duties.

ARTICLE 13- MISCELENOUS

13.1 Funding Out Clause: Any/all contracts exceeding one (1) year shall include a standard "funding out" clause. A contract for the acquisition, including lease, of real or personal property is a commitment of the entity's current revenue only, provided the contract contains either or both of the following provisions:

"Retains to the entity the continuing right to terminate the contract at the expiration of each budget period during the term of the contract and is conditioned on a best efforts attempt by the entity to obtain appropriate funds for payment of the contract in the subsequent fiscal year."

13.2 Disclosures: Vendor affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.

Vendor has a continuing duty to disclose a complete description of any and all relationships that might be considered a conflict of interest in doing business with participants in Equalis Group.

Vendor affirms that, to the best of his/her knowledge, the offer was arrived at independently, and was submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.

13.3 Indemnity: Vendor shall protect, indemnify, and hold harmless both Region 10 ESC and Equalis Group and its participants, administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of Vendor, Vendor employees or Vendor subcontractors in the preparation of the solicitation and the later execution of the contract, including any supplemental agreements with members. Any litigation involving either Region 10 ESC or Equalis Group, its administrators and employees and agents shall be in a court of competent jurisdiction in Dallas County, Texas. Texas law shall apply to any such suit, without giving effect to its choice of laws provisions. Any litigation involving Equalis Group participating members shall be in the jurisdiction of the participating agency.

13.4 **Franchise Tax:** Vendor hereby certifies that he/she is not currently delinquent in the payment of any required franchise taxes, and shall remain current on any such franchise taxes throughout the term of this contract.

13.5 **Marketing:** Vendor agrees to allow Region 10 ESC and Equalis Group to use their name and logo within website, marketing materials and advertisement. Any use of the Region 10 ESC or Equalis Group name and logo or any form of publicity, inclusive of press releases, regarding this contract by Vendor must have prior approval from Region 10 ESC.

13.6 **Insurance:** Unless otherwise modified elsewhere in this document, prior to commencing services under this contract for a participating member, contractor shall procure, provide and maintain during the life of this agreement comprehensive public liability insurance to include course of construction insurance and automobile liability, providing limits of not less than \$1,000,000.00 per occurrence. The insurance form will be an “all risk” type of policy with standard exclusions. Coverage will include temporary structures, scaffolding, temporary office trailers, materials, and equipment. Contractor shall pay for the deductibles required by the insurance provided under this agreement.

Certificates of insurance shall be delivered to the participant prior to commencement of work. The insurance company shall be licensed to do business and write the appropriate lines of insurance in the applicable state in which work is being conducted. Vendor shall give the participating entity a minimum of ten (10) days notice prior to any modifications or cancellation of policies. Vendor shall require all subcontractors performing any work to maintain coverage as specified.

Prior to commencing any work under this contract, any subcontractor shall also procure, provide, and maintain, at its own expense until final acceptance of the work performed, insurance coverage in a form acceptable to the prime contractor. All subcontractors shall provide worker’s compensation insurance which waives all subrogation rights against the prime contractor and member.

The contractor, at their expense and included as part of overhead, will provide adequate insurance coverage meeting at a minimum the requirements of the State of Texas or the state where the job is located. If the member has higher insurance requirements, those requirements may be added as an addendum to the purchase order.

13.7 **Subcontracts/Sub Contractors:** If Vendor serves as prime contractor, it shall not enter into any subcontract subject to this solicitation without prior approval from Region 10 ESC. Any/all subcontractors shall abide by the terms and conditions of this contract and the solicitation.

No subcontract relationships shall be entered into with a party not licensed to do business in the jurisdiction in which the work will be performed. Contractor must use subcontractors openly, include such arrangements in the proposal, and certify upon request that such use complies with the rules associated with the procurement codes and statutes in the state in which the contractor is conducting business.

Contractor agrees to pay subcontractors in a timely manner. Failure to pay subcontractors for work faithfully performed and properly invoiced may result in suspension or termination of this contract. Prior to participating member’s release of final retained amounts, Contractor shall produce verified statements from all subcontractors and material suppliers that those entities have been paid in full amounts due and owing to them.

13.8 **Legal Obligations**: It is the Respondent's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services identified in this RFP and any awarded contract and shall comply with all while fulfilling the RFP. Applicable laws and regulation must be followed even if not specifically identified herein.

13.9 **Boycott Certification**: Respondents hereby certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

13.10 **Venue**: All parties agree that venue for any litigation arising from this contract shall lie in Richardson, Dallas County, Texas, and that the laws of the State of Texas shall govern the rights of the parties and the validity and interpretation of any purchase order, contract, or service agreement that shall arise from and include this proposal request.

[Remainder of Page Intentionally Left Blank- Signatures follow on Signature Form]

CONTRACT SIGNATURE FORM


The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Prices are guaranteed: **120 days**

Company name	<u>PaveConnect Logistics, LLC</u>
Address	<u>44 Grant 65 - PO Box 908</u>
City/State/Zip	<u>Sheridan, AR 72150</u>
Telephone No.	<u>877-942-5613</u>
Fax No.	<u>870-942-2666</u>
Email address	<u>equalis@paveconnect.com</u>
Printed name	<u>Jeremy Hill</u>
Position with company	<u>VP of Operations</u>
Authorized signature	<u></u>

Term of contract November 1, 2020 to October 31, 2022

Unless otherwise stated, all contracts are for a period of three (2) years with an option to renew annually for an additional four (3) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.

<u></u>	<u>10/22/20</u>
Region <u>10</u> ESC Authorized Agent	Date

Rickey Williams
Print Name

Equalis Group Contract Number R10-1103

Appendix F: ADDITIONAL REQUIRED DOCUMENTS

- DOC #1 Clean Air and Water Act
- DOC #2 Debarment Notice
- DOC #3 Lobbying Certification
- DOC #4 Contractors Requirements
- DOC #5 Antitrust Certification Statement
- DOC #6 Implementation of House Bill 1295
- DOC #7 Boycott Certification
- DOC #8 Terrorist State Certification
- DOC #9 Resident Certification
- DOC #10 Federal Funds Certification Form

FOR VENDORS INTENDING TO DO BUSINESS IN ARIZONA:

- DOC #11 Arizona Contractor Requirements

FOR VENDORS INTENDING TO DO BUSINESS IN NEW JERSEY:

- DOC #12 Ownership Disclosure Form
- DOC #13 Non-Collusion Affidavit
- DOC #14 Affirmative Action Affidavit
- DOC #15 Political Contribution Disclosure Form
- DOC #16 Stockholder Disclosure Form

GENERAL TERMS & CONDITIONS ACCEPTANCE FORM

- DOC #17 General Terms & Conditions and Acceptance Form

New Jersey vendors are also required to comply with the following New Jersey statutes when applicable:

- All anti-discrimination laws, including those contained in N.J.S.A. 10:2-1 through N.J.S.A. 10:2-14, N.J.S.A. 10:5-1, and N.J.S.A. 10:5-31 through 10:5-38.
- Compliance with Prevailing Wage Act, N.J.S.A. 34:11-56.26, for all contracts within the contemplation of the Act.
- Compliance with Public Works Contractor Registration Act, N.J.S.A. 34:11-56.26
- Bid and Performance Security, as required by the applicable municipal or state statutes.


DOC #1 CLEAN AIR AND WATER ACT

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

Potential Vendor: PaveConnect Logistics, LLC

Title of Authorized Representative: VP of Operations

Mailing Address: PO Box 908, Sheridan, AR 72150

Signature: 

DOC #2 DEBARMENT NOTICE

I, the Vendor, certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.

Potential Vendor: PaveConnect Logistics, LLC

Title of Authorized Representative: VP of Operations

Mailing Address: PO Box 908, Sheridan, AR 72150

Signature: 

DOC #3 LOBBYING CERTIFICATION

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.



Signature of Respondent

9/1/2020

Date

DOC #4 CONTRACTOR CERTIFICATION REQUIREMENTS

Contractor's Employment Eligibility

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The Respondent complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the Region 10 ESC Participating entities in which work is being performed.

Fingerprint & Criminal Background Checks

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The Respondent shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.

Business Operations in Sudan, Iran

In accordance with A.R.S. 35-391 and A.R.S. 35-393, the Contractor hereby certifies that the contractor does not have scrutinized business operations in Sudan and/or Iran.



Signature of Respondent

9/1/2020

Date

DOC #5 ANTITRUST CERTIFICATION STATEMENTS
(Tex. Government Code § 2155.005)

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

VENDOR PaveConnect Logistics, LLC

ADDRESS 44 Grant 65 - PO Box 908

Sheridan, AR 72150

PHONE 877-942-5613

FAX 870-942-2666

RESPONDANT



Signature

Jeremy Hill

Printed Name

VP of Operations

Position with Company

AUTHORIZING OFFICIAL

Signature

Printed Name

Position with Company

DOC #6 IMPLEMENTATION OF HOUSE BILL 1295

Certificate of Interested Parties (Form 1295):

In 2015, the Texas Legislature adopted House Bill 1295, which added section 2252.908 of the Government Code. The law states that a governmental entity or state agency may not enter into certain contracts with a business entity unless the business entity submits a disclosure of interested parties to the governmental entity or state agency at the time the business entity submits the signed contract to the governmental entity or state agency. The law applies only to a contract of a governmental entity or state agency that either (1) requires an action or vote by the governing body of the entity or agency before the contract may be signed or (2) has a value of at least \$1 million. The disclosure requirement applies to a contract entered into on or after January 1, 2016.

The Texas Ethics Commission was required to adopt rules necessary to implement that law, prescribe the disclosure of interested parties form, and post a copy of the form on the commission's website. The commission adopted the Certificate of Interested Parties form (Form 1295) on October 5, 2015. The commission also adopted new rules (Chapter 46) on November 30, 2015, to implement the law. The commission does not have any additional authority to enforce or interpret House Bill 1295.

Filing Process:

Starting on January 1, 2016, the commission will make available on its website a new filing application that must be used to file Form 1295. A business entity must use the application to enter the required information on Form 1295 and print a copy of the completed form, which will include a certification of filing that will contain a unique certification number. An authorized agent of the business entity must sign the printed copy of the form and have the form notarized. The completed Form 1295 with the certification of filing must be filed with the governmental body or state agency with which the business entity is entering into the contract.

The governmental entity or state agency must notify the commission, using the commission's filing application, of the receipt of the filed Form 1295 with the certification of filing not later than the 30th day after the date the contract binds all parties to the contract. The commission will post the completed Form 1295 to its website within seven business days after receiving notice from the governmental entity or state agency.

Information regarding how to use the filing application will be available on this site starting on January 1, 2016.
https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm

DOC #7 BOYCOTT CERTIFICATION

Respondents must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

DOC #8 TERRORIST STATE CERTIFICATION

In accordance with Texas Government Code, Chapter 2252, Subchapter F, REGION 10 ESC is prohibited from entering into a contract with a company that is identified on a list prepared and maintained by the Texas Comptroller or the State Pension Review Board under Texas Government Code Sections 806.051, 807.051, or 2252.153. By execution of any agreement, the respondent certifies to REGION 10 ESC that it is not a listed company under any of those Texas Government Code provisions. Responders must voluntarily and knowingly acknowledge and agree that any agreement shall be null and void should facts arise leading the REGION 10 ESC to believe that the respondent was a listed company at the time of this procurement.

DOC #9 RESIDENT CERTIFICATION:

This Certification Section must be completed and submitted before a proposal can be awarded to your company. This information may be placed in an envelope labeled "Proprietary" and is not subject to public view. In order for a proposal to be considered, the following information must be provided. Failure to complete may result in rejection of the proposal:

As defined by Texas House Bill 602, a "nonresident Bidder" means a Bidder whose principal place of business is not in Texas, but excludes a contractor whose ultimate parent company or majority owner has its principal place of business in Texas.

Texas or Non-Texas Resident

- ☐ I certify that my company is a "**resident Bidder**"
☒ I certify that my company qualifies as a "**nonresident Bidder**"

If you qualify as a "nonresident Bidder," you must furnish the following information:

What is your resident state? (The state your principal place of business is located.)

<u>PaveConnect Logistics, LLC</u>	<u>44 Grant 65 - PO Box 908</u>	<u>Com</u>
pany Name	Address	
<u>Sheridan, AR 72150</u>	<u></u>	<u>City</u>
State	Zip	

DOC #10 FEDERAL FUNDS CERTIFICATION FORM

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the “Uniform Guidance” or “EDGAR” requirements). All Vendors submitting proposals must complete this Federal Funds Certification Form regarding Vendor’s willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to participating agencies for their use while considering their purchasing options when using federal grant funds. Participating agencies may also require Vendors to enter into ancillary agreements, in addition to the contract’s general terms and conditions, to address the member’s specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, Vendor should certify Vendor’s agreement and ability to comply, where applicable, by having Vendor’s authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a vendor fails to complete any item in this form, Region 10 ESC will consider the Vendor’s response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Vendor using federal funds.

1. Vendor Violation or Breach of Contract Terms:

Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any Contract award will be subject to Region 10 ESC General Terms and Conditions, as well as any additional terms and conditions in any Purchase Order, participating agency ancillary contract, or Member Construction Contract agreed upon by Vendor and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the Region 10 ESC Terms and Conditions.

The remedies under the Contract are in addition to any other remedies that may be available under law or in equity. By submitting a Proposal, you agree to these Vendor violation and breach of contract terms.

Does vendor agree? JH
(Initials of Authorized Representative)

2. Termination for Cause or Convenience:

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Offeror will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency’s best interest.

Does vendor agree? JH
(Initials of Authorized Representative)

3. Equal Employment Opportunity:

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

Does vendor agree? JH
(Initials of Authorized Representative)

4. Davis-Bacon Act:

When required by Federal program legislation, Vendor agrees that, for all participating agency prime construction contracts/purchases in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor's acceptance of the wage determination.

Vendor further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does vendor agree? JH
(Initials of Authorized Representative)

5. Contract Work Hours and Safety Standards Act:

Where applicable, for all participating agency contracts or purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does vendor agree? JH
(Initials of Authorized Representative)

6. Right to Inventions Made Under a Contract or Agreement:

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding

agreement,” the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

Vendor agrees to comply with the above requirements when applicable.

Does vendor agree? JH
(Initials of Authorized Representative)

7. Clean Air Act and Federal Water Pollution Control Act:

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended –Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does vendor agree? JH
(Initials of Authorized Representative)

8. Debarment and Suspension:

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Vendor certifies that Vendor is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor further agrees to immediately notify the Cooperative and all participating agencies with pending purchases or seeking to purchase from Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does vendor agree? JH
(Initials of Authorized Representative)

9. Byrd Anti-Lobbying Amendment:

Byrd Anti-Lobbying Amendment (31 USC 1352) -- Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Vendor agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does vendor agree? JH
(Initials of Authorized Representative)

10. Procurement of Recovered Materials:

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor agree? JH
(Initials of Authorized Representative)

11. Profit as a Separate Element of Price:

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When required by a participating agency, Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Vendor's Cooperative Contract.

Does vendor agree? JH
(Initials of Authorized Representative)

12. General Compliance and Cooperation with Participating Agencies:

In addition to the foregoing specific requirements, Vendor agrees, in accepting any Purchase Order from a participating agency, it shall make a good faith effort to work with participating agencies to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does vendor agree? JH
(Initials of Authorized Representative)

13. Applicability to Subcontractors

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does vendor agree? JH
(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

PaveConnect Logistics, LLC

Company Name



Signature of Authorized Company Official

Jeremy Hill

Printed Name

VP of Operations

Title

9/1/2020

Date

AZ Compliance with Federal and state requirements: Contractor agrees when working on any federally assisted projects with more than \$2,000.00 in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Contractor agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Contractor must retain records for three years to allow the federal grantor agency access to these records, upon demand. Contractor also agrees to comply with the Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on contracts funded with Federal Grant monies, contractor additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

AZ Compliance with workforce requirements: Pursuant to ARS 41-4401, Contractor and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, "...every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program" Region 10 ESC reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. Region 10 ESC and its members reserve the right to inspect the papers of any contractor or subcontract employee who works under this contract to ensure compliance with the warranty above.

AZ Contractor Employee Work Eligibility: By entering into this contract, contractor agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. Region 10 ESC and/or Region 10 ESC members may request verification of compliance from any contractor or sub contractor performing work under this contract. Region 10 ESC and Region 10 ESC members reserve the right to confirm compliance. In the event that Region 10 ESC or Region 10 ESC members suspect or find that any contractor or subcontractor is not in compliance, Region 10 ESC may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the contractor. All cost associated with any legal action will be the responsibility of the contractor.

AZ Non-Compliance: All federally assisted contracts to members that exceed \$10,000.00 may be terminated by the federal grantee for noncompliance by contractor. In projects that are not federally funded, Respondent must agree to meet any federal, state or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

Registered Sex Offender Restrictions (Arizona): For work to be performed at an Arizona school, contractor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Contractor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Region 10 ESC member's discretion. Contractor must identify any

additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Offshore Performance of Work Prohibited: Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

Terrorism Country Divestments: In accordance with A.R.S. 35-392, Region 10 ESC and Region 10 ESC members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, contractor warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.



Signature of Respondent

9/1/2020

Date

DOC #12 OWNERSHIP DISCLOSURE FORM (N.J.S. 52:25-24.2)

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the Respondent shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Company Name: PaveConnect Logistics, LLC

Street: 44 Grant 65

City, State, Zip Code: Sheridan, AR 72150

Complete as appropriate:

I _____, certify that I am the sole owner of _____, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

I _____, a partner in _____, do hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10% or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.


OR:

I Jeremy Hill, an authorized representative of PaveConnect Logistics, LLC, a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10% or more of the corporation's stock or the individual partners owning a 10% or greater interest in that partnership.

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

Name	Address	Interest
Eric C. Harrison	Sheridan, AR 72150	10%
RoofConnect Member Trust	44 Grant 65, Sheridan, AR 72150	50%
David W. Workman	Sheridan, AR 72150	10%
Michael W. Crosswhite	Sheridan, AR 72150	10%
Jarred B. Crow	Sheridan, AR 72150	10%
Jeremy W. Hill	Sheridan, AR 72150	10%

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

 VP of Operations
Authorized Signature and Title

9/1/2020
Date

DOC #13 NON-COLLUSION AFFIDAVIT

Company Name:

Street:

City, State, Zip Code:

State of New Jersey Arkansas

County of Grant

I, Jeremy Hill of the Sheridan
Name City

in the County of Grant, State of Arkansas of full
age, being duly sworn according to law on my oath depose and say that:

I am the VP of Operations of the firm of PaveConnect Logistics, LLC
Title Company Name

the Respondent making the Proposal for the goods, services or public work specified under the Harrison Township Board of Education attached proposal, and that I executed the said proposal with full authority to do so; that said Respondent has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the Harrison Township Board of Education relies upon the truth of the statements contained in said bid proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services or public work.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by

PaveConnect Logistics, LLC
Company Name

J. Hill VP of Operations
Authorized Signature & Title

Subscribed and sworn before me

this 1st day of September, 2020

Rachel N. Mooney
Notary Public of ~~New Jersey~~ Arkansas
My commission expires 9/11, 2026



SEAL

Company Name: PaveConnect Logistics, LLC
Street: 44 Grant 65
City, State, Zip Code: Sheridan, AR 72150

Bid Proposal Certification:

Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Vendors must submit with proposal:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval _____
OR
2. A photo copy of their Certificate of Employee Information Report _____
OR
3. A complete Affirmative Action Employee Information Report (AA302) _____

Public Work – Over \$50,000 Total Project Cost:

A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form _____
AA201-A upon receipt from the Harrison Township Board of Education

B. Approved Federal or New Jersey Plan – certificate enclosed _____

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.



Authorized Signature and Title

9/1/2020
Date

P.L. 1995, c. 127 (N.J.A.C. 17:27)

MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL AND SERVICE CONTRACTS

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and

employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

Signature of Procurement Agent

Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.**

What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 (www.nj.gov/dca/lgs/lfnmenu.shtml).

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a) The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at www.nj.gov/dca/lgs/p2p. They will be updated from time-to-time as necessary.
 - b) A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c) Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d) The form may be used “as-is”, subject to edits as described herein.
 - e) The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. **NOTE: This section is not applicable to Boards of Education.**

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

4. any State, county, or municipal committee of a political party
5. any legislative leadership committee*
6. any continuing political committee (a.k.a., political action committee)
7. any candidate committee of a candidate for, or holder of, an elective office:
 1. of the public entity awarding the contract
 2. of that county in which that public entity is located
 3. of another public entity within that county
 4. or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

8. individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
9. all principals, partners, officers, or directors of the business entity or their spouses
10. any subsidiaries directly or indirectly controlled by the business entity
11. IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act. The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

NOTE: This section does not apply to Board of Education contracts.

* N.J.S.A. 19:44A-3(s): “The term “legislative leadership committee” means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker

of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

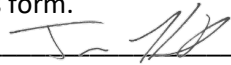
Required Pursuant To N.J.S.A. 19:44A-20.26

This form or its permitted facsimile must be submitted to the local unit no later than 10 days prior to the award of the contract.

Part I – Vendor Information

Vendor Name:	PaveConnect Logistics, LLC		
Address:	44 Grant 65 - PO Box 908		
City:	Sheridan	State:	AR Zip: 72150

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of N.J.S.A. 19:44A-20.26 and as represented by the Instructions accompanying this form.

	Jeremy Hill	VP of Operations
Signature	Printed Name	Title

Part II – Contribution Disclosure

Disclosure requirement: Pursuant to N.J.S.A. 19:44A-20.26 this disclosure must include all reportable political contributions (more than \$300 per election cycle) over the 12 months prior to submission to the committees of the government entities listed on the form provided by the local unit.

☐ Check here if disclosure is provided in electronic form.

Contributor Name	Recipient Name	Date	Dollar Amount
N/A			\$

☐ Check here if the information is continued on subsequent page(s)

Page ____ of ____

[illegible]

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List of Agencies with Elected Officials Required for Political Contribution Disclosure

N.J.S.A. 19:44A-20.26

County Name:

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM WWW.NJ.GOV/DCA/LGS/P2P A COUNTY-BASED, CUSTOMIZABLE FORM.

Name of Business:

☒ I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

☐ I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

☐ Partnership

☐ Sole Proprietorship

☐ Limited Liability Partnership

☐ Corporation


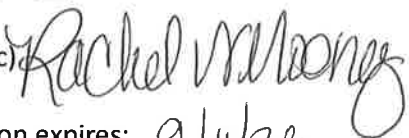
☐ Limited Partnership

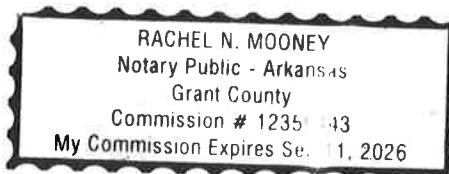
☒ Limited Liability Corporation

☐ Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: RoofConnect Member Trust	Name: David W. Workman
Home Address: 44 Grant 65 - PO Box 908 Sheridan, AR 72150	Home Address: Sheridan, AR 72150
Name: Michael W. Crosswhite	Name: Jarred B. Crow
Home Address: Sheridan, AR 72150	Home Address: Sheridan, AR 72150
Name: Jeremy W. Hill	Name: Eric C. Harrison
Home Address: Sheridan, AR 72150	Home Address: Sheridan, AR 72150
Subscribed and sworn before me this <u>1</u> day of <u>September</u> 2020	
(Notary Public) 	(Affiant) <u>Jeremy Hill, VP of Operations</u>
My Commission expires: <u>9/11/26</u>	(Print name & title of affiant)
	(Corporate Seal)



DOC #17 GENERAL TERMS & CONDITIONS ACCEPTANCE FORM

Signature on the Vendor Contract Signature form certifies complete acceptance of the General Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the General Terms and Conditions:

☒ We take no exceptions/deviations to the general terms and conditions

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

☐ We take the following exceptions/deviations to the general terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general terms and conditions that you are taking exceptions/deviations to. Clearly state if you are adding additions terms and conditions to the general terms and conditions. Provide details on your exceptions/deviations below:

(Note: Unacceptable exceptions shall remove your proposal from consideration for award. Region 10 ESC shall be the sole judge on the acceptance of exceptions/deviations and the decision shall be final.)

ATTACHMENTS

ATTACHMENT A: Equalis Group Exhibits

ATTACHMENT B: Pricing

ATTACHMENT C: State Notice

ATTACHMENT A: Requirements for Lead Agency Agreement To be administered by Equalis Group

The following exhibits are used in evaluating and administering Lead Agency Agreements and are preferred by Equalis Group. Redlined copies of the exhibits should not be submitted with the response. Should a respondent be recommended for award, these exhibits will be negotiated and executed between Equalis Group and the respondent. **Respondents must select one of the following options for submitting their response and submit this page only.**

- ☒ Respondent agrees to all terms and conditions outlined in each of the following exhibits
 - ☐ Respondent wishes to negotiate directly with Equalis Group on terms and conditions outlined in each of the following exhibits. Negotiations will commence after sealed bids are opened and Region 10 has determined the respondent met all requirements in their response and may be eligible for award.
-
- Equalis Group Exhibit A – EQUALIS GROUP RESPONSE FOR LEAD AGENCY AGREEMENT
 - Equalis Group Exhibit B – EQUALIS GROUP ADMINISTRATION AGREEMENT
 - Equalis Group Exhibit C – EQUALIS GROUP MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT
 - Equalis Group Exhibit D – EQUALIS GROUP CONTRACT SALES REPORTING TEMPLATE
Equalis Group

OPEN RECORDS POLICY ACKNOWLEDGMENT AND ACCEPTANCE

Be advised that all information and documents submitted will be subject to the Public Information Act requirements governed by Chapter 552 of the Texas Government Code.

Because contracts are awarded by a Texas governmental entity, all responses submitted are subject to release as public information after contracts are executed. If a Respondent believes that its response, or parts of its response, may be exempted from disclosure to the public, the Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempted from disclosure. In addition, the Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s). Respondent must provide this information on the "Acknowledgement and Acceptance to Region 10 ESC's Public Information Act Policy" form found on the next page of this solicitation. Any information that is unmarked will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 10 ESC must provide the OAG with the information requested in order for the OAG to render an opinion. In such circumstances, Respondent will be notified in writing that the material has been requested and delivered to the OAG. Respondent will have an opportunity to make arguments to the OAG in writing regarding the exception(s) to the TPIA that permit the information to be withheld from public disclosure. Respondents are advised that such arguments to the OAG must be specific and well-reasoned--vague and general claims to confidentiality by the Respondent are generally not acceptable to the OAG. Once the OAG opinion is received by Region 10 ESC, Region 10 ESC must comply with the opinions of the OAG. Region 10 ESC assumes no responsibility for asserting legal arguments on behalf of any Respondent. Respondents are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

After completion of award, these documents will be available for public inspection.

Signature below certifies complete acceptance of Region 10 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary). Check one of the following responses to the Acknowledgment and Acceptance of Region 10 ESC's Open Records Policy below:

☐ We acknowledge Region 10 ESC's Public Information Act policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.

(Note: All information believed to be a trade secret or proprietary must be listed below. It is further understood that failure to identify such information, in strict accordance with the instructions below, will result in that information being considered public information and released, if requested under the Public Information Act.)

☒ We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

(Note: Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).)

9/1/2020

Date



VP of Operations

Authorized Signature & Title

Confidential Information

- Page 1; Question 6
 - PaveConnect's sales volume shall remain confidential. Because PaveConnect is not publicly traded, it is not required to disclose financial information by the Security Exchange Commission, as required of publicly traded organizations.
- Page 2; Question 7
 - PaveConnect's sales volume shall remain confidential. Because PaveConnect is not publicly traded, it is not required to disclose financial information by the Security Exchange Commission, as required of publicly traded organizations.
- Pages 6 – 20; Question 18
 - PaveConnect Member Contractor Sales Offices listing and sales staff shall remain confidential. PaveConnect is a member organization that is contractually obligated to maintain a confidential listing of contractors within its organization. Listing of Member Contractors publicly can be detrimental to the long-term ability for PaveConnect to maintain its client base on the national level.
- Page 31; Question 30
 - RoofConnect customer information as well as sales and pricing shall remain confidential. Specific client contact information has also been included in the reference sections that can be used by RoofConnect's competitors.
- Appendix B; Pricing
 - Pricing for the solicitation shall remain confidential for this solicitation. PaveConnect's pricing structure for this solicitation is unique to this opportunity. Pricing components can be used negatively in the open market and can directly impact PaveConnect and PaveConnect's Member contractors' opportunities for future success.