



Savings | Choice | Service

RUGGED IT PRODUCTS AND RELATED SERVICES

REQUEST FOR PROPOSALS #2026-501

Request for Proposals Timetable	
Event	Time/Date
OECM's Issue Date of Request for Proposals:	April 8, 2026
Proponent's Information and Ontario Tenders Portal Demonstration Session:	2:00 pm on April 14, 2026
Proponent's Deadline to Submit Questions:	5:00 pm on April 20, 2026
OECM's Deadline for Issuing Answers:	April 27, 2026
Proponent's Deadline to Submit Questions Related to Addenda & Question and Answer Documents:	5:00 pm on May 4, 2026
OECM's Deadline for Issuing Final Documents:	May 8, 2026
Proponent's Intent to Submit a Proposal:	May 15, 2026
Closing Date:	2:00:00 pm on May 20, 2026
Anticipated Master Agreement Start Date:	July, 2026
All times specified in this timetable are local times in Toronto, Ontario, Canada	

OECM shall not be obligated in any manner to any Proponent whatsoever until a written Master Agreement has been duly executed with a Supplier.

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PART 1 – INTRODUCTION

This non-binding Request for Proposals (“RFP”) is an invitation to obtain Proposals from qualified Proponents for Rugged IT Products (“Products”) and Related Services (“Services”) as described in Part 2 – The Deliverables to OECM Customers as defined in Section 1A.2.

The Proponent must not be a United States of America Business (“U.S. Business”) as defined in Section 1A.2, where U.S. Business means a supplier, manufacturer, or distributor of any business structure (including a sole proprietorship, partnership, corporation, or other business structure) that: (i) has its headquarters or main office located in the U.S., and (ii) has fewer than two-hundred and fifty (250) full-time employees in Canada. If a Proponent is a subsidiary of another corporation, part (i) of the definition above is met if that Proponent is controlled by a corporation that has its headquarters or main office located in the U.S.

This RFP is issued by OECM.

1.1 Objective of this RFP

The objective of this RFP is to:

- (a) Provide OECM Customers across Canada with the ability to purchase Deliverables from qualified Suppliers; and,
- (b) Reduce the costs of associated competitive procurement processes on an ongoing basis (i.e., fewer competitive procurement documents issued by Customers).

1.2 Supplier Experience and Qualifications

The Supplier shall possess appropriate resources with experience, qualifications, and knowledge relative to the requirements in this RFP including, but not limited to:

- (a) Being the Original Equipment Manufacturer (“OEM”) or an Authorized Reseller of the proposed Products and Services;
- (b) Experience providing the proposed Products and Services to organizations of comparable size and scope compared to OECM and its Customers;
- (c) Extensive knowledge related to the Products and Services;
- (d) Ensure Products meet established cybersecurity policy framework that conforms to industry practices (e.g., National Institute of Standards and Technology (“NIST”), International Standards Organization (“ISO”) 27001/27002 27002 Information Security Management System/Information Security Controls);
- (e) Experience collaborating with its Customers;
- (f) Experienced, and knowledgeable administrative support personnel;
- (g) Facilitate OEM warranty claims for Customers, if required; and,
- (h) Experience providing professional and timely customer support.

1.3 Authorized Reseller

The Proponent shall be the OEM or an Authorized Reseller of the proposed Products and Services.

Authorized Reseller means the OEM has authorized the Supplier to market, advertise, sell, distribute, and maintain the Products/Services directly to Customers on the OEM's behalf as a provider.

The Supplier's Authorized Reseller status shall be maintained throughout the Term of the Master Agreement (“Term”), with any changes of status communicated to OECM within thirty (30) days of such change.

Where components comprising the Deliverables are not provided directly by the Supplier, the OEM of those components shall be deemed to be a Supplier's Subcontractor, and the Supplier shall be responsible for providing those components to the Customer on the terms and conditions of the Contract.

1.4 Award Strategy

OECM may, through this RFP process, enter into Master Agreements with one (1) or more Suppliers, each representing a different OEM. OECM reserves the right to enter into more Master Agreements to ensure geographic coverage to support Customers.

The Supplier **shall** provide Deliverables to Customers in Ontario on an as-required basis and **may** also provide them to other Customers within Canada.

The Proponent, when submitting a Proposal, will identify the Canadian geographical locations (e.g., provinces, territories) outside of Ontario where it is able to provide Deliverables. Other geographical locations may be added during the Term. This information will be shared with Customers, post-award, to support purchasing activities.

The Term of the resulting Master Agreements is intended to be for approximately seven (7) years, expiring in January 2033.

Customers participating in the Master Agreements will execute a Customer-Supplier Agreement ("CSA") with a Supplier as attached in Appendix A – Form of Master Agreement. Prior to executing a CSA:

- (a) An Ontario Customer may negotiate their unique requirements and further negotiate with the Supplier and mutually agree to additional terms and conditions (e.g., lower Rates specific to the Customer's requirements and volumes, Products/Services, reporting) ensuring the additional terms and conditions are not in any way inconsistent with the Master Agreement agreed to by OECM and the Supplier;
- (b) A Canadian Customer outside of Ontario and the Supplier shall mutually agree upon Rates, delivery and related logistical arrangements, and key performance indicators ("KPIs") when executing a CSA or placing an order after a CSA has been executed, and any specific contractual requirements of the Customer shall be included in an Appendix thereto; and,
- (c) All provisions of the Master Agreement shall remain in full force and effect for Customers. Notwithstanding the foregoing, Canadian Customers outside of Ontario may include specific contractual or procurement requirements in an Appendix to their CSA, which may override the Master Agreement in the event of a conflict.

The Supplier must provide a copy of every CSA to OECM within thirty (30) days of execution.

1.4.1 No Contract until Execution of Written Master Agreement

This RFP process is intended to identify Proponents for the purpose of negotiation of potential Master Agreements. The negotiation process is further described in Part 3 – Evaluation of Proposals, Section 3.7 of this RFP.

No legal relationship or obligation regarding the procurement of any Deliverables shall be created between the Proponent and OECM by this RFP process until the successful completion of negotiation and execution of a written Master Agreement for the provision of the Deliverables has occurred.

The Master Agreement must be fully executed by OECM and the Supplier before the provision of any Deliverables commences.

1.4.2 Customer's Usage of Master Agreements

The establishment and use of the Master Agreement is a two (2) part process.

Part One, managed by OECM, is the creation of the Master Agreement through the issuance of this RFP, the evaluation of Proposals submitted in response to it and the negotiation and execution of the Master Agreement.

Part Two, the Second Stage is managed by the Customer or by OECM on the Customer's behalf and is focused on the Customer's specific needs. Depending on the Customer's internal policies, and potential dollar value of the Deliverables a Customer may:

- (a) Select a Supplier, obtain Rates and sign a CSA; or,

- (b) Seek Rates and relevant Deliverable information specific to a Customer's organization (e.g., by issuing a non-binding request via a Second Stage tool, or Customer's process (e.g., directly or via an online e-tendering platform) from the Supplier for specific Deliverable requirements (e.g., volumes, Rates, invoicing, reporting). If selected by the Customer, the Supplier shall provide the Deliverables in accordance with the Master Agreement and the Customer's CSA.

When a Second Stage request is issued, which does not constitute a contract A, contract B situation, it will identify the required Deliverables, or it may request the Supplier to propose appropriate Deliverables to fulfill the Customer's requirements and any other applicable information.

The Supplier must respond to a Second Stage request, and at minimum, the response should set out the following:

- (a) Proposed Deliverables;
- (b) Volumes, delivery locations, installation, reporting, invoicing; and,
- (c) Final, net Rates. The Rates should be valid for a period of not less than one (1) week, or as requested by the Customer. The Supplier must specify limited time offer Rates and/or promotional Rates, if applicable to the specific Second Stage request.

1.4.3 No Guarantee of Volume of Work or Exclusivity of Master Agreement

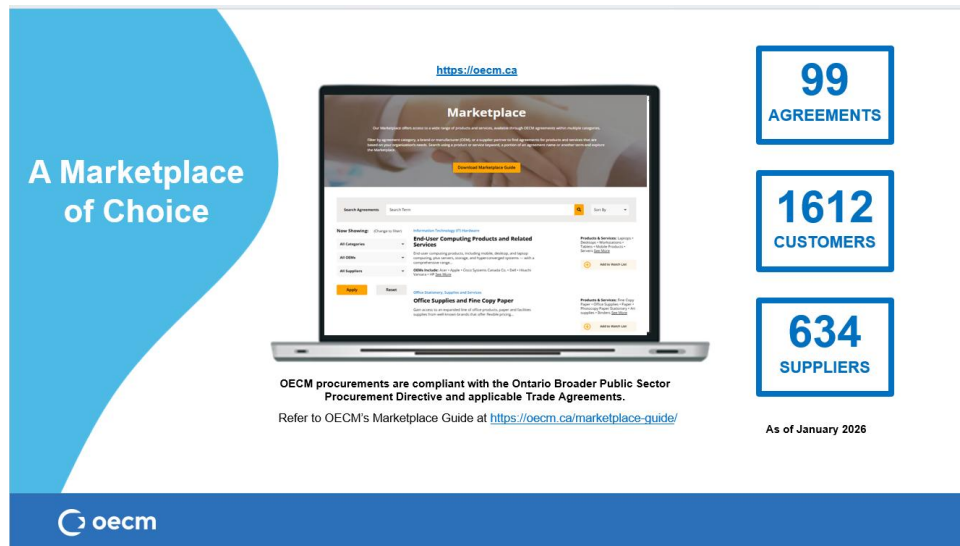
Nothing in this RFP is intended to relieve the Proponent from forming its own opinions and conclusions with respect to the matters addressed in this RFP.

OECM makes no guarantee of the value or volume of work assigned to the Supplier.

The Master Agreement executed with the Supplier may not be an exclusive agreement for the provision of the Deliverables. Customers may contract with others for the same or similar Deliverables to those described in this RFP.

1.5 About OECM

OECM is a trusted not-for-profit partner for Ontario's educational entities (e.g., school boards or authorities, Provincial and Demonstration Schools Branch with the Ontario Ministry of Education, colleges, and universities, and may also include Private Schools and Private Career Colleges), health and social service entities, hydro, Local Housing Corporations, the Legislative Assembly, Municipalities and related service organizations, not-for-profit organizations, Ontario Electricity Financial Corporation, Ontario Power Authority, provincially funded organizations ("PFO"), shared service organizations, utilities and local boards, and any other Ontario Broader Public Sector agency, Ontario Public Service ("OPS") ministry, agency, board or commission, Crown corporations, First Nations federal agencies, Indigenous Businesses and Communities, and similar entities, organizations, boards, service providers, and other provincial, territorial and federal public sector entities/agencies or similar entities not mentioned here throughout the whole of Canada.



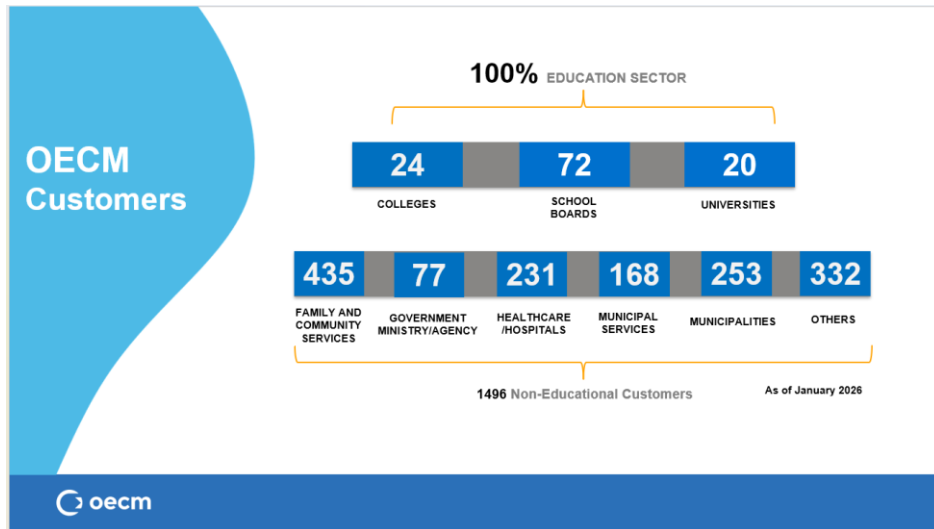
OECC contracts with innovative, reputable Suppliers to offer a comprehensive choice of collaboratively sourced and competitively priced products and services through its Marketplace, the goal of which is to generate significant value and savings, quality of choice and consistent service for its Customers. In addition to the Marketplace, OECC offers contract management services, procurement advisory services, business analytics, and opportunities for knowledge sharing.

Recognizing the power of collaboration, OECC is committed to fostering strong relationships with both Customers and suppliers by:

- (a) Actively sourcing products and services in an open, fair, transparent, and competitive manner, compliant with Ontario BPS Procurement Directive and applicable trade agreements;
- (b) Establishing, promoting, and managing product and service agreements used throughout its Customer community;
- (c) Supporting Customers' access and use of OECC agreements through analysis, reporting and the development of tools, guides, and other materials;
- (d) Effectively managing supplier contract performance while harnessing expertise and innovative ideas, to drive continuous improvements through a Supplier Relationship Management program;
- (e) Promoting OECC's Supplier Code of Conduct, based on its core values of collaboration, responsiveness, integrity, innovation, and respect, to ensure that all supplier partners adhere to a set standard when conducting business with OECC and its Customers resulting in continuous, long-term success; and,
- (f) Supporting supplier partners through a Supplier Recognition Program that aims to drive long-term performance by recognizing and motivating Suppliers to deliver continued savings, value, choice, and service to Customers.

1.5.1 Use of OECC Master Agreements

As of January 2026, one thousand six hundred and twelve (1,612) Customers were using one (1) or more OECC agreements with a cumulative spend of more than six (6) billion dollars.



More information about OECM is available on our website - <http://www.oecm.ca/>.

1.6 The Ontario Broader Public Sector Procurement Directive

OECM, and the Ontario BPS Customers they service, follow the Ontario BPS Procurement Directive, and any other governmental policies regulating the procurement practices of the Ontario BPS Customers. The Directive sets out rules for designated Ontario BPS entities on the purchase of goods and services using public funds.

The Procurement Directive is available here: [Broader Public Sector Procurement Directive \(ontario.ca\)](http://www.ontario.ca/bpsprocurement).

OECM does not represent or warrant that this RFP complies with any specific procurement requirements of any other province.

1.7 Trade Agreements

OECM procurements are undertaken within the scope of Chapter 5 of the Canadian Free Trade Agreement ("CFTA"), Chapter 19 of the Comprehensive Economic and Trade Agreement ("CETA"), and within the scope of the Trade and Cooperation Agreement between Quebec and Ontario and are subject to such agreements, although the rights and obligations of the parties shall be governed by the specific terms of this RFP. For more information, refer to the Section 4.6.12.

[End of Part 1]

PART 1A – RULES OF INTERPRETATION AND DEFINITIONS

1A.1 Rules of Interpretation

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

- (a) Unless the context otherwise requires, wherever used herein the plural includes the singular, the singular includes the plural, and each of the masculine and feminine includes the other gender;
- (b) Words in the RFP shall bear its natural meaning;
- (c) References containing terms such as includes and including, whether used with the words without limitation or but not limited to, shall not be deemed limited by the specific enumeration of items but shall, in all cases, be deemed to be without limitation and construed and interpreted to mean includes without limitation and including without limitation;
- (d) In construing the RFP, general words introduced or followed by the word other or including or in particular shall not be given a restrictive meaning because they are followed or preceded (as the case may be) by examples intended to fall within the meaning of the general words;
- (e) Unless otherwise indicated, time periods will be strictly applied; and,
- (f) The following terminology applies in the RFP:
 - i. The terms must and shall relate to a requirement the Supplier will be obligated to fulfil. Whenever the terms must or shall are used in relation to OEM or the Supplier, such terms shall be construed and interpreted as synonymous and shall be construed to read OEM shall or the Supplier shall, as the case may be;
 - ii. The term should relates to a requirement that OEM would like the Supplier to fulfil; and,
 - iii. The term will describes a procedure that is intended to be followed.

1A.2 Definitions

Unless otherwise specified in this RFP, capitalized words and phrases have the meaning set out in Appendix A – Form of Master Agreement attached to this RFP.

“Applicable Law” means any common law requirement and all applicable and enforceable statutes, regulations, directives, policies, administrative interpretations, orders, by-laws, rules, guidelines, approvals and other legal requirements of any government and/or regulatory authority in effect from time to time;

“Authorized Reseller” means a Person that is authorized by the OEM to market, advertise, sell, distribute, and maintain the Products/Services;

“Best and Final Offer” or **“BAFO”** means a process during the negotiation stage in which a Preferred Proponent may be invited by OEM to submit a best and final offer on a process or Section of the RFP to improve on its original Proposal submission. BAFO cannot be requested by a Proponent;

“Broader Public Sector” or **“BPS”** means:

- (a) every hospital (i.e., public hospital, private hospital that received public funds in the previous fiscal year of the Government of Ontario, or the Government of any other Province or Territory of Canada, a community health facility within the meaning of the *Oversight of Health Facilities and Devices Act* that was formerly licensed under the *Private Hospitals Act* and that received public funds in the previous fiscal year of the Government of Ontario, or any comparable agency designated under any legislation in any other Province or Territory of Canada for the provision of community health facilities, and the University of Ottawa Heart Institute);
- (b) every school board,
- (c) every university in Canada;

- (d) every college of applied arts and technology and post-secondary institution;
- (e) every agency designated as a children's aid society under subsection 34 (1) of Part III of the *Child, Youth and Family Services Act, 2017*, or any comparable agency designated under any legislation in any other Province or Territory of Canada for the provision of aid to children;
- (f) every corporation controlled by one (1) or more designated Broader Public Sector organizations that exists solely or primarily for the purpose of purchasing goods or services for the designated Broader Public Sector organizations;
- (g) every publicly funded organization that received public funds of 10 million dollars or more in the previous fiscal year of the Government of Ontario, or the Government of any other Province in Canada; and,
- (h) every organization that is prescribed for the purposes of this definition;

See examples <https://www.ontario.ca/page/broader-public-sector-accountability>;
<https://www.ontario.ca/page/find-school-board-or-school-authority>; and, <https://www.ontario.ca/page/go-college-or-university-ontario>;

“Business Day” means Monday to Friday between the hours of 9:00 a.m. to 5:00 p.m. for OECM, as specified in the Customer's CSA, or agreed to by the parties in writing, except when such a day is a public holiday, as defined in the *Employment Standards Act* (Ontario), or in any similar language in force in the province in which the Customer is located;

“Closing Date” means the Proposal submission date and time as set out in Ontario Tenders Portal (“OTP”) and in Section 4.1.1 and may be amended from time to time in accordance with the terms of this RFP;

“Commercial Envelope” means an area in OTP where the Proponent would upload its completed Commercial Response;

“Commercial Response” means the Rates the Proponent uploads to OTP within Appendix B – Commercial Response as part of the Commercial Envelope;

“Confidential Information” means confidential information of OECM and/or any Customer (other than confidential information which is disclosed to the Preferred Proponent in the normal course of the RFP) where the confidential information is relevant to the Deliverables required by the RFP, its pricing or the RFP evaluation process, and includes all information concerning the business or affairs of the party or its directors, governors, trustees, officers or employees that is of a confidential nature, which information if in written or other tangible form, is clearly designated as confidential, or if disclosed orally, is designated as confidential in a written memorandum delivered by the disclosing party promptly following such disclosure. For the purposes of greater certainty, Confidential Information shall:

- (a) Include: (i) all new information derived at any time from any such Confidential Information whether created by OECM, the Customer, the Proponent or any third-party; (ii) all information (including Personal Information) that OECM or the Customer is obliged, or has the discretion, not to disclose under provincial or federal legislation; and, (iii) pricing under this RFP;
- (b) not include information that: (i) is or becomes generally available to the public without fault or breach on the part of the disclosing party of any duty of confidentiality owed by it hereunder; (ii) the disclosing party can demonstrate to have been rightfully obtained it, without any obligation of confidence, from a third-party who had the right to transfer or disclose it to the disclosing party free of any obligation of confidence; (iii) the disclosing party can demonstrate to have been rightfully known to or in the possession of it at the time of disclosure, free of any obligation of confidence when disclosed; or (iv) is independently developed by the disclosing party; but the exclusions in this subparagraph shall in no way limit the meaning of Personal Information or the obligations attaching thereto under the Contract or at law;

“Conflict of Interest” includes, but is not limited to, any situation or circumstance where:

- (a) in relation to the RFP process, the Proponent has an unfair advantage or engages in conduct, directly or indirectly, that may give it an unfair advantage, including, but not limited to (i) having or having access to information in the preparation of its Proposal that is confidential to OECM and not available to other respondents; (ii) communicating with any person with a view to influencing preferred treatment in the RFP process; or (iii) engaging in conduct that compromises or could reasonably be seen to compromise the

integrity of the open and competitive RFP process and render that process non-competitive and unfair; or,

- (b) in relation to the performance of its contractual obligations in an OEMC contract, the Proponent's other commitments, relationships or financial interests (i) could or could reasonably be seen to exercise an improper influence over the objective, unbiased and impartial exercise of its independent judgement; or (ii) could or could reasonably be seen to compromise, impair or be incompatible with the effective performance of its contractual obligations;

"Consortium" means when more than one (1) business entities (i.e., Consortium members) agree to work together and submit one (1) Proposal to satisfy the requirements of the RFP. One (1) of the Consortium members shall identify itself as the Proponent and assume full responsibility and liability for the work and actions of all Consortium members;

"Contract" means collectively:

- (a) this Master Agreement, including Schedule 1 (Resources and Supplementary Provisions and Rates), Schedule 2 (Customer-Supplier Agreement) and any other schedule or appendix attached at the time of execution;
- (b) the specific Customer-Supplier Agreement;
- (c) the RFP, including any addenda or accepted clarification;
- (d) the Proposal; and,
- (e) any amendments executed in accordance with the terms of the Master Agreement;

"Cost Recovery Fee" or **"CRF"** means a fee, which contributes to the recovery of OEMC's operating costs as a not-for-profit/non share capital corporation, which is based on the before sales tax (or any other applicable goods and service tax) amount invoiced by the Supplier to Customers for Deliverables acquired through OEMC's competitively sourced agreements. Once Customer-Supplier Agreements have been executed, this fee is remitted by the Supplier to OEMC on a quarterly basis;

"Customer" means an organization such as educational entities (e.g., school boards or authorities, Provincial and Demonstration Schools Branch with the Ontario Ministry of Education, colleges, and universities, and may also include Private Schools and Private Career Colleges), health and social service entities, hydro, Local Housing Corporations, the Legislative Assembly, Municipalities and related service organizations, not-for-profit organizations, Ontario Electricity Financial Corporation, Ontario Power Authority, provincially funded organizations ("PFO"), shared service organizations, utilities and local boards, and any other Broader Public Sector agency, Ontario Public Service ("OPS") ministry, agency, board or commission, Crown corporations, First Nations federal agencies, Indigenous Businesses and Communities, and other provincial, territorial and federal public sector entities/agencies or similar entities not mentioned here. For certainty, this definition is not limited to the Province of Ontario and includes any similar entities, organizations, boards, service providers, and other provincial, territorial and federal public sector entities/agencies or similar entities not mentioned here throughout the whole of Canada;

"Customer-Supplier Agreement" or **"CSA"** means a schedule attached to the Master Agreement, which is executed between Customers and a Supplier for the provision of any Deliverables in this RFP specific to its organization;

"Deliverable" means all Products and related Services to be provided or performed by the Supplier, under the Master Agreement, and includes everything that is necessary to be supplied, provided or delivered by the Supplier within scope of the resulting Master Agreement;

"Eligible Proposal" means a Proposal that meets or exceeds the prescribed requirement, proceeding to the next stage of evaluation;

"Indigenous Business" means a sole proprietorship, limited company, co-operative, partnership, joint venture or not-for-profit organization that (i) is a band as defined by the *Indian Act*, (ii) has at least fifty-one percent (51%) owned and controlled by Indigenous Peoples, or (iii) as a joint venture, it must have at least fifty-one percent (51%) owned and controlled by Indigenous Peoples, and for an organization or joint venture

to qualify as an Indigenous Business, it must demonstrate that at least twenty-five percent (25%) of the value of the work performed under the resulting Master Agreement will be performed by the Indigenous Business;

“Indigenous Peoples” means individuals who are recognized First Nations, Metis, Inuit or Native American;

“Local Housing Corporation” means a local housing corporation as defined in the *Housing Services Act, 2011, S.O. 2011, c. 6, Sched. 1 (“HSA”)*, or any similar housing corporation in a province outside of Ontario providing similar services pursuant to legislation similar to the HSA applicable in such other province;

“Master Agreement” means the agreement to be made between the Preferred Proponent and OEM based on the template attached as Appendix A – Form of Master Agreement with negotiated changes, together with all schedules and appendices attached thereto and all other documents incorporated by reference therein, as amended from time to time by agreement between OEM and the Supplier;

“Municipalities” means municipal entities established under applicable provincial or territorial legislation across Canada. This includes, but is not limited to, cities, towns, villages, rural municipalities, counties, districts, regional municipalities, local service districts, and local boards or commissions empowered by municipal statutes. This definition also includes affiliated agencies, boards, and commissions that operate under or in collaboration with these municipal entities. For clarity, this definition encompasses without limitation municipalities as defined under:

- (a) *Municipal Act, 2001 (Ontario)* and *City of Toronto Act (Ontario)*;
- (b) *Municipal Government Act (Alberta, Nova Scotia, Prince Edward Island)*;
- (c) *Community Charter and Local Government Act (British Columbia)*;
- (d) *Cities Act and Municipalities Act (Saskatchewan)*;
- (e) *Municipal Act (Manitoba, New Brunswick, Newfoundland and Labrador)*;
- (f) *Cities, Towns and Villages Act (applicable in the Northwest Territories and Nunavut)*; and,
- (g) *Municipal Act (Yukon)*, and others;

“OEM” means the Ontario Education Collaborative Marketplace;

“OEM’s Deadline for Issuing Final Addenda” means the date and time as set out in Section 4.1.1 of this RFP and may be amended from time to time in accordance with the terms of this RFP;

“Ontario Public Service” or **“OPS”** means Ontario Public Service entities, the ministries and other administrative units of Ontario over which ministers of Ontario preside (including its agencies, boards, commissions, and Crown corporations);

“Ontario Tenders Portal” or **“OTP”** means the electronic tendering platform <https://ontariotenders.app.jaggaer.com/esop/nac-host/public/web/login.html> through which a Proponent’s Proposal must be submitted by the Closing Date;

“Personal Information” has the same definition as in subsection 2(1) of FIPPA and in subsection 2(1) of MFIPPA, that is, recorded information about an identifiable individual or that may identify an individual and includes all such information obtained by the Proponent from OEM or the Customer or created by the Proponent pursuant to the RFP;

“PFO” means a provincially funded organization;

“Preferred Proponent” means the Proponent that is invited into negotiations in accordance with the evaluation process set out in this RFP;

“Product” means all Deliverables to be provided or performed by the Supplier, under the Master Agreement, and includes everything that is necessary to be supplied, provided or delivered by the Supplier;

“Proponent” means an entity that submits a Proposal in response to this RFP and, as the context suggest, refers to a potential Proponent;

“Proposal” means all documentation and information submitted by a Proponent in response to the RFP;

“Purchasing Card” or **“P-Card”** means the corporate charge cards used by the Customer, as may be changed from time to time;

“Qualification Envelope” means an area in OTP where the Proponent would complete its Qualification Response;

“Qualification Response” means the information the Proponent is required to submit within OTP as part of the Qualification Envelope;

“Rates” means the maximum prices for Ontario Customers, in Canadian funds, for the Products/Services as set out in the Proponent’s submitted Appendix B - Commercial Response;

“Request for Proposals” or **“RFP”** means this Request for Proposals #2026-501 issued by OECM, including all appendices and addenda thereto;

“Second Stage Selection Process” or **“Second Stage”** means a request from one (1) or more Suppliers via a Second Stage tool (e.g., Request for Quote (“RFQ”), Request for Services (“RFS”)), or Customer’s process (e.g., directly or via an online e-tendering platform) from a Customer or from OECM on behalf of a Customer, seeking Rates and relevant Deliverables specific to a Customer’s organization;

“Service” means all related service Deliverables to be provided or performed by the Supplier, under the Master Agreement, and includes everything that is necessary to be supplied, provided or delivered by the Supplier;

“Subcontractor” includes the Supplier’s subcontractors or third-party providers or its respective directors, officers, agents, employees or independent contractors, who shall fall within the meaning of Supplier for the purposes of the Master Agreement as mutually agreed upon by the Customer;

“Supplier” means a Preferred Proponent who has fully executed a Master Agreement with OECM and has assumed full liability and responsibility for the provision of Deliverables pursuant to the Master Agreement either as a single Supplier or a lead Supplier engaging other suppliers or Subcontractors;

“Technical Envelope” means an area in OTP where the Proponent would complete its Technical Response;

“Technical Response” means the information, which will be evaluated and scored, the Proponent submits within OTP as part of the Technical Envelope;

“Term” has the meaning set out in Section 1.4 of this RFP;

“Unfair Advantage” means any conduct, direct or indirect, by a Proponent that may result in gaining an unfair advantage over other Proponents, including, but not limited to (i) possessing, or having access to, information in the preparation of its Proposal that is confidential to OECM and which is not available to other Proponents, (ii) communicating with any person with a view to influencing, or being conferred preferred treatment in, the RFP process, or (iii) engaging in conduct that compromises or could be seen to compromise the integrity of the RFP process and result in any unfairness; and,

“U.S. Business” means a supplier, manufacturer, or distributor of any business structure (includes a sole proprietorship, partnership, corporation, or other business structure) that: (i) has its headquarters or main office located in the United States of America (“U.S.”), and (ii) has fewer than two hundred and fifty (250) full-time employees in Canada prior to the Closing Date. A supplier, manufacturer, or distributor that is a subsidiary of another corporation, part (i) of the definition above is met if that supplier, manufacturer, or distributor is controlled by a corporation that has its headquarters or main office located in the U.S.

[End of Part 1A]

PART 2 – THE DELIVERABLES

This Part of the RFP describes the Rugged IT Product and Service Deliverables which will be incorporated into the final Master Agreement.

The Supplier shall provide all applicable RFP Deliverables.

2.1 Products

The Supplier shall provide a variety of Rugged IT Products including, but not limited to:

- (a) Notebooks/Laptops;
- (b) Tablets; and,
- (c) Peripherals and accessories such as batteries, displays, docking stations, holsters, modems, mounting brackets, networking devices, power banks, and chargers, protective enclosures that harden standard tablets for field use, rugged keyboards, and terminals.

2.2 Other Products

The Supplier should provide a variety of other Rugged IT Products including, but not limited to:

- (a) Cameras;
- (b) Personal Digital Assistants ("PDAs") - compact, tablet-style devices with integrated barcode scanning for applications such as inventory management, meter reading, delivery tracking, and ticketing;
- (c) Printers (e.g., mobile, vehicle-mounted, industrial label printers);
- (d) Scanners (e.g., barcode/QR, Radio Frequency Identification ("RFID"));
- (e) Smartphones and wearables (e.g., headsets, smartwatches, smart gloves); and,
- (f) Tactical radios.

2.3 Product Environments and Conditions

Rugged Products are commonly used in industries like military, construction, manufacturing, field service, emergency response, and logistics.

The Supplier shall ensure the Products it sells are specifically designed to withstand harsh environments and conditions, making them ideal for use in such industries.

Environments and conditions may include, but are not limited to:

- (a) Dust, dirt, or sand;
- (b) Extreme temperatures (e.g., hot, cold);
- (c) High altitude or pressure variations;
- (d) Shock and vibration (e.g., drops, vehicle movement); and,
- (e) Water, rain, or high humidity.

2.4 Types of Rugged Products

The Products are categorized; each meeting various industry standards/certifications:

- (a) Ultra-rugged (designed for the most extreme conditions, often used in military/heavy industrial use);
- (b) Fully-rugged (built from the ground up for extreme conditions); or,

- (c) Semi-rugged (standard devices modified with enhanced durability).

2.5 Product Standards/Certifications

The Supplier shall demonstrate that the Product it sells meets Customer's standard/certification requirements such as:

- (a) ATEX and IECEx certifications;
- (b) C1D2 certification;
- (c) Ingress Protection ("IP") IP65, IP66, and IP67 ratings; and,
- (d) U.S. Department of Defense standards (e.g., MIL-STD-461, MIL-STD-461G, MIL-STD-810H, MIL-STD-801G).

2.6 Mobile Computing Products

The Supplier shall provide Products (e.g., notebook/laptop, tablet) with Trusted Platform Module ("TPM") embedded security chip.

2.7 BIOS, Firmware and Driver Product Updates

The Supplier shall ensure Products are shipped, and updated with the following, at no additional cost to the Customer:

- (a) Current Basic Input Output System ("BIOS") updates/patches/fixes installed;
- (b) Latest available firmware; and,
- (c) Latest available drivers.

2.8 Services

The Supplier shall provide Services including, but not limited:

- (a) Planning (e.g., configuration, deployment, environment/technology integration/compatibility, asset management);
- (b) Installation (including mounting Products in vehicles);
- (c) Technical Product support; and,
- (d) Proactive Product lifecycle management (e.g., notification of Product lifecycle changes including end-of-life support and recommended Product replacement).

The Supplier may also provide other Services, such as total cost of ownership ("TCO") optimization.

2.9 Repeat Call Resolution Services

During any warranty period where a Product has been repaired three (3) times and requires a fourth repair, the Supplier shall replace the Product with a new Product or a Product of the same or better quality within a maximum period of fifteen (15) Business Days at no additional cost to the Customer.

The Supplier shall be responsible for ensuring the new replacement Product is configured to meet the Customer's needs.

The Supplier shall provide a no-cost spare Product, if required by the Customer.

Where new replacement Products are provided, the Supplier shall modify its asset management record accordingly to amend previously recorded asset information (e.g., update the beginning of the standard warranty period to the date the replacement Product is received at the Customer's location).

2.10 Product Repairability and Spare Parts

The Supplier shall ensure that Products are repairable and spare parts shall be available.

2.11 Dead-on-Arrival Products

The Supplier shall provide an exchange for any Dead-on-Arrival (“DOA”) Products that do not work at first boot at the Customer’s site.

The Supplier shall deliver the new replacement Products to the same Customer location, according to the delivery lead times at no additional cost to the Customer. The Supplier shall ensure the new replacement Products are configured to meet the Customer’s needs.

The Supplier shall provide a spare Product at no cost, if required by the Customer.

Where new replacement Products are provided, the Supplier shall modify its asset management record accordingly to amend previously recorded asset information (e.g., update the beginning of the standard warranty period to the date the replacement Product is received at the Customer’s location).

2.12 Demo Products

The Supplier shall provide Products and allow Customers to demo and/or test them at the Customer’s location for up to ninety (90) days, or as mutually agreed upon between the Customer and Supplier, at no additional cost to the Customer (including no additional cost for delivery, installation, removal or return). Demo/testing may include imaging, technical/functional compliance testing, acceptance testing, ease of operation, image validation and suitability for purpose.

The quantity of demo Products shall be mutually agreed upon between the Customer and Supplier.

The Supplier may offer an additional discount-off the purchase price of the demo/tested Products should the Customer decide to purchase.

2.13 Product Recalls

The Supplier shall be responsible for managing OEM Product recalls and part recalls and informing the Customers and OEM of such recall in a timely manner advising applicable details (e.g., model number, serial number). If a recall occurs, the Supplier shall be responsible for all applicable costs (e.g., return, replacement, delivery).

The Supplier shall provide spare Products at no additional cost, if required by the Customer.

The Supplier shall ensure that Products meet current safety standards and regulations and shall advise OEM and Customers of any changes with regulatory agencies related to the Products, which may impact the future availability of Products, or support of the Products.

Supplier shall comply with the requirements of any Applicable Law in respect to recalled Products and repair or replace the Product at no additional cost to Customer.

2.14 End of Life Programs

The Supplier shall provide various programs to manage the end of life of the Products, take-back, donation, buy-back programs, and options for recycling old electronics. The Supplier shall, for all Products, provide a certificate of destruction for the data on the Products.

2.15 Warranty Services

The Supplier shall warrant purchased Products/Services.

2.15.1 OEM Product Warranty

The Supplier shall provide standard OEM Warranty from the date of receipt at Customer’s location, including parts and labour, for all Products, as follows:

- (a) Ultra Rugged Products shall have a minimum three (3) year warranty;

- (b) Fully and Semi-Rugged Products shall have a minimum one (1) year warranty; and,
- (c) Peripheral and other Products shall have warranty coverage aligned with the OEM.

If requested by the Customer, the Supplier shall also provide OEM Product warranty such as:

- i. Onsite warranty;
- ii. Extended warranty coverage (e.g., one (1), two (2) or more additional years); and,
- iii. Accidental warranty coverage (e.g., liquid spills, fire, drops, electrical surges).

The Supplier shall ensure Customer data/information is protected while Products are being repaired.

The Supplier shall be responsible for arranging Product exchanges and repairs. For all Products with warranty coverage, costs of parts, labour, and shipping to and from the Customer's location on all Products associated with repairs and/or replacement shall be at no additional cost to the Customers.

2.15.2 Service Warranty

The Supplier shall provide a one (1) year warranty for applicable Services (e.g., installation, mounting) at a Rate mutually agreed upon between the Supplier and the Customer.

2.16 Environmental, Social, and Governance

The Supplier shall possess and provide information, if requested by OEM or the Customer, related to its robust Environmental, Social and Governance ("ESG") business framework.

The Supplier shall collaborate and support the Customer to align with its ESG framework as it relates to currently available ESG processes, products/equipment, technologies and/or sustainable initiatives.

Wherever practical and without compromising quality, Suppliers are to promote:

- (a) Environmental design principles as required by the Customer (e.g., environmental sustainability, data security and privacy, lean construction practices, waste management, decarbonization, indoor air quality, comfort);
- (b) Sustainable social design principles as required by the Customer (e.g., social equity and equality, diversity, inclusive, accessibility, economic, and cultural impacts that achieve overarching Customer goals that helps shape healthy, diverse and inclusive environments); and,
- (c) Governance practices to enhance positive impact on the Customer (e.g., corporate oversight, risk management, staff retention and management, and leadership).

The Supplier should keep OEM and Customers informed about social procurement processes.

Throughout the Term, OEM and/or the Customer may consult with the Supplier to assess ESG commitments.

2.17 Electrical Requirements

The Supplier shall ensure electrical products are authorized or approved by the Customer and in accordance with the Ontario Electrical Safety Code, the Canadian Standards Association Group ("CSA Group"), Underwriters Laboratories of Canada ("ULC"), a certification organization accredited with the *Standards Council of Canada Act* (Canada), and shall bear the certification organization's mark identifying the goods certified for use in Canada. Certification shall be to the standard that is appropriate for the intended use of the electrical products at Customer's facilities.

2.18 Disaster Recovery and Business Continuity

The Supplier shall possess and provide to OEM and/or Customers upon request, information about disaster recovery and business continuity programs including processes, policies, and procedures related to safety standards, preparing for recovery or continuation of Product availability critical to Customers.

2.19 Workplace Hazardous Material Information System

The Supplier shall ensure Workplace Hazardous Materials Information System ("WHMIS") Safety Data Sheets ("SDS") are onsite as required. Additionally, the Supplier should provide the Customer's personnel WHMIS training, as it relates to the products and equipment, in accordance with the *Ontario Occupational Health and Safety Act*, or in accordance with any comparable requirements under any comparable legislation in any other province in which the Customer may be located.

2.20 Licences, Permits, Right to Use and Approvals

The Supplier shall obtain all licences, permits, right to use and approvals required in connection with the supply of the Deliverables and provide them at Customer and OEM request. The costs of obtaining such licences, permits, right to use and approvals shall be the responsibility of, and shall be paid for by, the Supplier.

Where a Supplier is required by Applicable Law to hold or obtain any such licence, permit, right to use and approval to carry on an activity contemplated in its Proposal or in the Master Agreement, neither acceptance of the Proposal nor execution of the Master Agreement by OEM shall be considered an approval by OEM for the Supplier to carry on such activity without the requisite licence, right to use or approval.

2.21 Financial Administration Act Section 28

In accordance with the requirements of the *Financial Administration Act* ("FAA"), notwithstanding anything else in the CSA, or in any other agreement between the Customer and the Supplier executed to carry out the Deliverables provided for herein, the remedies, recourse or rights of the Supplier shall be limited to the Customer and to the right, title and interest owned by the Customer in and to all of its real or personal property, whether now existing or hereinafter arising or acquired from time to time. The Supplier unconditionally and irrevocably waives and releases all other claims, remedies, recourse or rights against the Crown in right of Ontario in respect of the CSA, and agrees that it shall have no remedies, recourse or rights in respect of the CSA against the Crown in right of Ontario, any Ontario Ministry, Minister, agent, agency, servant, employee or representative of the Crown or any director, officer, servant, agent, employee or representative of a Crown agency or a corporation in which the Crown holds a majority of the shares or appoints a majority of the directors or members, other than against the Customer and its assets.

If the Supplier and the Customer agree that a CSA is exempt from the application of subsection 28(1) of the *Financial Administration Act* pursuant to Ontario Regulation 376/18: Section 28 Exemptions – Colleges, the Customer represents and warrants that the CSA (i) complies with all applicable policies of the Customer; (ii) complies with all applicable laws and Ontario government directives applicable to it; and, (iii) relates to activities of the Customer that are permitted under its objects and that are undertaken within Canada. The Supplier represents and warrants that the CSA complies with all Applicable Laws and Ontario government directives applicable to it.

The Supplier agrees that it shall also comply with any similar requirements under any legislation similar to the FAA applicable in any other province or territory in which the Customer is located.

2.22 Rates

The proposed maximum Rates for Ontario Customers shall be:

- (a) Minimum percentage discount off the OEM's Canadian Manufacturer's Suggested Retail Price ("MSRP") for Products for the Term;
- (b) Maximum Rates for Services for the first year of the Master Agreement or until approximately July 2027 and;
- (c) In Canadian funds and shall include all applicable costs, including, but not limited to overhead, materials, fuel, fuel surcharge, duties, tariffs, travel and carriage, delivery, office support, profit, permits, licences, labour, insurance, and Workplace Safety Insurance Board costs and all other overhead, office support, profit, licenses including any fees or other charges required by law; and,
- (d) Exclusive of the HST, or other similar sales tax applicable to the provision of the Deliverables.

An Ontario Customer and Supplier shall mutually agree on CSA Rates (or Rates when placing an order after a CSA has been executed) and the process and timing for refreshing those Rates based on the Customer's Deliverables needs.

A Canadian Customer outside of Ontario and Supplier shall negotiate and agree on Rates and the timing for refreshing those Rates based on the Customer Product/Services needs.

2.22.1 Leasing

The Supplier shall, if requested by the Customer, provide options for Product and/or Service leasing. The terms and conditions of such leasing arrangement shall be mutually agreed upon between the Customer and the Supplier.

2.22.2 Incentives for Customers

Where feasible, the Supplier should offer incentives to Customers to promote additional cost savings resulting from better operational efficiencies including, but not limited to:

- (a) Early payment discounts;
- (b) Higher volumes; and,
- (c) Overall growth.

In consultation with OECM, the Customer may negotiate specific details related to one (1) or more financial incentives.

The financial incentives the Supplier and Customer agree to shall be incorporated into the CSA and reviewed and adjusted (e.g., annually) as required and reported to OECM as part of the sales reporting.

The financial incentive to Customers can be reviewed and adjusted annually as required.

2.22.3 Travel Expenses

Travel expenses are included in the cost of the Products and Services. However, in extenuating circumstances, the Supplier may obtain prior approval from the Customer for costs incurred because of accommodation or travel. These costs must be charged in accordance with the Customer's travel policy, as may be amended from time to time. Suppliers may obtain applicable rates from the Customer. All such pre-approved costs, where applicable, must be itemized separately on invoices.

Customers shall not be responsible for any meal, hospitality, or incidental expenses incurred by the Supplier, whether incurred while travelling or otherwise including,

- (a) Meals, snacks and beverages;
- (b) Gratuities;
- (c) Laundry or dry cleaning;
- (d) Valet services;
- (e) Dependent care;
- (f) Home management; and,
- (g) Personal telephone calls.

2.22.4 OECM Cost Recovery Fee

As a not-for-profit/non-share capital corporation, OECM recovers its operating costs from its agreements through a Cost Recovery Fee ("CRF"). CRFs from the resulting Master Agreement from this RFP and other OECM agreements are structured to support OECM's financial model, while providing savings to Customers.

The Supplier shall pay to OECM a maximum CRF of one-point-nine-six percent (1.96%) on all Deliverables invoiced by the Supplier to the Customers throughout the Term.

CRF will be calculated as follows:

EXAMPLE OF HOW CRF WILL BE CALCULATED WITH A CRF = 1.96%				
Total Sales per Quarter	Calculation	CRF	HST	Total CRF Payment to OECM
1st - \$100,000	\$100,000 x 1.96% CRF	\$1,960	\$254.80	\$2,214.80
2nd - \$200,000	\$200,000 x 1.96% CRF	\$3,920	\$509.60	\$4,429.60
3rd - \$50,000	\$50,000 x 1.96% CRF	\$980	\$127.40	\$1,107.40
4th - \$50,000	\$50,000 x 1.96% CRF	\$980	\$127.40	\$1,107.40
Total CRF Payment to OECM for <u>first year of the Master Agreement</u>:				\$8,859.20

The CRF and applicable HST shall be paid to OECM on a quarterly basis throughout the Term, via EFT, as follows:

Calendar Quarter	Months	CRF Payment Due Date
1st	January, February, March	May 15
2nd	April, May, June	August 15
3rd	July, August, September	November 15
4th	October, November, December	February 15

The CRF will be reviewed (e.g., annually) and may, at OECM's sole discretion, be adjusted downwards for remaining Term.

The Supplier shall be responsible for paying interest, as specified in Article 4.08 of the Master Agreement, for late CRF payments.

Upon termination or expiry of the Master Agreement, the Supplier will submit all outstanding CRF payments within thirty (30) days of the Master Agreement termination or expiry date.

2.23 Order Management

The Supplier shall provide a variety of ways for Customers to order Deliverables including, but not limited to:

- (a) Electronic Data Interchange ("EDI");
- (b) Email;
- (c) Fax;
- (d) Supplier's online ordering process.
- (e) Toll free phone; and/or,
- (f) Via purchase order through the Customer's system;

Where applicable, Customers may need to perform integration testing on the Supplier's online ordering system to ensure it is compatible with the Customers' systems, policies and procedures.

2.23.1 Minimum Order

The Supplier shall **not** have any minimum order value or volume requirements.

2.23.2 Quotations

The Supplier shall, upon a Customer request, provide a written quote for Deliverables including, but not be limited to:

- (a) Proposed Deliverables and quantities;
- (b) Delivery dates/locations;
- (c) Payment terms;
- (d) Quotation expiry date (e.g., not less than one (1) week); and,
- (e) Final net Rates.

2.23.3 Order Acceptance and Acknowledgement

The Supplier shall acknowledge a Customer's order, which may be a result of a valid quotation, upon receipt. Additionally, the Supplier shall accept or reject the order by Customer immediately or within one (1) Business Day of receipt or as mutually agreed upon between the Customer and Supplier.

The Supplier will include in this acknowledgement, any Deliverables ordered that cannot be fulfilled (e.g., back orders). The Customer, at its sole discretion may:

- (a) Cancel part of or the entire order;
- (b) Ask the Supplier to ship only available Products and cancel any backorders; and/or,
- (c) Agree to an alternative delivery schedule based on anticipated Product availability.

2.23.4 Rate Protection After Order Acceptance

Once a Customer's order has been submitted and accepted by the Supplier, the Supplier shall honor the final net Rates contained in that order.

The Supplier shall **not** increase net Rates, impose additional surcharges, or otherwise alter the Rates for that order or at any time after the order is accepted.

2.23.5 No Cancellation Due to Rate Changes

The Supplier shall not cancel, reject, delay, or require resubmission of an accepted order for the purpose of revising net Rates or imposing additional charges due to market fluctuations, component shortages, increased manufacturing costs, supply chain disruptions, allocation changes, or other cost-related factors.

2.23.6 Customer Order Changes and/or Cancellation

The Supplier shall accept new orders, order changes and/or cancellation as may be required based on Customer's requirements, within timelines mutually agreed upon between the Customer and the Supplier at no additional cost to the Customer.

2.23.7 Coordinating Bulk Purchases

The Supplier shall support coordinated bulk purchases initiated by OEMC and/or Customers for several Customers during the Term. If this occurs, OEMC or the Customer may negotiate a lower Rate with the Supplier for bulk purchases. Lead time and/or delivery locations, per Customer, for bulk purchases may differ. OEMC or the Customer will ensure reasonable lead times for bulk purchases are requested.

OEMC and/or Customers may consolidate various Customer volumes and coordinate bulk purchases. Once Products have been received at Customer's location, the Supplier shall invoice each Customer accordingly.

2.23.8 Electronic Commerce

Customers currently use a variety of ERP, e-Procurement or financial systems (e.g., PeopleSoft, Jaggaer) for processing orders and payments. To support these processes, the Supplier will provide reasonable technology and implementation support, at any time during the Term, at no additional cost to the Customer.

2.24 Delivery

The Supplier shall deliver all Products Delivered Duty Paid ("DDP") to inside the door or the dock of the Ontario Customer's location. For certainty, the Supplier shall **not** invoice an Ontario Customer for any delivery costs.

A Canadian Customer outside of Ontario and the Supplier shall negotiate and agree upon delivery and related logistical arrangements and costs.

The Supplier shall deliver orders with correct Products and quantities within the lead time and specific Customer locations, if requested.

The Supplier shall ensure Products are packaged appropriately for safe delivery. All deliveries must include a packing slip specifying the Customer's required information (e.g., name of the employee who placed the order, purchase order number, Products and quantities ordered/shipped/back ordered (if any), and catalogue number.

The Supplier agrees that all Products delivered shall be subject to the Customer's inspection and approval following delivery and may be rejected and returned in whole or in part, at the Supplier's expense, if non-conforming (e.g., to the order, quantity or quality). Payment by the Customer shall not constitute or be deemed to be acceptance or approval of any delivery, in whole or in part.

The Supplier shall ensure that all deliveries are made by the Supplier's own transportation fleet or a reputable transportation company that allows for tracking of the shipments.

2.24.1 Delivery Lead Times

The Supplier should deliver Products within five (5) Business Days or as mutually agreed upon between the Customer and Supplier. Non-standard Products may require a longer delivery lead time. The Customer and the Supplier should determine and agree upon Product delivery lead times when executing a CSA or placing an order after a CSA has been executed.

The Supplier shall co-ordinate directly with the Customer regarding the status of orders, and delivery.

2.24.2 Back Orders

The Supplier shall communicate back orders at the time of the order acknowledgement with an estimated delivery date, Customers will have an option to cancel or accept the back orders.

2.24.3 Product Substitution

The Supplier shall only substitute Products with prior written approval from Customer and must be provided at the same or lower Rates as in the initial order, unless otherwise agreed in writing between the Customer and the Supplier.

2.24.4 Damaged or Defective Product Shipment

The Supplier agrees that the Customer may not accept the delivery of the Products if it is:

- (a) Damaged (or the packaging is damaged);
- (b) Not delivered as agreed; or,
- (c) Substituted without prior approval of the Customer.

The Supplier shall be responsible for all shipping costs related to the return and replacement (e.g., immediately if required by Customer) of any damaged or defective Products from the Customer's location. Customers will not be responsible for any additional costs (e.g., re-stocking fees) due to damaged or defective Products received.

2.24.5 Returns

The Supplier shall accept all Products returned by the Customer that were ordered incorrectly and not used within thirty (30) days from delivery date, at no additional cost (e.g., restocking or shipping fee) to the Customer.

2.24.6 Recalls

The Supplier shall ensure that Products meet current safety standards and regulations and shall advise OEM and Customers of any changes with regulatory agencies related to the Products, which may impact the future availability of Products, or support of the Products.

The Supplier shall immediately report recalled Products to OEM and Customers advising applicable details (e.g., model number, serial number). Supplier shall comply with the requirements of any Applicable Law in respect to recalled Products and repair or replace the Product at no additional cost to Customer.

2.24.7 Discontinued Products

The Supplier shall not arbitrarily discontinue Products and shall provide the Customer with sufficient notice (e.g., within sixty (60) days) prior to discontinuation.

Further, the Supplier shall ensure that in the event a Product becomes unavailable, and a replacement is proposed, the replacement Product shall have equal or greater functional capabilities/specifications than those of the retiring Product at a similar Rate.

2.25 Invoicing

The Supplier shall provide flexibility in invoicing processes. The Customer and the Supplier shall mutually agree to invoicing details when executing a CSA or when placing an order after a CSA has been executed.

The Supplier's invoices, in either paper or electronic format, as detailed in the Customer's CSA shall be itemized and contain, at a minimum, the following information:

- (a) Customer name and location;
- (b) Customer purchase order number (if applicable) and order date;
- (c) Description of Deliverables provided, quantities and Rates; and,
- (d) Harmonized Sales Tax ("HST") and total cost.

2.25.1 Payment Terms and Methods

The Supplier shall accept payment from Customers by cheque, Purchasing Card, Visa Payables Automation (via ghost card) or Electronic Funds Transfer ("EFT") at no additional cost to the Customer.

Different payment terms may be agreed to when executing a CSA (e.g., 2%/10 early payment discount for Customers).

Note – the Customer's common payment terms are net thirty (30) days. The Customer's payment terms will not be in effect until the Supplier provides an accurate invoice.

2.25.2 Electronic Fund Transfer

The Supplier shall provide the Customer with the necessary banking information to enable EFT, at no additional cost to the Customer, for any related invoice payments including, but not limited to:

- (a) A void cheque;
- (b) Financial institution's name;
- (c) Financial institution's transit number;

- (d) Financial institution's account number; and,
- (e) Email address for notification purposes.

2.26 Supplier Support to Customers

The Supplier shall provide effective support to Customers including, but not limited to:

- (a) Providing a robust online self-service capability (e.g., Product/Service/Rate inquiries, availability, inventory constraints, ordering, lead times, reporting);
- (b) Providing a responsive Supplier representative (with applicable back-up) assigned to support Customer's needs by providing day-to-day and ongoing administrative support, and operational support;
- (c) Managing issue resolution in a timely manner;
- (d) Complying with agreed upon escalation processes to resolve outstanding issues;
- (e) Responding to Customer's inquiries (e.g., to day-to-day activities) within one (1) Business Day;
- (f) Ensuring minimal disruption to the Customer;
- (g) Providing easy access to the Supplier (e.g., online, toll free telephone number, email, voicemail, chat or fax);
- (h) Providing training/demonstrations, knowledge transfer, and no-cost educational events (e.g., webinars), if available;
- (i) Establishing an ongoing communications program with the Customer (e.g., new initiatives, innovation, sustainability);
- (j) Adhering to the Customer's confidentiality and privacy policies (e.g., related to student's private information);
- (k) Providing written notice to Customers on any scheduled shut down that would impact services (e.g., inventory count, relocation of warehouse, website maintenance);
- (l) Provide Customer reporting; and,
- (m) Attending meetings with Customers, as requested.

2.26.1 Transition Support

The Supplier should, at no additional cost to the Customer, provide transition support with minimal service disruption. The Supplier will provide implementation and training plans to Customers for approval prior to the implementation as required.

2.27 Supplier Management Support to OECM

OECM will oversee the Master Agreement, and the Supplier shall provide appropriate Master Agreement management support including, but not limited to:

- (a) Assigning to OECM a Supplier Representative and team responsible for supporting and overseeing all aspects of the Master Agreement;
- (b) Working and acting in an ethical manner demonstrating integrity, professionalism, accountability, transparency and continuous improvement;
- (c) Promoting the Master Agreement within the Customer community;
- (d) Maintaining OECM's and Customer's confidentiality by not disclosing Confidential Information without the prior written consent of OECM and/or the Customer, as the case may be, as further described in Appendix A – Form of Master Agreement;

- (e) Attending business review meetings with OECM to review such information as:
 - i. CSAs and upcoming opportunities;
 - ii. Authorized Reseller status; and,
 - iii. Review and monitor performance management compliance;
- (f) Complying with Appendix E – OECM's Supplier Code of Conduct requirements as described on the OECM website at <https://oecm.ca/suppliers/#code-of-conduct>;
- (g) Managing issue resolution in a timely manner;
- (h) Complying with agreed upon escalation processes to resolve outstanding issues;
- (i) Timely submission of reports as described in Appendix C – Supplier Reporting Requirements; and,
- (j) Complying with Master Agreement close out processes (e.g., ensuring all Master Agreement obligations have been fulfilled, such as submission of final reporting and CRF payments to OECM).

2.27.1 Master Agreement Award and Launch

The Supplier will meet with OECM to discuss an effective launch strategy, and shall provide:

- (a) Supplier's profile and logo;
- (b) Supplier's contact information;
- (c) Customer engagement strategy;
- (d) Access to knowledge sharing materials (e.g., webinars);
- (e) Marketing materials; and,
- (f) Other relevant materials.

2.27.2 Promoting OECM Master Agreements

To support Customers, OECM and the Supplier will work together to encourage the use of the Master Agreement resulting from this RFP.

The Supplier will actively promote the Master Agreement to Customers which may include, but not be limited to:

- (a) Conducting sales and marketing activities directly to onboard Customers;
- (b) Executing CSAs with interested Customers;
- (c) Providing excellent and responsive Customer support;
- (d) Gathering and maintaining Customer and market intelligence, including contact information;
- (e) Identifying Customer savings; and,
- (f) Identifying improvement opportunities (e.g., new Products/Services).

OECM will promote the use of the Master Agreement with Customers which may include, but not be limited to:

- i. Using online communication tools to inform and educate;
- ii. Holding information sessions and webinars, as required;
- iii. Attending, where appropriate, Customer and Supplier events;
- iv. Facilitating CSA execution, where appropriate;

- v. Facilitating Second Stage requests, as required;
- vi. Providing effective business relationship management;
- vii. Managing and monitoring Supplier performance;
- viii. Facilitating issue resolution; and,
- ix. Marketing Supplier promotions.

2.27.3 Supplier Performance Management Scorecard

To ensure Master Agreement requirements are met, the Supplier's performance will be measured and tracked by OEMC as described in Appendix D – Supplier Performance Management Scorecard.

2.27.4 Rate Refresh

OEMC's goal is to keep Rates as low as possible for Customers. The Supplier may, however, request a Service Rate refresh annually for Ontario Customers, effective on the first anniversary date of the Master Agreement and every anniversary date thereafter. Product Rates for Ontario Customers shall be firm for the entire Term.

The Supplier shall provide a written notice to OEMC at least one-hundred-and-twenty (120) days prior to the Master Agreements' anniversary date annually if requesting a Rate refresh.

In extenuating circumstances, however, OEMC may consider a Rate adjustment substantially affecting the provision of Products and/or Services, such as, inevitable changes imposed by OEMs, new or changed municipal, provincial, or federal regulations, by-laws and fluctuations in foreign exchange rates as published by the Bank of Canada, tariffs, or ordinances. Any such request from the Supplier must be accompanied and supported by documentation deemed appropriate by OEMC. OEMC may use a third-party index (e.g., Consumer Price Index ("CPI")) in its Rates review. The Supplier must submit documentation (i.e., Rate impact analysis) demonstrating how the request affects the delivery of Products/Services in this Master Agreement. OEMC will not consider any fixed costs or overhead adjustments in its review of the Supplier's documentation.

As part of any review OEMC will consider Rate adjustments that reflect changes in operation, adjustments due to new or changed municipal, provincial, or federal regulations, by-laws, and fluctuations in foreign exchange rates as published by the Bank of Canada, tariffs, or ordinances. Any Rate refresh request from a Supplier must be accompanied by supporting documentation (e.g., detailed calculations and individual Customer impact analysis, letter from OEM) to support the Rate adjustment request. OEMC may use a third-party index (e.g., CPI) in its Rates review. OEMC will not consider any fixed costs or overhead adjustments in its review.

Volumes and Supplier performance (i.e., Supplier Performance Management Scorecard and/or Supplier Recognition Program evaluation results) will be considered when contemplating a Rate refresh.

If a proposed Rate refresh was agreed upon between OEMC and the Supplier, the new Rates would only be applicable to Products and/or Services ordered after the effective date of the new Rates. The effective date of the Rate change must allow Customers a minimum of thirty (30) days' prior notice from OEMC. If, however, a proposed Rate increase is not accepted by OEMC the Master Agreement may be terminated within one-hundred and twenty (120) days unless the Supplier agrees to withdraw its request for a Rate increase and continue the provision of the Products and/or Services at the existing agreed upon Rates.

If a Rate refresh is not requested, the existing Rates shall remain in effect until the next Rate refresh opportunity, if any.

Decreases to the maximum Rates and/or increases to the minimum percentage discount off the OEM's Canadian MSRP shall be accepted at any time during the Term.

Based on above, the Master Agreement will be amended, if needed.

2.27.5 Process to Add Other Products/Services

During the Term the Supplier may request adding other Products/Services (e.g., newly available) to the Master Agreement to align with Customer needs. OECM will review and assess the request and may accept or reject based on Products/Services in the current Master Agreement and Customer needs.

The Supplier shall provide written notice to OECM of at least one hundred and twenty (120) days if requesting a Product/Service refresh.

Additional Product/Service requests from the Supplier must be accompanied by appropriate documentation (e.g., Product/Service description, and rationale for the addition, proposed Rates).

Volumes and Supplier's performance (i.e., as described in Appendix D – Supplier Performance Management Scorecard and/or Supplier Recognition Program evaluation results) will be considered when contemplating adding Products/Services. In the event the Supplier's performance is poor and/or unacceptable, OECM may not agree to the Supplier's Product/Service refresh request. All other Products/Services shall remain unchanged.

Rates, for newly added Products/Services, will be negotiated at the time of the request.

Based on above, the Master Agreement will be amended, if needed.

2.27.6 Saving Calculation

OECM tracks, validates, and reports savings on its agreements. Collaborative procurement processes enable several types of savings including direct and indirect savings (e.g., process improvement, lead time reduction, standardization, economies of scale, cost avoidance).

The Supplier shall report Customer savings (e.g., Master Agreement Rate versus Rate invoiced to Customer, total cost of ownership, cost avoidance and/or other savings).

2.27.7 OECM's Supplier Recognition Program

OECM's suppliers play a fundamental role in ensuring Customers' needs are met with consistent and exceptional service. As part of OECM's efforts to provide greater value to Customers and support its Supplier selection process across OECM agreements, OECM has a Supplier Recognition Program. Through the Supplier Recognition Program, OECM objectively assesses a supplier's performance using an open, fair and transparent framework to recognize and reward top-performing Suppliers on an annual basis.

Further details will be provided to the Suppliers.

2.27.8 Reporting to OECM

The Supplier shall be responsible for providing reports as further described in Appendix C – Supplier Reporting Requirements.

Report details will be discussed and established at the Master Agreement finalization stage between OECM and the Preferred Proponent. Other reports may be added, throughout the Term, if mutually agreed upon between OECM and the Supplier, and/or the Customer and Supplier.

[End of Part 2]

PART 3 – EVALUATION OF PROPOSALS

3.1 Stages of Proposal Evaluation

OECM will conduct the evaluation of Proposals in the following stages:

Stage	Description	Refer to RFP Section	Scoring Methodology and Maximum Points (if applicable)	Minimum Threshold Requirement (if any)
Stage I	Qualification Response	3.2	Pass/Fail	Pass
Stage II	Technical Response	3.3	400 Points	240 Points
Stage III	Commercial Response	3.4	600 Points	Not Applicable
Stage IV	Cumulative Score	3.5	1,000 Points	Not Applicable
Stage V	Tie Break Process	3.6	Not Applicable	Not Applicable
Stage VI	Negotiations	3.7	Not Applicable	Not Applicable
Stage VII	Master Agreement Finalization	3.8	Not Applicable	Not Applicable

3.2 Stage I – Review of Qualification Responses (Pass/Fail) per Proposal

Stage I will consist of a review to determine which Proposals comply with all qualification requirements.

The Proponent **must** complete the following forms in the Ontario Tenders Portal (“OTP”) to qualify and proceed to the next stage of evaluation.

Title	OTP Envelope
Qualification Response	Qualification
Appendix B – Commercial Response (in Microsoft Excel format only)	Commercial
Appendix F – OEM Undertaking per OEM	Qualification

If the Proponent fails to insert information contained in the above forms, OECM may provide an opportunity to rectify such deficiency within a period of two (2) Business Days from notification thereof. Only Proponents satisfying the identified deficiencies within allotted time will proceed to Stage II.

Other than inserting the information requested on the qualification submission forms set out above, the Proponent may not make any changes to any of the forms. Any Proposal containing any such changes, whether on the face of the form or elsewhere in the Proposal, may be disqualified.

A Proponent’s eligibility must be demonstrated before a Proposal may be accepted. The Proponent must not be a U.S. Business as defined in this RFP.

3.3 Stage II – Technical Response per Proposal

Stage II will consist of an evaluation and scoring of the Technical Response of each Eligible Proposal.

The Technical Response includes a series of questions the Proponent is required to respond to in order to demonstrate the Proponent’s ability to fulfill the RFP Deliverables. Only information contained within the Technical Response will be evaluated.

Only Eligible Proposals that meet or exceed the minimum point requirements will receive a **pass** in this stage and proceed to Stage III of the evaluation process.

Point allocations for the Technical Response sections are as follows:

Technical Response Sections	Available Points	Minimum Points
1. Proponent's Experience and Qualifications	170	102
2. Proponent's Customer Support	170	102
3. Proponent's ESGI Practices	60	36
TOTAL POINTS:	400	240

Detailed point allocations are set out in the Technical Response on OTP.

In the case that contradictory information or information that contains conditional statements is provided, OEM will determine whether the response complies with the requirements, and may seek clarification from the Proponent.

An Eligible Proposal that does not respond to a particular question (e.g., it is left blank) or contains a response of N/A or not applicable will receive a zero (0) score.

Stage II resulting scores per Eligible Proposal will be used when determining the cumulative score as described below in Section 3.5.

3.4 Stage III – Commercial Response per OEM

Stage III will consist of an evaluation and scoring of the Commercial Response, per OEM, for each Eligible Proposal.

Point allocations for the Commercial Response sections per OEM are as follows:

Commercial Response Sections per OEM	Available Points
1. Products/Services	400
2. Warranty Services	200
3. Other Products/Services	Not Evaluated/Scored
TOTAL POINTS:	600

Detailed point allocations are set out in Appendix B – Commercial Response on OTP.

Rates will be evaluated using a relative formula. See example below:

EXAMPLE OF COMMERCIAL RESPONSE EVALUATION FOR ADDITIONAL WARRANTY AT TIME OF PURCHASE		
Proposed Rates	Calculation	Resulting Points
If Proponent 1 proposes the lowest Rate of \$10.00, it would receive 100% of the points allocated.	$\$10 \div \$10 \times 5 \text{ Points}$	5
If Proponent 2 proposes the second lowest Rate of \$20.00, it would receive 50% of the points allocated.	$\$10 \div \$20 \times 5 \text{ Points}$	2.5
If Proponent 3 proposes the third lowest Rate of \$40.00, it would receive 25% of the points allocated.	$\$10 \div \$40 \times 5 \text{ Points}$	1.25

Where \$0.00 is entered in any Rate cell, it is deemed to mean that the particular Product/Service **will be provided to Customers at no additional cost**. Therefore, when evaluating and scoring the Rates, an Eligible Proposal specifying \$0.00 in a Rate cell in the Commercial Response shall receive the maximum point allocation for that particular Product/Service. The remaining Eligible Proposals will be evaluated using a relative formula based on the remaining percentage of available points regardless of the Eligible Proposals of \$0.00 Rate as per below example.

EXAMPLE – WHERE FIVE (5) ELIGIBLE PROPOSALS WERE RECEIVED		
Number of Eligible Proposals with a proposed Rate of \$0.00 for a particular Product/Service	The number of remaining Eligible Proposals with a Product/Service Rate greater than \$0.00	The percentage (%) of the Product/Service sub-point allocation for the remaining Eligible Proposals will be:
1	4	80%
2	3	60%
3	2	40%
4	1	20%

Where N/A or not applicable is entered into a Commercial Response cell or a Commercial Response cell is left blank for the Product, it is deemed to mean that the particular Product/Service will **not be provided** to Customers. Therefore, when evaluating and scoring the Rates, an Eligible Proposal specifying N/A or not applicable or left blank in Appendix B – Commercial Response will receive a zero (0) point allocation for that particular pricing section.

Stage III resulting scores per Eligible Proposal and OEM will be used when determining the cumulative score as described below in Section 3.5.

3.5 Stage IV – Cumulative Score per OEM

At this stage, the scores from Stage II per Proposal, and Stage III per OEM will be combined for each Eligible Proposal.

Subject to the express and implied rights of OEM; the Proponents with the **highest scoring** Eligible Proposals **per OEM** may become the Preferred Proponents, and be invited to negotiations, as further described below.

Reference checks will be performed to confirm or clarify information provided within the Proposal. The reference checks themselves will not be scored, however, OEM may adjust Technical Response scores related to the information obtained during the reference check.

3.6 Stage V – Tie Break Process

At this stage, where two (2) or more of the highest scoring Eligible Proposals per OEM achieve a tie score at the completion of the Stage IV, OEM will break the tie by selecting the Eligible Proposal with the highest score in Stage III.

3.7 Stage VI – Negotiations

Concurrent negotiations, with the Preferred Proponents, will be based on the RFP Deliverables, and the Proposals, understanding that OEM is seeking the best overall solution and value for money for Customers.

The negotiations may include:

- (a) RFP Deliverables (including Product standards/certifications);
- (b) Master Agreement management (e.g., performance, KPIs, penalties, reporting);
- (c) Master Agreement terms and conditions;
- (d) Additional references;

(e) Rates; and,

(f) Best and Final Offer.

OECM may also request supplementary information from a Preferred Proponent to verify, clarify or supplement the information provided in its Proposal or confirm the conclusions reached in the evaluation and may include requests by OECM for improved Rates.

OECM intends to complete negotiations within fifteen (15) calendar days after notification. If, for any reason, OECM and a Preferred Proponent fail to reach an agreement within the timeframe, OECM may:

- i. Request the Preferred Proponent to submit its Best and Final Offer;
- ii. Terminate negotiations with that Preferred Proponent;
- iii. Extend the negotiation timeline; or,
- iv. Publish one (1) or some of the Suppliers, who have executed Master Agreements, within our promotional marketing launch.

Other Master Agreements, if successfully negotiated with other Preferred Proponents would be added to OECM's website later.

Upon successful negotiations, the Preferred Proponent will be invited to execute a Master Agreement.

3.8 Stage VII – Master Agreement Finalization

The Preferred Proponent will be given five (5) Business Days to execute the Master Agreement, unless otherwise specified by OECM. Once the Master Agreement has been executed, Customers may execute a CSA.

OECM shall always be entitled to exercise its rights under Section 4.6.

[End of Part 3]

PART 4 – TERMS AND CONDITIONS OF THE RFP PROCESS

4.1 General Information and Instructions

Procurement Process Non-Binding

This RFP process is non-binding, and it does not intend to create, and shall not create, a formal legally binding procurement process, and shall not give rise to the legal rights or duties applied to a formal legally binding procurement process. This procurement process shall instead be governed by the law applicable to direct commercial negotiations. For greater certainty and without limitation:

- (a) This RFP shall not give rise to any contract A – based tendering law duties or any other legal obligations arising out of any process contract or collateral contract; and,
- (b) Neither the Proponent nor OECM shall have the right to make any breach of contract, tort or other claims against the other with respect to the award of a Master Agreement, failure to award a Master Agreement or failure to honour a response to this RFP.

Non-Binding Rates

While the Proposal Rates will be non-binding prior to the execution of a written Master Agreement, such information will be assessed during the evaluation and ranking of the Proposals, as further described in Part 3 – Evaluation of Proposals. Any inaccurate, misleading, or incomplete information, including withdrawn or altered Rates, could adversely impact any such evaluation, ranking, or Master Agreement award.

4.1.1 RFP Timetable

The following is a summary of the key dates for this RFP process:

RFP Timetable	
Event	Time/Date
OECM's Issue Date of RFP:	April 8, 2026
Proponent's Information and OTP Demonstration Session:	2:00 pm on April 14, 2026
Proponent's Deadline to Submit Questions:	5:00 pm on April 20, 2026
OECM's Deadline for Issuing Answers:	April 27, 2026
Proponent's Deadline to Submit Questions Related to Addenda & Question and Answer Documents:	5:00 pm on May 4, 2026
OECM's Deadline for Issuing Final Documents:	May 8, 2026
Proponent's Intent to Submit a Proposal:	May 15, 2026
Closing Date:	2:00:00 pm on May 20, 2026
Anticipated Master Agreement Start Date:	July, 2026

Note – all times specified in this RFP timetable are local times in Toronto, Ontario, Canada.

OECM may amend any timeline, including the Closing Date, without liability, cost, or penalty, and within its sole discretion.

In the event of any change in the Closing Date, the Proponent may thereafter be subject to the extended timeline.

4.1.2 Proponent's Information and OTP Demonstration Session

The Proponent should participate in the Proponent's Information and OTP Demonstration Session, which will take place at the time set out in Section 4.1.1.

Prior to the Proponent's Information and OTP Demonstration Session, OECM will send a **Message** via OTP with the teleconference and webinar information to the Proponents who expressed interest on OTP.

The Proponent's Information and OTP Demonstration Session is an opportunity for the Proponent to enhance its understanding of the RFP process and to learn how to use OTP to submit its Proposal.

Any changes to the Proponent's Information and OTP Demonstration Session meeting date will be issued in an addendum on OTP.

Information provided during this session will be posted on OTP.

In the event of a conflict or inconsistency between the Proponent's Information and OTP Demonstration Session and the RFP, the RFP shall prevail.

The Proponent can contact OTP technical support directly for further assistance, using the contact details set out in Section 4.3.1.

4.1.3 Proponent to Follow Instructions

The Proponent should structure its Proposal in accordance with the instructions in this RFP. Where information is requested in this RFP, any response made in the Proposal should reference the applicable Section numbers of this RFP where that request was made.

4.1.4 OECM's Information in RFP Only an Estimate

OECM makes no representation, warranty or guarantee as to the accuracy of the information contained in this RFP or issued by way of addenda. Any data contained in this RFP or provided by way of addenda are estimates only and are for the sole purpose of indicating to Proponents the general size of the work.

It is the Proponent's responsibility to avail itself of all the necessary information to prepare a Proposal in response to this RFP.

4.1.5 Proponent's Costs

The Proponent will bear all costs and expenses incurred relating to any aspect of its participation in this RFP process, including all costs and expenses relating to the Proponent's participation in:

- (a) The preparation, and submission of its Proposal;
- (b) The Proponent's attendance at any meeting related to the RFP process in relation to the RFP process;
- (c) The conduct of any due diligence on its part, including any information gathering activity;
- (d) The preparation of the Proponent's own questions; and,
- (e) Any discussion and/or finalization, if any, in respect of the Form of Master Agreement.

4.2 Communication after RFP Issuance

4.2.1 Communication with OECM

All communications regarding any aspect of this RFP must be sent to OECM as a **Message** in OTP.

If the Proponent fails to comply with the requirement to direct all communications to OECM through OTP, it may be disqualified from this RFP process. Without limiting the generality of this provision, Proponents shall not communicate with or attempt to communicate with the following as it relates to this RFP:

- (a) Any employee or agent of OECM;
- (b) Any project advisor;
- (c) Any member of OECM's governing body (such as Board of Directors, or advisors);
- (d) Any employee, consultant or agent of OECM's Customers; and,
- (e) Any elected official of any level of government, including any advisor to any elected official.

4.2.2 Proponent to Review RFP

The Proponent shall promptly examine this RFP and all Appendices, including the Form of Master Agreement and:

- (a) Shall report any errors, omissions or ambiguities; and,
- (b) May direct questions or seek additional information on or before the Proponent's Deadline to Submit Questions to OECM.

All questions submitted by Proponents shall be deemed to be received once the **Message** has entered the OECM OTP inbox.

In answering a Proponent's questions, OECM will set out the question, without identifying the Proponent that submitted the question and OECM may, in its sole discretion:

- (a) Edit the question for clarity;
- (b) Exclude questions that are either unclear or inappropriate; and,
- (c) Answer similar questions from various Proponents only once.

Where an answer results in any change to the RFP, such answer will be formally evidenced through the issue of a separate addendum for this purpose.

To ensure the Proponent clearly understand issued addenda, OECM allows Proponents to ask questions related to addenda, and question and answer documents. Refer to Section 4.1.1 for timelines.

OECM is under no obligation to provide additional information but may do so at its sole discretion.

It is the responsibility of the Proponent to seek clarification, by submitting questions to OECM through OTP, on any matter it considers to be unclear. OECM shall not be responsible for any misunderstanding on the part of the Proponent concerning this RFP or its process.

4.2.3 Proponent's Intent to Submit Proposal

The Proponent should inform OECM, via OTP **Message**, by the date specified in the RFP Timetable noted in Section 4.1.1 of the RFP, if it intends to submit a Proposal in response to this RFP.

4.2.4 Proponent to Notify

In the event the Proponent has any reason to believe that an error, omission, uncertainty or ambiguity, as set out in Section 4.2.2 exists, the Proponent must notify OECM through OTP prior to submitting a Proposal.

If appropriate, OECM will then clarify the matter for the benefit of all Proponents.

The Proponent shall not:

- (a) After submission of a Proposal, claim that there was any misunderstanding or that any of the circumstances set out in Section 4.2.2 were present with respect to the RFP; and,
- (b) Claim that OECM is responsible for any of the circumstances listed in Section 4.2.2 of this RFP.

4.2.5 All New Information to Proponents by way of Addenda

This RFP may only be amended by an addendum in accordance with this Section.

If OECM, for any reason, determines that it is necessary to provide additional information relating to this RFP, such information will be communicated to all Proponents by addenda on OTP. Each addendum shall form an integral part of this RFP.

Any amendment or supplement to this RFP made in any other manner will not be binding on OECM.

Such addenda may contain important information including significant changes to this RFP. The Proponent is responsible for obtaining all addenda issued by OECM.

The Proponent who intends to respond to this RFP is requested not to cancel the receipt of addenda or amendments option provided by OTP, since it must obtain all information and documents that are issued on OTP.

In the event that a Proponent chooses to cancel the receipt of addenda or amendments, its Proposal may be rejected.

4.3 Proposal Submission Requirements

4.3.1 General

The Proponent shall submit its Proposal through OTP at <https://ontariotenders.app.jaggaer.com/esop/nac-host/public/web/login.html>.

The Proponent should contact OTP technical support if it experiences technical difficulties or to seek support about the use of OTP via:

- (a) Form on the OTP at <https://jaggaer.my.site.com/SupplierSupportRequest/s/>;
- (b) By phone at 866-722-7390; or,
- (c) Accessing website information at https://ontariotenders.app.jaggaer.com/esop/nac-host/public/attach/eTendering_responding_to_tender_guide.pdf.

To be considered in the RFP process, a Proposal must be submitted and received **before** the Closing Date as set out in Section 4.1.1 and on OTP.

The Proponent is strongly encouraged to become familiar with the use of OTP well in advance of the Closing Date.

The Proponent will not be able to submit a Proposal after the Closing Date, as OTP will close the access to the RFP on the Closing Date.

A Proposal sent by, email, facsimile, mail and/or any other means other than stated in this RFP shall **not** be considered. Notwithstanding anything to the contrary contained in any applicable statute relating to electronic documents transactions, including the *Electronic Commerce Act, 2000*, S.O. 2000, c. 17, any notice, submission, statement, or other instrument provided in respect of the RFP may not be validly delivered by way of electronic communication, unless otherwise provided for in this RFP.

4.3.2 Proposal in English

All Proposal submissions are to be in English only. Any Proposal received by OECM that is not entirely in the English language may be disqualified.

4.3.3 Proposal Submission Requirements

The Proponent is solely responsible for submitting its Proposal on OTP prior to the Closing Date.

The Proposal should be submitted in accordance with the instructions set out on OTP and in this RFP as set out below.

Description	OTP Envelope	Complete within OTP	Complete and Upload to OTP
Qualification Response	Qualification	√	
Technical Response	Technical	√	
Appendix B – Commercial Response (in Microsoft Excel format only)	Commercial		√
Appendix F – OEM Undertaking per OEM	Qualification		√

4.3.4 Other Proposal Considerations

In preparing its Proposal, the Proponent should adhere to the following:

- (a) Information contained in any embedded link will not be considered part of a Proposal, and will not be evaluated or scored;
- (b) Completely address, on a point-by-point basis, each Technical Response question in Technical Response. Technical Responses left blank and/or unanswered will receive a score of zero (0). Refer to Section 3.3;
- (c) Information attached as part of the Commercial Envelope in OTP will not be considered as part of the evaluation of Stage II - Technical Response. Refer to Section 3.3; and,
- (d) The Proposal should be complete in all respects. Proposal evaluation and scoring applies only to the information contained in the Proposal, or accepted clarifications as set out in Section 4.3.13 Clarification of Proposals.

4.3.5 Proposal Receipt by OECM

Every Proposal received will be date/time stamped by OTP.

A Proponent should allow sufficient time in the preparation of its Proposal to ensure its Proposal is received **on** or **before** the Closing Date.

4.3.6 Withdrawal of Proposal

A Proponent may withdraw its Proposal by deleting its submission on OTP **before** the Closing Date or at any time throughout the RFP process until the execution of a Master Agreement. To withdraw a Proposal after the Closing Date, the Proponent should send a **Message** to OECM through OTP.

4.3.7 Amendment of Proposal on OTP

A Proponent may amend its Proposal after submission through OTP, but only if the Proposal is amended and resubmitted **before** the Closing Date.

4.3.8 Completeness of Proposal

By submitting a Proposal, the Proponent confirms that all components required to use and/or manage the Deliverables have been identified in its Proposal or will be provided to OECM or its Customers at no additional cost. Any requirement that may be identified by the Proponent after the Closing Date or subsequent to signing the Master Agreement shall be provided at the Proponent's expense.

4.3.9 Proposals Retained by OECM

All Proposals submitted by the Closing Date shall become the property of OECM and will not be returned to the Proponent.

4.3.10 Acceptance of RFP

By submitting a Proposal, a Proponent agrees to accept the terms and conditions contained in this RFP, and all representations, terms, and conditions contained in its Proposal.

4.3.11 Amendments to RFP

Subject to Section 4.1.1 and Section 4.2.4, OECM shall have the right to amend or supplement this RFP in writing prior to the Closing Date. No other statement, whether written or oral, shall amend this RFP. The Proponent is responsible to ensure it has received all addenda.

4.3.12 Proposals will not be Opened Publicly

The Proponent is advised that there will not be a public opening of this RFP. OECM will open Proposals at a time subsequent to the Closing Date.

4.3.13 Clarification of Proposals

OECM shall have the right at any time after the Closing Date to seek clarification from any Proponent in respect of the Proposal, without contacting any other Proponent.

OECM will exercise this right in a similar manner for all Proponents.

Any clarification sought shall not be an opportunity for the Proponent to either correct errors or to change its Proposal in any substantive manner. Subject to the qualification in this provision, any written information received by OECM from a Proponent in response to a request for clarification from OECM may be considered, if accepted, to form an integral part of the Proposal.

OECM shall not be obliged to seek clarification of any aspect of any Proposal.

4.3.14 Verification of Information

OECM shall have the right, in its sole discretion, to:

- (a) Verify any Proponent's statement or claim made in its Proposal or made subsequently in a clarification, or discussion by whatever means OECM may deem appropriate, including contacting persons in addition to those offered as references, and to reject any Proponent statement or claim, if such statement or claim or its Proposal is patently unwarranted or is questionable, which may result in changes to the scores for the Proponent's Technical Response; and,
- (b) Access the Proponent's premises where any part of the work is to be carried out to confirm Proposal information, quality of processes, and to obtain assurances of viability, provided that, prior to providing such access, the Proponent and OECM shall have agreed on access terms including pre-notification, extent of access, security and confidentiality. OECM and the Proponent shall each bear its own costs in connection with access to each other's premises.

The Proponent shall co-operate in the verification of information and is deemed to consent to OECM verifying such information, including references.

4.3.15 Proposal Acceptance

The lowest price Proposal or any Proposal shall not necessarily be accepted. While price is an evaluation criterion, other evaluation criteria as set out in Part 3 will form a part of the evaluation process.

4.3.16 RFP Incorporated into Proposal

All provisions of this RFP are deemed to be accepted by each Proponent and incorporated into each Proposal.

4.3.17 Exclusivity of Contract

The Master Agreement, if any, with the Preferred Proponent will not be an exclusive agreement for the provision of the described Deliverables.

4.3.18 Substantial Compliance

OECM shall be required to reject Proposals, which are not substantially compliant with this RFP.

4.3.19 No Publicity or Promotion

No Proponent, including the Preferred Proponent, shall make any public announcement or distribute any literature regarding this RFP or otherwise promote itself in connection with this RFP or any arrangement entered into under this RFP without the prior written approval of OECM.

In the event that a Proponent, including the Preferred Proponent, makes a public statement either in the media or otherwise in breach of this requirement, in addition to any other legal remedy it may have in law, in equity or within the context of this RFP, OECM shall be entitled to take all reasonable steps as may be deemed necessary by OECM, including disclosing any information about a Proposal, to provide accurate information and/or to rectify any false impression which may have been created.

4.4 Negotiations, Timelines, Notification and Debriefing

4.4.1 Negotiations with Preferred Proponent

OECM reserves the right to accept or reject any Proposals in whole or in part; to waive irregularities and omissions, if doing so is in the best interests of OECM and its Customers.

The Preferred Proponent shall execute the Master Agreement in the form attached to this RFP with negotiated changes, if any, and satisfy any other applicable conditions of this RFP within twenty (20) days of invitation to enter into negotiations. This provision is solely to the benefit of OECM and may be waived by OECM at its sole discretion.

If the Preferred Proponent and OECM cannot execute the Master Agreement within the allotted twenty (20) days, OECM will, as described in Section 3.7 and 3.8, be at liberty to extend the timeline, request the Preferred Proponent to submit its Best and Final Offer, terminate discussions/negotiations with the Preferred Proponent, or publish one (1) or some of the Suppliers, who have executed Master Agreements within OECM's promotional marketing launch. Other Master Agreements, if successfully negotiated with other Preferred Proponents would be added to OECM's website at a later date.

4.4.2 Failure to Execute a Master Agreement

When the Preferred Proponent successfully reaches an agreement with OECM at the end of the negotiation process in accordance with the evaluation set out in this RFP, the Preferred Proponent will be allotted five (5) Business Days to execute the Master Agreement unless otherwise specified by OECM.

If the Preferred Proponent cannot execute the Master Agreement within the allotted timeframe, OECM may rescind the invitation to execute a Master Agreement or publish one (1) or some of the Suppliers, who have executed Master Agreements within OECM's promotional marketing launch. Other Master Agreements, if successfully negotiated with other Preferred Proponents would be added to OECM's website later.

In accordance with the process rules in this Part 4 – Terms and Conditions of the RFP Process, there will be no legally binding relationship created with any Proponent prior to the execution of a written agreement.

4.4.3 Master Agreement

If a Master Agreement is subsequently negotiated and awarded to a Preferred Proponent as a result of this RFP process:

- (a) Any such Master Agreement will commence upon signature by the duly authorized representatives of OECM and the Preferred Proponent; and,
- (b) May include, but not be limited to, the general Master Agreement terms contained in Appendix A – Form of Master Agreement.

4.4.4 Notification to Other Proponents

Once the Master Agreement is executed, other Proponents will be notified directly in writing and shall be notified by public posting in the same manner that the RFP was originally posted of the outcome of the procurement process and the award of the contract.

4.4.5 Debriefing

Any Proponent may request a debriefing after receipt of a notification of award. All requests must be in writing to OECM and should be made within sixty (60) days of notification of award. The intent of the debriefing information session is to aid the Proponent in presenting a better proposal in subsequent procurement opportunities. Any debriefing provided is not for the purpose of providing an opportunity to challenge the procurement process.

4.4.6 Bid Dispute Resolution

If the Proponent wishes to review the decision of OECM in respect of any material aspect of the RFP process, and subject to having attended a debriefing, the Proponent shall submit a protest in writing to OECM within ten (10) days from such a debriefing.

Any request that is not timely received will not be considered and the Proponent will be notified in writing.

A protest in writing should include the following:

- (a) A specific identification of the provision and/or procurement procedure that is alleged to have been breached;
- (b) A specific description of each act alleged to have breached the procurement process;
- (c) A precise statement of the relevant facts;
- (d) An identification of the issues to be resolved;
- (e) The Proponent's arguments and supporting documentation; and,
- (f) The Proponent's requested remedy.

For the purpose of a protest, OECM will review and address any protest in a timely and appropriate manner. OECM will engage an independent and impartial third party should the need arise.

4.5 Prohibited Communications, and Confidential Information

4.5.1 Confidential Information of OECM

All correspondence, documentation, and information of any kind provided to any Proponent in connection with or arising out of this RFP or the acceptance of any Proposal:

- (a) Remains the property of OECM and shall be removed from OECM's premises only with the prior written consent of OECM;
- (b) Must be treated as confidential and shall not be disclosed except with the prior written consent of OECM;

- (c) Must not be used for any purpose other than for replying to this RFP and for the fulfillment of any related subsequent agreement; and,
- (d) Must be returned to OECM upon request.

4.5.2 Confidential Information of the Proponent

Except as provided for otherwise in this RFP, or as may be required by Applicable Laws, OECM shall treat the Proposal and any information gathered in any related process as confidential, provided that such obligation shall not include any information that is or becomes generally available to the public other than as a result of disclosure by OECM.

During any part of this RFP process, OECM or any of its representatives or agents shall be under no obligation to execute a confidentiality agreement.

In the event that a Proponent refuses to participate in any required stage of the RFP because OECM has refused to execute any such confidentiality agreement, the Proponent shall receive no points for that particular stage of the evaluation process.

4.5.3 Proponent's Submission

All correspondence, documentation, and information provided in response to or because of this RFP may be reproduced for the purposes of evaluating the Proposal.

If a portion of a Proposal is to be held confidential, such provisions must be clearly identified in the Proposal.

4.5.4 Personal Information

Personal Information shall be treated as follows:

- (a) Submission of information – The Proponent should not submit as part of its Proposal any information related to the qualifications or experience of persons who will be assigned to provide Deliverables unless specifically requested. OECM shall maintain the information for a period of seven (7) years from the time of collection. Should OECM request such information, OECM will treat this information in accordance with the provisions of this Section;
- (b) Use – Any personal information as defined in the *Personal Information Protection and Electronic Documents Act, S.C. 2005, c.5* that is requested from a Proponent by OECM shall only be used to select the qualified individuals to undertake the Deliverables and to confirm that the work performed is consistent with these qualifications; and,
- (c) Consent – It is the responsibility of the Proponent to obtain the consent of such individuals prior to providing the information to OECM. OECM will consider that the appropriate consents have been obtained for the disclosure to and use by OECM of the requested information for the purposes described.

4.5.5 Non-Disclosure Agreement

OECM reserves the right to require any Proponent to enter into a non-disclosure agreement satisfactory to OECM.

4.5.6 Freedom of Information and Protection of Privacy Act

The *Freedom of Information and Protection of Privacy Act (Ontario)*, applies to information provided by the Proponent. Customers outside of Ontario may be subject to freedom of information and protection of privacy statutes applicable in the Province in which they are located. A Proponent should identify any information in its Proposal, or any accompanying documentation supplied in confidence for which confidentiality is to be maintained by OECM and its Customers. The confidentiality of such information will be maintained by OECM, except as otherwise required by law or by order of a court, tribunal, or the Ontario Privacy Commissioner.

By submitting a Proposal, including any Personal Information requested in this RFP, the Proponent agrees to the use of such information for the evaluation process, for any audit of this procurement process, and for contract management purposes.

4.5.7 Municipal Freedom of Information and Protection of Privacy Act

The the *Municipal Freedom of Information and Protection of Privacy Act*, R.S.O. 1990, c. M. 56 applies to information provided by the Proponent. Customers outside of Ontario may be subject to freedom of information and protection of privacy statutes applicable in the Province in which they are located. A Proponent should identify any information in its Proposal, or any accompanying documentation supplied in confidence for which confidentiality is to be maintained by OECM and its Customers. The confidentiality of such information will be maintained by OECM, except as otherwise required by law or by order of a court, tribunal, or the Ontario Privacy Commissioner.

By submitting a Proposal, including any Personal Information requested in this RFP, the Proponent agrees to the use of such information for the evaluation process, for any audit of this procurement process, and for contract management purposes.

4.5.8 Intellectual Property

The Proponent shall not use any intellectual property of OECM or Customers including, but not limited to, logos, registered trademarks, or trade names of OECM or Customers, at any time without the prior written approval of OECM and the respective Customer.

4.6 Reserved Rights and Governing Law of OECM

4.6.1 General

In addition to any other express rights or any other rights, which may be, implied in the circumstances, OECM reserves the right to:

- (a) Make public the names of any or all Proponents;
- (b) Request written clarification or the submission of supplementary written information from any Proponent and incorporate such clarification or supplementary written information, if accepted, into the Proposal, at OECM's discretion, provided that any clarification or submission of supplementary written information shall not be an opportunity for the Proponent to correct errors in its Proposal or to change or enhance the Proposal in any material manner;
- (c) Waive formalities and accept Proposals that substantially comply with the requirements of this RFP;
- (d) Verify with any Proponent or with a third party any information set out in a Proposal;
- (e) Check references other than those provided by Proponents;
- (f) With supporting evidence, disqualify any Proponent on grounds such as:
 - i. Bankruptcy or insolvency;
 - ii. False declarations;
 - iii. Significant or persistent deficiencies in performance of any substantive requirement or obligation under a prior agreement or agreements;
 - iv. Final judgments in respect of serious crimes or other serious offence; or,
 - v. Professional misconduct or acts or omissions that adversely reflect on the commercial integrity of the Proponent;
- (g) Disqualify any Proponent whose Proposal contains misrepresentations or any other inaccurate or misleading information;
- (h) Disqualify any Proponent whose Proposal is determined by OECM to be non-compliant with the requirements of this RFP;

- (i) Disqualify any Proponent that is, or at anytime becomes prior to the award of the Master Agreement, a U.S. Business;
- (j) Disqualify a Proposal based upon the past performance or on inappropriate conduct in a prior procurement process, or where the Proponent has or the principals of a Proponent have previously breached an agreement with OECM, or has otherwise failed to perform such agreement to the reasonable satisfaction of OECM (i.e., has not submitted required reporting and/or Cost Recovery Fees to OECM);
- (k) Disqualify any Proponent, who, in relation to this RFP or the evaluation and selection process, has engaged directly or indirectly in any form of political or other lobbying whatsoever to influence the selection of the Supplier.
- (l) Disqualify the Proponent who has been charged or convicted of an offence in respect of an agreement with OECM, or who has, in the opinion of OECM, engaged in any illegal business practices, including activities such as bid-rigging, price-fixing, bribery, fraud, coercion or collusion, unethical conduct, including lobbying as described above or other forms of deceitfulness, or other inappropriate communications offering gifts to any employees, officers, agents, elected or appointed officials or other representatives of OECM, or where the Proponent reveals a Conflict of Interest or Unfair Advantage in its Proposal or a Conflict of Interest or evidence of any Unfair Advantage is brought to the attention of OECM;
- (m) Disqualify any Proposal of any Proponent who has breached any Applicable Laws or who has engaged in conduct prohibited by this RFP, including where there is any evidence that the Proponent or any of its employees or agents colluded with any other Proponent, its employees or agents in the preparation of the Proposal;
- (n) Make changes, including substantial changes, to this RFP provided that those changes are issued by way of addenda in the manner set out in this RFP;
- (o) Accept or reject a Proposal if only one (1) Proposal is submitted;
- (p) Reject a Subcontractor proposed by a Proponent within a Consortium;
- (q) Select any Proponent other than the Proponent whose Proposal reflects the lowest cost to OECM;
- (r) Cancel this RFP process at any stage and issue a new RFP for the same or similar requirements, including where:
 - i. OECM determines it would be in the best interest of OECM not to award a Master Agreement,
 - ii. the Proposal prices exceed the bid prices received by OECM for Deliverables acquired of a similar nature and previously done work,
 - iii. the Proposal prices exceed the costs OECM, or its Customers would incur by doing the work, or most of the work, with its own resources,
 - iv. the Proposal prices exceed the funds available for the Deliverables, or,
 - v. the funding for the acquisition of the proposed Deliverables has been revoked, modified, or has not been approved,

and where OECM cancels this RFP, OECM may do so without providing reasons, and OECM may thereafter issue a new request for proposals, request for qualifications, sole source, or do nothing;
- (s) Discuss with any Proponent different or additional terms to those contained in this RFP or in any Proposal;
- (t) Accept any Proposal in whole or in part;
- (u) If OECM receives a Proposal from a Proponent with Rates that are abnormally lower than the Rates in other Proposals, OECM may verify with the Proponent that the Proponent satisfies the conditions for participation and is capable of fulfilling the Master Agreement; or,

- (v) Reject any or all Proposals in its absolute discretion, including where a Proponent has launched legal proceedings against OECM and/or its Customers or is otherwise engaged in a dispute with OECM and/or its Customers;

and these reserved rights are in addition to any other express rights or any other rights which may be implied in the circumstances and OECM shall not be liable for any expenses, costs, losses or any direct or indirect damages incurred or suffered by any Proponent or any third party resulting from OECM exercising any of its express or implied rights under this RFP.

By submitting a Proposal, the Proponent authorizes the collection by OECM of the information set out under (d) and (e) in the manner contemplated in those subparagraphs.

4.6.2 Rights of OECM – Proponent

If the Preferred Proponent fails or refuses to execute the Master Agreement within the allotted time from being notified, OECM may, in its sole discretion:

- (a) Extend the period for concluding the Master Agreement, provided that if substantial progress towards executing the Master Agreement is not achieved within a reasonable period of time from such extension, OECM may, in its sole discretion, terminate the discussions;
- (b) Exclude the Preferred Proponent from further consideration and begin discussions with the next highest scoring Proponent without becoming obligated to offer to negotiate with all Proponents; or,
- (c) Exercise any other applicable right set out in this RFP including, but not limited to, cancelling the RFP and issuing a new RFP for the same or similar Deliverables.

OECM may also cancel this RFP in the event the Preferred Proponent fails to obtain any of the permits, licences, and approvals required pursuant to this RFP.

4.6.3 No Liability

The Proponent agrees that:

- (a) Any action or proceeding relating to this RFP process shall be brought in any court of competent jurisdiction in the Province of Ontario and for that purpose the Proponent irrevocably and unconditionally attorns and submits to the jurisdiction of that Ontario court;
- (b) It irrevocably waives any right to and shall not oppose any Ontario action or proceeding relating to this RFP process on any jurisdictional basis; and,
- (c) It shall not oppose the enforcement against it, in any other jurisdiction, of any judgement or order duly obtained from an Ontario court as contemplated by this RFP.

The Proponent further agrees that if OECM commits a material breach of OECM's obligations pursuant to this RFP, OECM's liability to the Proponent, and the aggregate amount of damages recoverable against OECM for any matter relating to or arising from that material breach, whether based upon an action or claim in contract, warranty, equity, negligence, intended conduct, or otherwise, including any action or claim arising from the acts or omissions, negligent or otherwise, of OECM, shall be no greater than the Proposal preparation costs that the Proponent seeking damages from OECM can demonstrate. In no event shall OECM be liable to the Proponent for any breach of OECM's obligations pursuant to this RFP, which does not constitute a material breach thereof. The Proponent acknowledges and agrees that the provisions of the *Broader Public Sector Accountability Act, 2010* shall apply notwithstanding anything contained herein.

4.6.4 Assignment

The Proponent shall not assign any of its rights or obligations hereunder during this RFP process without the prior written consent of OECM. Any act in derogation of the foregoing shall be null and void.

4.6.5 Entire RFP

This RFP and all Appendices form an integral part of this RFP.

4.6.6 Reservation of Copyright

This work, including all addenda, schedules, appendices, and attachments hereto, is protected by copyright law. OECM, as the copyright holder, hereby reserves all rights, including but not limited to the rights of reproduction, distribution, display, performance, adaptation, and translation. No part of this work may be reproduced, distributed, or used in any form or by any means, electronic or mechanical, in whole or in part, without the prior written permission of OECM. This includes, without limitation, the right to create derivative works, to authorize others to exercise these rights, and to enforce these rights. Any unauthorized use, reproduction, distribution of this work, in whole or in part, will constitute a violation of the OECM's copyright and will be pursued to the fullest extent permitted by law, including legal prosecution.

4.6.7 Priority of Documents

In the event of any inconsistencies between the terms, conditions, and provisions of the main part of the RFP and the Appendices, the RFP shall prevail over the Appendices during this RFP process.

4.6.8 Disqualification for Misrepresentation

OECM may disqualify the Proponent or rescind a Master Agreement subsequently entered if the Proponent's Proposal contains misrepresentations or any other inaccurate, misleading or incomplete information.

4.6.9 References and Past Performance

The evaluation may include information provided by the Proponent's references and may also consider the Proponent's past performance with OECM and/or its Customers.

4.6.10 Cancellation

OECM may cancel or amend the RFP process without liability at any time.

4.6.11 Competition Act

Under Canadian law, a Proposal must be prepared without conspiracy, collusion, or fraud. For more information, refer to the Competition Bureau website at <http://www.competitionbureau.gc.ca/eic/site/cb-bc.nsf/eng/home>, and in particular, part VI of the *Competition Act*, R.S.C. 1985, c. C-34.

4.6.12 Trade Agreements

The Proponent should note that procurements coming within the scope of either Chapter 5 of the Canadian Free Trade Agreement, Chapter 19 of the Comprehensive Economic and Trade Agreement ("CETA") or within the scope of the Trade and Cooperation Agreement between Quebec and Ontario are subject to such agreements, although the rights and obligations of the parties shall be governed by the specific terms of this RFP.

For more information, refer to the following:

- (a) Canadian Free Trade Agreement website at <https://www.cfta-alec.ca/>;
- (b) Trade and Cooperation Agreement between Quebec and Ontario at <https://www.cfta-alec.ca/wp-content/uploads/2017/07/OQTCA-Consolidated-Jan-24-2017.pdf>; and,
- (c) Comprehensive Economic and Trade Agreement at <http://www.international.gc.ca/gac-amc/campaign-campagne/ceta-aecg/index.aspx?lang=eng>.

4.6.13 Governing Law

The terms and conditions in this Part 4:

- (a) Are included for greater certainty and are intended to be interpreted broadly and separately (with no particular provision intended to limit the scope of any other provision);
- (b) Are non-exhaustive (and shall not be construed as intending to limit the pre-existing rights of the parties to engage in pre-contractual discussions in accordance with the common law governing direct commercial negotiations); and,

The terms and conditions of this RFP are to be governed by and construed in accordance with the laws of the province of Ontario and the federal laws of Canada applicable therein.

[End of Part 4]

APPENDIX A – FORM OF MASTER AGREEMENT

This Appendix is posted on OTP as a separate PDF document.

APPENDIX B – COMMERCIAL RESPONSE

The Proponent must complete this Appendix, posted as a separate Microsoft Excel document, and upload it into OTP.

The Proponent may not make any changes to any of the RFP forms, including Appendix B – Commercial Response. Any Proposal containing any such changes, whether on the face of the form or elsewhere in the Proposal, may be disqualified.

APPENDIX C – SUPPLIER REPORTING REQUIREMENTS

Once CSAs have been executed, the Supplier must submit the following reports for the duration of the Term. All reports must be submitted via OEMC's supplier portal according to the frequency set out below.

Supplier Reporting Requirements		
Sales Reporting	Frequency	Due Date
Sales Reporting including, but not limited to: (a) Customer's name; (b) Customer's sector (e.g., School Board, Municipality); (c) Invoice number and date; (d) Customer's purchase order number, if applicable; (e) Detailed Product and Service description and type; (f) OEM's part number; (g) Supplier's part number; (h) Unit of measure; (i) Product and/or Service provided; (j) Quantity invoiced/sold; (k) Gross and net Rates (after percentage discount has been applied); (l) Savings; and, (m) Cost Recovery Fee.	Monthly	8th Business Day following each Month
Performance Reporting	Frequency	Due Date
(a) KPI Report - As set out in Appendix D – Supplier Performance Management Scorecard; and, (b) Performance results specific to Customer's KPIs.	Quarterly	8th Business Day following each Calendar Quarter
CSA Reporting	Due Date	
(a) Provide a copy of each fully executed CSA.	Within thirty (30) days of CSA execution	
Other Reporting		
May include: (a) Sales Forecasting Reports i. By November 15 – for the next calendar year; ii. By March 15 – for April to December, if the forecast in (a) above has changed; and, iii. By July 15 – for August to December, if the forecast in (b) above has changed. (b) Specific Customer Reports, as requested (e.g., purchase orders and invoices). (c) OEMC Ad Hoc Reports - As requested and mutually agreed upon including, but not limited to: i. Financial incentives provided to Customers (if applicable); ii. Environmental performance activities; iii. CSA status; iv. Product and/or Service Forecasts; v. The number of on-time and late deliveries; vi. Issues encountered and resolution resolving issue; and, (d) Proposed improvements to Service provision.		

Final reporting requirements will be determined during negotiations.

APPENDIX D – SUPPLIER PERFORMANCE MANAGEMENT SCORECARD

Master Agreement performance means the Supplier aligns with OECM's three (3) pillars of Savings, Choice and Service, supporting the growth of the Master Agreement among Customers, and providing quality products and services at competitive Rates.

Supplier performance means the Supplier meets or exceeds the performance requirements described below and adheres to all the other contractual requirements.

As part of OECM's efforts to provide greater value to Customers, OECM has implemented a Supplier Recognition Program. Through the Supplier Recognition Program, OECM will objectively assess Supplier's performance using an open, fair and transparent framework to recognize and reward top-performing suppliers on an annual basis.

To ensure Master Agreement requirements are met, the Supplier's performance will be measured and tracked by OECM to ensure:

- (a) On time delivery of high-quality products and services at the Master Agreement Rates or lower;
- (b) Customer satisfaction;
- (c) On-time Master Agreement activity reporting to OECM;
- (d) On-time Cost Recovery Fee remittance; and,
- (e) Continuous improvement.

Reporting, as described in Appendix C – Supplier Reporting Requirements is mandatory for the Supplier to submit, via OECM's supplier portal, as they provide evidence and justification of adherence to the Master Agreement. Through consolidation of reporting information, OECM provides Customers a thorough understanding of the Supplier's performance aiding the adoption of the Master Agreement.

By providing the reports, OECM is able to analyze and maintain the integrity of the Supplier's performance.

Failure, by the Supplier, to provide accurate reports by the due dates set out in Appendix C – Supplier Reporting Requirements may be deemed poor performance and will reflect on the Supplier's Performance Management Scorecard and Supplier Recognition Program results.

During the Term, the Supplier shall collect and report the agreed upon results of the performance measures as requested by OECM. The Performance Management Scorecard and other performance indicators will be used to measure the Supplier's performance throughout the Term, ensuring Customers receive appropriate Products/Services on time. The Supplier's performance score will be considered when OECM contemplates Master Agreement decisions such as:

- (a) The approval or rejection, in whole or in part, of the Supplier's Rate refresh requests;
- (b) The approval or rejection of the Supplier's request to add other related products and/or services to the Master Agreement;
- (c) Master Agreement extensions; and,
- (d) Master Agreement termination.

The Supplier shall maintain accurate records to facilitate the required performance management reporting requirements related to OECM and Customer KPIs.

During the business review, OECM will review the KPIs with the Supplier. The KPIs include but are not limited to the following:

Supplier Provided Customer Performance Measures			
Key Performance Indicator	Performance Measurement	Performance Goal	Penalties
Customer Issues – Number of Customer Complaints	Total Customer complaints annually out of total Customer requests	Less than 2% of total annual Customer requests	Customer Issues – Number of Customer Complaints
Response Time to Customer Inquiries	One (1) Business Day	98% of the time	Response Time to Customer Inquiries
Accurate Invoicing	Number of invoicing errors annually	Less than 2% annually	Accurate Invoicing
Delivery Lead Times (Rush and Regular Order)	To be established in the Master Agreement	98% of the time	Delivery Lead Times (Rush and Regular Order)
Dead on Arrival (DOA) – Faulty Products	Quarterly	Less than 1%	Dead on Arrival (DOA) – Faulty Products
Mean-time-to-repair (“MTTR”)	Within 3 Business Days	98% of the time measured – calendar monthly	Mean-time-to-repair (“MTTR”)
Resource End of Life Notification	No less than 90 calendar days prior to end of availability	98% of the time	Resource End of Life Notification
Standard Warranty Repair	3 Business Days	98% of the time	Standard Warranty Repair

OECM Evaluation of Supplier’s Performances		
Key Performance Indicator	Performance Measurement	Performance Goal
On time Sales Report Submissions	On time	98% of the time
On time KPI Report Submissions	On time	98% of the time
On time submission of executed CSAs received within thirty (30) days of execution	On time	98% of the time
On time CRF payment remittance	Day of	98% of the time
Response time to OECM inquiries	One (1) Business Day	98% of the time

Other KPIs, as mutually agreed upon between the Supplier and OECM, may be added during the Term.

Customer may, when executing a CSA, seek other KPIs.

Penalties and Rewards

The Supplier shall be responsible for all liquidated damages incurred by the Customers as a result of Supplier’s failure to perform according to the Master Agreement and/or CSA. Additional penalties for failure to meet or rewards for exceeding the Master Agreement and/or CSA requirements may be mutually agreed upon between the Customer and the Supplier, at the time of CSA execution. Any penalty and/or reward shall be reported to OECM.

APPENDIX E – OEMC'S SUPPLIER CODE OF CONDUCT

The Supplier will take every measure to comply with OEMC's Supplier Code of Conduct ("SCC") principles set out below and to adopt behaviours and practices that are in alignment with these principles or those of OEMC's Customers as mutually agreed upon between the Customer and Supplier. OEMC's core values of collaboration, responsiveness, integrity, innovation and respect are in alignment with and entrenched within the key principles of the SCC. The SCC applies to the Supplier's owners, employees, agents, partners and subcontractors who provide Products/Services to OEMC and/or Customers.

The Supplier will manage its operations according to the most stringent standards of ethical business, integrity and equity. The Supplier must therefore:

- (a) Refrain from engaging in any form of non-competitive or corrupt practice, including collusion, unethical bidding practices, extortion, bribery and fraud;
- (b) Ensure that responsible business practices are used, including ensuring that business continuity and disaster recovery plans are developed, maintained and tested in accordance with applicable regulatory, contractual and service level requirements, and that healthy and safe workplaces that comply with relevant health and safety laws are provided;
- (c) Ensure the protection of the confidential and personal information they receive from OEMC, and only use this information as part of its business relations with OEMC;
- (d) Comply with intellectual property rights relating to the Products/Services provided to OEMC and its Customers;
- (e) Never place an OEMC employee in a situation that could compromise his/her ethical behaviour or integrity or create a conflict of interest;
- (f) Divulge all actual and potential conflicts of interest to OEMC; and,
- (g) Disclose to OEMC any behaviour deemed unethical on the part of an OEMC employee.

Also, the Supplier shall:

- (a) Comply with all foreign and domestic applicable federal/provincial/municipal laws and regulations including, but not limited to the environment, health and safety, labour and employment, human rights and product safety and anti-corruption laws, trade agreements, conventions, standards, and guidelines, where the products or services are provided to OEMC Customers. Fair competition is to be practised in accordance with applicable laws. All business activities and commercial decisions that restrict competition or may be deemed to be uncompetitive are to be avoided;
- (b) Not try to gain improper advantage or engage in preferential treatment with OEMC employees and Customers. The Supplier must avoid situations that may adversely influence its business relationship with OEMC or can be directly or indirectly perceived as a conflict of interest and interfere with the provision of the Products/Services to OEMC or its Customers. The Supplier must disclose any actual or potential conflicts of interest promptly to OEMC;
- (c) Never offer to OEMC staff bribes, payments, gifts of entertainment or any type of transactions, inducements, services, discounts and/or benefits that may compromise or appear to compromise an OEMC's employees' ability to make business decisions in the best interest of OEMC and its Customers. If a Supplier is unsure whether a gift or entertainment offer to an OEMC employee complies with OEMC's SCC, the Supplier should consult with the intended recipient's manager;
- (d) Not engage in any improper conduct to gain influence or competitive advantage especially that which would put OEMC or its Customers at risk of violating anti-bribery and/or anti-corruption laws. The Supplier must ensure that the requirements of all these applicable laws are met, and not engage in any form of corrupt practices including extortion, fraud or bribery;
- (e) Ensure that any outsourcing and/or subcontracting used to fulfill Products/Services are identified and approved by the Customer and monitored to ensure compliancy with contractual obligations and adherence to OEMC's SCC. Supplier's employees, subcontractors and other service providers must adhere to the requirements of the SCC, which must be made available as necessary. The Supplier must also ensure that its subcontractors and other

service providers are paid properly and promptly to avoid any disruption in the provision of Products/Services by the Supplier to OEMC or its Customers;

- (f) Maintain workplace professionalism and respect for the dignity of all employees, Customers, and individuals. The Supplier must never exercise, tolerate or condone harassment, discrimination, violence, retaliation and any other inappropriate behaviour;
- (g) Abide by applicable employment standards, labour, non-discrimination and human rights legislation. Where laws do not prohibit discrimination, or where they allow for differential treatment, the expectation of the Supplier is to be committed to non-discrimination principles and not to operate in an unfair manner. The Supplier must be able to demonstrate that its workplaces operate under the following principles:
 - i. Child labour is not accepted;
 - ii. Discrimination and harassment are prohibited, including discrimination or harassment based on any characteristic protected by law;
 - iii. Employees are free to raise concerns and speak up without fear of reprisal;
 - iv. Appropriate and reasonable background screenings, including investigations for prior criminal activity, have been completed to ensure integrity and character of the Supplier's employees; and,
 - v. Clear and uniformly applied employment standards are used that meet or exceed legal and regulatory requirements;
- (h) Provide healthy and safe workplaces for its employees. These workplaces must comply with applicable health and safety laws, statutes and regulations to ensure a safe and healthy work environment. Employers must also ensure that its employees are properly trained and that they have easy access to information and instructions pertaining to health and safety practices; and,
- (i) Give high priority to environmental issues and implement initiatives to foster sound environmental management through practices that prevent pollution and preserve resources. The Supplier must conduct business in an environmentally responsible and sustainable manner. The Supplier must comply with all applicable environmental laws, statutes and regulations, including, but not limited to, waste disposal (proper handling of toxic and hazardous waste), air emissions and pollution, to ensure that they meet all legal requirements and strive to prevent or mitigate adverse effects on the environment with a long-term objective of continual improvement.

The Supplier is expected to:

- (a) Abide by OEMC's SCC;
- (b) Report violations of the SCC or identify any Customer requests that might constitute violations; and,
- (c) Cooperate and collaborate with OEMC and bring about the resolution of SCC compliance issues.

Compliance with SCC principles is a criterion that is taken into consideration in OEMC's supplier selection process and ongoing performance and relationship management.

The practices adopted by the Supplier must be verifiable. Such verification may be conducted by way of a Supplier's self-evaluation and/or an audit completed by OEMC at its discretion. The Supplier must provide, upon request, OEMC with documents attesting to its compliance with the SCC.

In addition, OEMC may elect to visit the Suppliers' facilities if OEMC so chooses. Appropriate notice will be provided to the Supplier. Whenever a situation of non-compliance is identified, OEMC will endeavor to work with the Supplier in order to develop a corrective plan to resolve the non-compliant issues in a timely manner.

Failure to comply with OEMC's SCC may result in termination of this Master Agreement.

For more information, visit OEMC's website at <https://oecm.ca/oecm-advantage/our-Supplier-partners/Supplier-code-of-conduct>.

APPENDIX F – OEM UNDERTAKING PER OEM

This Appendix must be completed, signed, dated and uploaded into OTP with a Proponent's Proposal if the Proponent is **not** each OEM Products/Services proposed.

Therefore, if the Proponent is the OEM of the proposed Products/Services, the Proponent is not required to complete and submit this undertaking, but all other Proponents are.

Proponent: [Insert name of Proponent] ("Proponent")
To: OEMC and [Insert Proponent's name]
From: [Insert OEM name]
Re: Proponent's Proposal in response to OEMC's Rugged IT Products and Related Services RFP #2026-501

The OEM Products/Services proposed by the above-noted Proponent are:

- (a) [OEM to insert Product/Service information]
- (b) [OEM to insert Product/Service information]
- (c) [OEM to insert Product/Service information]

The OEM:

1. Confirms that the OEM:
 - (a) is the OEM of the Products/Services being proposed by the Proponent as identified above and will be available to all Customers;
 - (b) It meets the minimum Product/Services warranty as described in the RFP;
 - (c) It will support the Proponent with respect to Product/Service issues (e.g., repairs, recalls, warranty); and,
 - (d) It authorizes the Proponent to sell:
 - i. The above-noted OEM Products/Services; and,
 - ii. The Product/Services warranty coverage.
2. Shall honour the warranty as described in the RFP as if the warranty had been acquired directly from the OEM, despite payment for such warranty being paid to the Proponent.
3. Shall immediately provide written notice to OEMC, indicating the effective date of loss, if the Proponent prior to Master Agreement award or the Supplier during the Term loses Authorized Reseller status. If such date is on or after the Effective Date of the Master Agreement, the OEM shall:
 - (a) Find another Authorized Reseller with respect to the OEM's Products/Services acceptable to OEMC acting reasonably, to assume the Master Agreement (including existing and establishing new Customer-Supplier Agreements with Customers);
 - (b) Assume the Master Agreement (including existing and establishing new Customer-Supplier Agreements with Customers) and comply with all provisions of the Master Agreement applicable to the Supplier in addition to the terms applicable to the OEM, for the period specified in the Master Agreement; or,

- (c) Enter into a new Master Agreement (including existing and establishing new Customer-Supplier Agreements with Customers) with OEMC on the same or similar terms and conditions.
- 4. Agrees that, if OEMC terminates the Master Agreement with the Supplier for convenience or cause, the OEM shall:
 - (a) Find another Authorized Reseller with respect to the OEM's Products/Services acceptable to OEMC acting reasonably, to assume the Master Agreement (including existing and establishing new Customer-Supplier Agreements with Customers);
 - (b) Assume the Master Agreement (including existing and establishing new Customer-Supplier Agreements with Customers) and comply with all provisions of the Master Agreement applicable to the Supplier in addition to the terms applicable to the OEM, for the period specified in the Master Agreement; or,
 - (c) Enter into a new Master Agreement (including existing and establishing new Customer-Supplier Agreements with Customers) with OEMC on the same or similar terms and conditions.
- 5. OEMC will validate the OEM Undertaking with the OEM in Stage I – Review of Qualification Responses (Pass/Fail). Refer to RFP Section 3.2.

[Insert name of OEM]

By: _____

I have authority to bind the OEM

Name: _____

Email: _____

Title: _____

Date: _____