

RFP 042021 P c Safety Commun cat ons Techno gy and v a ard re So t ons

Vendor Deta s

Company Name: Westnet, Inc.
Does your company conduct
business under any other name? If
yes, please state: w California w
Address: w 15542 Chemical Lane
Huntington Beach, CA 92649
Contact: w Kelly Matheny
Email: w kmatheny@westnet-inc.com
Phone: w 714-548-3500
Fax: 714-901-5610
HST#: ww 33-0864822

S miss on Deta s w

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Email: jbrito@westnet-inc.com
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Specificati

a le 1: Pr p er Ide tity & Auth rized Repr e tative

Ge eral I tructi (pplies to IIT bles) Sourcewell prefers brief but thorough response to e ch question. Do not merely tt ch ddition l documents to your response without lso providing subst ntive response. Do not le ve nswers bl nk; respond "N/A" if the question does not pply to you (prefer bly with n expl n tion).

Li e a Item a	Que ti a	e p e *
1 a	Proposer Leg l Name (nd p plic ble ad/b/ , if ny): a	Westnet Incorpor ted a
2	Proposer Address:	15542 Chemic l L ne Huntington Be ch, CA 92649
3 a	Proposer website d dres:	www.FireSt tionAlerting.com
4 a	Proposer's Authorized a Represent tive (n me, title, d dres, em il d dres & phone) (The represent tive must h ve uthority to sign the "Proposer's Assur nce of Compli nce" on beh lf of the Proposer nd, in the event of w rd, will be expected to execute the resulting contr ct):	D wn M theny Chief Fin nci l Officer 15542 Chemic l L ne, Huntington Be ch, CA 92649 dm theny@westnet-inc.com (714) 548-3500
5 a	Proposer's prim ry cont ct for this propos l (n me, title, d dres, em il d dres & phone):	D wn M theny Chief Fin nci l Officer 15542 Chemic l L ne, Huntington Be ch, CA 92649 dm theny@westnet-inc.com (714) 548-3500
6 a	Proposer's other cont cts for this propos l, if ny (n me, title, d dres, em il d dres & phone):	Kelly M theny Director of Client Business Development 15542 Chemic l L ne, Huntington Be ch, CA 92649 km theny@westnet-inc.com (714) 548-3500

a le 2: C mpa y l f rmati a d Fi a cial Stre gth

Li e a Item a	Que ti	e p e *
7 a	Provide brief history of your comp ny, including your comp ny's core v lues, a business philosophy, nd industry longevity rel ted to the requested equipment, products or s ervices.	<p>Westnet, Inc. is he dqu rtered in Huntington Be ch, C liforni with n E st Co st Division f cility in Prince Willi m County, Virgini nd loc l office in Hi le h a G rdens, Florid . Founded in 1975, Westnet, Inc. h s 46 ye rs of experience nd rem ins the st nd rd be rer for qu lity RF nd public s fety notific tion systems throughout the country. Westnet origin ted in g r ge located in Inglewood, C liforni nd grew into priv tely held, n tion l corpor tion. The founders, who re still ctively involved tod y, migr ted from the milit ry defense industry into public s fety.</p> <p>Known for its superior engineering t lent, Westnet w s ppro ched by region l fire dep rtments in Southern C liforni who needed mission critic l first responder communic tions products. Rese rch into the public s fety m rket reve led th t fire dep rtment needs were not being met for emergency notific tion. Westnet subsequently committed to utilize its st ff of RF Design Engineers nd Wireless Speci lists to develop st te-of-the- rt equipment for the fire service. These public s fety products bec me key communic tions systems on fire engines, trucks, mbul nces, h z rdous m teri ls nd comm nd vehicles. In the 1990's, Westnet then discovered n even gre ter need for depend ble, st nd rdized nd turnkey fire st tion lerting. A comprehensive design nd engineering te m from Westnet successfully developed le ding edge technology th t h s been h led for getting the public emergency help from first responders f ster th n ever before, s well s improving the he lth nd s fety of firefighters cross the country.</p> <p>The origin l First-In Fire St tion Alerting Systems were inst lled in 1993 in C liforni nd re still lerting firefighters tod y. We h ve been m nuf cturing nd</p>

Table 3: try Recogn itio & Marketplace S cce

Li e tem	Q ue tio 6	e po e *
1	escribe any relevant industry awards for recognition that your company has received in the past five years	Westnet has received several awards including multiple highly coveted Best Practices awards by the United States Air Force. Westnet's current Best Practice award is not the disclosed award to military products. Our award system has been contributed to many of our stations and awards.
1766	What percentage of your sales are to the governmental sector in the past three years?	Westnet sells its primary products and services to the military and other government agencies and to commercial contractors. We do not bill directly to the federal fire stations and do not have any other federal contracts. Most of Westnet's sales were derived from the governmental sector and we do not disclose our financial information.
186	What percentage of your sales are to the education sector in the past three years?	None. Westnet's sole focus is public safety. Our first three products are dispatchers and do not sell to the education sector.
1966	List any state contracts or other public contracts that you have won in the past three years for each of these categories over the past three years?	Westnet was awarded a contract for the purchase of the public safety equipment by the State of Texas in Galveston Area Council (GAC) in the last fiscal year. The 69-1055 purchase & Emergency Management Software and Services Request for Proposal was published (Awarded) on 2/20/2016. Westnet is a public safety equipment manufacturer and does not disclose our financial information.
2066	List any NSA contracts or Standard Offers and Supply Arrangements (SOA) that you have won in the past three years for each of these categories over the past three years?	Westnet is a NSA contractor and has contract #GS-07502006. Westnet averages annual sales in the public safety (see attached), but are in the six figure range.

Table 4: Reference Testimo ial 6

Line 21. Supply reference information from three customers who are eligible to be source well participating entities 6

Entity Name *	Contact Name *	Phone Number *
Atlanta Fire Rescue Department	Fire Chief Rod Smith	(404) 54 -7000
J hnson Cou ty E rgency Management & Communications	Director E len Wernicke	(913) 82 1004
Knoxville Fire Department 66	Assistant Chief Mark Wilbanks 6	(8 5) 595-4475

Table 5: T e G o e r n m e n t r E d u c a t i o n C u s t o m e r s

Line Item 22. Provide a list of your top five government, education, non-profit customers (entity name(s) total), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the last three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
To be provided upon request.	Government	Alabama - AL	Manufacture and install fire station alarm systems. Also provide continued maintenance and training.	16.7k to 1.4 million	\$3,401,611.26
To be provided upon request.	Government	California - CA	Manufacture and install fire station alarm systems. Also provide continued maintenance and training.	15 million	\$1,626,493,014
To be provided upon request.	Government	California - CA	Manufacture and install fire station alarm systems. Also provide continued maintenance and training.	2k to 100k	\$2,000,000.57
To be provided upon request.	Government	Missouri - MO	Manufacture and install fire station alarm systems. Also provide continued maintenance and training.	22 million	\$1,000,000,000
To be provided upon request.	Government	Virginia - VA	Manufacture and install fire station alarm systems. Also provide continued maintenance and training.	2k to 100k	\$1,000,000,000

Table 6: b1 Sell and Deliver Service

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

Line Item	Question	Response *	
23	Sales force. p	Westnet is the sole manufacturer of the First-In Fire Station Alerting System with the majority of sales (85%) being in-house direct to the end user by Westnet employees. Westnet is actively recruiting to expand its in-house sales force	* P
24p	Describe your capabilities and service methods	Westnet is highly selective when it comes to offering dealerships and all dealerships must offer 24/7 on-site service. We have years of experience working with the government sector and possess the highest quality standards that Westnet possesses. The dealerships are all employees of Westnet, Inc. p	*
25pp	Service for	While the majority of customer service matters are resolved with remote access, Westnet maintains a service center (either through our employees or dealerships) to serve all customers. The service centers are located in CA, VA, FL, IL, CO, AK and other states. More importantly, Westnet technicians travel to locations to provide service and the service application is in the field. Our service technicians are provided with the necessary tools and equipment to provide on-site customer support	* P
26pp	Describe in detail the processes and procedures you use to deliver service, including if applicable, your response capabilities and commitments to all applicable service goals or procedures	Westnet offers 24/7/365 support to all entities. Additionally, Westnet has technicians who are on location at the end user's site to provide on-site support. Westnet's standard response time is 5:00 AM to 5:00 PM Pacific. Please see the attached report to obtain service commitment for more detailed commitments p	*
27pp	Describe your capability and willingness to provide your products and services to Sourcewell participating entities in the United States	Westnet is willing to provide products and services to participating entities in the United States. As the manufacturer of the First In Fire Station Alerting System, Westnet has no limit on its sales or service areas	* P
28 p	Describe your capability and willingness to provide your products and services to Sourcewell participating entities in Canada	Westnet is willing to provide products and services to participating entities in Canada. As the manufacturer of the First In Fire Station Alerting System, Westnet has no limit on its sales or service areas	*
29pp	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract	None. As the sole manufacturer of the Westnet First In Fire Station Alerting System, we are not limited to selling to public safety jurisdictional geographic areas in the United States and Canada are not sales p	* P
30pp	Identify any Sourcewell participating entity sectors or government, education, nonprofit, or other that you will NOT be fully serving through the proposed contract. Explain in detail. For example, if you are not fully serving a particular sector, explain why you are not fully serving that sector and what you are doing to address the gap	Westnet has no contractual limitations in the public sectors. By its own nature, Westnet's open architecture is in the government sector. Our architecture supports purchasing contracts and provides the ability to promote the contract	*
31pp	Describe any specific contract requirements or restrictions that would apply to participating entities in the award and/or any other terms and conditions	None at this time. Westnet's base governmental sector clients do not have any and sales with professional contract requirements or restrictions	* P

Table 7: Market Blank

Line Item	Question	Response * P
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<p>32 ,</p>	<p>Descri, e , r marketing, strateg, f r, pr, mding this c ntract, ,pp rt nit, ., Upl, ad, representative, samples, , f , r marketing, materials (if, aplica, le), in the, d c ment, ,pl, ad, secti, n , f , r resp, nse, , ,</p>	<p>Westnet utilizes, multiple marketing, channels t pr, mde , r pr, d ct, lines and, meth ds, , f pr, c remment, .While much, , f , r pr, mdi n is d ne, digitall, , we still ,elieve, that, meeting with p tential, and existing, clients is the, ke, , t , ilding str, ng, relati, nships, and, c ltivating, the, sales, pr, cess, ., Firefighting, remains a team- riented, pr, fessi, n , where, pers, nal , intera, ti, n is ke, in , ilding, , nds, and, interacting, with pe, ple , , w, rk with. ., This incl des the, vend, rs, that s ppl, , the, t , ls firefighters , se, t , d , their, j, , s. ., Theref, re, Westnet participates, in multiple nati, nal, tradesh, ws held thr, , gh, , t the, , ear, . These, incl, de, Fire, Resc, e Internati, nal (FRI) Fire Department, Instr, ct, rs C nference, (FDIC), Ass ciati, n f P, lic Safet, , C, mmunicati, ns Officials (APCO); all, , f which, draw , ers, fr m ar, nd, the, w, rld. ., We als , attend, and, participate in n mer , s regi, nal, sh, ws and, smaller, ind, str, , c nferences. ., This all, ws , s t , meet, with pr, specti, ve, clients , perf, rm, live, dem, onstrati, ns, , f s stem eq, ipment, and, , ild , n each, sales, pp, rt nit. ., If awarded, the, S , rcewell, c ntract, Westnet, will pr, mde the, c ntract , , th ver, all, , and, with print, signage, in the, , th, letting, , ers kn, w, that, the, , can, pr, c re , , r s stems via the, S , rcewell, c ntract. .</p> <p>Westnet, als , has a , niq, e t , l that, we , se, t meet, with p tential, c st, mers t , pr, mde dem, onstrate , train, ed, cate and, sell, , r fire stati, n alerting, s stems. . Our primar tradesh w , th and, sales, f rce, t , l is a 75- f, , t- l ng, racing, trailer, Fire Stati, n # Zer, that, is , tfitted, as, a tw, -st, r, fire stati, n, incl, ding, a dispatch, center d rmit r, , and, aparat s , a , . Our s stem c mp, nents are installed, thr, , gh, , t the, trailer, as, the, , w , ld e in a fire stati, n. ., This all, ws firefighters t , instantane , sl , , nderstand, h w, wh , and, where, , r mod les, are, l cated, in their, , wn fire stati, ns, ,</p> <p>Fire, Stati, n # Zer, 's most, p, werf, l, , se, is perf, rming private presentati ns f r, fire, departments acr, ss the, c , ntr, ., . Nati, nal, t, , rs are, sched, led, f r , , r sales, team t travel, t , the, act, al, fire, department, f, r, targeted, meetings, incl, ding, dem, onstrati, ns, , r , ndta les, and, detailed, c nversati, ns, a t h w the, Westnet, s l ti, n can, impr, ve, verall department, perf, rmance. ., If awarded, the, S , rcewell, c ntract, Westnet, will pr, mde the, c ntract , , th ver, all, , and, with print, signage, in Fire Stati, n # Zer, , letting, , ers kn, w, that, the, , can, pr, c re, , , r s stems via the, S , rcewell, c ntract. .</p> <p>In additi, n , Westnet, als , ses, , th print, and, digital, marketing, t , pr, mde , r pr, d ct, lines, , , We have, incl, ded, , r pr, d ct, r ch, res, in this resp, nse, , . Within r , r ch, re, will see, that we incl, de, c , perati, ve, p rchasing pr, gram inf, rmati, n t , pr, mde pr, c remment, vehicles t , p tential, clients. ., Our print, advertising, als , incl, des, nati, nal, trade, magazines, s ch, as, Fire, Engineering, Fireh, , se, Fire, Resc, e Magazine, and, Firefighter, Nati, n (see, attached sample print, advertisement). ., These, same, peri, dicals als , ffer, t mk, e , digital, advertising, which Westnet, utilizes, t , market, t, , ind, str , specific , ers all, wing, , s t reach a large- scale a dience, , . More, ver, Westnet, ses, targeted print, and, digital, marketing, campaigns, t , advertise, , r pr, d cts and, drive, traffic t , sched, led, tradesh, ws. ., Additi, nal, digital, marketing, incl, des, , r c mpan, , we site and, s cial, media channels. ., If awarded, the, S , rcewell, c ntract, Westnet, w , ld incl, de, the, S , rcewell, l, g acr, ss , , r marketing, spectr, m. .</p>
<p>33 ,</p>	<p>Descri, e , r , se, f tehn, l g , and, digital data (e.g. , s cial, media metadata , sage), t , enhance, marketing, effectiveness. , ,</p>	<p>Westnet, embraces, a wide, arra , f digital, marketing, channels t pr, mde th , r c mpan, , and r pr, d ct, lines. ., This incl, des, s cial, media netw, rks, s ch, as, Instagram, Face, , k, Twitter, Y , T , e and, LinkedIn. . Freq, ent, p sts are made, t , entice, new f ll wers, and, c mmunicate with existing participants. . New, pr, d ct, pr, mdi ns, ann, ncements and, special , ffers, are incl, ded, in , r p sts. . Freq, ent, anal, sis f site anal, tics, helps, p sh, specific campaigns, and, all, ws , s t , change, and, target, distinctive, secti, ns, within , r , verall a dience. . Data driven c mpan, , defined, metrics enhances, r a jlit , t , f c s , n a partic lar, gr, , p , f , sers. ., In additi, n t , sing, s cial, media anal, tics, , r marketing, department, m nit rs, metadata t , impr, ve, , r c ntent, visi, ilit sa, jlit , and, search, engine, ptimizati, n. ., Westnet, will , e la nching, a new, we site within the, next, 60, da s and, metadata will , e , sed f r, str, ct, ring, , r page, c ntent, titles, ke, w, rds, and, more. ., If awarded the, S , rcewell, c ntract, Westnet, w , ld incl, de, the, S , rcewell, l, g , n , , r we site and, s cial, media channels. .</p> <p>If a pict, re, is w, rth a th , sand, w, rds, , then, a vide, is priceless , especiall, , when, c mmunicating, highl , technical, inf, rmati, n. . Westnet's se, , f vide, s serves, man p rp, ses, incl, ding pr, d ct, dem, onstrati, n , ed, cati, n , training, , and, c st, mer service, ., The enefits f , sing, vide are, advantage , s th t , Westnet, and, the, end , ser, ., Rather, than, m ltiple emails and, c nference, calls a simple q esti, n , , r iss e can, e addressed watching , ne, f , r H, w, T , vide, s. ., Rather, than, traveling acr, ss c , ntr, a vide, dem, onstrati, n pr, vides a wealth , f inf, rmati, n while c tting, d wn , n , , r green, f , tprint, as, a g , d c rp, rate citizen, . ,</p>

34	In you , hat s Sou c ll's ol n p omotng cont acts a sng out of ths RFP? Ho ll you nt g at a Sou c ll a a d d cont act nto you sat-s p-ec-ss?	bl that Sou c ll's ol n p omotng cont acts a sng fom ths RFP ll b- don d-g tally - a t's bst- und- V ndo-s & Cont acts - str t can st pot-nt at cl-nts to th -Sou-e - ll - bs-t -to aequ - nfe mat on- ga-d ng- P-oducts & S- c s, - Cont act -Docum ents, P- c ng- and- Contact -Infe mat on-. We also t ust that -Sou-e - ll -ll ass st -poss bl -cl-nts n ho- to b- come a memb so- that- th -f-- d- pa- tm ent-, ml ta y - bas- -o- mun e pat- y ear- ut l z - th - cont act- to p-ecu- ou- qu- pm ent- - Inco- po- at ng- th - Sou-e - ll cont act- nte ou- sat- s p-ec-ss ll b- autom at c-- Westn- t ou- d- ucat pot-nt at- custom es upf ont- on- ho- ou- syst- ms can b- pu- chas- d and- th - d- scount- that- s a labl - to th m th ough- th - cont act-. We ou- d- also- p- emot- th fact- that- th - cl- nt- de- s not- n- d to go- th ough- th - t m dy and- xp- ns- p oc ss of- an- RFP, - as- ou- p- educt- has- at- ady- b- n - tt d th ough- th - comp tt - RFP p- ec- ss th Sou-e - ll. -Ths cont act- -ll s-- as- a- y mpo tant- ma k t ng- and- sat- s tool- -In oth - coop- -at- - pu- chas- ng- cont acts that- Westn- t cu - ntly pa- t- c pat s n, - ha- b- n succ ssful- n s gn ng- up- mun e pat s to b- come nd- us- s of thos- - cont acts. -lt s a - n - n s tuat on-. -Th- Sou- c - ll cont act- -ou- d- b- come a- majo- fac t of- ou- sat- s p- tch- a p- nt- and- d- g tal- m ed a, -as- - ll as- on- on- on- con- sat ons- -
35 -	A - you- p- educts e- s - c s - a labl - th ough- an- p- ecu- ment- o d - ng p- ec- ss? If so, -d- sc- b- you- p- ecu- ment- syst- m and- ho- go- n- mental- and- duc at onal- custom- s ha- us- d- t-	Du- to th - natu - of- p- oduct- p- eg- am ng- p- ec- ss, - do- not- ut l z-- an- p- ecu- ment p- ec- ss. -Each f-- d- pa- tm ent-- qu- s d- ff - nt- spons - qu - ments bas- d upon- th - op- -at ng- p- ec- du- s, - spons- - mat x and- th - commu nity th y s . -Pu- chas- ng- a- f- stat on- at- t ng- syst- m s -- y d- ff nt- than- buy- ng- a- h- m ed o- s t of- tu routs. -Th- s a lot- of- p- at- , - custom izabl - nfe mat on- that- s -- qu- d - h ch- s b- st- p- ecu- d d- ctly - th Westn t o- th ough- a- d- al- -

Table 8: Value-Added Attributes -

Line-Item -	Question -	Response*
36 -	D -sc- b - any- p- educt, - qu- pm ent, ma nt- nanc- ; o -op- -ato -t- an ng- p- eg- ams that- you- off- - to - Sou- c - ll pa- t- c pat ng- - nt t s. - Includ- d tals, such- as- -h th - t- an ng- s stand- d e- opt onal, - ho- p- e- d s t- an ng, -and- any- costs that- apply. -	Westn t off- s ad- anc- d t- an ng- and- soft- a - solut ons- fo- custom es -ho- -sh to b- mo n ol- d - -th th - ma nt- nanc- and- nstall at on- of- th - f - stat on- al- t ng- syst- ms. Som- custom s, -lk- Colo ado- Sp ng- F- - D- pa- tm ent, - some 19- y a s ago, -pu- chas- - th - qu- pm nt, nstall at on, -and- ma nt- nanc- -t- an ng, -a- - "s- lf- ma nta n d"- and- pu- chas- - only - qu- pm nt- and- m no- t- eh- cal- suppo- t fom Westn t. Oth - custom e, -lk- Long- B ach- F- D- pa- tm ent, - some 20- plus- y- a s ago, - qu- st that- Westn t p- e- d all- p- educts and- s - c s on a 24/7/365- bas- s. -Westn t off- s any- t- - l of- nd- p- nd- nc - sought- by- th - pa- t- c pat ng- - nt ty. -
37 -	D -sc- b - any- t- eh- nolog cal- ad- anc- s that- you- p- opos- d - p- educts e- s- - c s off- - -	Westn t off- s th - fast- st- and- most- labl- fo- m of- f-- stat on- al- t ng- a- a labl - on- th ma k t today. -No oth - - ndo- off- s th fl- x- b- lty, -both f nanc ally and - n- funct onal ty, that- Westn t off- s. -R- dundancy- n th - m th od- of- at t ng; - dundancy- n th - d- spatch e- nt- - act- at on; -as- - ll as- mot acc ss to t- eh- cal- suppo- t along- - -th mult pl- locat ons- a a labl - fo- on- s- ll- suppo- t p- ec- d s ou- custom s - th th - lat- st- n t- eh- nolog cal ad anc- s. -
38 -	D -sc- b - any- "g- n"- n- t- at- - s - that- lat- -to you -com- pa- ny- e- -to - you- p- educts e- s - c s, and- nclud- - a t- st- of- th - c- t- fy ng- - ag- ncy- fo - ach- - -	Westn t s locat- d n Cal fo n a, - h - n - on- n mental -st- - a dsh- p- s - y much- a- pa- t of- th - co- po- at- - cultu -. As a good- co- po- at- - ct- z- n, -Westn t has- a- s - s of- p- eg- ams and- op- - at onal- gu- d t n s to p- emot - pos- t- - n - on- mental- nt act on- - Westn t has- nst tut d - a - - cyc- ng- p- eg- am that- nclud- s pap- , - ca- db- oad, - alum num, - plast cs- and- m- tal- - Westn t n - st- d - n - n - abl- - n - gy - - th th - nstall at on- of- a- com- me cal- sola - plant- at- ou- h adqua- t s fac- lty. - Ths g- n - at ng- stat on- p- educ- s 60% of- th - p- e- - qu- d to - un- ou- op- - at ons- - Many- of- ou- p- educts us- n - gy- - ff- c- nt LED t- ch- nolog- y- n th - d- s gn- and by- - - tu - of- th - ng- n ng- a- n - on- mental ly f - ndly. - Us - of- ou- n - gy- - ff- c- nt t- ch- nolog- s has- ass st- d f - d- pa- tm ents - n - duc- ng th - amount- of- l ght ng- and- a- - cond- t- on- ng- un- ts - n - d d - n bu- ld ng- n - f-- stat ons- - All- g- n - n- t- at- - s p- fo- med by- Westn t a- - olunta y and- - - ha- - not- pa- t- c pat- d - n - c - t- fy ng- th m th a- pa- t- cula - ag ncy- - -
39 -	Id- nt fy any- th d pa- ty - ssu- d - co- lab- ls, - at ngs- e- c - t- feat ons- that- you- com- pa- ny has- - - c - d fo - th - qu- pm ent- o- p- educts - nclud- d - n you- - P- opos- al- - lat- d - to n - gy- - ff- c- ncy o- - cons- - at on; - lf- cyc- l- d- s gn- - (c- ad- t- to e ad-); o- oth - g - n/ susta nab- l- ty- fact- s. - -	Westn t s - o k ng to - a ds- - stabl sh- ng- to - a ds- - stabl sh- ng- th d pa- ty - ssu- d - co- lab- ls, - do- not- cu- - ntly ha- - any- - -

40	<p>Describe Wome or Mi orit Busi ess E tit (WMBE), Small Busi ess E tit (SBE), or veter ow ed usi ess certi ic tio s th t our p p or hupp rt p p h p p p i e d p d lo d d p p p t t i o f d e p t i o p (\$ lic ple) i p the p d p p t u i t o p p p p p p p p p</p>	<p>West et is certi ied Small Busi ess E tit . p</p>
41p	<p>Wb p p i u p p p t t r i u e s p d o e s p p o u p p c o p p , t o u p p r o d u c t s p p p p o u p p s e p p i c a s p p f e i r t o S c a n d e n a v i a r t i c i p t i g p p i t i e s p p V h t r a k e p p o u r r o p s e p p o l u t i p s p i u p p o u r i d u e p p s p p l i e s p t o S c a n d e n a v i a r t i c i p d i g p p i t i e s p p</p>	<p>I d o d p p ' s t e c h p l a n n p s e l o n g t o d o e p p p p p r e p h e s s p d h p k p g p p e p p e c p p e e v e p p d p o c u p p e p p e p p d m o s t p p e x p e c t p i o p p W i t h p o d p p p m i l i t r p p s e d p b p d w p r e p e s i g p W e s t e t h s e g i p e p p d i s i p d i z e p m e t h o d p p f p e r i p g t h p i s p i u p p o p p t o t h e p W e s t n e t p f i r e p t d i o p l e r i p g p s t e p n . A e s e p t i l p p r t q f r a u f p t u r i p g p e l p d e p e q u i p p e t u s p g p t e c h o l o g i s t o p o s i d e p d e r e p t s t h p r a e c p p e r e p i t . p W h i l e p W e s t n e t e n t e r p e s s t e c h p l a n n p d w p r p i p o p p d o p f o r t h e p p u t i c s f e t p i d u s t r o , w e p e q u i p p t e n t e r p e r t h e p p e t t h p s s t e p n i t e g r i p p d e e c p p i p r e p f t h e p u t m o s t p m o r t o p e p p p f o r d h i s p e s o p p W e s t e t d o e s p p o t u s e p p c o m p u t e r p s t h e f i r s t o i t q f p e r p f o r p p d i s p t c h p p e p e i v e p p t t h e p f i r e p s t d i o p p t h e p t h f r o m d i s p t c h p t o t h e p f i r e p t t i o p i s p r i s s i a p p c r i t i p p d p f f e c t o l i f e p f e t p l i f e p o r p e r t h , p p s p e p p r p p t o t p l o s e . p t h i s i s p m a j o r d i f f e r e p p e t w e s t n e t p p d o t h e p p l e r i p g p e p d o p s . p W e s t n e t p o t u s e p p o p p u t e r p p s e d p b p d w p r e p o r p e d i w p r e i p h e p f i r e s t d i o r i n n a r p l e r i p g p s t e p n . W h i l e p W e s t e t d o e s p p s e p o p p u t e s d o w n s t r e m o f d e p c r i p t i p p t o i d o q f p e r p t o t h e p f i r e p t d i o p i p u s e p p o n i l i t r p s t p e p n e b e d e p p o p p t r o l l e r s p d m i c r o p p o e s s o p p t o p o n n u i c t e p i t p l o d i s p t c h p p f o r p r a t i o p</p> <p>Com uters pre us p p p i l e t o b p k e r s . p p p s e p p p p s o p p w r e p d e p p a p p b p r e p h e s s p p s w e p h v e p p e p p i p e c e p t p e p s , p e f p i o p s p p h p p c l e r s p p p e p p t t c k e d p m a j o r p i t e s p i r o n t s , p h o s i t l e p d m o r e . p p A s c e p p d p e v e p l e d e p p t o M i u t e s , p m o r e p d m o r e . p p i p p i p p a l i c s e r v i c e p e t w o r k p p r e p t h e p p e s . p p A s p r e f i r s t p e p o r t e d p p M a , 2 6 p p o f p o p i e s p d p o p p i e s s p t h e p p f e p d p f i p p t t c k p p t h e p p e t w o r k s p e v e p p p h o p p i (C B S N e w s p M o r e T h p 2 0 p e x p L o o p l G o v e r n m e t s p l i p p R p s o p p w r e p t t c k p p A u g u s t 2 0 p 2 0 1 9) p p m a c p e s p p d e p p E p S t p e O f f i c i p p d t h e p d e p r t n e t q f p t o n e l p d S e a p p i b p a r t i p d o e s t o p e c e p p d e p p d c e s s t o t h e p c i t p o r p o p p b p i l e s p p</p> <p>West n e t i s p e c p g i z e p p f o r p u p p i t e g r i p p d o p s u p e r t h p d h p i s p e h p o c u p p e p d s f e g p p d e p p f r o m u p u t h i z e d p u s e r p m o d i f i c t i o p p t h e p p e p t q f p u p p l e r t i g p s t e p n , t h e M a s t e r p d o t r o l p d i t (M C U) p p o e s p o t p e e d p t o e p e d u p p t h e p d e p p i k e p m o s t p o p p u t e s p d p e e d s p p o p s t e p n s h p t h o w p s f o r p e p p i p p d p t c h p p l e s p p d t h e M C U p o e s p o t p p o p e r t i g p s t e p n d i s p o t p a s s e p p i t e t o m o d e p p p h p k p p m e t h o d e p p</p> <p>A o t h e p p i u p p e p e t u r e p f t h e F i r s t - b p F i n e p S t i o p A l e r t i g S t e p n i s t h p i p p s i s t e p d e p p r t n e t s p m e e t i g t h e p e o p p m e d t i o p s o f p p F P A 1 2 2 d p p p t h e p f i r s t b p M C U c o p p l i s h e s t h i s t h r o u g h t h e p p s e p p f p o l l i g p w h e p u t i l i z e p p t P , p e r i p l d p p o p p d i o f r e q u e r c (R F) p t o p l e r t o t h e s t d i o p p P d i p g p r o v i d e s p s t p t o t i f i c t i o p o f p p l o s p p o p e c t i o p e t w a e d i s p t c h p p d t h e p f i r e p t d i o p w h i c h p g r e p d p e d u p e s t h e c h p c e p p p m i s s e d p p I I . T h e p f i r s t - b p A l e r t i g P l a t f o r m (F i P) p c h e p e s p i t s p o p e c t i p p w i t h t h e p f i r e p t d i o p s M C U p t r e p e r m i e d p p i p e , p a c h p p s e v e p 1 0 p p e p p p d s p p t h e p F i P p o e s p o t p e c e i v e p p o p e r c o f i r m a t i o p f r o m t h e M C U , p t h e p l e r t i g p s t e p n o u p p e s t h e p l o s e p f p o p e c t i o p p t o t h e p s t d i o p c o r e p p d t h e p d i s p t c h p p e p m e e t i g p N F P A 1 2 2 d p p d t h e p t u r e p p l e s t h e p p r e w p p d i s p t c h , p f i r e p d p o p m u i c t i o p p e r s o n n e l p o p e g i p p r o p i t i z e p p t h e p t h p r e p t i z e p p c o p e r t i p o f t h e p r o t e n p</p> <p>Expansive to West et p s i t s r o u s h p t e c h p t u e p p d t e s t e p p m u l t i - p e d u p d p t r o p h p t o c t i p p g p f i r e p t d i o p s p l e r t i g p s t e p n . T h e p f i r s t p d m o s t r o p p s h p t o t i o p i s p e t w o r k p s e d p p l e r t p t h p p l e r t i p p o t p m m e d i t e l p o p p i r m e d t o t h e p A l e r t i g P l a t f o r m i p d i s p t c h p t h e p s t d i o ' s M C U p A u t o m a t i c p A c k p p w e d u p p e t f e t u r e p W e s t n e t ' s B l o i c p t e r p e p p d o t r o l l e r (R I C) p w i t h p s p t t e p o e s p p i t h p t e p r d i o t o p e - p s e d p l e r t p w i t h o p p p d i s p t c h e p p i t e r v e p t i o p T h e p u t o m a t i c R I C p d i o p l e r t o p r o v i d e s p o t p o p p t h p s t d i o p l e r t p u t u p i t o r p o p p - s p e c i f i c l e r t i g . p T h e p R I C p k e p d p m o w e r s t h e p d i s p t c h e p p t o s e p d t h e p c o p m a d t o p c t i p t e e v e p u i t i p p e v e p p s t d i o p i p l e p d t o w p e p p p d s p p d t h e p W e s t n e t p f i r s t b p d f i r e p t d i o p l e r t i g p s t e p n i s p r o v i s i o p e d p w i t h p u t o p p i o v e p p i p t h e p e v e p p t h e p p r i n n a r p e p e p p d i l s . p</p> <p>West n e t i s t h e p g r e t e s p p u n n e r p o f p l e r t i g p m o d u l e s p f p m a u f p t u r e p p N a o t h e p c o p p p r o v i d e s p m o r e p o n p r e l a p s i v e p p r o p h p t o 9 1 d p p l e r t i g p e e d s p p i O u r e x p e r i e p e p d p e p s p f o r p e r t i o p h p p r o d u c e p p p u n n e r o w e p p t i o p f o r p u s e p p p t e p f i r e p t d i o p p O u r v p e t p p d d i v e p e p r o d u c t p o f f e r i n g s p r o v i d e p f i r e p d e p r t n e t s w i t h e x t e p s i v e c h p i t e p p i d e s i g p g p r o p u s h p t r p k e p l e r t i g p s t e p n . O u r p l i c u s i v e p p s t e p n s u t i l i z e p t h e p t e s t t e c h p o l o g p p d e s p p r c t i p e p t o d e l i v e r p t h e p p l e p e q u i p p e t d e s i g p d p t o h e p p e r s o p p e l p m e e t p p p r t i o p l p d e s p p p e t i m e g o p s . p W e p r e p e s p i p o l p a s g r o u p p o f s p e c i d i s t p d e d i p t e d p t o p r o v i d e p p u p p f i r s t t e s p p d e p p w i t h t h e p f i e s t p s t e p n s v p d e t o d p p . p</p>

Table 11: g a d Del ve y

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcwell Price and Product Change Request Form.

Line Item	Question	Response *
53g	Describe your pricing model (e.g. line-item discounts or product-category discounts). Provide detailed pricing data (including standard or best price) for the Sourcwell discounts price category and the items that are covered by the Sourcwell category. Provide detailed pricing data for applicable items in the category in the Sourcwell category. Provide detailed pricing material for the items in the category in the Sourcwell category.	Westnet offers line-items discounts on the equipment. Please see the attached Excel Westnet price list. If Westnet is awarded a contract, we will provide the RFP Westnet price list to the best bidder for the contract. We will provide the RFP Westnet price list to the best bidder for the contract.
54g	What is the pricing model for the items in the category? Provide detailed pricing data for the items in the category. Provide detailed pricing data for the items in the category.	The pricing model for the items in the category is from Westnet's best price.
55g	Describe the pricing model for the items in the category. Provide detailed pricing data for the items in the category.	Relevant pricing model for the items in the category is Westnet's best price. Westnet's pricing model is based on the best price. Westnet's pricing model is based on the best price. Westnet's pricing model is based on the best price.
56g	Provide a detailed description of the items in the category. Provide detailed pricing data for the items in the category.	As the pricing model for the items in the category is based on the best price, we will provide the best price for the items in the category. We will provide the best price for the items in the category.
57g	Identify the items in the category that are not included in the category. Provide detailed pricing data for the items in the category.	Westnet's pricing model for the items in the category is based on the best price. Westnet's pricing model for the items in the category is based on the best price. Westnet's pricing model for the items in the category is based on the best price.
58g	If the items are delivered to the site, provide detailed pricing data for the items in the category.	All quotes include the shipping charge. This charge is quoted in advance as a firm-fixed price.
59g	Specify the pricing model for the items in the category. Provide detailed pricing data for the items in the category.	All quotes include the shipping charge. This charge is quoted in advance as a firm-fixed price.
60g	Describe the pricing model for the items in the category. Provide detailed pricing data for the items in the category.	This pricing model for the items in the category is based on the best price.

Table 12: g Offer ed

Line Item	The Offer ed	Comments
61g	c. better than the other offers in the category. Provide detailed pricing data for the items in the category.	The pricing offered is better than the other offers in the category and is the best price for the items in the category.

Table 13 Contract Administration Fee

Item #	Question	Response *
62	Specifically describe any off-audit process or program that you plan to employ to verify compliance with your proposed Contract with Source #. This process includes ensuring that Source # is participating in the process to obtain the appropriate information from the Vendor prior to award of the Contract. Additionally, the Vendor must submit the appropriate administrative fee to Source #.	Westnet uses a CRM system to track all quotes/estimates and the contracting process. It is signed on the initial quote. Once the customer submits a contract or purchase order, the quote is converted to an order and becomes a Project and it is tracked in the Contract and Project Management Teams. For the last several years, Westnet has held both a cooperative purchasing agreement with the Houston Galveston Area Council (HGAC) and a GSA contract and is required to file quarterly sales reports for each. To allow for accurate reporting from the vendor, we have implemented a VMS and accounting systems have been implemented for each project. The appropriate price list designation of the beginning of the quoting process provides accurate tracking of the sales data at the earliest stage of a project. At the end of each reporting period, the Accounting Department simply generates a report based on the code class of the cooperative contract and a list of sales is generated. This report can be exported to Microsoft Excel, Word, PDF and other programs. If Westnet is awarded a contract, it would simply add the quarterly sales reports to the entire cooperative purchasing agreement and sales reports to the appropriate contract to maintain compliance with the respective entities.
	Source #	Source #
64	Identify proposed administrative fee that you will pay to Source # for contract management and promoting the Source # Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract on a per-unit fee, it is not to be in addition to the \$1 Million reserve of funds. (See the RFP and template Contract for additional details.)	Westnet will offer to pay Source # the highest rate it is able to determine for administrative fee. Westnet is offering 4%, which we acknowledge is separate from the 5% quote discount offered to the participating entities. Westnet's sales using cooperative purchasing agreements total are the millions and we see no need nor a desire using the contract vehicle.

Table 14 Depth and Breadth of Offered Equipment, Products and Services

Line Item	Question	Response *
65	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	<p>Fire station alerting systems are often confused with building fire alarm systems that alert occupants of a building to a fire on premises. Fire station alerting systems are specific only to a fire station and are responsible for alerting fire fighters an incoming call from dispatch. When a dispatch center receives a 911 call from the public, they must then notify the fire station closest to the incident so that fire fighters and paramedics can respond to the party as quickly as they can. It is not only important to alert the fire station, but it is critical to alert the right fire company within that station.</p> <p>A fire station may have multiple fire companies that reside in it, each with a different, very specific job function to perform. For example, a Battalion Chief does not respond to every call a Paramedic Responds to. Therefore, it is crucial that the right responding crews are alerted. This is accomplished through a series of systems both at the dispatch center and the fire station. Software</p>

systems at the station receive messages in real time format that stations use to alert the fire station. The fire station alerting system at the fire station alerts the fire companies that are nearby through both audible and visual transmissions. A series of tones is heard throughout the station along with a re-alert audio signal which goes through the call, such as "emergency", which is followed by the station audio signal which states such as "yes", a mess, a variety of other signals of the emergency. Visually, colored light indicators that are assigned to each company, illuminate to show which company is responding. This way, the crews hear and see who is responding, which reduces the amount of time of an alert. Additionally, all signals are displayed on monitors located throughout the station, resulting in a total station alert awareness.

Fire apparatus do not leave the station unless they are alerted to some emergency. The fire station alerting system is responsible for communicating that emergency. Alerting the fire companies is the quickest means possible vital to a successful outcome.

While alerting firefighters to a scene for services very important, just as important is the method by which you alert them. Gone are the days of loud horns and flashing bright lights. Studies throughout the years have shown that these forms of alerting are stressful and lead to multiple health problems. Heart attacks are commonly the number one killer of all on-duty firefighters, so reducing the stress of an alert is essential. Westnet's alerting system uses ramps to reduce the stress of an alert to reduce both the physical and mental stress.

The quicker firefighters respond to a fire, the less likely it is to spread. The faster the flames get to a fire, the more likely the structure will survive. Response times are the fundamental rule of fire. The ultimate benchmark of the fire service. It is said that time is everything, and time is more true for an emergency. Therefore, alerting firefighters as fast as possible, reduces their response times and saves lives. Westnet's alerting system uses a network-based system as the fastest means of alerting a fire station to a call. We have seen significant reduction in fire response times for fire departments using our system. NFPA recommends a four-minute response time. We have seen a reduction of a minute and thirty seconds in response times.

DISPATCH SOLUTION

If there is an essential component of the life of an emergency response, it is when a call is received at the station. A dispatcher, a person who takes a call, is responsible for a series of events that strives to accomplish a safe and successful outcome for everyone. The real-time format they transmit allows fire and EMS crews to begin taking action to respond to the emergency as quickly as possible. Westnet's station-to-station systems located at the station are responsible for alerting the fire station. The reports you see here are all used to take an alert.

First-Alert Platform (FAP)

The First-Alert Platform is a computer-based framework that offers the station a variety of automated manual alerting options to vastly improve the overall response time to an alerting process. The FAP communicates directly with the CAD to both transmit and receive alerts and messages from the fire station alerting equipment. Several stations have implemented the FAP to take advantage of the following:

- Immediately determine that a station's network is online and take automated backup alerting over the Radio Interface Controllers and fire station alerting radios.
- Provide a station's network online status of all stations. This "at a glance" feedback is normally displayed at a supervisor's console and allows for proactive efforts to restore a lost network online, as opposed to learning of the lost online after a false alert.
- Act as a "backup" to CAD if the CAD is down or otherwise unavailable. A station can maximize the FAP lets receive and take a manual IP alert to several stations at once.
- Provide a voice "on-alert" ability of normally received with traditional CAD systems. For example, a transmitting every speaker every station with just two (2) mouse clicks. This feature allows the station to quickly and easily take an "on-alert" message to all units and out of quarters.

The First-Alert Platform also provides Text/SMS Messages, Email Alerts, Paging, Printer Notifications and Internet Messaging. The FAP sends a text message

to the fire or mobile phone or tablet using our Text/SMS Message System. This time-aviating tool automatically activates specific groups by calling. Similar to the Text/SMS Message System, the Fire Pager automatically emails the fire or mobile phone or tablet. This email contains the call information, such as the unit assigned to the call, incident type, address and a primary call information. The Fire Pager also uploads a digital, multi-media area of the fire or mobile phone. The Pager Notification can be a other route a communication pathway to the fire station from the fire. The fire station Priority Notification is activated when the Fire Pager is attached to the fire station giving crew a riot of the incident information. The Incident Mapping System is a real time incident map that is layered strategically placed monitor located throughout the station.

Fire-Internet Automatic Voice Dispatching System (VAD)

The Fire-Internet Automatic Voice Dispatching System (VAD) provides several benefits to the City including an overall alerting procedure. Activated by the Fire Pager, our VAD solution is true text-to-speech technology that reduces the amount of time a dispatcher is on a call and provides a cost-effective voice to fire or mobile phone crew. The VAD system comes with a powerful multimedia management tool called the VAD Manager, which provides control over how the VAD message is heard over the radio. Dispatchers can customize the message, call center, and attach a message to better reflect the regional local radio of unique areas in the area. This voice management software will allow the City the ability to edit the message or, how many times the dispatcher repeats a just working. The key part of the VAD Manager System is that technicians no longer have to drive to each station in the City in order to change a word or make a change to the area. The VAD Manager resides in the Dispatch Center. Once a correction is made to a word, it is automatically uploaded to update Voice Dispatch at that moment in time. This will save valuable time and money, relieving the technician from having to travel to a station from each station to free them up to work on other projects.

Fire-Internet Radio Interface Controller (RIC)

One area where valuable equipment is sometimes lost is when the station does not receive the initial alert. Once initiated by the dispatcher that backup alerting is necessary, alternate means are required to manually alert the station crew. Not only does this delay the response time, but it can create dispatcher stress, especially on significant or major incidents. Our solution eliminates this delay. No other solution available provides the critical functionality provided by the Fire-Internet Radio Interface Controller. Fire equipment stations including Log Beach FD, Rialto County FD, Fairfax County FD, City of Miami FD and Weber County 9-1-1 use the RIC to provide a two-way, automatic activation of the fire station. The City communicates directly with the Fire Pager.

If the Fire Pager does not immediately receive confirmation that the fire, primary alert was successful, it automatically activates the RIC. The RIC key the radio is attached to transmit the alert to the designated station. The RIC alert provides a unique backup mode. Another unique feature of the RIC is the manual backup alerting capability that implements if network availability with the dispatcher is lost. Should this occur, the dispatcher uses the RIC key to alert the station and unit to activate the fire station. Even with this level of backup alerting, the station crew will receive the benefit of a visual signal. The RIC manual key also provides a quick means to alert every station throughout the department over the radio system with just a few key strokes. The RIC operates on a digital, P25 radio systems.

FIRE STATION SOLUTION

Westnet Fire-Internet Fire Station Alerting System utilizes a series of remote units placed strategically throughout the fire station to notify fire and EMS personnel of an emergency call in the quickest, safest and most accurate manner possible. It is a commercial, off-the-shelf alerting system that is affordable, scalable, flexible system designed to be used by a wide variety of departments. Specifically designed to reduce response time a lower fire or mobile phone level, Fire-Internet provides all of the information necessary for fire and medical crew to respond quickly.

The modular design of the Fire-Internet Fire Station Alerting System provides a public safety agency with affordable equipment options, which range from basic alerting functionality to maximum alerting capability a full control of the fire station. The products you see here are located in the fire station.

Master Control Unit (MCU) A

The Fire Alarm Control Unit (U) is the heart of the Fire Alarm System and is what communicates all FSA information and from the dispatch center. Although the final design of each system may vary, all Fire Alarm Systems begin with a dispatch center. The U receives all alerts sent from the FSA communication servers in the dispatch center. Upon activation from Dispatch, the U sends a pre-alarmed message throughout the system, notifying emergency personnel of the assigned company, the nature of the call and the required response level required. The U communicates the pre-alarmed dispatch information through Fire Alarm System Units, producing both an audible and visual notification of the alarm. For systems that do not utilize Smart Alarm Units, the U activates the system's existing lighting and public address systems.

Control Remote (CR)

The Fire Control Remote executes commands received from the U to perform a wide variety of tasks throughout the fire alarm system. The Control Remote can be used to open fire alarm doors and gates, activate exhaust fans, monitor fire alarm security and control traffic lights. For fire alarm systems implementing Smart Alarm audio and lighting units, the Control Remote is used to activate a system's existing lighting and public address system.

Sa-elligh Controller/Sa-elligh (SC/S) Sa-elligh

Controllers are installed throughout the fire alarm system, providing a visual and audible notification of the call. For each call, the Sa-elligh Controller emits a pre-alarmed audio and activates a company-specific colored light indicator. For example, when an alarm comes in for paramedics, the Sa-elligh Controller produces a "Medic Response" and the blue light indicator activates, visually signaling a "Medic Response." With a simple glance at the Sa-elligh Controller company indicator lights, the crew knows immediately who is needed on the call. The necessary companies can begin responding immediately, reducing our overall response time.

Another lighting feature of Sa-elligh Controllers is K-igh Visio Lighting K-igh Visio

Lighting reduces the optical stresses that can occur during high alarms. Firefighters were radio-ally awakened with harsh, white lights when a high alarm sounds. K-igh Visio Lighting provides a low-intensity red glow, which gradually becomes brighter during the alarm sequence. Rather than waiting for their eyes to adjust to the white lights, or risk injury from a inability to see clearly, K-igh Visio Lighting allows sleepy firefighters to safely maneuver throughout the system to the apparatus bays while preserving their night vision. This safety feature of Smart Alarm is used in dormitories, hallways, egress areas and apparatus bays. Sa-ellighs are similar to the Sa-elligh Controllers and essentially perform the same functions, such as pre-alarmed, company-specific visual indication and K-igh Visio Lighting. However, Sa-ellighs reduce the overall cost of installation. Sa-ellighs duplicate the audio and visual performance of a Sa-elligh Controller without the cost associated with the Smart Alarm Control functions that the Sa-elligh Controller performs, such as dynamic audio.

Dorm Remote (DR)

The Fire Dorm Remote awakes firefighters with low ramping tones, a soft human voice pre-alarmed and K-igh Visio Lighting, which provides a red glow of light distributed around the dressing area. From the front panel, each crew member programs his or her Dorm Remote according to the company to which the firefighter is assigned, allowing for zoning capability. The dorm Remote, for example, a paramedic would program "paramedic" into his or her Dorm Remote before going to sleep. Any alarm that comes in for a paramedic activates all "paramedic" Dorm Remotes. Dorm Remotes are programmed for ruck, engine or other companies do not activate. This feature allows firefighters to respond to calls to continue sleeping. This helps reduce the common sleep deprivation experienced by firefighters needlessly awakened for calls to which they need not respond. The Fire Dorm Remote volume can also be adjusted from the front panel to accommodate firefighter sleeping habits. The Dorm Remote can be either surface mounted or flush mounted with the lights in the ceiling above the foot of the bed. The Dorm Remote automatically resets for all calls a shift change.

Trouble Timer

The Fire Trouble Timer is used to assist firefighters in meeting their departure response time goals. The Trouble Timer provides visual readout of the time elapsed since the time the call was received at the fire alarm system. The controller begins when the fire alarm system receives the alarm from Dispatch and resets at the end of the alarm sequence. The Trouble Timer helps the fire department monitor its satisfaction in meeting

deployment of the device and the performance recommendation defined by National Fire Protection Association (NFPA) 1710. The Fire-fighter's Time is available in small, medium and large format.

Active X- Lighting (AXT)

Fire-fighter Active X- Lighting visually aid personnel during an alarm by emitting a glowing red light to indicate a fire alarm leading to the apparatus bay or a pole hole. This feature is especially helpful during night call, a fire scene, the emergency personnel's night vision, allowing them to see in the dark and apparatus bay. In addition to providing a directional indicator, Active X- Lighting uses Knight Vision Lighting to project the low red light found in Saelligh I Control and Dom Remo. This feature eliminates personnel entering a hallway with glaring low center light, which optically hocks the eye.

Knight Light System

The Knight Light System is an ergonomic, energy efficient, dual mode lighting system that illuminates the station in red LED lighting when a station is alerted. The Knight Light System is also used to replace additional, costly, and less efficient low center lighting in new or remodeled stations. A feature designed by the fire department, the MCU automatically activates the Knight Light System each evening and places it into the "Non-Alert Mode". In the "Non-Alert Mode", the Knight Light illuminates dark hallway and aisle with a white glow of light. Light on in the Knight Light System will automatically activate during the daytime hours if a station lighting level becomes low. The station's low power, the Knight Light System will automatically activate and provide a station lighting until the generator's normal power is restored. The Knight Light System is configurable based on station needs or preference. The Knight Light System eliminates personnel entering a hallway with glaring low center light, which optically hocks the eye.

Alerting End Point and Message

The Fire-fighter Alerting End-Point provides a visual alert via an emergency indicator throughout the station. In addition to indicating the company assigned to the call, Message comes with eight color combinations and can relay critical incident information such as the performance level, address, hazardous materials data, medical condition, highway details, hydrant and manhole location information such as incident or national emergency. The Message are available in Single Line, Two Line, Four Line or Jumbo size. A feature of an alarm, the Message displays a text version of the audio pre-announcement, such as "Buch Truck 2 Response, Wildfire." Additionally, Message allows the Dispatch Center, fire headquarters or the communication division to send a nonverbal announcement to all stations with a single command. Message comes in single line or medium or jumbo, large format or apparatus bay.

Appliance Control Device (ACD)

The Appliance Control Device provides control of designated appliances based on zoned alerting. This module provides independent control of up to eight (8) appliances and automatically control appliance operation based on the company alerted. For example, in the Medical alert alerted, but the Engine and Truck companies are still in the station cooking, a countdown occurs before appliance shut-off. The remaining companies get a visual light indication on the Appliance Release Switch, notifying them of the appliance shut-off. A green light indicates the appliance is in use, a yellow indicates the countdown is in progress and the appliance will be shut-off unless the Appliance Release Switch is activated, and a red light indicates the appliance is shut-off. All companies are alerted, the Appliance Release Switch automatically shuts off the appliance in use to maintain a station safety. The ACD control both electric and gas appliances and the countdown time is determined by the fire department.

High-Power Amplifier (HPA)

The most difficult and problematic area of fire station audio is the apparatus bay due to the echo of hard surface in a large, open area. The Fire-fighter High Power Amplifier with Dynamic Audio Technology solves the problem of missed call due to inaudible dispatch information in high-noise environments, such as the apparatus bay, the bay apron, and station back yard and work area. This is especially helpful for station located at a noisy airport, military base, and industrial area. The HPA's Dynamic Audio Technology senses when a station noise level is high, and automatically increases its peak volume. Similarly, it senses when a station noise level is low, and lowers its peak volume, allowing personnel to comfortably hear the alert and dispatch audio. The HPA can be ordered as a one peak or two peak configuration based on the coverage area.

Outside udi due

The First-In Outside udi due provides zoned alerting audio for outside settings. The Outside udi due consists of two devices, a weather resistant horn speaker called an Outside Speaker, and the intelligent controller, which is mounted indoors. The Outside udi due can be configured automatically over its menu or shut off at night.

Str be Lighting

The First-In alerting Str be provides a visual notification from incoming alert. Work for light units are installed with a ramp and flash when a call is received from dispatch. The First-In alerting Str be helps ensure that emergency personnel are alerted even when conditions are marginal. This is especially beneficial in situations where personnel are using headphones while working out and exercising.

mp C any Indicat r

The C any Indicat r is used to provide a visual notification from companies that are needed in a call. The C any Indicat r notifies the crew of the apparatus assignment with just a glance of the large lights. The Outpr C any Indicat r comes in a weather resistant housing.

Si encer (SIL)

The First-In Si encer automatically tests responders-down infrared-controlled entertainment devices such as televisions and stereos during an alarm sequence, allowing for quiet and clear audio comprehension. The U pre-announcement and subsequent dispatch transmission for the telephone is selected, the Si encer automatically resets the stereo and television equipment back to their prior audio settings. The Si encer can be used in conjunction with the Video messenger.

Vide D rbe

The First-In IP Vide D rbe provides a video image of the visitor to the Vide D rbe answering Point inside of the fire station, allowing fire station personnel to see who is at the door. The Vide D rbe can provide keypad or card swipe access to the building. It also provides 2-way audio communication between the visitor at the door and the station personnel at the Vide D rbe answering Point in the fire station. Station personnel can unlock the door using the answering Point. The Vide D rbe enhances fire station security through visual identification of station visitors and 2-way verbal communication.

Radi Is ati n Unit (RIU)

The First-In Radi Is ati n Unit is used to protect the MU from a damage occurring from unforeseen electrical transients and lightning strikes. The Radi Is ati n Unit is located between the MU and the fire station radi . If the radi antenna receives a lightning strike, the RIU filters damaging electrical surges, minimizing or preventing harm to the MU. The MU type radi s can be connected to the Radi Is ati n Unit.

Data Line Surge Protect r (DLSP)

Westnet utilizes a Data Line Surge Protector to protect the alerting system from data line surges.

Uninterruptible Power Supply (UPS)

First-In Fire Station alerting Systems include a mainline fire UPS. The UPS provides continuous power in the event of power loss to the fire station, allowing dispatch sequences to continue to be received. The UPS also provides line filtering, protecting alerting equipment from power surges or spikes.

ee ph ne Interface M (I

The First-In ee ph ne Interface due is utilized for paging personnel within the fire station. This interface eliminates the need for and cost of a traditional public address system by integrating the fire station telephone system into a Smart Station audio units such as Sate light Controller, Dr Restes, HP s and outside speakers.

he P wer due/MPS (P

The First-In P wer due provides the necessary power to a First-In alerting units. Power dues are located throughout the station, providing distributed power for

the alert is to The intelligent Power Module can sense a loss of power. Once a loss or interruption of power is sensed, the alert is notified the station crew. It will allow for Dispatch. All Power Module is equipped with an external online, full time Uninterruptible Power Supply (UPS). The UPS provides continuous power in the event of power loss to the fire station, allowing alarm equipment to continue to be received. The proposed UPS provides true sine wave power line filters, which help protect the alert equipment from power surges or spikes as well as power dips.

Acknowledged Station Switch

The Acknowledged Station Switch is designed as a fail back to Dispatch confirms that the alert was received, and the assigned crew are reported. The Acknowledged Station Switch is centrally located in apparatus bay, where crew present while on the way out of the fire station.

Doorbell

If a visitor activates a doorbell, the audience attention period, there is a visitor at the front door" is heard throughout the station. In addition to the audio alert, a visual alert via the Satellite Controller, Door Release and Message occur. If there are multiple doorbells, the system will announce a display at which door the visitor is located.

Alert Station Test Switch

The Alert Station Test Switch allows fire personnel to conduct a full station test of the alert system whenever desired. "This is a test of the Fire Station Alert System" is heard throughout all Station alert devices. Additionally, all alert devices can illuminate a visual display a "Station Test" message.

Emergency Switch

The Emergency Switch audience attention period, there is a "house emergency", all personnel report" notifies the station crew of a station emergency. When the Emergency is pressed, all Station audio and visual indicators are activated and a display "House Emergency". The test can be programmed to automatically dispatch of the incident. The Emergency Switch is centrally located in watch room, station lobby and apparatus bay.

Reset Switch

The manual Reset Switch will provide a reset of the FSA for false alert or corrected dispatches. This switch will be located where the designated fire station visit.

Illuminated Speaker, Station Amplifier

The Fire Station Public Address (PA) Amplifier and Speaker provide zoomed audio and a option of red illumination for an alert. The Station PA Speaker can be used in conjunction with other Fire Station equipment, as well as with a station's existing public address system, to provide a high quality and zoomed audio coverage in the fire station.

In addition to products offered a part of our fire station alert system Westnet provides several services that make us a one stop, full service provider. Our services include installation, warranty services, repair, design, consulting, emergency and maintenance. Westnet and its dealer install installation crew that install our alert system station wide. All installers are certified by Westnet and have years of experience in all Fire Station to different types and needs of fire station. Westnet is also a full service warranty and repair shop, providing installation, warranty and repair to equipment. Westnet's full fire department area of topics include IT, radio and backup systems. Many times, when a department has a problem they would like to solve, they utilize our emergency services team to design software and products to solve their issue. In addition, Westnet install a full time Monitoring Center, where we can directly access a station's alert system. This customer service provides a collaborative effort between Westnet and communication personnel in order to quickly resolve an issue on a 24 hour a day, 7 days per week basis.

66 - Within this RFP category there are subcategories of solution. List subcategories that best describe our product and service. -

Westnet's category of fire station alert system. A subcategory would be public safety software. -

Table 14: Enhancement and Reach of Offered Equipment, Products and Services

Indicate below if the listed types or classes of equipment, products and services are offered with your proposal. Provide an additional comment in the text box provided as necessary.

Line Item	Category or Type	Offered (Y/N)	Comments
67	Fire or EMS station alerting or paging systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes. Fire station alerting products and services are offered with this proposal.
68	Connectivity and interoperability devices, hardware and equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, connectivity devices are offered with this proposal. Hardware and software located in the dispatch center provide connectivity to the hardware in the fire station.
69	Airborne, marine and underwater communication systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	No.
70	Services related to lines 67, 68 and 69 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes. Services related to the fire station alerting system and dispatching systems are offered with this proposal.

Table 15: Industry Specific Questions

Line Item	Question	Response
71	Describe the interoperability of your products and services with other equipment, software and systems, as applicable.	Many of our installations require interfacing with existing fire station alerting systems. These legacy systems must interoperate with our newer alerting system. Our equipment must also interoperate with PAs systems, exhaust evacuation systems, door openers, stoves and other fire station systems. West et's Control Remote is the product that provides interoperability amongst these various systems.
72	Describe how your products and services integrate with other communication technology products (e.g., CAD, RMS, LMR, etc.).	Our fire station alerting system receives call information directly from other software that communicates directly with our software. CAD provides call details to our First-Responder Alerting Platform, which in turn, activates our hardware located in the fire station. Our products interface with CAD systems, networks and radio systems continually. Many of these interfaces are created with CAD vendors through the use of an Application Programming Interface and radio systems are accomplished through programming.
73	Describe how your products and services conform to applicable industry standards and required specifications.	The National Fire Protection Association is dedicated to the mitigation of death, injury, property and economic loss due to fire, electrical and related hazards. The NFPA and its committees are responsible for publishing recommendations that are standards for the fire service. They make suggestions on everything from material used in turnouts to how to get it should be taken and responded to in the event of a fire. NFPA 1221 is the standard that addresses this section of firefighting. NFPA 1221 is the standard for the installation, maintenance, and use of Emergency Services Communication Systems. This standard recommends that fire station alerting circuits be monitored at all times so that in the event of a disconnect both dispatchers and firefighters are made aware that a failure has occurred. West et meets this standard with our Master Control Unit through the use of polling. Polling is a method in which the MCU is monitoring for connectivity with dispatch to make sure all connections are good. NFPA 1710 is the standard for the Organization and Deployment of Fire Suppression Operations, Emergency Medical Operations, and Special Operations to the Public by Career Fire Departments. These standards recommend specific response times for both career and volunteer departments. West et helps meet these recommendations with the use of our MCU activation and redundant alerting methods. Utilizing a monitored network activated alerting system reduces response times, therefore helping to meet the response time metrics put forth in the NFPA Standard.
74	Describe your use of installation service partners, if applicable.	West et and its dealers have sets of certified installation teams who perform installation. Our dealers and installers have over 40 years of combined installation experience with West et's First-Responder Alerting System. We fervently believe that vetted and trained individuals are the only installers that should be allowed in a public safety facility. Other vendors use low-voltage companies that are located near the installation site and with whom they do not have an existing relationship. The fire station is an home away from home and West et does not want anyone to make sure that top-quality people are responsible for installing our systems. They don't meet every day with efficiency and discretion. West et and its dealers also maintain service teams that are responsible for warranty, maintenance and repairs.

Table 16 e tions to Terms, Conditions, or S e ifi ations Form

Line Item 75. OTIC : To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **e tions to Terms, Conditions, or S e ifi ations Form** immediately below. The **N** contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

Contra t Se tion	Term, Condition, or S e ifi ation E	e tion or Pro osed Modifi ation
N		
N	N	

Do uments

nsure your submission do ument(s) onforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Financial Strength and Stability](#) - Financial Strength & Stability.zip - Tuesday April 20, 2021 13:30:43
- [Marketing Plan/Samples](#) - Marketing Samples.zip - Monday April 19, 2021 16:06:13
- WMBE/MBE/SBE or Related Certificates (optional)
- [Warranty Information](#) - Warranty.zip - Tuesday April 20, 2021 14:57:20
- [Pricing](#) - Sourcewell Westnet Pricing.xlsx - Tuesday April 20, 2021 13:28:36
- [Upload Additional Document](#) - Additional Documents.zip - Tuesday April 20, 2021 15:41:11 **N**

Proposer's v t**PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE**

I certify that I am the authorized representative of the Proposer submitting this foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of valuation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or party that has or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of trade or competitive interests in connection with this solicitation. Additionally, if the Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to the Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Source with Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Source with Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Source with Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Source with will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), with substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the valuation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer's employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or

3. Presently arrested, suspended, proposed for termination, or voluntarily excused from programs operated by the State of Minnesota; the State of Canada or the Canadian government, as applicable; or an individual. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am assuming the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that his electronic acknowledgment has the same legal effect, validity, and enforceability as if I had personally signed the Proposal. This signature will not be given such legal effect, validity, or enforceability solely because an electronic acknowledgment or electronic record was used in its formation. - Dawn Mahoney, Chief Financial Officer, Westnet Incorporate

The Proposer declares that there is an actual or potential conflict of interest in the preparation of its submission, and/or the Proposer foresees an actual or potential conflict of interest in performing the contractual obligations contemplated in the bid.

Yes No

The Bidder acknowledges and agrees that he has submitted the above form part of the Bid Document.

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_8_PS_Communications_Tech_RFP_042021 Tue April 13 2021 04:33 PM	<input checked="" type="checkbox"/>	1
Addendum_7_PS_Communications_Tech_RFP_042021 Mon April 12 2021 06:55 PM	<input checked="" type="checkbox"/>	1
Addendum_6_PS_Communications_Tech_RFP_042021 Wed April 7 2021 06:45 PM	<input checked="" type="checkbox"/>	1
Addendum_5_PS_Communications_Tech_RFP_042021 Mon April 5 2021 08:18 PM	<input checked="" type="checkbox"/>	1
Addendum_4_PS_Communications_Tech_RFP_042021 Thu April 1 2021 03:59 PM	<input checked="" type="checkbox"/>	1
Addendum_3_PS_Communications_Tech_RFP_042021 Thu March 25 2021 08:23 AM	<input checked="" type="checkbox"/>	1
Addendum_2_PS_Communications_Tech_RFP_042021 Mon March 8 2021 01:20 PM	<input checked="" type="checkbox"/>	2
Addendum_1_PS_Communications_Tech_RFP_042021 Fri March 5 2021 12:57 PM	<input checked="" type="checkbox"/>	2

**AMENDMENT #1
TO
CONTRACT # 042021-WNT**

THIS AMENDMENT is effective upon the date of the last signature below by and between **Sourcewell** and **Westnet Incorporated, now known as Westnet, LLC** (Supplier).

Sourcewell awarded a contract to Supplier to provide Public Safety Communications Technology and Hardware Solutions to Sourcewell and its Participating Entities, effective June 28, 2021, through June 23, 2025 (Contract).

Westnet Incorporated has changed its name to "Westnet, LLC." As of the date of this Amendment, all references to "Westnet Incorporated" in Contract # 042021-WNT will be replaced with "Westnet, LLC."


Except as amended, the Contract remains in full force and effect.

Sourcewell

Westnet Incorporated

DocuSigned by:

B _____
JC...C0FD2A139D06489... Procurement Officer

DocuSigned by:


Date: 1/18/2024 | 12:22 PM CST

Title: President

Date: 1/18/2024 | 11:54 AM CST