

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS
AND SOLUTIONS REQUEST**



Company Name: **SimplexGrinnell LP**

Note: **Original must be signed** and inserted in the inside front cover pouch.

Any exceptions to the Terms, Conditions, Specifications, or Proposal Forms contained herein shall be noted in writing and included with the proposal submittal. Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA and may or may not be included in the final contract. NJPA may clarify exceptions listed here and document the results of those clarifications in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA Accepts	NJPA Rejects
Our team does not have any exceptions or clarifications to the Terms, Conditions, Specifications, or Proposal Forms.				

Proposer's Signature: *[Handwritten Signature]* Date: **March 26, 2013**

NJPA's clarification on exception/s listed above:

**Contract Award
RFP #031913**



PROPOSER QUESTIONNAIRE
Products/Equipment, Pricing, Sector Specific, Services, Terms and Warranty

Proposer Name: SimplexGrinnell

Questionnaire completed by: Thomas Staves

Payment Terms and Financing Options

1) Identify your payment terms if applicable. (Net 30, etc.)

Payment terms are Net 30 for all invoices. For contracting sales, a schedule of values will be outlined and agreed to regarding payment intervals throughout the installation process.

2) Identify any applicable leasing or other financing options as defined herein.

SimplexGrinnell offers various financial solutions in an effort to remain focused on the financing needs of its customers. Program offerings include:

Direct Purchase

Your choice of tailored lease plans, including:

- **Capital & Operating Lease Structures**
- **Fair Market Value (FMV) Purchase Option**
- **10% Purchase Option**
- **\$1 Out Purchase Option**
- **Municipal Lease, \$1 Purchase Option**
- **1 to 5 Year Financing Terms**
- **Easy to Upgrade - "Refresh Programs"**
- **No Penalties for Early "Buy-Outs"**

Fair Market Value (FMV) Purchase Option

This program offers the lowest monthly payment, and when the lease term ends, you can choose among several end-of-lease options:

- **Purchase the equipment at a fair market value**
- **Upgrade your equipment with our "Technology Refresh" program**
- **Re-lease the equipment**
- **Return the equipment to SimplexGrinnell**

10% Purchase Option

This plan guarantees the end-of-lease purchase price. Of course, you are not obligated to exercise this purchase option. The 10% purchase option provides end-of-lease flexibility which pre-determines the residual value of the equipment. End-of-lease options include:

- **Purchase the equipment at 10% of its original cost**
- **Upgrade your equipment**

- Re-lease the equipment
- Return the equipment to SimplexGrinnell

3) Briefly describe your proposed order process for this proposal and contract award. (Note: order process may be modified or refined during an NJPA member's final Contract phase process).

SimplexGrinnell's district sales representatives will meet with end user customers and will develop a quotation. Throughout the process there will be hooks in place to monitor the entire sales cycle, from initial contact to the closing the individual sales. A lead program will be instituted that will track all NJPA opportunities. Our in place "Salesforce.com" system will be used to track the sales process and will also be able to provide status updates in real-time. Also from an IT perspective, hooks will be in place to monitor overall program compliance and ensure that proper pricing and prevailing wages are being utilized.

In order to process a completed sale, a Purchase Order or customer signature is required. Contract Sales will be entered by our local district office sales personnel and the orders will be tracked within our in place "Job Design" system utilizing an NJPA Customer Account Classification Code. All service contracts will be handled by our national accounts centralization team.

4) Do you accept the P-card procurement and payment process?

Yes. Customers can pay invoices through our online payment system. For security purposes, SimplexGrinnell does not accept credit card numbers over the phone. We request that customers pay through the online payment portal.

<https://www.simplexgrinnellpayonline.com/>

5) Describe your ability to serve NJPA and NJPA Members through an E-Marketplace solution

SimplexGrinnell is making a significant investment in redesigning our website and implementing marketing automation software that integrates with salesforce.com. One of the goals of this activity is to better serve our customers from an E-Marketplace environment. Most of our products are customized to meet specific needs of a customer and the type of facility that is being protected. However, customers will be able to order standard replacement parts such as smoke detectors and fire extinguishers via E-market.

Warranty

6) Describe, in detail, your Manufacture Warranty Program including conditions and requirements to qualify, claims procedure, and overall structure.

- Our policy states that we will warranty a system that was installed by SimplexGrinnell technicians for a period of 1 year from date of the customer beneficial use.
- Service parts carry a 90 day warranty from the date of installation upon installations by a qualified SimplexGrinnell technician.
- Any issues caused on the panel by a non-SimplexGrinnell technician will not be covered.
- Any issues related to wiring from a third party contractor may not be covered.
- All warranty claims are handled through the local SimplexGrinnell office.

7) Do all warranties cover all products/equipment parts and labor?

Yes

8) Do warranties impose usage limit restrictions?

There are none in the policy.

9) Do warranties cover the expense of technicians travel time and mileage to perform warranty repairs?

Yes

- 10) Please list any other limitations or circumstances that would not be covered under your warranty.
Most are covered in items 6d and 6e above; however, any problems caused by third parties would not be covered. We also would not cover acts of nature such as lightning strikes, flooding, and other events such as that.
- 11) Please list any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs. How will NJPA Members in these regions be provided service for warranty repair?
Due to the presence of our company-owned district offices throughout North America, we are not aware of any geographic region of the United States where we cannot provide warranty repair services.

Equipment/Products and Related Services and Pricing

- 12) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Our NJPA offering includes total support for all fire alarm, fire detection, fire protection, integrated security, healthcare communications, and sound/communications needs. Our capabilities include design, engineering development, integration, installation, project management, programming, testing, commissioning, training, warranty support, and post-warranty service. Our Technicians are highly trained and use state-of-the-art test equipment to ensure high quality results and are trained to perform related repairs, in addition to inspections and responding to emergency maintenance requirements. SimplexGrinnell's life safety services are "Best-Value" for the following reasons:

- **Specialized inspection teams trained to identify and correct problems before they occur, thus preventing costly nuisance alarms and unnecessary downtime.**
- **Experienced technicians ensure that repairs are done right, and in a timely manner.**
- **Standardized reporting and documentation.**
- **Customized service plans to meet any customer's needs.**

- 13) Provide a general narrative description of your pricing model identifying how the model works (line item and/or published catalog percentage discount).

SimplexGrinnell offers various pricing methods for our NJPA submission as follows:

SERVICE PRICING

National Accounts IPP Rev 6 Inspection & Maintenance

SimplexGrinnell proposes to utilize the attached line item pricing for inspection and maintenance related fixed pricing.

***This pricing model will be supplied to our field sales personnel after award and rollout has been completed.**

National Accounts Standard Labor Rates

SimplexGrinnell will provide NJPA clients with our standard national account labor rates that are on average 10% discount from local district rates.

2012 US Domestic Labor Rates

SimplexGrinnell will utilize the attached labor rates for service related work that is determined to require prevailing wage.

CONTRACTING PRICING

GSA NTE Labor Rates

SimplexGrinnell intends to utilize the enclosed GS-07F-0396M labor rates for any new, retro-fit, or upgrade projects.

GSA Fire Security Products Price List

SimplexGrinnell intends to utilize the enclosed GSA line item price list for any new installations, retrofits, and/or upgrades for fire alarm, sprinkler, special hazards and security systems.

*All quotes will be done utilizing standard commercial quote tools (Job Design), NJPA will have its own price file that a sales representative can access once it is determined that the customer is eligible and wants to procure via this method.

*For quotes requiring products and labor combined, approved NJPA fixed line item rates for both products and labor will be incorporated but due to the way our IT system works labor is transferred across all product lines. To ensure proper pricing for NJPA clients with product and installation combined we will utilize a project level gross margin (PLGM).

All Low Voltage PLGM 31.1%

Sprinkler PLGM 19.1%

Note: The PLGM threshold is recalculated on an annual basis and is determined by the average PLGM across SimplexGrinnell's top 50 commercial customers per core product line, the low voltage are then averaged together.

Sprinkler installations are priced as a stand-alone item and is not weighted with any other core lines when being calculated.

Renovo Pricing

SimplexGrinnell intends to utilize Renovo, the line item pricing for video visitation systems in the criminal justice sector.

- 14) Propose a strategy, process, and specific method of facilitating "Sourced Product/equipment and related services" or "Non-Standard Options" solution as defined herein.

Services

For any non-standard offering, SimplexGrinnell will quote using negotiated NJPA approved hourly labor rates and will be offered on a fixed price basis. For all replacement parts, SimplexGrinnell will utilize standard district pricing.

Contracting

For any non-standard offering that does not have an associated line item price, SimplexGrinnell will provide at the approved PLGM rates. (This includes orders with just product and orders with labor combined)

All Low Voltage PLGM 31.1%

Sprinkler PLGM 19.1%

- 15) Provide an overall proposed statement of method of pricing for individual line items, percentage discount off published product/equipment catalogs and/or category pricing percentage discount with regard to all equipment/products and related services and being proposed. Provide a SKU/ part number, description and price number for each item being proposed.

SimplexGrinnell proposes to utilize GS-07F-0396M GSA pricing for all contracting related quotes. Pricing for these line items is based upon the selling price to SimplexGrinnell's top 50 commercial customers.

National Accounts IPP Rev 6 for line item services is based on an average of 10% reduction from that of local district pricing.

Please see attached pricing documents:

Service

- National Accounts Rev 6 Line Item Service Pricing
- National Account Rev 6 Labor Pricing
- US Domestic Labor Rates
- National Account Recommendation quotes form
- National Account Service Quote
- National Account Deficiency Quote
- Material List Sample

Contracting

- GSA Fire and Security Products Price File
- GSA NTE Labor Rates
- Renovo Pricing
- Nurse Call Price File

16) Describe your ability to take advantage of, or operate with electronic marketplace solutions, if any.

SimplexGrinnell participates on GSA Advantage and other E-Marketing Portals but has limited products and services currently available. We are looking at ways to further expand into this.

17) If applicable, provide a "CORE LIST" of equipment/products and related services (defined as products/equipment or services most frequently used and highlighted with additional discounts when compared to the standard "Pricing") as a separate and named spreadsheet. Include special pricing, if any, on these items.

Core list pricing is attached.

18) If applicable, provide a "Hot List" format of specific product/equipment and related services as defined herein.

Extinguisher/Emergency Light Pricing

Item Description Price

New Extinguishers

- EX1010 10 LB. ABC dry chemical fire extinguisher \$77.24
- EX1020 20 LB. ABC dry chemical fire extinguisher \$124.74
- EX1050 5 LB. ABC dry chemical fire extinguisher \$59.86
- EX1110 10 LB. CO2 fire extinguisher \$211.68
- EX1115 15 LB. CO2 fire extinguisher \$238.14
- EX1150 5 LB. CO2 fire extinguisher \$137.34
- EX1210 10 LB. FE36 Clean-Guard fire extinguisher \$418.00
- EX1214 13 LB. FE36 Clean-Guard fire extinguisher \$630.00
- EX1250 5 LB. FE36 Clean-Guard fire extinguisher \$208.00
- EX1425 2½ GAL. Pressurized water fire extinguisher \$120.00
- EX1560 6L K-Class fire extinguisher \$210.00

Extinguisher Recharges

- EX3010 RECHARGE 10 LB. D/C EXT \$21.00
- EX3020 RECHARGE 20 LB. D/C EXT \$31.00
- EX3021 RECHARGE 5 LB. CO2 EXT \$11.70
- EX3025 RECHARGE 2½ LB. D/C EXT \$9.36
- EX3050 RECHARGE 5 LB. D/C EXT \$13.68
- EX3060 RECHARGE K CLASS EXT \$75.00
- EX3110 RECHARGE 10 LB. CO2 EXT \$15.12
- EX3115 RECHARGE 15 LB. CO2 EXT \$16.56
- EX3120 RECHARGE 20 LB. CO2 EXT \$22.32

EX3200 RECHARGE PRESSURIZED WATER EXT \$11.00

Extinguisher Maintenance

EX2060 SIX YEAR MAINTENANCE \$6.00
EX2080 HYDROTEST CO2 UP TO 20 LB EXT \$17.71
EX2084 HYDROTEST STORED PRESSURE TYPE EXT \$14.00
EX2089 HYDROTEST WATER TYPE EXT \$14.00

Extinguisher Parts

EX4001 LOCKING PIN \$2.25
EX4002 VERIFICATION COLLAR \$3.16
EX4004 TAMPER INDICATING DEVICE \$1.25
EX4005 VALVE STEM \$11.44
EX4100 VALVE RETAINER SEAL (O-RING) \$4.95
EX4200 GAUGE \$11.50
EX4412 CO2 SAFETY RELEASE DEVICE \$15.00
EX5002 DECAL INSTRUCTIONAL \$1.75
EX5003 DECAL OSHA/HAZMAT/DOT \$1.75
EX5100 SIGN - FIRE EXT (SELF-ADHESIVE) \$3.95
EX5102 SIGN FIRE EXT (STANDOUT) \$16.98
EX5200 HANGER - FIRE EXT (ALL MODELS) \$5.50
EX5503 BRACKET ECONOMY \$19.50
EX5504 BRACKET HEAVY DUTY \$45.00
EX2017 HAZARDOUS MATERIAL HANDLING FEE \$25.00

Emergency Lights

EE6101 4V 4.6AH BATTERY \$50.00
EE6102 4V 10AH BATTERY \$50.00
EE6103 6V 4AH BATTERY \$50.00
EE6104 6V 7AH BATTERY \$61.00
EE6105 6V 8AH BATTERY \$55.00
EE6106 6V 10AH BATTERY \$50.00
EE6107 6V 20AH BATTERY \$121.00
EE6108 6V 36AH BATTERY \$145.00
EE6109 12V 32AH BATTERY \$165.00
EE6110 12V 55AH BATTERY \$195.00
EE6201 AC BULB \$9.45
EE6202 DC BULB \$6.30
EE6203 SEALED BEAM BULB \$22.50
EE6204 FLUORESCENT BULB \$12.95
EE6205 LED BULB \$35.

19) Provide your NJPA customer volume rebate programs, as applicable.

SimplexGrinnell does not intend to offer a volume discount to NJPA clients.

20) Identify any Total Cost of Acquisition (as defined herein) cost(s) which is **NOT** included "Pricing" submitted with your proposal response. Identify to whom these charges are payable to and their relationship to Proposer.

Suppression products are the only line items where SimplexGrinnell may add additional freight fees. Shipping of large 300 lb cylinders and significant quantities of foam can be expensive. Our team works closely with our customers to develop cost effective delivery arrangements when practical.

21) If freight, delivery or shipping is an additional cost to the NJPA member, describe in detail the complete shipping and delivery program.

SimplexGrinnell will only charge freight for the following new products:

Fire Extinguishers/Suppression Products, Retardant, Foams and Equip. (Sapphire, Pyro-Chem & Ansul Products). SimplexGrinnell will ship bulk rate whenever possible and rates/methods are always discussed with customers ahead of time and freight is broken out as a separate line item.

- 22) As an important part of the evaluation of your offer, you must indicate the level of pricing you are offering. Prices offered in this proposal are **(Your proposal will be deemed “Non-Responsive” if this question is not answered):**
- _____ a. Pricing is the same as typically offered to an individual municipality, Higher ed or school district.
 - X b. Pricing is the same as typically offered to GPOs, cooperative procurement organizations or state purchasing departments.
 - _____ c. Better than typically offered to GPOs, cooperative procurement organizations or state purchasing departments.
- 23) Do you offer quantity or volume discounts? _____ YES X NO Outline guidelines and program.
- 24) Describe in detail your proposed exchange and return program(s) and policy(s).

Please reference Warranty Program (Questions 6-11 above) for information related to returns/exchanges.

- 25) Specifically identify those shipping and delivery and exchange and returns programs as they relate to Alaska and Hawaii and any related off shore delivery of contracted products/ equipment and related services

SimplexGrinnell owns and operates offices in both Hawaii and Alaska. There are not any different policies for these locations or other remote areas. Standard policy prevails. Related information is outlined in the Warranty Program information included with this proposal.

- 26) Please describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with NJPA. Please be as specific as possible.

SimplexGrinnell employs an internal auditing group and government compliance/prevaling wage group that is proactive in regards to contract compliance. Sales and Compliance personnel are separate functions in our organization. Our corporate compliance personnel will audit key data. Individual contracting projects and service orders will be audited monthly to verify compliance. If any issues are found, a larger sample is examined.

Industry or Sector Specific Questions

- 27) If you are a dealer/integrator and monitor systems, how many central stations are owned by your company.

SimplexGrinnell is owned and operated by our parent company, Tyco International. SimplexGrinnell utilizes a Tyco subsidiary called Tyco Integrated Security (TIS) to handle all monitoring services. TIS operates two (2) central monitoring facilities that handle all commercial accounts. These are located in Aurora, CO and Kansas City, KS.

- 28) If you are a dealer/integrator and monitor systems and don't own your own central station, please list the 3rd party company(s).

Please see response to question 27 above.

- 29) You are responsible for understanding the prevailing wage rates throughout the U.S., do you have a method in place to monitor prevailing wage rate changes.

Yes. We employ a prevailing wage group who are located in Westminster, MA. This group checks each service related project for prevailing wage requirements prior to the contract commencing. On the contracting side, a mandatory prevailing wage drop-down box must be implemented by the sales representative when the order is entered. Each project also gets flagged if it is going to be located in a prevailing wage state. SimplexGrinnell is extremely proactive on prevailing wage and compliance in general.

30) How often will you be able to update your product/service price catalog quarterly, semiannual or annually.

Price listings are generally updated annually. Individual line items that include price reductions are changed on an as needed basis throughout the year. Sprinkler pipe pricing can fluctuate but has been fairly steady recently. We will notify NJPA if there are any concerns for this commodity.

31) How many technicians, guards and sales professionals will be supporting this program, list each group that applies.

Technicians: 7,000+

Guards: Not proposed by SimplexGrinnell

Sales Professionals: 1,300+

All technicians and sales professionals will support NJPA Members 100% as needed

32) Which would best describe your company, a national company or regional company.

SimplexGrinnell is a national company. We own and operate over 120 offices throughout North America.

33) Do you perform background checks on all employees and what is your policy related to those in contact government information.

SimplexGrinnell completes pre-employment background checks and monitors driving records of all personnel who operate vehicles for company business at least annually. Selective SimplexGrinnell employees are cleared by government agencies to work with sensitive data. Our technicians follow advice provided by our Manager of Industrial Security Compliance, Mr. Tyler Ignatowski.

Signature: _____ Date: _____

**Letter of Agreement
to Extend the Contract**

Between

**SimplexGrinnell LP (Vendor)
50 Technology Drive
Westminster, MA 01441**

and

**National Joint Powers Alliance® (NJPA)
202 12th Street NE
Staples, MN 56479
Phone: (218) 894-1930**

The Vendor and NJPA have entered into an Agreement (Contract #031913-SGL) for the procurement of Facility Security Equipment, Systems and Services with Related Equipment and Supplies. This Agreement has an expiration date of April 23, 2017, but the parties may extend the Agreement for one additional year by mutual consent.

The parties acknowledge that extending the Agreement for another year benefits the Vendor, NJPA and NJPA's Members. The Vendor and NJPA therefore agree to extend the Agreement listed above for a fifth year. This existing Agreement will terminate on April 23, 2018. All other terms and conditions of the Agreement remain in force.

National Joint Powers Alliance® (NJPA)

By: , Its: Director of Contracts and Marketing/CFO

Name printed or typed: Jeremy Schwartz

Date

9-12-16

SimplexGrinnell LP

By: , Its: V.P. Strategic Sales

Name printed or typed: James W. Madson

Date

September 12, 2016



FACILITY SECURITY EQUIPMENT, SYSTEMS AND SERVICES WITH RELATED EQUIPMENT, AND SUPPLIES,

In compliance with the Request for proposal (RFP) for "FACILITY SECURITY EQUIPMENT, SYSTEMS AND SERVICES WITH RELATED EQUIPMENT, AND SUPPLIES", the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby propose, fully commit and agree to furnish the defined equipment/products and related services in full compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they accept the full responsibility as the sole source of responsibility of the proposed response herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this proposal is the sole responsibility of the Proposer.

Company Name: **SimplexGrinnell LP** Date: **March 13, 2013**

Company Address: **50 Technology Drive**

City: **Westminster** State: **MA** Zip: **01441**

Contact Person: **Tom Staves** Title: **National Accounts Contract Manager**

Authorized Signature (ink only):  _____

Jim Madson
(Name printed or typed)
Vice President of Sales



Contract Acceptance and Award

(To be completed only by NJPA)

NJPA FACILITY SECURITY EQUIPMENT, SYSTEMS AND SERVICES WITH RELATED EQUIPMENT, AND SUPPLIES

Simplex Grinnell LP
Proposer's full legal name

Your proposal is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined product/equipment and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, your Response, and any exceptions accepted or rejected by NJPA on Form C.

The effective date of the Contract will be April 23, 2013 and continue for four years thereafter AND which is subject to annual renewal at the option of both parties. This contract has the consideration of an optional fifth year renewal option at the discretion NJPA.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature: *Susan Narik* Susan Narik
NJPA Executive Director (Name printed or typed)

Awarded this 24 day of 20 13 NJPA Contract Number -SGL

NJPA Authorized signature: *Scott Verone* Scott Verone
NJPA Board Member (Name printed or typed)

Executed this 24 day of 20 13 NJPA Contract Number -SGL

Proposer hereby accepts contract award including all accepted exceptions and NJPA clarifications identified on FORM C.

Vendor Name Simplex Grinnell

Vendor Authorized signature: *Thomas L. Staves* Thomas L. Staves
(Name printed or typed)

Title: National Manager State Government Contracts

Executed this 26, April day of 20 13 NJPA Contract Number -SGL



NJPA VENDOR CONTRACT SUMMARY –SIMPLEX/GRINNELL LP

DATE April 24, 2013	RFP # 031913
AWARDED CONTRACT NUMBER 031913-SGL	NJPA RFP TITLE & CATEGORY Facility Security Equipment, Systems and Services with Related Equipment and Supplies
CONTRACT PERIOD April 24, 2013 through April 23, 2017	PRICING MODEL Discount off list price or standard rate
DESCRIPTION SimplexGrinnell LP provides fire detection, sprinkler and suppression system, security and building communications solutions and services to customers worldwide. SimplexGrinnell combines the forces of Simplex Time Recorder Co. (Simplex) and Grinnell Corporation d/b/a Grinnell Fire Protection Corporation, both of which have been in business well over 100 years. SimplexGrinnell currently operates from more than 120 offices across North America and holds over 2,300 separate required licenses related to Fire Protection & Security Services.	
VENDOR NAME AND ADDRESS SimplexGrinnell LP 50 Technology Drive Westminster, MA 01441	VENDOR CONTACT Tom Staves 302-419-2386 tstaves@simplexgrinnell.com

NJPA CONTRACTS CONSIST OF THE FOLLOWING DOCUMENTS Section 2.4“Contract” as used herein shall mean cumulative documentation consisting of the RFP, and entire Bidder’s Response, and fully executed “Acceptance and Award”. <ul style="list-style-type: none">• <u>Request for Proposal (RFP)</u>• <u>Bid Acceptance & Award</u>• <u>Bidders Response</u>	RELATED CONTRACT DOCUMENTATION <ul style="list-style-type: none">• <u>Affidavit of Advertisement</u>• <u>Bid Opening Witness Page</u>• <u>Bid Evaluation</u>• <u>Bid Comment & Review</u>
DOCUMENTATION OF CONTRACT MAINTENANCE <ul style="list-style-type: none">•	ADDITIONAL INFORMATION: <ul style="list-style-type: none">•

NJPA INFORMATION

NJPA CONTACT Tom Perttula	TITLE NJPA Contract Manager
PHONE 218-895-4115	EMAIL tom.perttula@njpacoop.org
ADDRESS 202 12th Street NE, P.O. Box 219, Staples, MN 56479	WEBSITE www.njpacoop.org



Attachment A

A. Clarification on 15% markup:

We have had customers that wanted a more specific explanation as to how and when the 15% markup is applied. SimplexGrinnell will make the decision of how it will be quoted based upon commercial sales practices.

Service

1. The 15% Markup only applies to "Service work" quoted and billed through our service department (ACE)
2. Products quoted and ordered through the service department that are not listed on our NJPA Products List are billed at 15% Markup over cost.
3. Subcontractors billed through our service department to handle break/fix work (not installations) are billed at 15% Markup over cost.

Contracting

1. All product only sales quoted using Job Design will be billed through our contracting department and will be at or less than the applicable project level gross margin (PLGM) for electrical or sprinkler.
2. All Subcontracted Labor quoted using Job Design will be billed through our contracting department and will be at or less than the applicable project level gross margin (PLGM) for electrical or sprinkler.

(Note: captured in its entirety from Section 3, general statement)



PROPOSER QUESTIONNAIRE- General Business Information
*(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on **Form P**)*

Proposer Name: SimplexGrinnell LP

- Questionnaire completed by: Tom Staves, National Accounts Sales Manager and NJPA National Account Program Manager

Please provide an answer to all questions below and address all requests made in this RFP. Please use the Microsoft Word/Excel document version of this questionnaire to respond to the questions contained herein. Please provide your answer to each question indented below the question. Please supply any applicable supporting information and documentation you feel appropriate in addition to answers entered to the Word document. All information must be typed, organized, and easily understood by evaluators.

Company Information

- 1) Why did you respond to this RFP?
SimplexGrinnell has been looking for an opportunity to become a vendor to serve NJPA clients for a number of years. This cooperative vehicle will enable SimplexGrinnell to provide its competitive solutions to its ever expanding state, local and municipal customer base. Over the years we have had numerous customers inquire if we are participants in NJPA and/or US Communities. SimplexGrinnell believes our OneStop Solutions Integration will provide NJPA clients with unparalleled comprehensive single-source solutions. The OneStop business and delivery model is perfectly suited to the state government marketplace. Whether it's new construction, renovation, or a retrofit project, SimplexGrinnell can handle it all. Additionally, customers NJPA end users will be able to receive the benefits of the unmatched expertise and around-the-clock local support provided by our network of more than 120 company-owned district offices throughout North America.
- 2) What are your company's expectations in the event of an award?
SimplexGrinnell welcomes the award of this contract. We are adding two personnel to our national sales team to manage field training, business development, and direct sales. A budget has been submitted to assist in development of collateral and E-marketing campaigns and plans to attend local/ regional trade shows to promote our participation in the program. Our management team is offering to set an aggressive goal of obtaining \$10 million in sales for the 1st year.
- 3) Provide the full legal name, address, tax identifications number, and telephone number for your business.
**SimplexGrinnell LP
50 Technology Drive
Westminster, MA 01441
FEIN: 58-2608861
Tel: (978) 731-2500**
- 4) Provide a copy of your audited financial statements from previous year end (or an unaudited copy if an audited copy is not available) for your organization.
Our team has provided the 2012 Tyco International Annual Report in section 11 of this proposal submission, entitled: "11. Financial Statement"
- 5) Does your company name match the name identified on your audited financial statements from previous year end (or an unaudited copy if an audited copy is not available)? If no, why not?
SimplexGrinnell is a wholly owned indirect subsidiary of Tyco International. Tyco is a publically held company listed on the New York Stock Exchange (ticker: TYC)

- 6) Provide a brief history of your company that includes your company's core values and business philosophy.
SimplexGrinnell, a business unit of Tyco International and the Tyco Fire Protection ("TFP") organization, is a leading provider of fire protection and life safety systems and services. Officially formed in April 2001, SimplexGrinnell is a world-class organization that combines the strength, heritage and excellence of two longtime industry leaders – Simplex Time Recorder and Grinnell Fire Protection.

Simplex was founded in 1894 by the inventor of the first practical time clock and was operated as a privately held company for more than a century. Grinnell was established in 1850, and its capabilities grew to encompass design, engineering, manufacturing and installation, as well as system integration, maintenance and inspection services.

SimplexGrinnell is able to achieve such a robust market share because we operate consistently to fulfill our Mission Statement:

"To be the recognized leader and preferred provider for our valued customers - by delivering unequalled products and services through a highly qualified staff of professionals, with total commitment to integrity and excellence," and by adhering to our core values of:

- ***"Integrity,***
- ***Excellence,***
- ***Teamwork, and***
- ***Accountability."***

- 7) Provide profiles and an organizational chart for key management, sales management and marketing executives of your company that will oversee and ensure the successful implementation, execution and operation of a Contract resulting from this RFP.

Our team has provided the profiles and organizational chart in section 12 of this proposal submission, entitled: "12. Organizational Chart"

- 8) How long has your company been in the "FACILITY SECURITY EQUIPMENT, SYSTEMS AND SERVICES WITH RELATED EQUIPMENT, AND SUPPLIES", industry?

Our organization has supported these industries for over 100 years.

- 9) Is your organization best described as a manufacturer or a distributor/dealer/ integrator /re-seller for a manufacturer of the products/equipment and related services being proposed?

SimplexGrinnell is an integrator of fire and life safety products and systems. SimplexGrinnell is a wholly owned indirect subsidiary of Tyco International. Tyco is a publicly held company listed on the New York Stock Exchange (Ticker: TYC). Tyco owns and operates a number of industry recognized product manufacturers such as Simplex brand fire alarm systems, Software House Access control etc. SimplexGrinnell has factory direct access to these Tyco products and related services.

- a) If the Proposer is best described as a re-seller, manufacturer aggregate, or distributor, please provide evidence of your authorization as a dealer/re-seller/manufacturer aggregate for the manufacturer of the products/equipment and related services you are proposing.

Tyco International designs and manufactures integrated systems to detect intrusion, control access and react to movement, fire, smoke, flooding, environmental conditions, industrial processes and other hazards. In addition, Tyco designs and manufactures fire detection, fire sprinkler, fire suppression, emergency communications, and nurse call systems in both new and existing facilities. SimplexGrinnell, a Tyco company, is a longtime leader in life safety and property protection. Our roots in fire protection are extraordinarily strong and deep, reaching all the way back to the late 1800s. Today we serve over one million customers in the United States and Canada, providing a comprehensive array of fire alarm, fire sprinkler, fire suppression, integrated security, sound and communications, and nurse call systems and services. We deliver our industry-leading solutions in buildings and environments where life-safety protection is absolutely vital – from schools, universities and hospitals to commercial properties, industrial buildings and government facilities. Unlike manufacturers who rely on independent dealers, we serve customers directly, through an outstanding

management support team, 1000+ NICET-certified technicians, 150 company-owned offices, and 5000+ service trucks. In everything we do, SimplexGrinnell strives to keep people and property safe.

b) If the Proposer is best described as a manufacturer, please describe your relationship with your sales/service force and/or Dealer Network in delivering the products/equipment and related services proposed.

SimplexGrinnell is considered an integrator, so this question does not apply to SimplexGrinnell.

c) Are these individuals your employees, or the employees of a third party?

SimplexGrinnell is considered an integrator, so this question does not apply to SimplexGrinnell.

d) If applicable, is the Dealer Network independent or company owned?

SimplexGrinnell does not use a dealer network.

10) Please provide your bond rating, and/or a credit reference from your bank.

Our bond rating is \$5.00 per thousand. Our bonding capacity is \$200,000,000.00 per occurrence with a \$500,000,000.00 aggregate limit.

11) Provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held by your organization in pursuit of the commerce and business contemplated by this RFP.

SimplexGrinnell LP provides fire detection, sprinkler and suppression system, security and building communications solutions and services to customers worldwide. SimplexGrinnell combines the forces of Simplex Time Recorder Co. (Simplex) and Grinnell Corporation d/b/a Grinnell Fire Protection Corporation, both of which have been in business well over 100 years. SimplexGrinnell is qualified to do business in all 50 US states with over 9,500 employees. Regarding contractor & business licensing, SimplexGrinnell currently operates from more than 120 offices across North America and holds over 2,300 separate required licenses related to Fire Protection & Security Services.

12) Provide a detailed explanation outlining licenses and certifications both required to be held, and actually held, by third parties and sub-contractors to your organization in pursuit of the commerce contemplated by this RFP. If not applicable, please respond with "Not Applicable."

This is not applicable. SimplexGrinnell does not intend to use third parties and sub-contractors to execute work in accordance with this RFP.

13) Provide all "Suspension or Disbarment" information as defined and required herein. See Section U 9.31.

SimplexGrinnell LP is a security, fire detection, sprinkler system and building communications solutions company that combines the forces of both Simplex Time Recorder and Grinnell Fire Protection, both of which have been in business well over 100 years. SimplexGrinnell operates from about 120 offices in all 50 U.S. states. To the best of our knowledge and information, neither SimplexGrinnell LP, as a corporate entity, nor any of its branch or satellite offices has been suspended or debarred by any federal, state or municipal public agency.

Industry-Marketplace Successes

14) List and document recent industry awards and recognition.

SimplexGrinnell was commended by the United States Army Corps of Engineers for our work on USP Leavenworth Prison in Leavenworth, Kansas. SimplexGrinnell worked with JE Dunn Construction and Buford Goff & Associates Architects to design and install a new security system for the facility in May 2010. SimplexGrinnell's scope of work included complete replacement of locking, intercom and camera systems. Our team also provided multiple touch screen work stations throughout the facility. Our organization participates in a wide range of activities and has been recognized in several unique areas. The following information highlights some key examples.

SDM Magazine Ranks SimplexGrinnell One of the Top Security Integrators

SimplexGrinnell was named the number two in the world among U.S. system integrators.

General Services Administration (GSA)

SimplexGrinnell has established Government Services Administration (GSA) schedules for many products and services including the following:

- Fire Alarm Services (SIN 561-001)
- Suppression Services (SIN 561-002)
- Additional Services (SIN 541-099) Fire and Security Products (GS-07F-0396M) (Sprinkler, Suppression (Ansul/ Pyrochem), Sprinkler / Suppression contracting labor, American Dynamics CCTV, Wheelock Mass Notification System, Additional Simplex Fire Alarm, and Master Time & Control)
- Nurse Call / Patient Response (GS-27F-0026M)
- Time Solutions Products (GS-25F-0165M)
- SimplexGrinnell also has Reseller Agreements with Pelco, Extreme CCTV, Andover Controls, and Aiphone.

National Fire Protection Association Participation

SimplexGrinnell employees are active participants in the National Fire Protection Association (NFPA).

National Fire Sprinkler Association Representation

SimplexGrinnell employees are also active in the National Fire Sprinkler Association (NFSA).

Department of Homeland Security SAFETY Act Certificate

On September 4, 2008, the U.S. Department of Homeland Security (DHS) awarded SimplexGrinnell SAFETY Act Certification and Designation coverage for its Security, Fire and Life Safety Systems Integration Services.

SimplexGrinnell Earns 2011 Customer Satisfaction Award

SimplexGrinnell has received the Market Tools Achievement in Customer Excellence (ACE) award three years in a row for our commitment to customer satisfaction. We were also named a finalist for the ACE Award for Best Use of EFM (Enterprise Feedback Management) for Voice of the Customer.

15) Supply three references/testimonials from customers of like status to NJPA Members to include Government and Education agencies. Please include the customer's name, contact, and phone number.

- a) University of Central Missouri
Mr. Chris Bamman
100 West South Street
Warrensburg, MO 64093
Phone: 660-441-7957

Description of Services: Inspections Preventative Maintenance Agreement (PMA) covering Fire Alarm Systems, Sprinklers Systems, Fire Pumps, Backflows, Fire Extinguishers, Fire Hoses, Emergency Lights, Kitchen Suppression Systems, and Clean Agent Systems. Hood Cleaning PMA. Total contract value of approximately \$1.16M.

- b) Massachusetts Water Resources Authority
Ms. Michele Gillen
100 First Avenue, Building 39
Boston, MA 02120
Phone: 617-242-6000

Description of Services: Test and inspect fire alarm, sprinkler, CCTV, Suppression (CO2) campus-wide in accordance with State of Rhode Island requirements. Complete various repairs of life safety systems along with keeping detailed service records for the end user. Total contract value of approximately \$1.2Million.

- c) State of Nevada, Department of Administration
Mr. Michael L. Johnson MBA/F
Facilities Manager/Safety Coordinator
Division of Public Works - Buildings & Grounds Section
515 E. Musser St.
Carson City, Nevada 89701-4758
Tel: (775) 684-1816

Description of Services: Complete various repairs and retrofits of existing Fire Alarm Systems and addition of Emergency Communications Systems per State of Nevada requirements. Test and inspect life safety systems (Fire Alarm, Fire Sprinkler, Fire Suppression and Extinguishers) along with keeping detailed service records for the end user. Total aggregate contract value of approximately \$0.75M.

16) Provide names and addresses of the top five (5) government or education agency customers to include the scope of projects, size of transaction, and dollar volumes from the past three (3) fiscal years.

	WSCA			VASCUPP			NYS Contract	
	2010	2,044,237		2010	630,000		2010	37,465,000
	2011	2,902,167		2011	820,000		2011	33,403,000
	2012	3,331,386		2012	1,350,000		2012	50,326,000
515 E. Musser St., Suite 300			VT Procurement Department			State of New York Executive Department		
Carson City, NV 89701			270 Southgate Center			Office of General Services		
Services			Blacksburg, VA 240612			Procurement Services Group		
\$ amounts over (5) separate contracts						Corning Tower Building - 38th Floor		
contracts at different universities						Empire State Plaza		
Products and Services						Albany, New York 12242		
Products and Services								
Texas Multiple Award Schedule						Oklahoma State Contract		
	2010	4,100,000		2010	8,100,000			
	2011	3,300,000		2011	5,500,000			
	2012	3,400,000		2012	5,250,000			
Lyndon B. Johnson			Will Rogers Building (WRB)					
State Office Building			2401 N. Lincoln, Ste. 206					
111 East 17th Street			Oklahoma City, OK 73105					
Austin, TX 78774			Products and Services					
Products and Services								

17) Provide documentation indicating the total dollar volume for each of your sales to government, education, and non-profit agencies for the last three (3) fiscal years.



**SimplexGrinnell LP
Federal, State and Local Government Sales
For periods FY10, FY11 and FY12**

	FY10 Sales	FY11 Sales	FY12 Sales	Total
FEDERAL (GSA & NON GSA)	\$ 179,951,355.97	\$ 151,069,485.59	\$ 167,918,529.08	\$ 498,939,370.64
STATE & LOCAL	\$ 481,076,766.82	\$ 460,063,035.50	\$ 606,927,689.85	\$ 1,548,067,492.17
TOTAL GOVERNMENT	\$ 661,028,122.79	\$ 611,132,521.09	\$ 774,846,218.93	\$ 2,047,006,862.81

SimplexGrinnell Financial Planning and Analysis

**EDUCATION MARKET SALES and PMA SERVICE CONTRACT COVERAGE
FY2010 though FY 2012 US Locations only**

Sum of Net_Sales Row Labels	Column Labels				Grand Total
	2010	2011	2012	2013	
EDUCATIONAL K-12	130,212,565	136,379,774	111,444,877	19,012,353	397,049,569
Deficiencies	3,465,014	2,782,134	3,587,221	1,438,420	11,272,789
FP Service	12,921,256	11,948,553	11,619,458	3,911,433	40,400,701
PMA Buildings Covered	36,001,079	36,963,989	38,057,175		111,022,244
PMA New Sales		4,640,261	4,263,766	781,223	9,685,249
Install	77,825,216	80,044,837	53,917,257	12,881,277	224,668,587
EDUCATIONAL UNIV	190,915,594	184,938,886	185,784,683	51,744,223	613,383,385
Deficiencies	2,622,156	2,285,895	2,380,725	1,072,760	8,361,537
FP Service	16,665,666	18,035,874	16,652,891	5,263,256	56,617,688
PMA Buildings Covered	35,827,312	36,452,840	41,298,956		113,579,107
PMA New Sales		6,223,376	7,312,334	2,011,953	15,547,664
Install	135,800,460	121,940,901	118,139,776	43,396,254	419,277,390
Grand Total	321,128,159	321,318,660	297,229,560	70,756,575	1,010,432,954

18) What percentages of your current (within the past three (3) fiscal years) national sales are to the government and education verticals? Indicate government and education verticals individually

SimplexGrinnell's Annual National Sales to Government and Education verticals are as follows:

FY 2010

- **Education: 21.41%**
- **Government: 22.66**

FY 2011

- **Education: 21.42%**
- **Government: 19.32%**

FY-2012

- **Education: 19.81%**
- **Government: 31.84%**

Proposer's ability to sell and service nationwide

19) Please describe your company sales force in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale and services of the equipment/products contemplated in this RFP?

SimplexGrinnell employs over 1300 full time sales professionals; 550 of these individuals are focused on selling contracting work and larger projects in our managed account portfolio. The balance of our sales force is oriented to selling service contracts. Each of our 120 offices has a mix of contracting and service oriented sales people. The size of the market depends on the sales staff size and alignment to the market.

20) Please describe your dedicated dealer network and number of individual sales force within your dealer network in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sales distribution and delivery of your equipment/products and related services contemplated in this RFP?

SimplexGrinnell owns and operates over 120 district offices across North America, instead of a dealer network. Our offices are centered around major metropolitan areas. This allows our 1,300 sales professionals to focus 100% of their attention on meeting the fire and life safety equipment and service needs of our clients and potential clients surrounding these areas.

21) Please describe your dedicated company service force or dedicated network in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale of the equipment/products and related services contemplated in this RFP?

SimplexGrinnell self-performs all service work for the fire and life safety systems contemplated by this RFP. Across North America, our services organization is staffed by more than 8,900 technicians, installers and other professionals. Through this organization, SimplexGrinnell provides 24/7 emergency service and brings customers unrivaled knowledge and expertise in designing, engineering, installing, testing, inspecting, maintaining, servicing and supporting fire detection, fire suppression and other life safety systems.

22) Please describe your dedicated dealer service force or network in terms of numbers geographic dispersion, and the proportion of their attention focused on the sale of the equipment/products and related services contemplated in this RFP? Additionally, please describe any applicable road service and do they offer the ability to service customers at the customer's location?

Our organization does not use a dealer network for our clients' service needs. If an NJPA member is in a remote location, we will evaluate the cost of using a local subcontractor versus our own service technicians in order to provide the best price to NJPA Members.

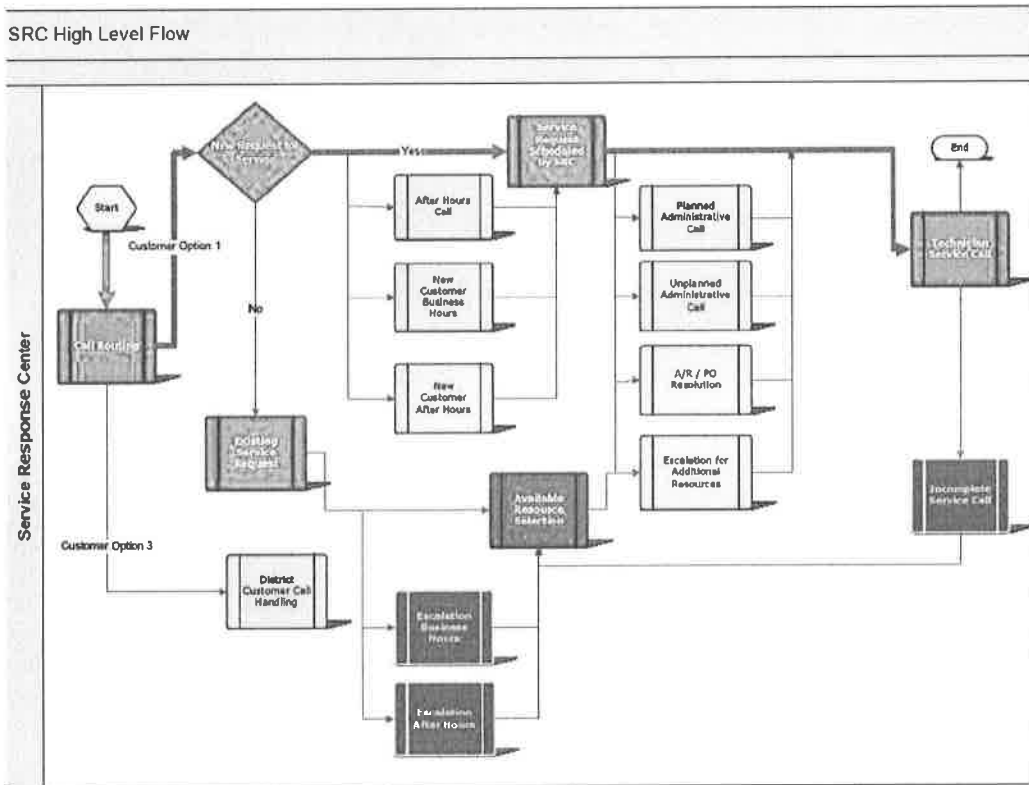
23) Describe in detail your customer service program regarding process and procedure. Please include, where appropriate, response time capabilities and commitments as a part of this RFP response and awarded contract.

Service

Since 2009, SimplexGrinnell utilizes Service Resource Center's to provide industry leading centralized services to our valued customers and our field employees who serve them. The SRC provides a consistent and streamlined service process to our customers, designed to continually exceed their expectations and

ensure that their experience working with SimplexGrinnell is second to none.

SimplexGrinnell made this change to centralized services in an effort to improve our customer service experience. We have benchmarked ourselves against other companies and we determined that a centralized dispatching approach will help us deliver a better, more consistent service experience. The change to a centralized model will help us to better communicate with customers throughout the duration of the service request. We will be able to better leverage technology and a standard business process to keep the customer informed. The local office will still be responsible for executing the service work with our local technicians, and in fact will be better able to concentrate our efforts on ensuring customers receive the high quality service they expect and deserve from SimplexGrinnell. All inspection related servicer work will be coordinated and scheduled with the local district office.



**National Account Communication Standards
PREMIER**

EMERGENCY CALL System/unit is not operational and backup system/unit is not available. Life safety and property protection is non-existent or property assets are in imminent danger of significant damage.

- Technician will be dispatched within 3 hours, unless a different time frame is required by applicable law

PRIORITY CALL System/unit is operational and maintenance or service work is required to maintain

system/unit integrity.

- Technician will be on site within 24 hours

THREE DAY SERVICE CALL *System/unit is operational; general repair is required.*

- Technician will be on site within three(3) business days

SCHEDULED CALL *System/unit is operational; planned appointment for inspection, maintenance, and/or service work.*

- Technician will be on site within fourteen (14) calendar days

**ALL SERVICE RATES WILL BE BILLED ACCORDING TO
NJPA PREFERRED HOURLY SERVICE RATES**

Minimum charge for an Emergency and a Priority Call is 3 hours
Maximum travel charge is 4 hours

Overtime fees prevail before 7:00 AM or after 4:30 PM and double time fees prevail on weekends and holidays

Contracting

All Contracting opportunities (new equipment and installation) will be handled by the individual districts and local sales representatives who ultimately have the relationships with the NJPA clients. All quotes and pricing will be monitored by our compliance group and the National NJPA program manager to ensure 100% compliance.

Project Responsibilities

Activity	Account District	Installing District	Joint Responsibility	Finance	National Accounts
Customer Relationship	X				
Presale specification & Eng'r	X				
Equipment & Labor Cost Estimate			X		
Quotation & Proposal			X		
Closing Sale	X				
Engineering	X/COE				
Order Administration		X			
Project Management		X			
Closing Documentation		X			
Service Contract PMA		X			X
Cost Journal Entry				X	
Revenue & Margin Xfer				X	

24) Identify any geographic areas or NJPA market segments of the United States you will NOT be fully serving through the proposed contract.

SimplexGrinnell will support all geographic areas and market sectors of the United States through the proposed contract.

25) Identify any of NJPA Member segments or defined NJPA verticals you will NOT be offering and promoting an awarded contract to? (Government, Education, Non-profit)

SimplexGrinnell will be offering and promoting an awarded contract to all NJPA member segments and verticals through the proposed contract.

26) Describe your off shore contract sales capabilities and requirements. Define any specific requirements or restrictions as it applies to our members located off shores such as Hawaii and Alaska and the US Islands. Address your off shore shipping program on the Pricing form P of this document.

SimplexGrinnell has district offices located in HI, and AK. There will be no additional charges to service customers located within these areas unless they are more than four hours travel from the nearest district office.

Marketing Plan

27) Describe your contract sales training program to your sales management, dealer network and/or direct sales teams relating to a NJPA awarded contract.

SimplexGrinnell only utilizes direct sales personnel. A series of webinars will be provided to rollout the new NJPA program to contract sales and will be recorded and posted for future reference. The training will be in-depth regarding which customers can use it, how to, and of course the benefits the vehicle brings. The program will follow standard commercial sales practices as to not make it difficult for the field to sell it or remain compliant. The IT system will be updated to enable contracting sales to select an NJPA price file so that consistent, compliant quotes are provided each time to NJPA clients. An Intranet website will be deployed to house all information regarding the contract, execution, marketing, internal and external contacts, etc.

28) Describe your general marketing program strategy to promote the proposed Contract nationally and ensure success.

The overall marketing plan for NJPA would be a coordinated effort between SimplexGrinnell and NJPA. SimplexGrinnell has a sales force of over 2000 nationwide, rarely has the field had this level of an opportunity placed in front of them to enable direct negotiations without the further need to compete, especially in the state, local and municipal marketplace. From a corporate standpoint we will market the program both internally and externally via our corporate website and will kick things off by doing a press release. Brochures will be created that tout the benefits of the program these will be in both hard and electronic format. As mentioned we will have a National Sales Manager that will be overseeing the program and will be responsible for driving its growth, the addition of two headcount to the national sales staff to assist with the training, promotion and direct sales to NJPA clients, SimplexGrinnell will be well positioned to be successful out of the gate. The NJPA Logo will be added to tradeshow banners and promoted locally and nationally via the numerous tradeshow that are attended annually. A budget will be created upon award to attend the three major tradeshow as outlined in the RFP. A page will be developed on our website that references the NJPA contract and contact information. We will also have a form that clients can complete to receive additional information or schedule to meet with a sales representative.

29) Describe your marketing material, and overall marketing ability, relating to promoting this type of partnership and contract opportunity. As much as possible, please send examples of your marketing materials in electronic format.

SimplexGrinnell is supported by an internal marketing and communications group that focuses on providing the field with the tools and resources they need to be successful.

SimplexGrinnell's Marketing Team

- **Chris Woodcock, Director, Marketing Communications**
- **Ann Marie Roy, Manager, Marketing Communications**
- **Michelle Lendway, Tradeshow Manager**
- **Erica Light, Corporate Communications Manager**
- **Jonathan Messier, Senior Web Developer/Designer**

SimplexGrinnell has a plethora of market materials including details on service offerings, specific service sell sheets, and product data sheets for all core product lines. Please see attached documents in the folder named "Form A #29 – Publications" for some examples.

30) Describe your use of technology and the internet to provide marketing and ensure national contract awareness.

SimplexGrinnell uses a variety of electronic platforms to ensure contract awareness and to continually

educate customers on life safety in general. Some current updates that are in process include; having a strong digital component to our advertising program that includes Good pay per click advertising, online banner advertising, e-newsletters, links to simplexgrinnell.com from key websites. We are also set to make a significant investment in redesigning our website and implementing marketing automation software that integrates with salesforce.com.

- Update SimplexGrinnell's existing customer database files for known NJPA members.
- Continuous refresh / updates to Internet (as stated, there will be a dedicated page to NJPA)
- Conduct Emailer campaigns.
- SimplexGrinnell has launched a very successful webinar series "Learn from the Leader" that takes on a new industry related topic once per quarter. Free for all that attend.
- All NJPA customers will have access to Service Channel, a dedicated secure portal where inspection reports, will be uploaded, service calls can be placed and can even check on the time until the technician arrives.
- Will promote via news letter and corporate announcement.

31) Describe your perception of NJPA's role in marketing the contract and your contracted products/equipment and related services.

SimplexGrinnell's perception is what NJPA is illustrates on its home webpage as approaching the procurement solutions as a team to its members - "We are driven to provide efficient public service through our national contract purchasing solutions and other related programs. We are only able to do this as we work together; creating a unified purchasing alliance that is valued by both NJPA Members and contracted suppliers."

SimplexGrinnell understands the majority of the legwork for marketing will reside on the shoulders of our sales staff. We are hopeful however that we can work together when clients have questions that we may not necessarily have the answers to or usage thereof.

32) Describe in detail any unique marketing techniques and methods as a part of your proposal that would separate you from other companies in your industry.

What sets SimplexGrinnell apart is the fact that we are the industry leader in life safety in North America. We have over 1,300 direct full time sales personnel who will market this vehicles usage throughout the 50 states. With over 100 years of service and product history, SimplexGrinnell is best positioned to have a high success rate with NJPA customers. The Education vertical (K-12 and Higher Ed) is one of our strongest. SimplexGrinnell intends to focus on that market segment upon initial award and will develop and integrated marketing effort with our education team utilizing the NJPA national contract.

33) Describe your company's Senior Management level commitment with regards to embracement, promoting, supporting and managing a resultant NJPA awarded contract

Senior management approved both Mr. Tom Federowski and Mr. Tom Staves to be incorporated into SimplexGrinnell's National Accounts team last June to further expand our National State Contract Business. Due to the requirements of SimplexGrinnell's Delegation of Authority, Vice President of Sales Jim Madson had to discuss this contract with the President of SimplexGrinnell and of Tyco prior to execution of the RFP documents. With the approval of adding two additional headcount to the State Contract Master Pricing Agreement (MSA) Group it further shows the commitment at the senior management level to embrace, promote, support and manage this important contract. Management will be approving a budget specific for NJPA to enable promotions, tradeshow attendance, and marketing which will include the development and redesign of brochures to showcase the value of NJPA and SimplexGrinnell.

34) Do you view your products/equipment applicable to an E-procurement ordering process? Yes/ No.

Typically no, as most of our products are custom to meet the specific customer needs.

35) If yes, describe examples of E-procurement system(s) that your products/equipment was available through. Demonstrate the success of government and educations customers to ordering through E-procurement.

The only products that SimplexGrinnell has marketed to customers via this method have been time

equipment products, i.e. date stamps, etc. SimplexGrinnell had good success with this purchasing portal and it continues today. <http://www.simplexgrinnellstore.com/>
We are interested in marketing fire extinguishers and other off the shelf products to be available to clients using this ordering method.

36) Please describe how you will communicate your pricing and pricing strategy to your sales force nationally?
SimplexGrinnell employs two distinct sales groups within our organization.

- **Contract Sales – Utilizes a proposal generation tool called Job Design. Once a sales representative has identified a potential NJPA opportunity, the sales representative submit the customer name and address to our compliance team, they will then update the customer master file with the NJPA price list. Once the sales representative is ready to quote, they will simply select the NJPA price file, then the system automatically inputs the proper pricing, the system will never allow them to go over the negotiated pricing, but will allow discounts to take place. This will also trigger a sequence of events for capturing quoted dollar amounts – to when a sale closes for reporting purposes, compliance and prevailing wage. Periodic audits will take place by our internal compliance team to make certain that all quotes are being done in accordance with award pricing.**
- **Service – All NJPA service sales will be centralized under our national accounts program. The centralized team makes certain that the proper quoting tools were utilized; pricing matches the PO received, etc.**

Training will take place via an NJPA Internal launch. This is typically in a webinar format and will be provided extensively for the first month and then reoccurring monthly thereafter to capture new sales representatives, etc. All sales, be it Contracting or Service, will be required to send in a lead form that will allow us to track and assist on each opportunity, as needed.

There will be an online “Playbook” that sales representatives can download / reference at any time to gain a better understanding of the benefits of the NJPA vehicle and how to sell using it. The National State Contract MSA Program Manager and the sales staff will be assisting the field throughout the entire sales process.

37) Identify all cooperative contracts hosted by any government or education agency or government or education cooperative or by a third party marketing company, which are marketed in more than one state, held or utilized by the Proposer.

Other Cooperative Procurement Contracts Held

GSA 084 Schedule GS-07F-0396M

Western States Contracting Alliance/NASPO vehicle. Fire Suppression Services (WSCA-NV) w22-2007

38) What is the annual dollar sales volume generated through each of the contract(s) identified in your answer to the previous question.

- **GSA 084 Schedule GS-07F-0396M - \$12 M**
- **WSCA - \$3.5 M**

39) Identify awarded WSCA or specific state procurement contracts held or utilized by the Proposer with any State of the United States.

Fire Suppression Services (WSCA-NV) w22-2007

40) What is the annual combined dollar sales volume for each of these contracts?

The combined value is \$15.5 Million

41) Identify any GSA Contracts held or utilized by the Proposer.

- **GS-07F-0396M (Fire and Security)expires 06/30/2017**
- **GS-27F-0026M (Nurse Call / Patient Response)expires 04/16/2017**

- **GS-06F-0054N (Fire Alarm and Suppression Services) expires 06/26/2013**

42) If you are awarded the NJPA contract, are there any market segments or verticals (e.g., higher education, K-12 local governments, non-profits etc.) or geographical markets where the NJPA contract will not be your primary contract purchasing vehicle? If so, please identify those markets and which cooperative purchasing agreement will be your primary vehicle.

Higher Education, K-12 and Local Government. What we have found thus far is some customers prefer WSCA while others prefer NJPA.

43) If you are awarded the NJPA contract, is it your intention and commitment to lead with your NJPA contract? Yes No Explain and demonstrate your commitment and/or restrictions.

SimplexGrinnell intends to lead with NJPA in all locales where we know that it is the preferred vehicle of choice or there is no existing approved participating addendum on file for WSCA, only in those states we will lead with our WSCA vehicle. The vehicle pricing structure will be exactly the same for both with the exception of the Hot List items for NJPA.

44) Identify a proposed administrative fee payable to NJPA for facilitation, management and promotion of the NJPA contract, should you be awarded. This fee is typically calculated as a percentage of Contract sales and not a line item addition to the customers cost of goods.

Our proposed administrative fee is 2.0% of total sales.

Value Added Attributes

45) If applicable, describe any product/equipment training programs available as options for NJPA members. If applicable, do you offer equipment operator training as well as maintenance training? Yes No

SimplexGrinnell offers a variety of training programs suited to meet every aspect of the customer's needs / request. Depending upon the type of system sold, customer training is part of the original submittal. For instance, security systems are typically sold with an extensive training entre that commences upon system acceptance. Fire Alarm systems generally have operational training included with the sale of a new panel/system.

SimplexGrinnell offers the following types of customer training for all types of systems Security, Fire Alarm, Sprinkler, and Suppression).

Onsite – Operational

Onsite – Customer Assisted Inspections

Off Site – Maintenance Factory Certified Training

46) Is this training standard as a part of a purchase or optional?

Most of the training onsite training can be provided at minimum to no cost, though this depends on the requirements of the training syllabus. For instance some customers require operational training to be videotaped for future reference, etc.; this would be an additional charge. All offsite training would be at an additional charge though some programs attendees only need to pay for their hotel and transportation... actual training is free. There is a variety of programs, it just depends on the overall need and how much training the customer wants to receive as this ultimately determines the cost.

47) Describe current technological advances your proposed equipment/products and related services offer.

Remote system diagnostics via Intranet, Technicians now using smart phones, real time truck inventory.

48) Describe your "Green" program as it relates to your company, your products/equipment, and your recycling program, including a list of all green products accompanied by the certifying agency for each (if applicable).

Please see our detailed description of our Green initiatives in the folder entitled: "Form A #48 – Green Information"

49) Describe any Women or Minority Business Entity (WMBE) or Small Business Entity (SBE) accreditations and the general minority and small business program of your organization as it relates to a Contract resulting from this RFP.

SimplexGrinnell has no immediate intention of utilizing subcontractors in accordance with the performance of this contract. As an organization SimplexGrinnell is a strong advocate and supporter of WOSB, WMOSB and SBE in general. Below is a snap-shot of our organizations total subcontracting dollars to SBE concerns for FY-2012.

1a. SMALL BUSINESS CONCERNS	Agency	Dollars	30.2
	FEDERAL SUPPLY SERVICE (4730)	2,712,397.44	
	Total	180,826,496.00	

50) Identify any other unique or custom value added attributes of your company or your products/equipment or related services.

TrueInsight Internet Based Diagnostic Technology

TrueInsight is a breakthrough, Internet-based diagnostic capability that provides real-time visibility into the operation of the Industry-leading Simplex brand 4100-series fire alarm systems. TrueInsight capability builds on our organization’s history of innovation and leadership.

TrueInsight Remote Service provides our team with an actionable inside view into the workings and status of our customers Simplex fire alarm systems. We in turn put that remote insight to work for the customer. Customers don’t have to wait for an on-site visit if an issue arises. We can use TrueInsight technology to remotely diagnose the problem and determine the best course of action to resolve it. This technology constitutes a game-changing advancement to better serve customers and improve service efficiency. Key features of TrueInsight include:

Automated Real-time Alerting of Trouble Conditions: SimplexGrinnell is notified automatically if a “Trouble” condition occurs in a customer’s fire alarm panel

Remote Problem Diagnosis: SimplexGrinnell support technicians can diagnose remotely and isolate the problem in real time before dispatch.

Intelligent Dispatch: Because the problem has been diagnosed up front, SimplexGrinnell can dispatch the right part to be serviced by a technician with the right skill set. For customers, that means speedier problem resolution and a higher probability that we will fix the issue on the first visit

Proactively address problems such as dirty smoke detectors during normal business hours, potentially avoiding more expensive after hour service calls.

Key Benefits of TrueInsight include:

- **Faster Response Time**
- **Better First Time Fix Rate**
- **Reduced Unplanned Business Disruption**
- **Reduced False Alarm Costs**
- **Reduced Fire Watch Costs**
- **Faster Overall Recovery Time**
- **Provides valuable insight to the scheduling of planned maintenance**
- **Improve scheduling of planned spare parts replacement**
- **Lowers overall cost of ownership**

Another benefit is the case where a customer has a ground fault condition. SimplexGrinnell is able to provide advance information to the technician prior to the service call to ensure a technician is sent with the right skill set and instructions on how to perform a ground fault search.

This technology also provides insight into intermittent troubles that customers often miss because they initially drop in and out quickly. Visibility to power outages can help avert unnecessary truck rolls. The

technology also provides our technicians with additional information such as indications of a low battery condition prompting the technician to bring a battery to the site. TrueInsight allows SimplexGrinnell to remotely assess the voltage and current on the power supply charger and the batteries. This in turn can help us determine whether the issue lies with the power supply, the batteries, or both. Corrective action can be fast, accurate and precise.

Implementing TrueInsight for an Existing Fire Alarm System

There is no charge for TrueInsight. The procedure for adding TrueInsight to a client's service package involves the signing of an addendum to an existing Service Agreement. There is no hardware or software required to implement TrueInsight for existing 4100ES fire alarm systems. Simplex 4100ES fire alarm panels are Internet ready. Simplex 4100U systems require the installation of a simple add on-module to provide a secure, IT-friendly connection to the existing network. It is important to note, however, that this is not a central station monitoring service.

- 51) Other than what you have already demonstrated or described, what separates your company, your products/equipment and related services from your competition? What makes your proposed solutions unique in your industry as it applies to NJPA members?

In general, much of the life safety industry is driven by life safety codes, thus many providers provide similar solutions. What sets SimplexGrinnell apart is our constant commitment and understanding that Customers are the foundation of our business. Every one of us at SimplexGrinnell contributes to customer satisfaction, and every interaction is an opportunity to excel.

SimplexGrinnell continues its efforts to deliver outstanding value and build a culture of customer excellence

Net Promoter Score (NPS) Defined

NPS is a common customer experience metric and is used across all Tyco businesses. It is derived from the "likelihood to recommend" survey question and is based on a 0 through 10 response scale where 0 through 6 is considered a Detractor, 7 through 8 is considered a Passive, and 9 through 10 is considered a Promoter. The percentage of Promoters minus the percentage of detractors gives us the Net Promoter Score.

CSAT Scorecards – Static and On-Line

The FY 2013 CSAT Scorecards posted here are static reports and typically appear within one week after month-end. They are structured similar to previous year reports in that they are arranged by operation, by region, and by district. Scorecards are only as recent as the last month. Each district has the ability to obtain, on demand, up to the minute CSAT information like this through log on access to the CustomerSat Enterprise Feedback Management (EFM) System. Survey data obtained today is uploaded every night and is accessible to districts the very next day. For the most updated survey results, always rely on this on-line method which also contains Kudos and Perfect 10 information that is not part of the static scorecards.

NPS Goals – Company and District

The overall company NPS goal for FY 2013 is 62%. That's 2 points above the 60% overall company NPS achieved during FY2012. In order to reach that 64% company goal, each district needs to establish their own NPS goal for FY2013, taking into account what their NPS was for FY2012 and setting a target for FY2013 NPS achievement. With respect to Detractors, a reasonable goal for the company and for every district office would be to keep that level below 10%.

NICE Workshops to Improve NPS

One of the best ways for districts to help focus on their customer experience and in the process drive their NPS to a higher level is to engage in the Next Improvement in Customer Experience (NICE) Workshop program. NICE Workshops engage both district managers and employees in the discovery of root causes of customer dissatisfaction that allow them to establish a plan for improving service delivery for their district. Through quarterly plan reviews led by the Customer Experience team,

districts can ensure that the focus remains on the customer—proven to drive higher levels of satisfaction and loyalty, along with achievement of higher NPS.

52) Identify and describe any service contract options included in the proposal, or offered as a proposed option, for the products/equipment being offered.

SimplexGrinnell intends to offer a variety of service contracts depending upon the current type of system installed or being sold. These service contracts are tailored to meet the unique needs of each customer. Many of the service contracts will be required to meet minimum standards according to the NFPA or Authority having Jurisdiction. As a leader in the life safety Industry SimplexGrinnell will ensure all NJPA customers will meet these requirements as part of our on-going preventative maintenance offerings.

53) Identify your ability and willingness to offer an awarded contract to qualifying member agencies in Canada specifically and internationally in general.

SimplexGrinnell currently owns and operates local district offices throughout all of North America and is positioned to service NJPA customers located throughout the USA and Canada. SimplexGrinnell also houses an International Group that is based out of Strongsville, OH and can provide products and services throughout the world using internal employees and or Tyco employees that are located worldwide.

54) Describe any unique distribution and/or delivery methods or options offered in your proposal.

The uniqueness that SimplexGrinnell brings to NJPA is our company-owned district offices that will enable all field personnel to truly operate as one. No other life safety vendor can offer Security, Fire Alarm, Sprinkler, and Suppression systems in house without the further need of subcontractors.

(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on Form P)

Signature: _____ Date: _____

**PARTICIPATING ADDENDUM
 NATIONAL JOINT POWERS ALLIANCE (NJPA)
 FACILITY SECURITY AND LIFE SAFETY SYSTEMS PRODUCT,
 INSTALLATION and MAINTENANCE SERVICES
 Administered by the NJPA (hereinafter "Lead Agency")**

MASTER PRICE AGREEMENT
 SIMPLEX GRINNELL
 031913-SGL (hereinafter "Contractor")

And
 [insert name of participating entity xxxxxxxx]
 (hereinafter "Participating Entity")

1. Scope: This addendum covers the facility security and life safety systems product, installation and maintenance services lead by the NJPA for use by _____ located in the State of _____ is authorized by that state's statutes to utilize NJPA contracts.

2. Participation: All "Customer Name" Locations Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. Participating State Modifications or Additions to Master Price Agreement:
 (These modifications or additions apply only to actions and relationships within the Participating Entity.)
[Replace this with specific changes or a statement that No Changes Are Required]

4. Lease Agreements: **Not Applicable**

5. Primary Contacts: The primary contact individual for this participating addendum is as follows (or their named successors):

Lead Agency

Name	Tom Perttula
Address	202 12th Street NE, Staples, MN 56479
Telephone	218-895-4115 or 888-894-1930
Fax	
E-mail	tom.perttula@njpacoop.org

Contractor

Name	Thomas Staves, Simplex Grinnell
Address	17 McCullough Drive Southgate Industrial Park New Castle, DE 19720
Telephone	302-419 2386
Fax	978-731-4034
E-mail	tstaves@simplexgrinnell.com

<u>Participating Entity</u>	
Name	
Address	
Telephone	
Fax	

6. Subcontractors:

All of the Contractor's lower tier subcontractors will be mutually agreed upon between the Contractor and Participating Entity.

7. Purchase Order Instructions:

All orders should contain the following : (1) Mandatory Language "PO is subject to NJPA Contract #031913-SGL (2) Your Name, Address, Contact, & Phone-Number (3) Purchase order amount and all pricing details required by the Participating Entity.

Orders can be made out to **SimplexGrinnell**

8. Price Agreement Number:

All purchase orders issued by the participating entity shall include the Lead Agency price agreement number (NJPA Contract 031913-SGL) and the Participating Entity contract number if issued.

This Participating Addendum and the Master Price Agreement number 031913-SGL (administered by the NJPA) together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary to or in addition to the terms and conditions of this Participating Addendum and the NJPA Price Agreement, together with its exhibits, shall not be added to or incorporated into this Participating Addendum or the NJPA Price Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Participating Addendum and the NJPA Price Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms.

9. Compliance with reporting requirements of the "American Recovery and Reinvestment Act of 2009" ("ARRA"): If or when contractor is notified by ordering entity that a specific purchase or purchases are being made with ARRA funds, contractor agrees to comply with the data element and reporting requirements as currently defined in Federal Register Vol 74 #61, Pages 14824-14829 (or subsequent changes or modifications to these requirements as published by the Federal OMB). Ordering entity is responsible for informing contractor as soon as the ordering entity is aware that ARRA funds are being used for a purchase or purchases. Contractor will provide the required report to the ordering entity with the invoice presented to the ordering entity for payment. The contractor, as it relates to

purchases under this Participating Addendum, is not a subcontractor or subgrantee, but simply a provider of goods or services.

IN WITNESS WHEREOF, the parties have executed this Participating Addendum as of the date of execution by both parties below.

Participating Entity:	Contractor: SimplexGrinnell
By:	By:
Name:	Name: Tom Staves
Title:	Title: NASM,
Date:	Date:

[Additional signatures as required by Participating State]



NJPA VENDOR PRICE AND PRODUCT CHANGE REQUEST FORM

Section 1. Instructions for Vendor

Requests for product or service changes, additions, or deletions will be considered at any time throughout the awarded contract term. All requests must be made in writing by completing sections 2, 3, and 4 of this NJPA Price and Product Change Request Form and signed by an authorized Vendor representative in section 5. All changes are subject to review by the NJPA Contracts & Compliance Manager and to approval by NJPA's Chief Procurement Officer. Submit request through email to your assigned NJPA Contract Administrator.

NJPA will determine whether the request is 1) within the scope of the original RFP, and 2) in the best interests of NJPA and NJPA Members. Approved Price and Product Change Request Forms will be signed and emailed to the Vendor contact.

The Vendor must complete this change request form and individually list or attach all items or services subject to change, must provide sufficiently detailed explanation and documentation for the change, and must include a complete restatement of pricing documentation in an appropriate format (preferably Microsoft® Excel®). The pricing document must identify all products and services being offered and must conform to the following NJPA product/price change naming convention: (Vendor Name) (NJPA Contract #) (effective pricing date); for example, "Acme Widget Company #012416-AWC eff. 01-01-2017."

NOTE: New pricing restatements must include all products and services offered regardless of whether their prices have changed and must include a new "effective date" on the pricing documents. This requirement reduces confusion by providing a single, current pricing sheet for each Vendor and creates a historical record of pricing.

ADDITIONS. New products and related services may be added to a contract if such additions are within the scope of the original RFP.

DELETIONS. New products and related services may be deleted from a contract if, for example, they are no longer available or have been modified to a point where they are outside the scope of the RFP.

PRICE CHANGES: Vendors may request price changes if they provide sufficient rationale for the change. For example, a Vendor that manufactures products that require substantial petroleum-related material might request a 3% price increase because of a 20% increase in petroleum costs.

Price decreases: NJPA expects Vendors to propose their very best prices and anticipates that price reductions might occur because of improved technologies or marketplace efficiencies.

Price increases: Acceptable price increases typically result from specific Vendor cost increases. The Vendor must include reasonable justification for the price increase and must not, for example, offer merely generalized statements about an increase in a cost-of-living index. Appropriate documentation should be attached to this form, including such items as letters from suppliers announcing price increases.

Refer to the RFP for complete "Pricing" details.

Section 2. Vendor Name and Type of Change Request

AWARDED VENDOR NAME: SimplexGrinnell

NJPA CONTRACT NUMBER: #031913-SGL

CHECK ALL CHANGES THAT APPLY:

- Adding Products/Services
- Deleting Products/Services
- Price Increase
- Price Decrease



NJPA VENDOR PRICE AND PRODUCT CHANGE REQUEST FORM

Section 3. Detailed Explanation of Need for Changes

List the products and/or services that are changing or being added or deleted from the previous contract price list, along with the percentage change for each item or category. (Attach a separate, detailed document if changing more than 10 items.)

This request is for clarification of how SimplexGrinnell handles individual products that are not listed on our products pricing page, in addition, it provides details on how straight product purchases and sub-contracted labor are handled.

Provide a general statement and documentation explaining the reasons for these price and/or product changes.
EXAMPLES: 1) "All pricing for paper products and services are increased 5% because of increased raw material and transportation costs (see attached documentation of fuel and raw materials increase)." 2) "The 6400 series floor polisher is being added to the product list as a new model, replacing the 5400 series. The 6400 series 3% increase reflects technological changes that improve the polisher's efficiency and useful life. The 5400 series is now included in the "Hot List" at a 20% discount from the previous pricing until the remaining inventory is liquidated."

We have had customers that wanted a more specific explanation as to how and when the 15% markup is applied. SimplexGrinnell will make the decision of how it will be quoted based upon commercial sales practices.

Service

1. The 15% Markup only applies to "Service work" quoted and billed through our service department (ACE)
2. Products quoted and ordered through the service department that are not listed on our NJPA Products List are billed at 15% Markup over cost.
3. Subcontractors billed through our service department to handle break/fix work (not installations) are billed at 15% Markup over cost.

Contracting

1. All product only sales quoted using Job Design will be billed through our contracting department and will be at or less than the applicable project level gross margin (PLGM) for electrical or sprinkler.

If adding products, state how these are within the scope of the original RFP.

If changing prices or adding products or services, state how the pricing is consistent with existing NJPA contract pricing.

No changes to existing line item prices or methodology.



NJPA VENDOR PRICE AND PRODUCT CHANGE REQUEST FORM

Section 4. Complete Restatement of Pricing Submitted

A COMPLETE restatement of the pricing, including all new and existing products and services is attached and has been emailed to the Vendor's Contract Administrator.

Yes No

Section 5. Signatures

Thomas Staves

Digitally signed by Thomas Staves
DN: cn=Thomas Staves, o=SimplexGrinnell, ou,
email=lstaves@simplexgrinnell.com, c=US
Date: 2016.11.18 10:30:55 -0500

11/18/2016

Vendor Authorized Signature

Date

Thomas Staves

Print Name and Title of Authorized Signer

Jeremy Schwartz NJPA Director of Cooperative Contracts and Procurement/CPO

11-22-16

Date



Attachment A

A. Clarification on 15% markup:

We have had customers that wanted a more specific explanation as to how and when the 15% markup is applied. SimplexGrinnell will make the decision of how it will be quoted based upon commercial sales practices.

Service

1. The 15% Markup only applies to "Service work" quoted and billed through our service department (ACE)
2. Products quoted and ordered through the service department that are not listed on our NJPA Products List are billed at 15% Markup over cost.
3. Subcontractors billed through our service department to handle break/fix work (not installations) are billed at 15% Markup over cost.

Contracting

1. All product only sales quoted using Job Design will be billed through our contracting department and will be at or less than the applicable project level gross margin (PLGM) for electrical or sprinkler.
2. All Subcontracted Labor quoted using Job Design will be billed through our contracting department and will be at or less than the applicable project level gross margin (PLGM) for electrical or sprinkler.

(Note: captured in its entirety from Section 3, general statement)

**Letter of Agreement
to Extend the Contract**

Between

**SimplexGrinnell LP (Vendor)
50 Technology Drive
Westminster, MA 01441**

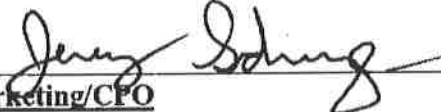
and

**National Joint Powers Alliance® (NJPA)
202 12th Street NE
Staples, MN 56479
Phone: (218) 894-1930**

The Vendor and NJPA have entered into an Agreement (Contract #031913-SGL) for the procurement of Facility Security Equipment, Systems and Services with Related Equipment and Supplies. This Agreement has an expiration date of April 23, 2017, but the parties may extend the Agreement for one additional year by mutual consent.

The parties acknowledge that extending the Agreement for another year benefits the Vendor, NJPA and NJPA's Members. The Vendor and NJPA therefore agree to extend the Agreement listed above for a fifth year. This existing Agreement will terminate on April 23, 2018. All other terms and conditions of the Agreement remain in force.

National Joint Powers Alliance® (NJPA)

By: , Its: Director of Contracts and Marketing/CFO

Name printed or typed: Jeremy Schwartz

Date 9-12-16

SimplexGrinnell LP

By: , Its: V.P. Strategic Sales

Name printed or typed: James W. Madson

Date September 12, 2016