

TIPS VENDOR AGREEMENT (Part 1)

TIPS RFP 240203 Fire, Firearm, and Active Shooter Safety and Security Solutions (PART 1)

The following Vendor Agreement (“Agreement”) creates a legal agreement between The Interlocal Purchasing System (“TIPS”), a government purchasing cooperative and Department of Texas Region 8 Education Service Center and Johnson Controls Fire Protection LP/Johnson Controls Security Solutions LLC (“Vendor”):

(ENTER ENTITY NAME)

its owners, agents, subsidiaries, and affiliates (together, “Vendor”) (individually, “Party”, and collectively the “Parties”) and this agreement shall exclusively govern the contractual relationship (“Agreement”) between the Parties for Part 1 of the related solicitation opportunity. If Vendor proposes and is awarded on Part 2, a separate Part 2 Vendor Agreement shall control Part 2 terms.

TIPS, a governmental entity and a national purchasing cooperative seeks to provide a valuable and necessary solution to public entities and qualifying non-profits by performing the public procurement solicitation process and awarding compliant contracts to qualified vendors. Then, where the law of a customer’s jurisdiction allows, instead of public entities and qualifying non-profits expending time, money, and resources on the extensive public procurement process, the use of TIPS allows public entities to quickly select and purchase their preferred products or services from qualified, competitively evaluated vendors through cooperative purchasing.

1. **Purpose.** The purpose of this Agreement is to identify the terms and conditions of the relationship between TIPS and Vendor. Public entities and qualifying non-profits that properly join or utilize TIPS (“TIPS Members”) may elect to “piggyback” off of TIPS’ procurements and agreements where the laws of their jurisdiction allow. TIPS Members are not contractual parties to this Agreement although terms and conditions of this Agreement may ensure benefits to TIPS Members.
2. **Authority.** The Parties agree that the signatories below are individual authorized to enter into this Agreement on behalf of their entity and that they are acting under due and proper authority under applicable law.
3. **Definitions.**
 - a. **TIPS Pricing:** The specific pricing, discounts, and other pricing terms and incentives which Vendor submitted and TIPS approved for each respective TIPS Contract awarded to Vendor and all permissible, subsequent pricing updates submitted by Vendor and accepted by TIPS, if any.
 - b. **Authorized Reseller:** A reseller or dealer authorized and added by a Vendor through their online TIPS Vendor Portal to make TIPS sales according to the terms and conditions herein.
4. **Entire Agreement.** This Agreement resulted from TIPS posting a Part 1 “TIPS Solicitation” (RFP, RCSP, RFQ, or other) and Vendor submitting a proposal in response to that posted TIPS Solicitation for evaluation and award. The Parties agree that this Agreement consists of the provisions set forth herein and: (1) The Part 1 TIPS solicitation document resulting in this Agreement; (2) Any Part 1 addenda or clarifications issued in relation to the TIPS solicitation; (3) All Part 1 solicitation information provided to Vendor by TIPS through the TIPS eBid System; (3) Vendor’s entire Part 1 proposal response to the TIPS solicitation including all accepted required attachments, acknowledged notices and certifications, accepted negotiated terms, pricing, accepted responses to questions, and accepted written clarifications of Vendor’s proposal, and; any properly included attachments to this Agreement. All documentation and information listed is hereby incorporated by reference as if set forth herein verbatim. In the event of conflict between the terms herein and one of the incorporated documents the terms and conditions herein shall control.
5. **Vendor’s Specific Warranties, Terms, and License Agreements.** Because TIPS serves public entities and non-profits throughout the nation all of which are subject to specific laws and policies of their jurisdiction, as a matter of standard practice, TIPS does not typically accept a Vendor’s specific “Sale Terms” (warranties, license agreements, master agreements, terms and conditions, etc.) on behalf of all TIPS Members. TIPS may permit Vendor to attach those to this Agreement to display to interested customers what terms may apply to their Supplemental Agreement with Vendor (if submitted by Vendor for that purpose). However, unless this term of the Agreement is negotiated and modified to state otherwise, those specific Sale Terms are not accepted by TIPS on behalf of all TIPS Members and each Member may choose whether to accept, negotiate, or reject those specific Sale Terms, which must be reflected in a separate agreement between Vendor and the Member in order to be effective.

- 6. Vendor Identity and Contact Information.** It is Vendor's sole responsibility to ensure that all identifying vendor information (name, EIN, d/b/a's, etc.) and contact information is updated and current at all times within the TIPS eBid System and the TIPS Vendor Portal. It is Vendor's sole responsibility to confirm that all e-correspondence issued from tips-usa.com, ionwave.net, and tipsconstruction.com to Vendor's contacts are received and are not blocked by firewall or other technology security. Failure to permit receipt of correspondence from these domains and failure to keep vendor identity and contact information current at all times during the life of the contract may cause loss of TIPS Sales, accumulating TIPS fees, missed rebid opportunities, lapse of TIPS Contract(s), and unnecessary collection or legal actions against Vendor. It is no defense to any of the foregoing or any breach of this Agreement that Vendor was not receiving TIPS' electronic communications issued by TIPS to Vendor's listed contacts.
- 7. Initiation of TIPS Sales.** When a public entity initiates a purchase with Vendor, if the Member inquires verbally or in writing whether Vendor holds a TIPS Contract, it is the duty of the Vendor to verify whether the Member is seeking a TIPS purchase. Once verified, Vendor must include the TIPS Contract Number on all purchase communications and sales documents exchanged with the TIPS Member.
- 8. TIPS Sales and Supplemental Agreements.** The terms of the specific TIPS order, including but not limited to: shipping, freight, insurance, delivery, fees, bonding, cost, delivery expectations and location, returns, refunds, terms, conditions, cancellations, order assistance, etc., shall be controlled by the purchase agreement (Purchase Order, Contract, Invoice, etc.) (hereinafter "Supplemental Agreement") entered into between the TIPS Member Customer and Vendor only. TIPS is not a party to any Supplemental Agreement. All Supplemental Agreements shall include Vendor's Name, as known to TIPS, and TIPS Contract Name and Number. Some of Vendor's offerings require special terms and conditions specific to those offerings, including gunshot detection, weapons detection and fire or security monitoring and TIPS Members will be presented with those terms at the time of sale. If the TIPS Member proceeds with the sale, they TIPS Member will be required to sign and agree to Vendor's standard terms for these offerings attached as Exhibit A, which are subject to change from time to time, for review and consideration. Vendor accepts and understands that TIPS is not a legal party to TIPS Sales and Vendor is solely responsible for identifying fraud, mistakes, unacceptable terms, or misrepresentations for the specific order prior to accepting. Vendor agrees that any order issued from a customer to Vendor, even when processed through TIPS, constitutes a legal contract between the customer and Vendor only. When Vendor accepts or fulfills an order, even when processed through TIPS, Vendor is representing that Vendor has carefully reviewed the order for legality, authenticity, and accuracy and TIPS shall not be liable or responsible for the same. In the event of a conflict between the terms of this TIPS Vendor Agreement and those contained in any Supplemental Agreement, the provisions set forth herein shall control unless otherwise agreed to and authorized by the Parties in writing within the Supplemental Agreement.
- 9. Right of Refusal.** Vendor has the right not to sell to a TIPS Member under the awarded agreement at Vendor's discretion unless otherwise required by law.
- 10. Reporting TIPS Sales.** Vendor must report all TIPS Sales to TIPS. If a TIPS sale is initiated by Vendor receiving a TIPS Member's purchase order from TIPS directly, Vendor may consider that specific TIPS Sale reported. Otherwise, with the exception of TIPS Automated Vendors, who have signed an exclusive agreement with TIPS regarding reporting, all TIPS Sales must be reported to TIPS by either: (1) Emailing the purchase order or similar purchase document (with Vendor's Name, as known to TIPS, and the TIPS Contract Name and Number included) to TIPS at tipspo@tips-usa.com with "Confirmation Only" in the subject line of the email within three business days of Vendor's acceptance of the order, or; (2) Within 3 business days of the order being accepted by Vendor, Vendor must login to the TIPS Vendor Portal and successfully self-report all necessary sale information within the Vendor Portal and confirm that it shows up accurately on your current Vendor Portal statement. No other method of reporting is acceptable unless agreed to by the Parties in writing. Failure to report all sales pursuant to this provision may result in immediate cancellation of Vendor's TIPS Contract(s) for cause at TIPS' sole discretion. Please refer to the TIPS [Accounting FAQ's](#) for more information about reporting sales and if you have further questions, contact the Accounting Team at accounting@tips-usa.com.
- 11. TIPS Administration Fees.** The collection of administrative fees by TIPS, a government entity, for performance of these procurement services is required pursuant to Texas Government Code Section 791.011 et. seq. The administration fee ("TIPS Administration Fee") is the amount legally owed by Vendor to TIPS for TIPS Sales made by Vendor. The TIPS Administration Fee amount is typically a set percentage of the amount paid by the TIPS Member for each TIPS Sale, less shipping cost, bond cost, and taxes if applicable and identifiable, which is legally due to TIPS, but the exact TIPS Administration Fee for this Contract is published in the corresponding solicitation and is incorporated herein by reference. TIPS Administration Fees are due to TIPS immediately upon Vendor's receipt of payment, including partial payment, for a TIPS Sale. The TIPS Administration Fee is assessed on the amount paid by the TIPS Member, not on the Vendor's cost or on the amount for which the Vendor sold the item to a dealer or Authorized Reseller. Upon receipt of payment for a TIPS Sale, including partial payment (which renders TIPS Administration Fees immediately due), Vendor shall issue to TIPS the corresponding TIPS Administration Fee payment as soon as possible but not later than thirty-one calendar days following Vendor's receipt of payment. Vendor shall pay TIPS via check unless otherwise agreed to by the Parties in writing. Vendor shall include clear documentation with the issued payment dictating to which sale(s) the amount should be applied. Vendor may create a payment report within their TIPS Vendor Portal which is the preferred

documentation dictating to which TIPS Sale(s) the amount should be applied. Failure to pay all TIPS Administration Fees pursuant to this provision may result in immediate cancellation of Vendor's TIPS Contract(s) for cause at TIPS' sole discretion as well as the initiation of collection and legal actions by TIPS against Vendor to the extent permitted by law. Any overpayment of participation fees to TIPS by Vendor will be refunded to the Vendor within ninety (90) days of receipt of notification if TIPS receives written notification of the overpayment not later than the expiration of six (6) months from the date of overpayment and TIPS determines that the amount was not legally due to TIPS pursuant to this agreement and applicable law. Any notification of overpayment received by TIPS after the expiration of six (6) months from the date that TIPS received the payment will render the overpayment non-refundable. Region 8 ESC and TIPS reserve the right to extend the six (6) month deadline if approved by the Region 8 ESC Board of Directors. TIPS reserves all rights under the law to collect TIPS Administration Fees due to TIPS pursuant to this Agreement.

- 12. Term of the Agreement.** This Agreement with TIPS is for approximately three years with a one-year, consecutive option for renewal as described herein. Renewal options are not automatic and shall only be effective if offered by TIPS at its sole discretion. If TIPS offers a renewal option, the Vendor will be notified via email issued to Vendor's then-listed Primary Contact. The renewal option shall be deemed accepted by Vendor unless Vendor notifies TIPS of its objection to the renewal option in writing and confirms receipt by TIPS.

Actual Effective Date: Agreement is effective upon signature by authorized representatives of both Parties. The Effective Date does not affect the "Term Calculation Start Date."

Term Calculation Start Date: To keep the contract term consistent for all vendors awarded under a single TIPS contract, Vendor shall calculate the foregoing term as starting on the last day of the month that "Award Notifications" are anticipated as published in the Solicitation, regardless of the actual Effective Date.

Example of Term Calculation Start Date: If the anticipated "Award Date" published in the Solicitation is May 22, 2023, but extended negotiations delay award until June 27, 2023 (Actual Effective Date), the Term Calculation Start Date shall be May 31, 2023 in this example.

Contract Expiration Date: To keep the contract term consistent for all vendors awarded under a single TIPS contract, the term expiration date shall be three-years from the Term Calculation Start Date.

Example of Contract Expiration Date: If the anticipated "Award Date" published in the Solicitation is May 22, 2023, but extended negotiations delay award until June 27, 2023 (Actual Effective Date), the Term Calculation Start Date shall be May 31, 2023 and the Contract Expiration Date of the resulting initial "three-year" term, (which is subject to an extension(s)) will be May 31, 2026 in this example.

Option(s) for Renewal: Any option(s) for renewal shall begin on the Contract Expiration Date, or the date of the expiration of the prior renewal term where applicable, and continue for the duration specified for the renewal option herein.

Example of Option(s) for Renewal: In this example, if TIPS offers a one-year renewal and the Contract Expiration Date is May 31, 2026, then the one-year renewal is effective from May 31, 2026 to May 31, 2027.

TIPS may offer to extend Vendor Agreements to the fullest extent the TIPS Solicitation resulting in this Agreement permits.

- 13. TIPS Pricing.** Vendor agrees and understands that for each TIPS Contract that it holds, Vendor submitted, agreed to, and received TIPS' approval for specific pricing, discounts, and other pricing terms and incentives which make up Vendor's TIPS Pricing for that TIPS Contract ("TIPS Pricing"). Vendor confirms that Vendor will not add the TIPS Administration Fee as a charge or line-item in a TIPS Sale. Vendor hereby certifies that Vendor shall only offer goods and services through this TIPS Contract if those goods and services are included in or added to Vendor's TIPS Pricing and approved by TIPS. TIPS reserves the right to review Vendor's pricing update requests as specifically as line-item by line-item to determine compliance. However, Vendor contractually agrees that all submitted pricing updates shall be within the original terms of the Vendor's TIPS Pricing (scope, proposed discounts, price increase limitations, and other pricing terms and incentives originally proposed by Vendor) such that TIPS may accept Vendors price increase requests as submitted without additional vetting at TIPS discretion. Any pricing quoted by Vendor to a TIPS Member or on a TIPS Quote shall never exceed Vendor's TIPS Pricing for any good or service offered through TIPS. TIPS Pricing price increases and modifications, if permitted, will be honored according to the terms of the solicitation and Vendor's proposal, incorporated herein by reference.

14. **Indemnification of TIPS.** VENDOR AGREES TO INDEMNIFY, HOLD HARMLESS, AND DEFEND TIPS, TIPS OFFICERS, TIPS EMPLOYEES, TIPS DIRECTORS, AND TIPS TRUSTEES (THE "TIPS INDEMNITEES") AND, FOR OFFERINGS THAT DO NOT REQUIRE A SPECIAL RIDER AS ATTACHED TO THIS AGREEMENT, TIPS MEMBERS FROM AND AGAINST ALL CLAIMS AND SUITS BY THIRD-PARTIES FOR DAMAGES, INJURIES TO PERSONS (INCLUDING DEATH), TANGIBLE PROPERTY DAMAGE, LOSSES, EXPENSES, FEES, INCLUDING COURT COSTS, ATTORNEY'S FEES, AND EXPERT FEES, TO THE EXTENT ARISING OUT OF OR RELATING TO VENDOR'S NEGLIGENCE OR WILLFUL MISCONDUCT IN ITS PERFORMANCE UNDER THIS AGREEMENT (INCLUDING THE PERFORMANCE OF VENDOR'S OFFICERS, EMPLOYEES, AGENTS, AUTHORIZED RESELLERS, SUBCONTRACTORS, LICENSEES, OR INVITEES), REGARDLESS OF THE NATURE OF THE CAUSE OF ACTION, INCLUDING WITHOUT LIMITATION CAUSES OF ACTION BASED UPON COMMON, CONSTITUTIONAL, OR STATUTORY LAW OR BASED IN WHOLE OR IN PART UPON ALLEGATIONS OF NEGLIGENCE OR INTENTIONAL ACTS OR OMISSIONS ON THE PART OF VENDOR, ITS OFFICERS, EMPLOYEES, AGENTS, AUTHORIZED RESELLERS, SUBCONTRACTORS, LICENSEES, OR INVITEES. PARTIES FOUND LIABLE SHALL PAY THEIR PROPORTIONATE SHARE OF DAMAGES AS AGREED BY THE PARTIES OR AS ORDERED BY A COURT OF COMPETENT JURISDICTION. IN NO EVENT SHALL VENDOR, ITS AFFILIATES AND THEIR RESPECTIVE PERSONNEL, SUPPLIERS AND VENDORS BE LIABLE TO TIPS FOR ANY DAMAGES RELATING TO THE AGREEMENT OR THE SERVICES CONTEMPLATED THEREBY IN ANY AMOUNT EXCEEDING THE TOTAL AMOUNTS PAID TO THE VENDOR BY TIPS MEMBERS FOR TIPS SALES DURING THE TWELVE (12) MONTH PERIOD PRIOR TO THE DATE THE CLAIM AROSE, REGARDLESS OF THE CAUSE AND WHETHER ARISING IN CONTRACT, TORT (INCLUDING NEGLIGENCE) OR OTHERWISE. IN NO EVENT, WHETHER IN CONTRACT, TORT OR OTHERWISE (INCLUDING BREACH OF WARRANTY, NEGLIGENCE, PRODUCT LIABILITY AND STRICT LIABILITY IN TORT), WILL VENDOR AND ITS AFFILIATES AND THEIR RESPECTIVE PERSONNEL, SUPPLIERS AND VENDORS BE LIABLE TO TIPS (DIRECTLY OR INDIRECTLY) UNDER ANY CAUSE OF ACTION OR THEORY OF LIABILITY ARISING FROM, RELATING TO OR IN CONNECTION WITH THIS AGREEMENT, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, FOR ANY: (A) SPECIAL, INCIDENTAL, CONSEQUENTIAL, PUNITIVE, OR INDIRECT DAMAGES; (B) LOST PROFITS, REVENUES, DATA, CUSTOMER OPPORTUNITIES, BUSINESS, ANTICIPATED SAVINGS, OR GOODWILL; (C) BUSINESS INTERRUPTION; OR (D) DATA LOSS OR OTHER LOSSES ARISING FROM VIRUSES, RANSOMWARE, CYBERATTACKS OR FAILURES OR INTERRUPTIONS TO NETWORK SYSTEMS. NO LIMITATION OF LIABILITY FOR DAMAGES FOR PERSONAL INJURY OR PROPERTY DAMAGE ARE PERMITTED OR AGREED TO BY TIPS ON BEHALF OF TIPS MEMBERS. APART FROM THIS INDEMNIFICATION PROVISION REQUIRING INDEMNIFICATION OF THE TIPS INDEMNITEES' ATTORNEY'S FEES AS SET FORTH ABOVE, RECOVERY OF ATTORNEYS' FEES BY THE PREVAILING PARTY IS AUTHORIZED ONLY IF AUTHORIZED BY TEX. EDUC. CODE § 44.032(F).
15. **Indemnification and Assumption of Risk – Intellectual Property.** FOR THE SAKE OF CLARITY, AND WITHOUT LIMITING THE BREADTH OF THE INDEMNITY OBLIGATIONS IN SECTION 14 ABOVE, VENDOR AGREES TO PROTECT, INDEMNIFY, AND HOLD THE TIPS INDEMNITEES HARMLESS FROM AND AGAINST ANY AND ALL LOSSES, CLAIMS, ACTIONS, DEMANDS, ALLEGATIONS, SUITS, JUDGMENTS, COSTS, EXPENSES, FEES, INCLUDING COURT COSTS, ATTORNEY'S FEES, AND EXPERT FEES AND ALL OTHER LIABILITY OF ANY NATURE WHATSOEVER ARISING OUT OF OR RELATING TO ALLEGATIONS OR CLAIMS THAT ANY VENDOR DATA INFRINGES ON THE INTELLECTUAL PROPERTY RIGHTS OF A THIRD-PARTY OR VENDOR. NOTWITHSTANDING THE FOREGOING, VENDOR WILL HAVE NO OBLIGATION TO PROTECT, INDEMNIFY OR PAY ANY COSTS OR DAMAGES RELATED TO ANY INFRINGEMENT CLAIM BASED UPON ANY (I) MISUSE OR MODIFICATION OF THE VENDOR DATA BY THE TIPS INDEMNITEES, (II) USE OF THE VENDOR DATA IN COMBINATION WITH OTHER MATERIALS, GOODS, PRODUCTS, OR SERVICES FOR WHICH THE VENDOR DATA WAS NOT INTENDED TO BE USED, (III) FAILURE OF THE TIPS INDEMNITEES TO IMPLEMENT ANY UPDATE PROVIDED BY VENDOR THAT WOULD HAVE PREVENTED THE CLAIM, AND (IV) VENDOR DATA MADE TO TIPS INDEMNITEES' SPECIFICATIONS OR DESIGNS. THE FOREGOING OBLIGATIONS ARE CONDITIONED ON TIPS INDEMNITEES (I) NOTIFYING VENDOR PROMPTLY IN WRITING OF THE ACTION, AND (II) MAKING NO ADMISSION OF LIABILITY AND GIVING VENDOR SOLE CONTROL OF THE DEFENSE THEREOF AND ANY RELATED SETTLEMENT NEGOTIATIONS, AND (III) COOPERATING AND, AT VENDOR'S REQUEST AND EXPENSE, ASSISTING IN THE DEFENSE.
16. **Procedures Related to Indemnification.** In the event that an indemnity obligation arises, Vendor shall pay all amounts set forth in Section 14 and 15 above (including any settlements) and – if it has accepted its indemnity obligation without qualification – control the legal defense to such claim or cause of action, including without limitation attorney selection, strategy, discovery, trial, appeal, and settlement, and TIPS shall, at Vendor's cost and expense (with respect to reasonable out of pocket costs and expenses incurred by TIPS which shall be reimbursed to TIPS by Vendor), provide all commercially reasonable assistance requested by Vendor. In controlling any defense, Vendor shall ensure that all assertions of governmental immunity and all applicable pleas and defenses shall be promptly asserted.
17. **Indemnity for Underlying Sales and Supplemental Agreements.** Vendor shall be solely responsible for any customer claims or any disputes arising out of TIPS Sales or any Supplemental Agreement as if sold in the open-market. The Parties agree that TIPS shall not be liable for any claims arising out of Vendor's TIPS Sales or Supplemental Agreements, including but not limited to: allegations of product defect or insufficiency, allegations of service defect or insufficiency, allegations regarding delivery defect or insufficiency, allegations of fraud or misrepresentation, allegations regarding pricing or amounts owed for TIPS sales, and/or

allegations regarding payment, over-payment, under-payment, or non-payment for TIPS Sales. Payment/Drafting, overpayment/over-drafting, under- payment/under-drafting, or non-payment for TIPS Sales between customer and Vendor and inspections, rejections, or acceptance of such purchases shall be the exclusive respective obligations of Vendor/Customer, and disputes shall be handled in accordance with the terms of the underlying Supplemental Agreement(s) entered into between Vendor and Customer. Vendor acknowledges that TIPS is not a dealer, subcontractor, agent, or reseller of Vendor's goods and services and shall not be responsible for any claims arising out of alleged insufficiencies or defects in Vendor's goods and services, should any arise.

- 18. Confidentiality of Vendor Data.** Vendor understands and agrees that by signing this Agreement, all Vendor Data is hereby released to TIPS, TIPS Members, and TIPS third-party administrators to effectuate Vendor's TIPS Contract except as provided for herein. The Parties agree that Vendor Data is accessible by all TIPS Members as if submitted directly to that TIPS Member Customer for purchase consideration. If Vendor otherwise considers any portion of Vendor's Data to be confidential and not subject to public disclosure pursuant to Chapter 552 Texas Gov't Code (the "Public Information Act") or other law(s) and orders, Vendor must have identified the claimed confidential materials through proper execution of the Confidentiality Claim Form which is required to be submitted as part of Vendor's proposal resulting in this Agreement and incorporated by reference. The Confidentiality Claim Form included in Vendor's proposal and incorporated herein by reference is the sole indicator of whether Vendor considers any Vendor Data confidential in the event TIPS receives a Public Information Request. If TIPS receives a request, any responsive documentation not deemed confidential by you in this manner will be automatically released. For Vendor Data deemed confidential by you in this manner, TIPS will follow procedures of controlling statute(s) regarding any claim of confidentiality and shall not be liable for any release of information required by law, including Attorney General determination and opinion. In the event that TIPS receives a written request for information pursuant to the Public Information Act that affects Vendor's interest in any information or data furnished to TIPS by Vendor, and TIPS requests an opinion from the Attorney General, Vendor may, at its own option and expense, prepare comments and submit information directly to the Attorney General stating why the requested information is exempt from disclosure pursuant to the requirements of the Public Information Act. Vendor is solely responsible for submitting the memorandum brief and information to the Attorney General within the time period prescribed by the Public Information Act. Notwithstanding any other information provided in this solicitation or Vendor designation of certain Vendor Data as confidential or proprietary, Vendor's acceptance of this TIPS Vendor Agreement constitutes Vendor's consent to the disclosure of Vendor's Data, including any information deemed confidential or proprietary, to TIPS Members or as ordered by a Court or government agency, including without limitation the Texas Attorney General. Vendor agrees that TIPS shall not be responsible or liable for any use or distribution of information or documentation by TIPS Members or as required by law.
- 19. Vendor's Authorized Resellers.** TIPS recognizes that many vendors operate in the open market through the use of resellers or dealers. For that reason, TIPS permits Vendor to authorize Authorized Resellers within its Vendor Portal and make TIPS Sales through the Authorized Reseller(s). Once authorized by Vendor in the Vendor Portal, the Authorized Reseller(s) may make TIPS sales to TIPS Members. However, all purchase documents must include: (1) Authorized Reseller's Name; (2) Vendor's Name, as known to TIPS, and; (3) Vendor's TIPS Contract Name and Number under which it is making the TIPS Sale. Either Vendor or Reseller may report the sale pursuant to the terms herein. However, Vendor agrees that it is legally responsible for all reporting and fee payment as described herein for TIPS Sales made by Authorized Resellers. The TIPS Administration Fee is assessed on the amount paid by the TIPS Member, not on the Vendor's cost or on the amount for which the Vendor sold the item to a dealer or Authorized Reseller. The Parties intend that Vendor shall be responsible and liable for TIPS Sales made by Vendor's Authorized Resellers. Vendor agrees that it is voluntarily authorizing this Authorized Reseller and in doing so, Vendor agrees that it is doing so at its own risk and agrees to protect, indemnify, and hold TIPS harmless in accordance with Sections 14-17 above related to Authorized Reseller TIPS Sales made pursuant to this Agreement or purporting to be made pursuant to this Agreement that may be asserted against Vendor whether rightfully brought or otherwise. The Parties further agree that it is no defense to Vendor's breach of this Agreement that an Authorized Reseller caused Vendor of breach this Agreement.
- 20. Circumvention of TIPS Sales.** When a public entity initiates a purchase with Vendor, if the Member inquires verbally or in writing whether Vendor holds a TIPS Contract, it is the duty of the Vendor to verify whether the Member is seeking a TIPS purchase. Any request for quote, customer communication, or customer purchase initiated through or referencing a TIPS Contract shall be completed through TIPS pursuant to this Agreement. Any encouragement or participation by Vendor in circumventing a TIPS sale being completed may result in immediate termination of Vendor's TIPS Contract(s) for cause as well as preclusion from future TIPS opportunities at TIPS sole discretion.
- 21. State of Texas Franchise Tax.** By signature hereon, Vendor hereby certifies that Vendor is not currently delinquent in the payment of any franchise taxes owed to the State of Texas under Chapter 171 of the Texas Tax Code.

22. Termination.

- A) Termination for Convenience. TIPS may, by written notice to Vendor, terminate this Agreement for convenience, in whole or in part, at any time by giving thirty (30) days' written notice to Vendor of such termination, and specifying the effective date thereof. Vendor may, by written notice to TIPS, terminate this Agreement for convenience, in whole or in part, at any time by giving sixty (60) days' written notice to TIPS of such termination, and specifying the effective date thereof.
- B) Termination for Cause. If Vendor fails to materially perform pursuant to the terms of this Agreement, TIPS shall provide written notice to Vendor specifying the default. If Vendor does not cure such default within thirty (30) days, TIPS may terminate this Agreement, in whole or in part, for cause. If TIPS terminates this Agreement for cause, and it is later determined that the termination for cause was wrongful, the termination shall automatically be converted to and treated as a termination for convenience.
- C) Vendor's Termination. If TIPS fails to materially perform pursuant to the terms of this Agreement, Vendor shall provide written notice to TIPS specifying the default ("Notice of Default"). If TIPS does not cure such default within thirty (30) days, Vendor may terminate this Agreement, in whole or in part, for cause. If Vendor terminates this Agreement for cause, and it is later determined that the termination for cause was wrongful, the termination shall automatically be converted to and treated as a termination for convenience.
- D) Upon termination, all TIPS Sale orders previously accepted by Vendor shall be fulfilled and Vendor shall be paid for all TIPS Sales executed pursuant to the applicable terms. All TIPS Sale orders presented to Vendor but not fulfilled by Vendor, prior to the actual termination of this agreement shall be honored at the option of the TIPS Member. TIPS shall submit to Vendor an invoice for any outstanding TIPS Administration Fees and approved expenses and Vendor shall pay such fees and expenses within 30 calendar days of receipt of such valid TIPS invoice, unless disputed in writing. Vendor acknowledges and agrees that continued participation in TIPS is subject to TIPS' sole discretion and that any Vendor may be removed from the TIPS program at any time with or without cause. This termination clause does not affect TIPS Sales Supplemental Agreements pursuant to this term regarding termination and the Survival Clause term.
- E) Vendor hereby waives any and all claims for damages, including, but not limited, to consequential damages or lost profits, that might arise from TIPS' act of terminating this Agreement.

23. Survival Clause. It is the intent of the Parties that this Agreement and procurement method applies to any TIPS Sale made during the life of this Agreement even if made on or near the Contract Expiration Date as defined herein. Thus, all TIPS Sales, including but not limited to: leases, service agreements, license agreements, open purchase orders, warranties, and contracts, even if they extend months or years past the TIPS Contract Expiration Date, shall survive the expiration or termination of this Agreement subject to the terms and conditions of the Supplemental Agreement between Customer and Vendor or unless otherwise specified herein.

24. Audit Rights. Due to transparency statutes and public accountability requirements of TIPS and TIPS Members, Vendor shall at their sole expense, maintain documentation of all TIPS Sales for a period of three years from the time of the TIPS Sale. In order to ensure and confirm compliance with this agreement, TIPS shall have authority to conduct audits of Vendor's TIPS Pricing or TIPS Sales, at its own cost and expense, with thirty-days' notice unless the audit is ordered by a Court Order or by a Government Agency with authority to do so without said notice. Notwithstanding the foregoing, in the event that TIPS is made aware of any pricing being offered to eligible entities that is materially inconsistent with Vendor's TIPS Pricing, TIPS, at its own cost and expense, shall have the ability to conduct the audit internally or may engage a third- party auditing firm to investigate any possible non-compliant conduct or may terminate the Agreement according to the terms of this Agreement. In the event of an audit, the requested materials shall be reasonably provided in the time, format, and at the location acceptable to TIPS. TIPS agrees not to perform a random audit the TIPS transaction documentation more than once per calendar year, but reserves the right to audit for just cause or as required by any governmental agency or court with regulatory authority over TIPS or the TIPS Member. These audit rights shall survive termination of this Agreement for a period of one (1) year from the effective date of termination.

25. Conflicts of Interest. The Parties confirm that they have not offered, given, or accepted, nor intend to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, service to the other in connection with this Agreement. Vendor affirms that, to the best of Vendor's knowledge, this Agreement has been arrived at independently, and is awarded without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this Agreement. Vendor agrees that it has disclosed any necessary

affiliations with Region 8 Education Service Center and the TIPS Department, if any, through the Conflict of Interest attachment provided in the solicitation resulting in this Agreement.

- 26. Volume of TIPS Sales.** Nothing in this Agreement or any TIPS communication may be construed as a guarantee that TIPS or TIPS Members will submit any TIPS orders to Vendor at any time.
- 27. Compliance with the Law.** The Parties agree to comply fully with all applicable federal, state, and local statutes, ordinances, rules, and regulations applicable to their entity in connection with the programs contemplated under this Agreement.
- 28. Severability.** If any term(s) or provision(s) of this Agreement are held by a court of competent jurisdiction to be invalid, void, or unenforceable, then such term(s) or provision(s) shall be deemed restated to reflect the original intention of the Parties as nearly as possible in accordance with applicable law and the remainder of this Agreement, and the remainder of the provisions of this Agreement shall remain in full force and effect and shall in no way be affected, impaired or invalidated, unless such holding causes the obligations of the Parties hereto to be impossible to perform or shall render the terms of this Agreement to be inconsistent with the intent of the Parties hereto.
- 29. Force Majeure.** If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement through no fault of its own then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon. Upon delivering such notice, the obligation of the affected party, so far as it is affected by such Force Majeure as described, shall be suspended during the continuance of the inability then claimed but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch. In the event that Vendor's obligations are suspended by reason of Force Majeure, all TIPS Sales accepted prior to the Force Majeure event shall be the legal responsibility of Vendor and the terms of the TIPS Sale Supplemental Agreement shall control Vendor's failure to fulfill for a Force Majeure event.
- 30. Immunity.** Vendor agrees that nothing in this Agreement shall be construed as a waiver of sovereign or government immunity; nor constitute or be construed as a waiver of any of the privileges, rights, defenses, remedies, or immunities available to Region 8 Education Service Center or its TIPS Department. The failure to enforce, or any delay in the enforcement of, any privileges, rights, defenses, remedies, or immunities available to Region 8 Education Service Center or its TIPS Department under this Agreement or under applicable law shall not constitute a waiver of such privileges, rights, defenses, remedies, or immunities or be considered as a basis for estoppel.
- 31. Insurance Requirements.** Vendor agrees to maintain the following minimum insurance requirements for the duration of this Agreement. All policies held by Vendor to adhere to this term shall be written by a carrier with a financial size category of VII and at least a rating of "A-" by A.M. Best Key Rating Guide. The coverages and limits are to be considered minimum requirements and in no way limit the liability of the Vendor(s). Any immunity available to TIPS or TIPS Members shall not be used as a defense by the contractor's insurance policy. Only deductibles applicable to property damage are acceptable, unless proof of retention funds to cover said deductibles is provided. "Claims made" policies will not be accepted. Vendor's required minimum coverage shall not be suspended, voided, cancelled, non-renewed or reduced in coverage or in limits unless replaced by a policy that provides the minimum required coverage except after thirty (30) days prior written notice by certified mail, return receipt requested has been given to TIPS or the TIPS Member if a project or pending delivery of an order is ongoing. Upon request, certified copies of all insurance policies shall be furnished to the TIPS or the TIPS Member. Vendor agrees that when Vendor or its subcontractors are liable for any damages or claims, Vendor's policy, shall be primary over any other valid and collectible insurance carried by the Member or TIPS.
- General Liability: \$1,000,000 each Occurrence/Aggregate
Automobile Liability: \$300,000 Includes owned, hired & non-owned
Workers' Compensation: Statutory limits for the jurisdiction in which the Vendor performs under this Agreement. If Vendor performs in multiple jurisdictions, Vendor shall maintain the statutory limits for the jurisdiction with the greatest dollar policy limit requirement.
Umbrella Liability: \$1,000,000 each Occurrence/Aggregate
- 32. Waiver.** No waiver of any single breach or multiple breaches of any provision of this Agreement shall be construed to be a waiver of any breach of any other provision. No delay in acting regarding any breach of any provision shall be construed to be a waiver of such breach.
- 33. Binding Agreement.** This Agreement shall be binding and inure to the benefit of the Parties hereto and their respective heirs, legal successors, and assigns.

- 34. Headings.** The paragraph headings contained in this Agreement are included solely for convenience of reference and shall not in any way affect the meaning or interpretation of any of the provisions of this Agreement.
- 35. Choice of Law and Venue.** This Agreement shall be governed by, construed, and enforced in accordance with the laws of the State of Texas. Any proceeding, claim, action, or alternative dispute resolution arising out of or relating to this Agreement or involving TIPS shall be brought in a State Court of competent jurisdiction in Camp County, Texas, or if Federal Court is legally required, a Federal Court of competent jurisdiction in the Eastern District of Texas, and each of the Parties irrevocably submits to the exclusive jurisdiction of said court in any such proceeding, waives any objection it may now or hereafter have to venue or to convenience of forum, agrees that all claims in respect of the proceeding shall be heard and determined only in any such court, and agrees not to bring any proceeding arising out of or relating to this procurement process or any contract resulting from or and contemplated transaction in any other court. The Parties agree that either or both of them may file a copy of this paragraph with any court as written evidence of the knowing, voluntary and freely bargained for agreement between the Parties irrevocably to waive any objections to venue or to convenience of forum.
- 36. Relationship of the Parties.** Nothing contained in this Agreement shall be construed to make one Party an agent of the other Party nor shall either party have any authority to bind the other in any respect, unless expressly authorized by the other party in writing. The Parties are independent contractors and nothing in this Agreement creates a relationship of employment, trust, agency or partnership between them.
- 37. Assignment.** No assignment of this Agreement or of any duty or obligation of performance hereunder, shall be made in whole or in part by a Party hereto without the prior written consent of the other Party. Written consent of TIPS shall not be unreasonably withheld.
- 38. Minimum Condition and Warranty Requirements for TIPS Sales.** All goods quoted or sold through a TIPS Sale shall be new unless clearly stated otherwise in writing. All new goods and services shall include the applicable manufacturers minimum standard warranty unless otherwise agreed to in the Supplemental Agreement.
- 39. Minimum Customer Support Requirements for TIPS Sales.** Vendor shall provide timely and commercially reasonable support for TIPS Sales or as agreed to in the applicable Supplemental Agreement.
- 40. Minimum Shipping Requirements for TIPS Sales.** Vendor shall ship, deliver, or provide ordered goods and services within a commercially reasonable time after acceptance of the order. If a delay in delivery is anticipated, Vendor shall notify the TIPS Member as to why delivery is delayed and provide an updated estimated time for completion. The TIPS Member may cancel the order if the delay is not commercially acceptable or not consistent with the Supplemental Agreement applicable to the order.
- 41. Minimum Vendor License Requirements.** Vendor shall maintain, in current status, all federal, state, and local licenses, bonds and permits required for the operation of the business conducted by Vendor. Vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of goods or services under the TIPS Agreement. TIPS and TIPS Members reserve the right to stop work and/or cancel a TIPS Sale or terminate this or any TIPS Sale Supplemental Agreement involving Vendor if Vendor's license(s) required to perform under this Agreement or under the specific TIPS Sale have expired, lapsed, are suspended or terminated subject to a 30-day cure period unless prohibited by applicable statute or regulation.
- 42. Minimum Vendor Legal Requirements.** Vendor shall remain aware of and comply with this Agreement and all local, state, and federal laws governing the sale of products/services offered by Vendor under this contract. Such applicable laws, ordinances, and policies must be complied with even if not specified herein.
- 43. Minimum Site Requirements for TIPS Sales (*when applicable to TIPS Sale*).**

Cleanup: When performing work on site at a TIPS Member's property, Vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by the TIPS Member or as agreed by the parties. Upon completion of work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition.

Preparation: Vendor shall not begin a project for which a TIPS Member has not prepared the site, unless Vendor does the preparation work at no cost, or until TIPS Member includes the cost of site preparation in the TIPS Sale Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.

Registered Sex Offender Restrictions: For work to be performed at schools, Vendor agrees that no employee of Vendor or a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are, or

reasonably expected to be, present unless otherwise agreed by the TIPS Member. Vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the TIPS Sale at the TIPS Member's discretion. Vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge.

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

Smoking: Persons working under Agreement shall adhere to the TIPS Member's or local smoking statutes, codes, ordinances, and policies.

- 44. Payment for TIPS Sales.** TIPS Members may make payments for TIPS Sales directly to Vendor, Vendor's Authorized Reseller, or as otherwise agreed to in the applicable Supplemental Agreement after receipt of the invoice and in compliance with applicable payment statutes. Regardless of how payment is issued or received for a TIPS Sale, Vendor is responsible for all reporting and TIPS Administration Fee payment requirements as stated herein.
- 45. Marketing.** Vendor agrees to allow TIPS to use their name and logo within the TIPS website, database, marketing materials, and advertisements unless Vendor negotiates this term to include a specific acceptable-use directive. Any use of TIPS' name and logo or any form of publicity, inclusive of press release, regarding this Agreement by Vendor must have prior approval from TIPS which will not be unreasonably withheld. Request may be made by email to tips@tips-usa.com. For marketing efforts directed to TIPS Members, Vendor must request and execute a separate Joint Marketing Disclaimer, at marketing@tips-usa.com, before TIPS can release contact information for TIPS Member entities for the purpose of marketing your TIPS contract(s). Vendor must adhere to strict Marketing Requirements once a disclaimer is executed. The Joint Marketing Disclaimer is a supplemental agreement specific to joint marketing efforts and has no effect on the terms of the TIPS Vendor Agreement. Vendor agrees that any images, photos, writing, audio, clip art, music, or any other intellectual property ("Property") or Vendor Data utilized, provided, or approved by Vendor during the course of the joint marketing efforts are either the exclusive property of Vendor, or Vendor has all necessary rights, license, and permissions to utilize said Property in the joint marketing efforts. Vendor agrees that they shall indemnify and hold harmless TIPS and its employees, officers, agents, representatives, contractors, assignees, designees, and TIPS Members from any and all claims, damages, and judgments involving infringement of patent, copyright, trade secrets, trade or services marks, and any other intellectual or intangible property rights and/or claims arising from the Vendor's (including Vendor's officers', employees', agents', Authorized Resellers', subcontractors', licensees', or invitees') unauthorized use or distribution of Vendor Data and Property.
- 46. Tax Exempt Status of TIPS Members.** Most TIPS Members are tax exempt entities and the laws and regulations applicable to the specific TIPS Member customer shall control.
- 47. Automatic Renewal Limitation for TIPS Sales.** No TIPS Sale may incorporate an automatic renewal clause that exceeds month to month terms with which the TIPS Member must comply. All renewal terms incorporated into a TIPS Sale Supplemental Agreement shall only be valid and enforceable when Vendor received written confirmation of acceptance of the renewal term from the TIPS Member for the specific renewal term. The purpose of this clause is to avoid a TIPS Member inadvertently renewing an Agreement during a period in which the governing body of the TIPS Member has not properly appropriated and budgeted the funds to satisfy the Agreement renewal. Any TIPS Sale Supplemental Agreement containing an "Automatic Renewal" clause that conflicts with these terms is rendered void and unenforceable.
- 48. Choice of Law Limitation for TIPS Sales.** Vendor agrees that if any "Choice of Law" provision is included in any TIPS Sale agreement/contract between Vendor and a TIPS Member, that clause must provide that the "Choice of Law" applicable to the TIPS Sale agreement/contract between Vendor and TIPS Member shall be the state where the TIPS Member operates unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Choice of Law" clause that conflicts with these terms is rendered void and unenforceable.
- 49. Venue Limitation for TIPS Sales.** Vendor agrees that if any "Venue" provision is included in any TIPS Sale Agreement/contract between Vendor and a TIPS Member, that clause must provide that the "Venue" for any litigation or alternative dispute resolution shall be in the state and county where the TIPS Member operates unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Venue" clause that conflicts with these terms is rendered void and unenforceable.
- 50. Indemnity Limitation for TIPS Sales.** Texas and other jurisdictions restrict the ability of governmental entities to indemnify others. Vendor agrees that if any "Indemnity" provision which requires the TIPS Member to indemnify Vendor is included in any

TIPS sales agreement/contract between Vendor and a TIPS Member, that clause must either be stricken or qualified by including that such indemnity is only permitted, "to the extent permitted by the laws and constitution of [TIPS Member's State]" unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing an "Indemnity" clause that conflicts with these terms is rendered void and unenforceable.

51. Arbitration Limitation for TIPS Sales. Vendor agrees that if any "Arbitration" provision is included in any TIPS Sale agreement/contract between Vendor and a TIPS Member, that clause may not require that the arbitration is mandatory or binding. Vendor agrees that if any "Arbitration" provision is included in any TIPS Sale agreement/contract between Vendor and a TIPS Member, that clause provides for only voluntary and non-binding arbitration unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Arbitration" clause that conflicts with these terms is rendered void and unenforceable.

In Witness Whereof, the parties hereto, each acting under due and proper authority, have signed this Agreement.



TIPS VENDOR AGREEMENT SIGNATURE FORM
TIPS RFP 240203 Fire, Firearm, and Active Shooter Safety
and Security Solutions – Part 1

Vendor Name: Johnson Controls, Inc.

Vendor Address: 5757 North Green Bay Avenue

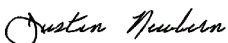
City: Milwaukee State: WI Zip Code: 53209

Vendor Authorized Signatory Name: Justin M. Newbern

Vendor Authorized Signatory Title: VP Service Sales Enablement, BSNA

Vendor Authorized Signatory Phone: 407-362-8689

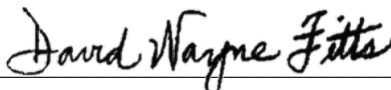
Vendor Authorized Signatory Email: justin.m.newbern@jci.com

Vendor Authorized Signature:  Date: 3/13/2025 | 7:19 AM PDT

(The following is for TIPS completion only)

TIPS Authorized Signatory Name: Dr. David Fitts

TIPS Authorized Signatory Title: Executive Director

TIPS Authorized Signature:  Date: 3-14-2025



240203

**Johnson Controls, Inc.
Supplier Response**

Event Information

Number: 240203
Title: Fire, Firearm, and Active Shooter Safety and Security Solutions (2 Part with JOC)
Type: Request for Proposal
Issue Date: 2/1/2024
Deadline: 3/15/2024 03:00 PM (CT)
Notes: This is a solicitation issued by The Interlocal Purchasing System (TIPS), a department of Texas Region 8 Education Service Center. It is an Indefinite Delivery, Indefinite Quantity ("IDIQ") solicitation. It will result in contracts that provide, through adoption/"piggyback" an indefinite quantity of supplies/services, during a fixed period of time, to TIPS public entity and qualifying non-profit "TIPS Members" throughout the nation. Thus, there is no specific project or scope of work to review. Rather this solicitation is issued as a prospective award for utilization when any TIPS Member needs the goods or services offered during the life of the agreement.

This is a two part solicitation. Part 1 is solicited for TIPS sales that are not considered a "public work" construction project. Part 1 permits the sale of goods and non-construction/non-"public work" services such as maintenance and minor repairs. Part 2 Job Order Contract (JOC) is solicited for projects considered by your TIPS Member Customers to be a "public work" construction project. The determination of whether or not a TIPS sale amounts to a "public work" construction project requiring a Part 2 JOC contract is made by the TIPS Member Customer at the time of each TIPS sale. Thus, Vendors are encouraged to respond to both Parts 1 and 2 in case your TIPS Member Customers require that a sale be made under one Part or the other. However,

responding to both Parts is not required.

IF YOU CURRENTLY HOLDS TIPS CONTRACT 21020401 OR 21020402 Fire, Firearm, and Active Shooter Safety and Security Solutions (Part 1 AND/OR Part 2) ("21020401 OR 21020402"), YOU MUST RESPOND TO THIS SOLICITATION TO PREVENT LAPSE OF CONTRACT UNLESS YOU HOLD ANOTHER CURRENT TIPS CONTRACT THAT COVERS ALL OF YOUR SAFETY AND SECURITY OFFERINGS. THIS AWARDED CONTRACT WILL REPLACE YOUR EXPIRING TIPS CONTRACT ("21020401 OR 21020402").

IF YOU HOLD ANOTHER TIPS CONTRACT OTHER THAN 21020401 OR 21020402 WHICH COVERS ALL OF YOUR SAFETY AND SECURITY OFFERINGS AND YOU ARE SATISFIED WITH IT, THERE IS NO NEED TO RESPOND TO THIS SOLICITATION UNLESS YOU PREFER TO HOLD BOTH CONTRACTS.

Contact Information

Address: Region 8 Education Service Center
4845 US Highway 271 North
Pittsburg, TX 75686
Phone: +1 (866) 839-8477
Email: bids@tips-usa.com

Johnson Controls, Inc. Information

Contact: Thomas Staves
Address: 5757 N Green Bay Ave
Milwaukee, WI 53209
Phone: (443) 676-8813
Toll Free: (866) 630-6791
Web Address: www.JohnsonControls.com

By submitting your response, you certify that you are authorized to represent and bind your company.

Thomas Staves

Signature

Submitted at 3/15/2024 09:07:02 AM (CT)

Thomas.Staves@jci.com

Email

Supplier Note

Johnson Controls, Inc. is willing to negotiate on the redlined terms.

Requested Attachments

Pricing Form 1 (Part 1)

240203 Pricing Form 1 (Part 1).xlsx

If responding to Part 1, Pricing Form 1 (Part 1) must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed as instructed, and uploaded to this location.

Pricing Form 2 (Part 1)

240203 Pricing Form 2 (Part 1).xlsx

If responding to Part 1, Pricing Form 2 (Part 1) must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed as instructed, and uploaded to this location.

Vendor Agreement (Part 1)

Tips Vendor Agreement Part1.docx

If responding to Part 1, the Vendor Agreement must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, Vendor Name placed in the line provided at the top, and uploaded to this location. If Vendor has proposed deviations to the Vendor Agreement (Part 1), Vendor may assert so in the Attribute Questions and those shall be addressed during evaluation.

Alternate or Supplemental Pricing Documents (Part 1)

No response

Optional. If responding to Part 1, when completing Pricing Form 1 (Part 1) & Pricing Form 2 (Part 1), you direct TIPS to view additional, alternate, or supplemental pricing documentation, you may upload that Part 1 documentation.

Vendor Agreement Signature Form (Part 1)

240203 Vendor Agreement Signature Form (Part 1).pdf

If responding to Part 1 the Vendor Agreement Signature Form (Part 1) must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed, and uploaded to this location. If Vendor has proposed deviations to the Vendor Agreement (Part 1), Vendor may leave the signature line of this page blank and assert so in the Attribute Questions and those shall be addressed during evaluation.

Current Form W-9

W-9 JCI 2024.pdf

Vendor must upload their current IRS Tax Form W-9. The legal name, EIN, and d/b/a's listed should match the information provided herein exactly. This form will be utilized by TIPS to properly identify your entity.

Required Confidentiality Claim Form

240203 Required Confidentiality Claim Form.pdf

The Required Confidentiality Claim Form must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed, and uploaded to this location. This is the only way for Vendor to assert confidentiality of any information submitted.

Reference Form

240203 Reference Form (Parts 1 & 2) (1).xls

The Reference Form must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed, and uploaded to this location. The Reference Form must be uploaded in Excel format.

Part 2 Required Bonding Capacity Letter

Bonding Letter.pdf

If proposing on Part 2, Vendor is required to upload a Bonding Capacity Letter from its surety, as described herein, at this location. Please see the attachment entitled "Instructions and Sample - Part 2 Required Bonding Capacity Letter" for complete instructions. . On Part 2, Vendor will be scored on the aggregate bonding capacity displayed in the accepted letter. Vendor must provide a current letter (issued on or after the first day of the month preceding the date on which the solicitation was posted) from its surety verifying Vendor's bonding capacity as described herein. (Ex. if the solicitation/bid posted on February 4, 2022, the letter must be dated on or after January 1 2022. The letter must be issued from Vendor's Surety companies, on surety company letterhead, must specify the maximum bonding capacity of the Vendor, and must be signed by an authorized representative of the surety company. The issuing surety must be authorized to do business in the State of Texas and must be listed on the Department of the Treasury's Listing of Approved Sureties (Department Circular 570).

Vendor Agreement (Part 2)

TIPS VENDOR AGREEMENT (Part 2).docx

If responding to Part 2, the Vendor Agreement (Part 2) must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed, and uploaded to this location. If Vendor has proposed deviations to the Vendor Agreement (Part 2), Vendor may assert so in the Attribute Questions and those shall be addressed during evaluation.

Vendor Agreement Signature Form (Part 2)

240203 Vendor Agreement Signature Form (Part 2).pdf

If responding to Part 2, the Vendor Agreement Signature Form (Part 2) must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed, and uploaded to this location. If Vendor has proposed deviations to the Vendor Agreement (Part 2), Vendor may leave the signature line of this page blank and assert so in the Attribute Questions and those shall be addressed during evaluation.

Certificates & Licenses (Supplemental Vendor Information Only)

Johnson Controls Certifications.pdf

Optional. If Vendor would like to display any applicable certificates or licenses (including HUB certificates) for TIPS and TIPS Member Customer consideration, Vendor may upload those at this location. These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Vendor's Warranties, Terms, and Conditions (Supplemental Vendor Information Only)

Warranty.pdf

Optional. If Vendor would like to display any standard warranties, terms, or conditions which are often applicable to their offerings for TIPS and TIPS Member Customer consideration, Vendor may upload those at this location. These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Supplemental Vendor Information (Supplemental Vendor Information Only)

Johnson Controls Products and Services Overview.pdf

Optional. If Vendor would like to display or include any brochures, promotional documents, marketing materials, or other Vendor Information for TIPS and TIPS Member Customer consideration, Vendor may upload those at this location. These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Disclosure of Lobbying Activities - Standard Form - LLL

No response

Do not upload this form unless Vendor has reportable lobbying activities. There are Attributes entitled, “2 CFR Part 200 or Federal Provision - Byrd Anti-Lobbying Amendment – Continued.” Properly respond to those Attributes and only upload this form if applicable/instructed. If upload is required based on your response to those Attributes, the Disclosure of Lobbying Activities – Standard Form - LLL must be downloaded from the “Attachments” section of the IonWave eBid System, reviewed, properly completed, and uploaded to this location.

Conflict of Interest Questionnaire - Form CIQ

No response

Do not upload this form unless you have a reportable conflict with TIPS. There is an Attribute entitled “Conflict of Interest Questionnaire Requirement” immediately followed by an Attribute entitled “Conflict of Interest Questionnaire Requirement – Form CIQ – Continued.” Properly respond to those Attributes and only upload this form if applicable/instructed. If upload is required based on your response to those Attributes, the Conflict of Interest Questionnaire – Form CIQ must be downloaded from the “Attachments” section of the IonWave eBid System, reviewed, properly completed, and uploaded at this location.

Vendor Logo (Supplemental Vendor Information Only)

JCI_logo_color_RGB_2023.png

Optional. If Vendor desires that their logo be displayed on their public TIPS profile for TIPS and TIPS Member viewing, Vendor may upload that logo at this location. These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Response Attachments

- 2.20.24 LR JCI Review 240203 TIPS Request for Proposal (RFP) - (Part 1) (1).docx
- Original RFP Redlined
- 240203 TIPS RFP Cover Letter.pdf
- RFP Response Cover Letter
- JCI Brand Guidelines FINAL .pdf
- JCI Brand Guidelines for Marketing Use
- Standard Proposal Forms with Terms JCI.pdf
- Standard Proposal Forms that are used when quoting TIPS
- Rider_ Guardian_Shooter_Detection_System 08_27_18v.3)(Government) (002).pdf
- Rider for Guardian Shooter Detection
- HVAC and Fire InstallRider - Prime (US and Canada) clean 2.1.2024 Exhibit B Tips.docx
- Installation Rider
- Alarm Monitoring Rider (US) LOCKED 9.24.2021 (1).pdf
- Alarm Monitoring Rider

Bid Attributes

1	Disadvantaged/Minority/Women Business & Federal HUBZone Some participating public entities are required to seek Disadvantaged/Minority/Women Business & Federal HUBZone ("D/M/WBE/Federal HUBZone") vendors. Does Vendor certify that their entity is a D/M/WBE/Federal HUBZone vendor? If you respond "Yes," you must upload current certification proof in the appropriate "Response Attachments" location. NO
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2 Historically Underutilized Business (HUB)

Some participating public entities are required to seek Historically Underutilized Business (HUB) vendors as defined by the Texas Comptroller of Public Accounts Statewide HUB Program. Does Vendor certify that their entity is a HUB vendor?

If you respond "Yes," you must upload current certification proof in the appropriate "Response Attachments" location.

No

3 National Coverage

Can the Vendor provide its proposed goods and services to all 50 US States?

Yes - All 50 States

4 States Served

If Vendor answered "No" to the question entitled "National Coverage," please list all states where vendor can provide the goods and services proposed directly below. Your response may dictate which potential TIPS Member customers consider purchasing your offerings.

Johnson Controls is able to provide national coverage to potential and existing TIPS members across all 50 states.

5 Description of Vendor Entity and Vendor's Goods & Services

If awarded, this description of Vendor and Vendor's goods and services will appear on the TIPS website for customer/public viewing.

Johnson Controls is a global leader in delivering both mechanical and technical services as well as integrated building control systems, mechanical equipment, fire alarm and life safety products, and physical security systems. We provide solutions designed to reduce risk, increase surveillance, and enhance fire readiness and management while decreasing the lifecycle cost of security and fire as well as systems performance. On September 1, 2016, Johnson Controls completed the merger with Tyco International to become the world's largest security and fire technologies provider. This enables us to provide TIPS members with a wide selection of products and services from a single point of contact. Our commitment to providing high-quality fire safety, life safety, and security solutions runs as deep as our resources. Johnson Controls has delivered integrated Life Safety, Security and Fire solutions to over 50,000 customers over 45+ years. By selecting Johnson Controls, TIPS members can engage an Original Equipment Manufacturer (OEM) that can provide a single point of contact and accountability for all of their Fire Safety and Security Solution needs. Factory-trained Johnson Controls employees operate out of a nationwide branch network that ensures expert local service in every market in North America. This level of local expertise will help E&I members ensure that their project produces the expected results and the highest return on investment. Furthermore, TIPS members will engage an industry leader that can realize ensure a high-performance project that is designed, implemented, commissioned, and serviced by reliable experts that have successfully performed similar projects for other K-12, higher-education, state, and local government bodies. As the world leader in Fire Safety and Security Solutions, we are uniquely well positioned to partner with TIPS members on their projects because we can provide a single source of accountability for any project. Whether your project is a simple equipment upgrade, an overhaul of your systems, a planned service agreement, emergency service, or any combination of services or products, TIPS members will get the same reliable service, high-performance, and attention to detail without regard to the size of your project. As a highly recognized systems integrator, we have unique ties to brands such as Software House access control systems, American Dynamics CCTV systems and Zettler nurse call systems. This equipment is manufactured by our sister company, Tyco Fire Protection Products (TFPP). Consequently, our team has factory direct access to TFPP's products and services. Johnson Controls is prepared to offer TIPS members the following products and service solutions and offerings: ? Access Control Systems ? Burglar Alarms ? Surveillance Services and Equipment ? Portable Fire Extinguishers ? Fire Extinguishing Systems ? Fire Sprinkler Systems ? Fire Alarm/Protective Signaling Systems ? High Security Control Systems ? Inspections and Monitoring of fire extinguishing systems, fire sprinkler systems, alarm monitoring, fire alarm/protective signaling systems, and other related systems ? Security Management Systems ? Security Management Consulting ? Building Automation System ? Intercom Systems ? Master Clock ? Fiber Optic Cabling and CCTV System Expansion ? IP Camera and Phones ? Wireless & WLAN/LAN Networks, Access Points, Service, & Switching ? Information Protection and Network Security ? Mass notification systems ? Maintenance services for access control, video surveillance, intrusion and intercom/emergency call systems ? Remote security monitoring services (UL and FM listed) ? Mass Notification Systems ? Area of Rescue Assistance

6 Primary Contact Name

Please identify the individual who will be primarily responsible for all TIPS matters and inquiries for the duration of the contract.

Mary Beth Alexander, Johnson Controls National Account Sales Manager, will serve as TIPS' primary contact as it pertains to this particular contract.

7 Primary Contact Title

Primary Contact Title

National Account Sales Manager

8 Primary Contact Email

Please enter a valid email address that will definitely reach the Primary Contact.

mary.alexander@jci.com

9 Primary Contact Phone

Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477).

Please provide the accurate and current phone number where the individual who will be primarily responsible for all TIPS matters and inquiries for the duration of the contract can be reached directly.

10 Primary Contact Fax

Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477).

11 Primary Contact Mobile

Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477).

12 Secondary Contact Name

Please identify the individual who will be secondarily responsible for all TIPS matters and inquiries for the duration of the contract.

Tom Staves, Johnson Controls Sales Manager Cooperative and GPO programs, will serve as TIPS' primary contact for issue resolution as it pertains to the alignment request process, member engagement, and compliance tracking.

13 Secondary Contact Title

Secondary Contact Title

Sales Manager Cooperative and GPO programs

14 Secondary Contact Email

Please enter a valid email address that will definitely reach the Secondary Contact.

Thomas.Staves@JCI.com

15 Secondary Contact Phone

Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477).

Please provide the accurate and current phone number where the individual who will be secondarily responsible for all TIPS matters and inquiries for the duration of the contract can be reached directly.

16 Secondary Contact Fax

Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477).

17 Secondary Contact Mobile

Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477).

1
8**Administration Fee Contact Name**

Please identify the individual who will be responsible for all payment, accounting, and other matters related to Vendor's TIPS Administration Fee due to TIPS for the duration of the contract.

1
9**Administration Fee Contact Email**

Please enter a valid email address that will definitely reach the Administration Fee Contact.

2
0**Administration Fee Contact Phone**

Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477).

2
1**Purchase Order and Sales Contact Name**

Please identify the individual who will be responsible for receiving and processing purchase orders and sales under the TIPS Contract.

2
2**Purchase Order and Sales Contact Email**

Please enter a valid email address that will definitely reach the Purchase Order and Sales Contact.

2
3**Purchase Order and Sales Contact Phone**

Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477).

2
4**Company Website**

Company Website (Format - www.company.com)

2
5**Entity D/B/A's and Assumed Names**

You must confirm that you are responding to this solicitation under your legal entity name. Go now to your Supplier Profile in this eBid System and confirm that your profile reflects your "Legal Name" as it is listed on your W9.

In this question, please identify all of your entity's assumed names and D/B/A's. Please note that you will be identified publicly by the Legal Name under which you respond to this solicitation unless you organize otherwise with TIPS after award.

2
6**Primary Address**

Primary Address

2
7**Primary Address City**

Primary Address City

Milwaukee

2
8**Primary Address State**

Primary Address State (2 Digit Abbreviation)

Wisconsin

2
9**Primary Address Zip**

Primary Address Zip

53209

3
0**Search Words Identifying Vendor**

Please list all search words and phrases to be included in the TIPS database related to your entity. **Do not** list words which are not associated with the bid category/scope (See bid title for general scope). This will help users find you through the TIPS website search function. You may include product names, manufacturers, specialized services, and other words associated with the scope of this solicitation.

? Access Control Systems ? Burglar Alarms ? Surveillance Services and Equipment ? SIMPLEX 4100ES ? Preaction systems ? Antifreeze systems ? Backflow systems ? Deluge system ? Standpipe system ? Firehose system ? Hydrant system ? Ansul hood systems ? Eyewash systems ? Portable Fire Extinguishers ? Fire Extinguishing Systems ? Automatic Fire Pumps ? Smoke Detectors ? Fire Sprinkler Systems ? Wet pipe sprinkler systems ? Dry pipe sprinkler systems ? Standard Response Spray Sprinklers ? Quick Response Sprinklers ? Extended Coverage Sprinklers ? Recessed Sprinklers ? Special Purpose Sprinklers ? Residential Sprinklers ? High-Pressure Sprinklers ? Special-Hazard Fire Suppression Systems ? Nitrogen Generator Test & Inspect ? Clean-Agent Fire Suppression Systems ? Carbon Dioxide Fire Suppression Systems ? Detection & Control Equipment ? Kitchen Fire Suppression Systems ? Emergency Lights ? Nurse Call Systems ? Infant Tagging ? Wandering Resident ? Emergency Communication ? Visual Communication ? Personal Communication ? Interior Communication ? Campus Duress Alarms ? GENERIC DETENT SYSTEM ? RADIONICS SYSTEM ? Kantech EntraPass and Global EntraPass ? Fire Alarm/Protective Signaling Systems ? High Security Control Systems ? Inspections and Monitoring of fire extinguishing systems, fire sprinkler systems, alarm monitoring, fire alarm/protective signaling systems, and other related systems ? Security Management Systems ? Security Management Consulting ? Building Automation System ? Intercom Systems ? Master Clock ? CCTV Systems ? Fiber Optic Cabling and CCTV System Expansion ? IP Camera and Phones ? Wireless & WLAN/LAN Networks, Access Points, Service, & Switching ? Information Protection and Network Security ? Mass notification systems ? SUPPRESSION GAS SYSTEMS TEST & INSPECT ? Maintenance services for access control, video surveillance, intrusion and intercom/emergency call systems ? FM2000 systems ? Remote security monitoring services (UL and FM listed) ? Remote security monitoring services (UL and FM listed) ? Security Engineering and Design ? Information Protection and Network Security Consulting ? Professional Security System Deployment Services ? P2000 Security Management System Capabilities ? Digital video management systems ? Network and digital video recorders ? Surveillance cameras ? Advanced analytics ? Intelligent Fire Control Panels ? Intelligent Fire Integrator ? Digital Voice Command ? JWS- 3 Web Server ? Programming Services ? Training ? Operational Services ? SOUND AND COMMUNICATIONS EXPERT SERVICE OFFER ? FIRE ALARM EXPERT SERVICE OFFER ? EXTINGUISHER ENHANCED SERVICE OFFER ? ACCESS CONTROL EXPERT SERVICE OFFER ? SAFETY ESSENTIAL SERVICE OFFER ? SPRINKLER ESSENTIAL SERVICE OFFER ? SPECIAL HAZARD TEST & INSPECT ? NURSE CALL EXPERT SERVICE OFFER ? KITCHEN HOOD TEST & INSPECT PLUS PARTS ? EMERGENCY EXIT LIGHTS ENHANCED SERVICE OFFER ? DETENTION EXPERT SERVICE OFFER ? CCTV EXPERT SERVICE OFFER ? INTRUSION EXPERT SERVICE OFFER ? Nitrogen Generator Essential Service Offer ? Antifreeze loop ? Backflow Preventer-Domestic ? Hydrant Test & Inspect ? Fire Pump - Electric With Flow Meter ? Advanced Vibration Evaluation ? Hose Houses ? Smoke Detector Cleaning ? Smoke Detector Sensitivity Testing ? Remote Service Support ? Panel Battery Replacement and Disposal

3
1 **Certification of Vendor Residency (Required by the State of Texas)**

Does Vendor's parent company or majority owner:

(A) have its principal place of business in Texas; **or** (B) employ at least 500 persons in Texas?

Texas Education Code Section 44.031 requires that this information be considered in evaluation for certain contracts. However, Vendor response does not affect points, scoring, or potential award.

3
2 **Vendor's Principal Place of Business (City)**

In what city is Vendor's principal place of business located?

3
3 **Vendor's Principal Place of Business (State)**

In what state is Vendor's principal place of business located?

3
4 **Vendor's Years in Business**

How many years has the business submitting this proposal been operating in its current capacity and field of work?

3
5 **Certification Regarding Entire TIPS Agreement for Part 1 and Part 2 Contracts**

This is a two part solicitation. Part 1 is solicited for TIPS sales that are not considered a "public work" construction project. Part 1 permits the sale of goods and non-construction/non-"public work" services such as maintenance and minor repairs. Part 2 Job Order Contract (JOC) is solicited for projects considered by your TIPS Member Customers to be a "public work" construction project. The determination of whether or not a TIPS sale amounts to a "public work" construction project requiring a Part 2 JOC contract is made by the TIPS Member Customer at the time of each TIPS sale. Thus, Vendors are encouraged to respond to both Parts 1 and 2 in case your TIPS Member Customers require that a sale be made under one Part or the other. However, responding to both Parts is not required. If Vendor responds and is awarded to both Parts, Vendor will have one contract for Part 1 and a separate contract for Part 2.

Vendor agrees that, if awarded, Vendor's final TIPS Contract(s), for either Part 1, Part 2, or both Parts, will consist of the provisions set forth in the corresponding finalized TIPS Vendor Agreement, Vendor's responses to these attribute questions, and: (1) The TIPS solicitation document resulting in the Agreement; (2) Any addenda or clarifications issued in relation to the corresponding TIPS solicitation; (3) All solicitation information provided to Vendor by TIPS through the TIPS eBid System; (3) Vendor's entire proposal response to the corresponding TIPS solicitation including all accepted required attachments, acknowledged notices and certifications, accepted negotiated terms, accepted pricing, accepted responses to questions, and accepted written clarifications of Vendor's proposal, and; any properly included attachments to the TIPS Contract.

Does Vendor agree?

3
6**Minimum Percentage Discount Offered to TIPS Members on all Part 1 Goods and Services (READ CAREFULLY)**

Please read thoroughly and carefully as an error on your response can render your Part 1 contract award unusable. If you are not proposing on Part 1, you must still respond to proceed but it will not apply to you unless you decide to propose and are awarded on Part 1.

TIPS Members often turn to TIPS Contracts for ease of use and to receive discounted pricing.

If awarded on Part 1, what is the minimum percentage discount that you can offer TIPS Members off of all Part 1 goods and service pricing (whether offered through Pricing Form 1, Pricing Form 2, or in another accepted format) that you offer? Only limited goods/services specifically identified and excluded from this discount in Vendor's original proposal may be excluded from this discount.

Vendor must respond with a percentage from 0%-100%. The percentage discount that you input below will be applied to your Part 1 "Catalog Pricing", as defined in the solicitation, for all TIPS Sales made during the life of the contract. You cannot alter this percentage discount once the solicitation legally closes. You will always be required to discount every TIPS Sale by the percentage included below with the exception of limited goods/services specifically identified and excluded from this discount in Vendor's original proposal. If you add goods or services to your "Catalog Pricing" during the life of the contract, you will be required to sell those new items with this discount applied.

Example: In this example, you enter a 10% minimum percentage discount below. In year-one of your TIPS Contract, your published Part 1 "Catalog Pricing" (website/store/published pricing) for "Material A" is \$100 and for "Material A Maintenance Service" is \$100. In this example, you must sell those items under the Part 1 TIPS Contract at the proposed 10% discounted price of: "Material A" - \$90, "Material A Maintenance Service" - \$90. In year two of your TIPS Contract, you update your Part 1 "Catalog Pricing" with the market. You add "Material B" to your "Catalog Pricing" for \$200 and have increased the price of "Material A" to \$110 and the price of "Material A Maintenance Service" to \$110. In this example, after the Part 1 "Catalog Pricing" update, you must still sell those items under the Part 1 TIPS Contract at the proposed 10% discounted price of: "Material A" - \$99, "Material A Maintenance Service" - \$99, and "Material B" - \$180.00.

With the exception of limited goods/services specifically identified and excluded from this discount in Vendor's original proposal, if you cannot honor the discount on all Part 1 goods and items now included or which may be added in the future with certainty, then you should offer a lesser discount percentage below.

If awarded on Part 1, what is the minimum percentage discount that you can offer TIPS Members off of all Part 1 goods and service pricing (whether offered through Pricing Form 1, Pricing Form 2, or in another accepted format) that you offer?

3
7**Honoring Vendor's Part 1 Minimum Percentage Discount**

Vendor is asked in these Attribute Questions to provide a Minimum Percentage Discount offered to TIPS Members on all Part 1 goods and services sold under the TIPS Contract. If proposing on Part 1, points will be assigned for your response and scoring of your Part 1 proposal will be affected. On your Part 1 evaluation, a "YES" answer will be awarded the maximum 10 points and a "NO" answer will be awarded 0 points. If you are not proposing on Part 1, you must still answer to proceed but this term will not apply to you or affect your scoring unless you decide to propose and are awarded on Part 1.

If awarded on Part 1, does Vendor agree to honor the Minimum Percentage Discount off of their TIPS "Catalog Pricing" that Vendor proposed for all TIPS Sales made for the duration of the TIPS Contract?

38

Volume and Additional Discounts

In addition to the Part 1 Minimum Percentage Discount proposed herein, does Vendor ever expect and intend to offer additional, greater, or volume discounts to TIPS Members?

If proposing on Part 1, point(s) may be assigned for your response in the Part 1 category of "Pricing" during scoring and evaluation. If you are not proposing on Part 1, you must respond to proceed but no points will be assigned for your response.

39

Part 1 "Catalog Pricing" and Pricing Requirements

This is a requirement of the Part 1 TIPS Contract and is non-negotiable. If you are not proposing on Part 1, you must still agree to proceed but it will not apply to you unless you decide to propose and are awarded on Part 1.

In this solicitation and resulting contract, Part 1 "Catalog Pricing" shall be defined as:

"The then available list of goods or services, in the most current listing regardless of date, that takes the form of a catalog, price list, price schedule, shelf-price or other viewable format that:

- A. is regularly maintained by the manufacturer or Vendor of an item; and
- B. is either published or otherwise available for review by TIPS or a customer during the purchase process;
- C. to which the Minimum Percentage Discount proposed by the proposing Vendor may be applied.

If awarded on Part 1 of this TIPS Contract, for the duration of the contract, Vendor agrees to provide, upon request, their then current "Catalog Pricing." Or, in limited circumstances where Vendor has proposed the Percentage Mark-Up method of pricing in this proposal, proof of Vendor's "cost" may be accepted by TIPS in place of catalog pricing.

40

REQUIRED FOR PART 2 - Vendor's Regular Hours RS Means Coefficient

What is Vendor's Regular Hours RS Means Coefficient? **If you do not intend to propose on Part 2, you may enter a "0" in order to continue.**

The RS Means Price Book is a unit price book adjusted for different geographic areas by using the City Cost Index for each location. You may visit <https://www.rsmeans.com> for more information.

You must review the TIPS Part 2 RS Means JOC Pricing Explanation & Rubric under the "Attachments" tab prior to responding herein.

To propose the RS Means Price Book pricing exactly, Vendor would insert a 1.0 as their Regular Hours RS Means Coefficient below, to propose a 5% discount off of the RS Means Price Book Vendor would insert a .95 as their Regular Hours RS Means Coefficient below. To see the full scoring rubric and use TIPS scoring calculator, please view the TIPS RS Means JOC Pricing Explanation & Rubric under the "Attachments" tab.

Insert Vendor's Regular Hours RS Means Coefficient below. **If you do not intend to propose on Part 2, you may enter a "0" in order to continue.**

4
1

REQUIRED FOR PART 2 - Vendor's After-Hours RS Means Coefficient

What is Vendor's After-Hours RS Means Coefficient? **If you do not intend to propose on Part 2, you may enter a "0" in order to continue.**

The RS Means Price Book is a unit price book adjusted for different geographic areas by using the City Cost Index for each location. You may visit <https://www.rsmeans.com> for more information.

You must review the TIPS Part 2 RS Means JOC Pricing Explanation & Rubric under the "Attachments" tab prior to responding herein.

The most common After-Hours RS Means Coefficient is "time-and-a-half" of the standard RS Means Unit Price Book. For example, if Vendor's Regular Hours Coefficient above is .95, Vendor would assert an After-Hours RS Means Coefficient of 1.45 for "time-and-a-half" pricing. To see the full scoring rubric and use TIPS scoring calculator, please view the TIPS RS Means JOC Pricing Explanation & Rubric under the "Attachments" tab.

Insert Vendor's After-Hours RS Means Coefficient below. **If you do not intend to propose on Part 2, you may enter a "0" in order to continue.**

4
2

REQUIRED FOR PART 2 - Vendor's Percentage Markup of Items not Pre-Priced within the RS Means Price Book

Here, Vendor must enter a percentage, not a coefficient. **If you do not intend to propose on Part 2, you may enter a "0" in order to continue.**

If Vendor sells items which cannot be found in the RS Means Price Book, at what Percentage Markup does Vendor agree to sell those Non Pre-Priced items? This is a maximum Percentage Markup and Vendor may always offer customers a lesser markup.

Example: In this example, Vendor is selling a project to a TIPS Member school district and some of the contract pricing for special materials cannot be verified because it cannot be found in the RS Means Price book. Vendor may sell those specialty items to the Member this percentage markup from cost. In this example, if one of the specialty items cost Vendor \$100 from the manufacturer and Vendor proposed a Percentage Markup of 30% here, then Vendor could sell the item to the TIPS Customer for \$130.00 or less in this example.

Vendor must provide TIPS with manufacturer documentation reflecting the cost of any non pre-priced item at the time of the TIPS sale so that TIPS can verify that the proposed percentage markup is being honored.

What is Vendor's Percentage Markup of items not Pre-Priced within the RS Means Price Book? **If you do not intend to propose on Part 2, you may enter a "0" in order to continue.**

4
3**REQUIRED FOR PART 2 - TIPS Pricing and Line Item Estimate Pricing Requirements**

This is a requirement of the Part 2 TIPS Contract and is non-negotiable. If you are not proposing on Part 2, you must still agree to proceed but it will not apply to you unless you decide to propose and are awarded on Part 2.

Vendor must respond to the required pricing attributes above seeking RS Means coefficients and a percentage markup if seeking to propose on Part 2.

If awarded on Part 2 of this TIPS Contract, for the duration of the contract, Vendor agrees to provide a RS Means line-item estimate to TIPS for each anticipated Part 2 TIPS project or sale. Or, in limited circumstances in contracts where Xactimate pricing is also expressly permitted and Vendor also submits Xactimate pricing under Part 2, Vendor may instead provide an Xactimate line-item estimate to TIPS. However, Vendor agrees that when a TIPS Member Customer seeks a quote for a Part 2 TIPS sale, Vendor will always supply a line-item estimate to TIPS for review and approval.

4
4**EXCEPTIONS & DEVIATIONS TO TIPS STANDARD TERMS AND CONDITIONS**

Vendor agrees that, if awarded, Vendor's final TIPS Part 1 and/or Part 2 Contract will consist of the provisions set forth in the finalized TIPS Vendor Agreement, Vendor's responses to these attribute questions, and: (1) The corresponding TIPS solicitation document resulting in this Agreement; (2) Any addenda or clarifications issued in relation to the corresponding TIPS solicitation; (3) All solicitation information provided to Vendor by TIPS through the TIPS eBid System; (3) Vendor's entire proposal response to the corresponding TIPS solicitation including all accepted required attachments, acknowledged notices and certifications, accepted negotiated terms, accepted pricing, accepted responses to questions, and accepted written clarifications of Vendor's proposal, and; any properly included attachments to the TIPS Contract. In the event of conflict between the terms of the finalized Vendor Agreement and one of the incorporated documents the terms and conditions which are in the best interest of governmental/qualifying non-profit TIPS Members shall control at TIPS sole discretion.

If Vendor responds, "No, Vendor does not agree" to this Attribute, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration. This is the only proper way to submit proposed deviations for TIPS consideration. TIPS reserves the right to accept, decline, or modify Vendor's requested negotiated terms. For this reason, answering "No, Vendor does not agree" may ultimately delay or prevent award.

Does Vendor agree with TIPS standard terms and conditions as presented in the TIPS solicitation document (RFP, RCSP, RFQ, or other) and the TIPS Vendor Agreement document?

4
5

TIPS Sales Reporting Requirements

This is a requirement of the TIPS Contract and is non-negotiable.

By submitting this proposal, Vendor certifies that Vendor will properly report all TIPS sales. With the exception of TIPS Automated Vendors, who have signed an exclusive agreement with TIPS regarding reporting, all TIPS Sales must be reported to TIPS by either:

(1) Emailing the purchase order or similar purchase document (with Vendor's Name, as known to TIPS, and the TIPS Contract Name and Number included) to TIPS at tipspo@tips-usa.com with "Confirmation Only" in the subject line of the email within three business days of Vendor's acceptance of the order, or;

(2) Within 3 business days of the order being accepted by Vendor, Vendor must login to the TIPS Vendor Portal and successfully self-report all necessary sale information within the Vendor Portal and confirm that it shows up accurately on your current Vendor Portal statement.

No other method of reporting is acceptable unless agreed to by the Parties in writing. Failure to report all sales pursuant to this provision may result in immediate cancellation of Vendor's TIPS Contract(s) for cause at TIPS' sole discretion.

4
6

TIPS Administration Fee Requirement and Acknowledgment

This is a requirement of the TIPS Contract and is non-negotiable.

The collection of fees by TIPS, a government entity, for performance of these procurement services is required pursuant to Texas Government Code Section 791.011 et. seq. The TIPS Administration Fee is the amount legally owed by Vendor to TIPS for TIPS Sales made by Vendor. The TIPS Administration Fee amount is typically a set percentage of each TIPS Sale legally due to TIPS, but the exact TIPS Administration Fee for this Contract is published in the corresponding RFP or RCSP document. TIPS Administration Fees are due to TIPS immediately upon Vendor's receipt of payment, including partial payment, for a TIPS Sale.

By submitting a proposal, Vendor agrees that it has read, understands, and agrees to the published TIPS Administration Fee amount, calculation, and payment requirements. By submitting a proposal Vendor further confirms that all TIPS Pricing includes the TIPS Administration Fee and Vendor will not show adding the TIPS Administration Fee as a charge or line-item in any TIPS Sale.

4
7

TIPS Member Access to Vendor Proposal & Documentation

This is a requirement of the TIPS Contract and is non-negotiable.

Notwithstanding any other information provided in this solicitation or Vendor designation of certain documentation as confidential or proprietary, Vendor's submission of this proposal constitutes Vendor's express consent to the disclosure of Vendor's comprehensive proposal, including any information deemed confidential or proprietary, **to TIPS Members**. The proposing Vendor agrees that TIPS shall not be responsible or liable for any use or distribution of information or documentation to TIPS Members or by TIPS Members. By submitting this proposal, Vendor certifies the foregoing.

4
8

Non-Collusive Bidding Certificate

This is a requirement of the TIPS Contract and is non-negotiable.

By submission of this proposal, the Vendor certifies that:

- 1) This proposal has been independently arrived at without collusion with any other entity, bidder, or with any competitor;
- 2) This proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of bids, or proposals for this project, to any other bidder, competitor or potential competitor;
- 3) No attempt has been or will be made to induce any other person, partnership or corporation to modify, submit, or not to submit a bid or proposal; and
- 4) The person signing this bid or proposal certifies that they are duly authorized to execute this proposal/contract on behalf of Vendor and they have fully informed themselves regarding the accuracy of the statements contained in this certification, and under the penalties being applicable to the bidder as well as to the person signing in its behalf;

4
9

Antitrust Certification Statements (Tex. Government Code § 2155.005)

This is a requirement of the TIPS Contract and is non-negotiable.

By submission of this bid or proposal, Vendor certifies under penalty of perjury of the laws of the State of Texas that:

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

5
0

Limitation on Out-of-State Litigation - Texas Business and Commerce Code § 272

This is a requirement of the TIPS Contract and is non-negotiable.

Texas Business and Commerce Code § 272 prohibits a construction contract, or an agreement collateral to or affecting the construction contract, from containing a provision making the contract or agreement, or any conflict arising under the contract or agreement, subject to another state's law, litigation in the courts of another state, or arbitration in another state. If included in Texas construction contracts, such provisions are voidable by a party obligated by the contract or agreement to perform the work.

By submission of this proposal, Vendor acknowledges this law and ***if Vendor enters into a construction contract with a Texas TIPS Member*** under this procurement, Vendor certifies compliance.

5
1

Required Confidentiality Claim Form

This is a requirement of the TIPS Contract and is non-negotiable.

TIPS provides the required TIPS Confidentiality Claim Form in the "Attachments" section of this solicitation. Vendor must execute this form by either signing and waiving any confidentiality claim, or designating portions of Vendor's proposal confidential. If Vendor considers any portion of Vendor's proposal to be confidential and not subject to public disclosure pursuant to Chapter 552 Texas Gov't Code or other law(s) and orders, Vendor must have identified the claimed confidential materials through proper execution of the Confidentiality Claim Form.

If TIPS receives a public information act or similar request, any responsive documentation not deemed confidential by you in this manner will be automatically released. For Vendor documents deemed confidential by you in this manner, TIPS will follow procedures of controlling statute(s) regarding any claim of confidentiality and shall not be liable for any release of information required by law, including Attorney General determination and opinion.

Notwithstanding any other Vendor designation of Vendor's proposal as confidential or proprietary, Vendor's submission of this proposal constitutes Vendor's agreement that proper execution of the required TIPS Confidentiality Claim Form is the only way to assert any portion of Vendor's proposal as confidential.

5
2

Non-Discrimination Statement and Certification

This is a requirement of the TIPS Contract and is non-negotiable.

In accordance with Federal civil rights law, all U.S. Departments, including but not limited to the USDA, USDE, FEMA, are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by federal funds (not all bases apply to all programs).

Vendor certifies that Vendor will comply with applicable Non-Discrimination and Equal Opportunity provisions set forth in TIPS Member Customers' policies and other regulations at the local, state, and federal levels of governments.

☒ Yes, I certify

5
3

Limitation of Vendor Indemnification and Similar Clauses

This is a requirement of the TIPS Contract and is non-negotiable.

TIPS, a department of Region 8 Education Service Center, a political subdivision, and local government entity of the State of Texas, is prohibited from indemnifying third-parties (pursuant to the Article 3, Section 52 of the Texas Constitution) except as otherwise specifically provided for by law or as ordered by a court of competent jurisdiction. Article 3, Section 52 of the Texas Constitution states that "no debt shall be created by or on behalf of the State ... " and the Texas Attorney General has opined that a contractually imposed obligation of indemnity creates a "debt" in the constitutional sense. Tex. Att'y Gen. Op. No. MW-475 (1982). Thus, contract clauses which require TIPS to indemnify Vendor, pay liquidated damages, pay attorney's fees, waive Vendor's liability, or waive any applicable statute of limitations must be deleted or qualified with "to the extent permitted by the Constitution and Laws of the State of Texas."

Does Vendor agree?

☒ Yes, I Agree

5
4**Alternative Dispute Resolution Limitations****This is a requirement of the TIPS Contract and is non-negotiable.**

TIPS, a department of Region 8 Education Service Center, a political subdivision, and local government entity of the State of Texas, does not agree to binding arbitration as a remedy to dispute and no such provision shall be permitted in this Agreement with TIPS. Vendor agrees that any claim arising out of or related to this Agreement, except those specifically and expressly waived or negotiated within this Agreement, may be subject to non-binding mediation at the request of either party to be conducted by a mutually agreed upon mediator as prerequisite to the filing of any lawsuit arising out of or related to this Agreement. Mediation shall be held in either Camp or Titus County, Texas. Agreements reached in mediation will be subject to the approval by the Region 8 ESC's Board of Directors, authorized signature of the Parties if approved by the Board of Directors, and, once approved by the Board of Directors and properly signed, shall thereafter be enforceable as provided by the laws of the State of Texas.

Does Vendor agree?

☐ Yes, Vendor agrees5
5**No Waiver of TIPS Immunity****This is a requirement of the TIPS Contract and is non-negotiable.**

Vendor agrees that nothing in this Agreement shall be construed as a waiver of sovereign or government immunity; nor constitute or be construed as a waiver of any of the privileges, rights, defenses, remedies, or immunities available to Region 8 Education Service Center or its TIPS Department. The failure to enforce, or any delay in the enforcement, of any privileges, rights, defenses, remedies, or immunities available to Region 8 Education Service Center or its TIPS Department under this Agreement or under applicable law shall not constitute a waiver of such privileges, rights, defenses, remedies, or immunities or be considered as a basis for estoppel.

Does Vendor agree?

☒ Yes, Vendor agrees5
6**Payment Terms and Funding Out Clause****This is a requirement of the TIPS Contract and is non-negotiable.**

Vendor agrees that TIPS and TIPS Members shall not be liable for interest or late-payment fees on past-due balances at a rate higher than permitted by the laws or regulations of the jurisdiction of the TIPS Member.

Funding-Out Clause: Vendor agrees to abide by the applicable laws and regulations, including but not limited to Texas Local Government Code § 271.903, or any other statutory or regulatory limitation of the jurisdiction of any TIPS Member, which requires that contracts approved by TIPS or a TIPS Member are subject to the budgeting and appropriation of currently available funds by the entity or its governing body.

Does Vendor agree?

☒ Yes, Vendor agrees5
7**Certification Regarding Prohibition of Certain Terrorist Organizations (Tex. Gov. Code 2270)**

Vendor certifies that Vendor is not a company identified on the Texas Comptroller's list of companies known to have contracts with, or provide supplies or services to, a foreign organization designated as a Foreign Terrorist Organization by the U.S. Secretary of State.

Does Vendor certify?

☐ Yes, Vendor certifies

5
8

Certification Regarding Prohibition of Boycotting Israel (Tex. Gov. Code 2271)

If (a) Vendor is not a sole proprietorship; (b) Vendor has ten (10) or more full-time employees; and (c) this Agreement or any agreement with a TIPS Member under this procurement has value of \$100,000 or more, the following certification shall apply; otherwise, this certification is not required. Vendor certifies, where applicable, that neither the Vendor, nor any affiliate, subsidiary, or parent company of Vendor, if any, boycotts Israel, and Vendor agrees that Vendor and Vendor Companies will not boycott Israel during the term of this Agreement. For purposes of this Agreement, the term "boycott" shall mean and include refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory but does not include an action made for ordinary business purposes.

When applicable, does Vendor certify?

Yes, Vendor certifies

5
9

Certification Regarding Prohibition of Contracts with Certain Foreign-Owned Companies (Tex. Gov. Code 2274)

Certain public entities are prohibited from entering into a contract or other agreement relating to critical infrastructure that would grant Vendor direct or remote access to or control of critical infrastructure in this state, excluding access specifically allowed by a customer for product warranty and support purposes.

Vendor certifies that neither it nor its parent company nor any affiliate of Vendor or its parent company, is (1) owned by or the majority of stock or other ownership interest of the company is held or controlled by individuals who are citizens of China, Iran, North Korea, Russia, or a designated country; (2) a company or other entity, including governmental entity, that is owned or controlled by citizens of or is directly controlled by the government of China, Iran, North Korea, Russia, or a designated country; or (3) headquartered in China, Iran, North Korea, Russia, or a designated country.

For purposes of this certification, "critical infrastructure" means "a communication infrastructure system, cybersecurity system, electric grid, hazardous waste treatment system, or water treatment facility." Vendor certifies that Vendor will not grant direct or remote access to or control of critical infrastructure, except for product warranty and support purposes, to prohibited individuals, companies, or entities, including governmental entities, owned, controlled, or headquartered in China, Iran, North Korea, Russia, or a designated country, as determined by the Governor.

When applicable, does Vendor certify?

Yes, Vendor certifies

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0

Certification Regarding Prohibition of Discrimination Against Firearm and Ammunition Industries (Tex. Gov. Code 2274)

If (a) Vendor is not a sole proprietorship; (b) Vendor has at least ten (10) full-time employees; and (c) this Agreement or any Supplemental Agreement with certain public entities have a value of at least \$100,000 that is paid wholly or partly from public funds; (d) the Agreement is not excepted under Tex. Gov. Code 2274 and (e) the purchasing public entity has determined that Vendor is not a sole-source provider or the purchasing public entity has not received any bids from a company that is able to provide this written verification, the following certification shall apply; otherwise, this certification is not required.

Vendor certifies that Vendor, or association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or limited liability company, including a wholly owned subsidiary, majority-owned subsidiary parent company, or affiliate of these entities or associations, that exists to make a profit, does not have a practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association and will not discriminate during the term of this contract against a firearm entity or firearm trade association.

For purposes of this Agreement, "discriminate against a firearm entity or firearm trade association" shall mean, with respect to the entity or association, to: "(1) refuse to engage in the trade of any goods or services with the entity or association based solely on its status as a firearm entity or firearm trade association; (2) refrain from continuing an existing business relationship with the entity or association based solely on its status as a firearm entity or firearm trade association; or (3) terminate an existing business relationship with the entity or association based solely on its status as a firearm entity or firearm trade association."

"Discrimination against a firearm entity or firearm trade association" does not include: "(1) the established policies of a merchant, retail seller, or platform that restrict or prohibit the listing or selling of ammunition, firearms, or firearm accessories; and (2) a company's refusal to engage in the trade of any goods or services, decision to refrain from continuing an existing business relationship, or decision to terminate an existing business relationship to comply with federal, state, or local law, policy, or regulations or a directive by a regulatory agency, or for any traditional business reason that is specific to the customer or potential customer and not based solely on an entity's or association's status as a firearm entity or firearm trade association."

When applicable, does Vendor certify?

Yes, Vendor certifies

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1

Certification Regarding Termination of Contract for Non-Compliance (Tex. Gov. Code 552.374)

If Vendor is not a governmental body and (a) this Agreement or any Supplemental Agreement with a public entity has a stated expenditure of at least \$1 million in public funds for the purchase of goods or services by certain public entities; or (b) this Agreement or any Supplemental Agreement results in the expenditure of at least \$1 million in public funds for the purchase of goods or services by certain public entities in their fiscal year, the following certification shall apply; otherwise, this certification is not required.

As required by Tex. Gov. Code 552.374, the following statement is included in the RFP and the Agreement (unless the Agreement is (1) related to the purchase or underwriting of a public security; (2) is or may be used as collateral on a loan; or (3) proceeds from which are used to pay debt service of a public security of loan): "The requirements of Subchapter J, Chapter 552, Government Code, may apply to this solicitation and Agreement and the Vendor agrees that this Agreement and any applicable Supplemental Agreement can be terminated if Vendor knowingly or intentionally fails to comply with a requirement of that subchapter."

Pursuant to Chapter 552 of the Texas Government Code, Vendor certifies that Vendor shall: (1) preserve all contracting information related to this Agreement as provided by the records retention requirements applicable to TIPS or the purchasing TIPS Member for the duration of the Agreement; (2) promptly provide to TIPS or the purchasing TIPS Member any contracting information related to the Agreement that is in the custody or possession of Vendor on request of TIPS or the purchasing TIPS Member; and (3) on completion of the Agreement, either (a) provide at no cost to TIPS or the purchasing TIPS Member all contracting information related to the Agreement that is in the custody or possession of Vendor, or (b) preserve the contracting information related to the Agreement as provided by the records retention requirements applicable to TIPS or the purchasing TIPS Member.

When applicable, does Vendor certify?

Yes, Vendor certifies

6
2

Certification Regarding Prohibition of Boycotting Certain Energy Companies (Tex. Gov. Code 2274)

If (a) Vendor is not a sole proprietorship; (b) Vendor has ten (10) or more full-time employees; and (c) this Agreement or any Supplemental Agreement with certain public entities has a value of \$100,000 or more that is to be paid wholly or partly from public funds, the following certification shall apply; otherwise, this certification is not required.

Vendor certifies that Vendor, or any wholly owned subsidiary, majority-owned subsidiary, parent company, or affiliate of these entities or business associations, if any, do not boycott energy companies and will not boycott energy companies during the term of the Agreement or any applicable Supplemental Agreement.

For purposes of this certification the term "company" shall mean an organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or limited liability company, that exists to make a profit.

The term "boycott energy company" shall mean "without an ordinary business purpose, refusing to deal with, terminating business activities with, or otherwise taking any action intended to penalize, inflict economic harm on, or limit commercial relations with a company because the company (a) engages in the exploration, production, utilization, transportation, sale, or manufacturing of fossil fuel-based energy and does not commit or pledge to meet environmental standards beyond applicable federal and state law, or (b) does business with a company described by paragraph (a)." (See Tex. Gov. Code 809.001).

When applicable, does Vendor certify?

Yes, Vendor certifies

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3

Felony Conviction Notice - Texas Education Code 44.034

Texas Education Code, Section 44.034, Notification of Criminal History, Subsection (a), states, "a person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator of the business entity has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony."

Subsection (b) states, "a school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract."

Subsection (c) states, "This section does not apply to a publicly held corporation."

Vendor certifies one of the following:

- A. My firm is a publicly held corporation; therefore, this reporting requirement is not applicable, or;
- B. My firm is not owned nor operated by anyone who has been convicted of a felony, or;
- C. My firm is owned or operated by the following individual(s) who has/have been convicted of a felony.

If Vendor responds with Option (C), Vendor is required to provide information in the next attribute.

A. My firm is a publicly held corporation.

6
4**Felony Conviction Notice - Texas Education Code 44.034 - Continued**

If Vendor selected Option (C) in the previous attribute, Vendor must provide the following information herein:

1. Name of Felon(s)
2. The Felon(s) title/role in Vendor's entity, and
3. Details of Felon(s) Conviction(s).

6
5**Conflict of Interest Questionnaire Requirement**

Vendor agrees that it has looked up, read, and understood the current version of Texas Local Government Code Chapter 176 which generally requires disclosures of conflicts of interests by Vendor hereunder if Vendor:

(1) has an employment or other business relationship with a local government officer of our local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of our local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of our local governmental entity.

(4) Any other financial, commercial, or familial relationship with our local government that may warrant reporting under this statute.

Does Vendor certify that it has NO reportable conflict of interest?

6
6**Conflict of Interest Questionnaire Requirement - Form CIQ - Continued**

If you responded "No, Vendor does not certify - VENDOR HAS CONFLICT" to the Conflict of Interest Questionnaire question above, you are required by law to fully execute and upload the form attachment entitled "Conflict of Interest Questionnaire - Form CIQ." If you accurately claimed no conflict above, you may disregard the form attachment entitled "Conflict of Interest Questionnaire - Form CIQ." Have you uploaded this form if applicable?

6
7**Upload of Current W-9 Required**

Vendors are required by TIPS to upload a current, accurate W-9 Internal Revenue Service (IRS) Tax Form for your entity. This form will be utilized by TIPS to properly identify your entity.

You must confirm that you are responding to this solicitation under your legal entity name. Go now to your Supplier Profile in this eBid System and confirm that your profile reflects your "Legal Name" as it is listed on your W9.

6
8**Regulatory Good Standing Certification**

Does Vendor certify that its entity is in good standing will all government entities and agencies, whether local, state, or federal, that regulate any aspect of Vendor's field of work or business operations?

If Vendor selects "No", Vendor must provide explanation on the following attribute question.

6
9**Regulatory Good Standing Certification - Explanation - Continued**

If Vendor responded to the prior attribute that "No", Vendor is not in good standing, Vendor must provide an explanation of that lack of good standing here for TIPS consideration.

Not applicable

7
0**Instructions Only - Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion****Instructions for Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion**

1. By answering yes to the next Attribute question below, the vendor and prospective lower tier participant is providing the certification set out herein in accordance with these instructions.

2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and / or debarment.

3. The prospective lower tier participant shall provide immediate written notice to the person to which this proposal is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.

4. The terms "covered transaction," "debarred," "suspended," "ineligible," "lower tier covered transaction," "participants," "person," "primary covered transaction," "principal," "proposal" and "voluntarily excluded," as used in this clause, have the meanings set out in the Definitions and Coverage sections of rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations.

5. The prospective lower tier participant agrees by submitting this form that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.

6. The prospective lower tier participant further agrees by submitting this form that it will include this clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion-Lower Tier Covered Transaction" without modification in all lower tier covered transactions and in all solicitations for lower tier covered transactions.

7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the Nonprocurement List.

8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.

9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and / or debarment.

7
1**Suspension or Debarment Certification**

Read the instructions in the attribute above and then answer the following accurately.

Vendor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

Does Vendor certify?

Yes, Vendor certifies

7
2**Vendor Certification of Criminal History - Texas Education Code Chapter 22**

Texas Education Code Chapter 22 requires entities that contract with school districts to provide services to obtain criminal history record information regarding covered employees. Contractors must certify to the district that they have complied. Covered employees with disqualifying criminal histories are prohibited from serving at a school district pursuant to this law.

DEFINITIONS

Covered employees: Employees of a contractor or subcontractor who have or will have continuing duties related to the service to be performed at the District and have or will have direct contact with students. The District will be the final arbiter of what constitutes direct contact with students.

Disqualifying criminal history: Any conviction or other criminal history information designated by the District, or one of the following offenses, if at the time of the offense, the victim was under 18 or enrolled in a public school: (a) a felony offense under Title 5, Texas Penal Code; (b) an offense for which a defendant is required to register as a sex offender under Chapter 62, Texas Code of Criminal Procedure; or (c) an equivalent offense under federal law or the laws of another state.

Vendor certifies:

NONE (Section A): None of the employees of Vendor and any subcontractors are covered employees, as defined above. If this box is checked, I further certify that Contractor has taken precautions or imposed conditions to ensure that the employees of Vendor and any subcontractor will not become covered employees. Contractor will maintain these precautions or conditions throughout the time the contracted services are provided under this procurement.

OR

SOME (Section B): Some or all of the employees of Vendor and any subcontractor are covered employees. If this box is checked, I further certify that: (1) Vendor has obtained all required criminal history record information regarding its covered employees. None of the covered employees has a disqualifying criminal history; (2) If Vendor receives information that a covered employee subsequently has a reported criminal history, Vendor will immediately remove the covered employee from contract duties and notify the purchasing entity in writing within 3 business days; (3) Upon request, Vendor will provide the purchasing entity with the name and any other requested information of covered employees so that the purchasing entity may obtain criminal history record information on the covered employees; (4) If the purchasing entity objects to the assignment of a covered employee on the basis of the covered employee's criminal history record information, Vendor agrees to discontinue using that covered employee to provide services at the purchasing entity.

Which option does Vendor certify?

Yes, I certify - SOME (Section B)

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3

Certification Regarding "Choice of Law" Terms with TIPS Members

Vendor agrees that if any "Choice of Law" provision is included in any sales agreement/contract between Vendor and a TIPS Member, that clause must provide that the "Choice of Law" applicable to the sales agreement/contract between Vendor and TIPS Member shall be the state where the TIPS Member operates unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Choice of Law" clause that conflicts with these terms is rendered void and unenforceable.

If Vendor disagrees, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration.

Does Vendor agree?

Yes, Vendor agrees

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4

Certification Regarding "Venue" Terms with TIPS Members

Vendor agrees that if any "Venue" provision is included in any sales agreement/contract between Vendor and a TIPS Member, that clause must provide that the "Venue" for any litigation or alternative dispute resolution is shall be in the state and county where the TIPS Member operates unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Venue" clause that conflicts with these terms is rendered void and unenforceable.

If Vendor disagrees, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration.

Does Vendor agree?

Yes, Vendor agrees

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5

Certification Regarding "Automatic Renewal" Terms with TIPS Members

Vendor agrees that no TIPS Sale may incorporate an "Automatic Renewal" clause that exceeds month to month terms with which the TIPS Member must comply. All renewal terms incorporated into a TIPS Sale Supplemental Agreement shall only be valid and enforceable when Vendor received written confirmation of acceptance of the renewal term from the TIPS Member for the specific renewal term. The purpose of this clause is to avoid a TIPS Member inadvertently renewing a Supplemental Agreement during a period in which the governing body of the TIPS Member has not properly appropriated and budgeted the funds to satisfy the Agreement renewal. Any TIPS Sale Supplemental Agreement containing an "Automatic Renewal" clause that conflicts with these terms is rendered void and unenforceable.

If Vendor disagrees, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration.

Does Vendor agree?

Yes, Vendor agrees

7
6**Certification Regarding "Indemnity" Terms with TIPS Members**

Texas and other jurisdictions restrict the ability of governmental entities to indemnify others. Vendor agrees that if any "Indemnity" provision which requires the TIPS Member to indemnify Vendor is included in any sales agreement/contract between Vendor and a TIPS Member, that clause must either be stricken or qualified by including that such indemnity is only permitted, "to the extent permitted by the laws and constitution of [TIPS Member's State]" unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing an "Indemnity" clause that conflicts with these terms is rendered void and unenforceable.

If Vendor disagrees, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration.

Does Vendor agree?

7
7**Certification Regarding "Arbitration" Terms with TIPS Members**

Vendor agrees that if any "Arbitration" provision is included in any TIPS Sale agreement/contract between Vendor and a TIPS Member, that clause may **not** require that the arbitration is mandatory or binding. Vendor agrees that if any "Arbitration" provision is included in any TIPS Sale agreement/contract between Vendor and a TIPS Member, that clause provides for only voluntary and non-binding arbitration unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Arbitration" clause that conflicts with these terms is rendered void and unenforceable.

If Vendor disagrees, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration.

Does Vendor agree?

7
8**2 CFR PART 200 AND FEDERAL CONTRACT PROVISIONS EXPLANATION**

TIPS and TIPS Members will sometimes seek to make purchases with federal funds. In accordance with 2 C.F.R. Part 200 of the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (sometimes referred to as "EDGAR"), Vendor's response to the following questions labeled "2 CFR Part 200 or Federal Provision" will indicate Vendor's willingness and ability to comply with certain requirements which may be applicable to TIPS purchases paid for with federal funds, if accepted by Vendor.

Your responses to the following questions labeled "2 CFR Part 200 or Federal Provision" will dictate whether TIPS can list this awarded contract as viable to be considered for a federal fund purchase. **Failure to certify all requirements labeled "2 CFR Part 200 or Federal Provision" will mean that your contract is listed as not viable for the receipt of federal funds. However, it will not prevent award.**

If you do enter into a TIPS Sale when you are accepting federal funds, the contract between you and the TIPS Member will likely require these same certifications.

7
9**2 CFR Part 200 or Federal Provision - Vendor Willingness to Accept Federal Funds**

This certification is not required by federal law. However, TIPS Members are public entities and qualifying non-profits which often receive federal funding and grants (ESSER, CARES Act, EDGAR, etc.) ***Accepting such funds often requires additional required certifications and responsibilities for Vendor.*** The following attribute questions include these required certifications. Your response to this questions, the following certifications, and other factors will determine whether your contract award will be deemed as eligible for federal fund expenditures by TIPS Members.

If awarded, is Vendor willing to accept payment for goods and services offered under this contract paid for by a TIPS Member with federal funds?

8
0**2 CFR Part 200 or Federal Provision - Contracts**

Contracts for more than the simplified acquisition threshold currently set at \$250,000 (2 CFR § 200.320), which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Notice: Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members reserve all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does vendor agree?

8
1**2 CFR Part 200 or Federal Provision - Termination**

Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members reserve the right to terminate any agreement in excess of \$10,000 resulting from this procurement process for cause after giving the vendor an appropriate opportunity and up to 30 days, to cure the causal breach of terms and conditions. ESC Region 8 and TIPS Members reserve the right to terminate any agreement in excess of \$10,000 resulting from this procurement process for convenience with 30 days notice in writing to the awarded vendor. The Vendor would be compensated for work performed and goods procured as of the termination date if for convenience of the ESC Region 8 and TIPS Members. Any award under this procurement process is not exclusive and the ESC Region 8 and TIPS reserves the right to purchase goods and services from other vendors when it is in the best interest of the ESC Region 8 and TIPS.

Does vendor agree?

8 2 CFR Part 200 or Federal Provision - Clean Air Act

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

Pursuant to the Clean Air Act, et al above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members require that the proposer certify that during the term of an award by the ESC Region 8 and TIPS Members resulting from this procurement process the vendor agrees to comply with all of the above regulations, including all of the terms listed and referenced therein.

Does vendor agree?

Yes, Vendor agrees

8 3 2 CFR Part 200 or Federal Provision - Byrd Anti-Lobbying Amendment

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

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members require the proposer certify that during the term and during the life of any contract with ESC Region 8 and TIPS Members resulting from this procurement process the vendor certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352).

Does Vendor agree?

Yes, Vendor agrees

8
4**2 CFR Part 200 or Federal Provision - Byrd Anti-Lobbying Amendment - Continued**

Applicable to Grants, Subgrants, Cooperative Agreements, and Contracts Exceeding \$100,000 in Federal Funds

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

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

(1) No Federal appropriated funds have been paid or will be paid by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all covered subawards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

Does Vendor certify that it has NOT lobbied as described herein?

Yes, Vendor certifies - NO Reportable Lobbying

8
5**2 CFR Part 200 or Federal Provision - Byrd Anti-Lobbying Amendment - Continued**

If you answered "No, Vendor does not certify - Lobbying to Report" to the above attribute question, you must download, read, execute, and upload the attachment entitled "Disclosure of Lobbying Activities - Standard Form - LLL", as instructed, to report the lobbying activities you performed or paid others to perform.

8
6**2 CFR Part 200 or Federal Provision - Federal Rule**

Compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). (Contracts, subcontracts, and subgrants of amounts in excess of \$100,000)

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members requires the proposer certify that in performance of the contracts, subcontracts, and subgrants of amounts in excess of \$250,000, the vendor will be in compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15).

Does vendor certify compliance?

Yes, Vendor certifies

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2 CFR Part 200 or Federal Provision - Procurement of Recovered Materials

A non-Federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include: (1) procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; (2) procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor certify that it is in compliance with these provisions?

Yes, Vendor certifies

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8

2 CFR Part 200 or Federal Provision - Rights to Inventions

If the Federal award meets the definition of “funding agreement” under 37 CFR §401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

Pursuant to the above, when the foregoing applies to ESC Region 8 and TIPS Members, Vendor certifies that during the term of an award resulting from this procurement process, Vendor agrees to comply with all applicable requirements as referenced in the Federal rule above.

Does vendor certify?

Yes, Vendor certifies

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2 CFR Part 200 or Federal Provision - Domestic Preferences for Procurements and Compliance with Buy America Provisions

As appropriate and to the extent consistent with law, TIPS Member Customers, to the greatest extent practicable under a Federal award, may provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). Vendor agrees that the requirements of this section will be included in all subawards including all contracts and purchase orders for work or products under this award, to the greatest extent practicable under a Federal award. For purposes of 2 CFR Part 200.322, "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States. Moreover, for purposes of 2 CFR Part 200.322, "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum, plastics and polymer-based products such as polyvinyl chloride pipe, aggregates such as concrete, glass, including optical fiber, and lumber.

Vendor certifies that it is in compliance with all applicable provisions of the Buy America Act. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition. For purposes of 2 CFR Part 200.322,

"Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

"Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, Vendor certifies that to the greatest extent practicable Vendor will provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products).

Does Vendor Certify?

☒ Yes, Vendor certifies

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2 CFR Part 200 or Federal Provision - Ban on Foreign Telecommunications

ESC 8 and TIPS Members are prohibited from obligating or expending Federal financial assistance, to include loan or grant funds, to: (1) procure or obtain, (2) extend or renew a contract to procure or obtain, or (3) enter into a contract (or extend or renew a contract) to procure or obtain, equipment, services, or systems that use "covered telecommunications" equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. "Covered telecommunications" equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities), and physical security surveillance of critical infrastructure and other national security purposes, and video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities) for the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes detailed in 2 CFR § 200.216.

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, Vendor certifies that Vendor will not purchase equipment, services, or systems that use "covered telecommunications", as defined by 2 CFR §200.216 equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

Does vendor certify?

☒ Yes, Vendor certifies

9 1 2 CFR Part 200 or Federal Provision - Contract Cost & Price

For contracts more than the simplified acquisition threshold currently set at \$250,000, a TIPS Member may, in very rare circumstances, be required to negotiate profit as a separate element of the price pursuant to 2 C.F.R. 200.324(b). Under those circumstances, Vendor agrees to provide information and negotiate with the TIPS Member regarding profit as a separate element of the price. However, Vendor certifies that the total price charged by the Vendor shall not exceed the Vendor's TIPS pricing and pricing terms proposed.

Does Vendor certify?

Yes, Vendor certifies

9 2 2 CFR Part 200 or Federal Provision - Equal Employment Opportunity

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

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members on any federally assisted construction contract, the equal

opportunity clause is incorporated by reference here.

Does Vendor Certify?

Yes, Vendor certifies

9 3 2 CFR Part 200 or Federal Provision - Davis Bacon Act Compliance

Texas Statute requires compliance with Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). When required by Federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146- 3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non- Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Pursuant to state and federal requirements, Vendor certifies that it will be in compliance with all applicable Davis-Bacon Act provisions if/when applicable.

Does Vendor certify?

Yes, Vendor certifies

9
4**2 CFR Part 200 or Federal Provision - Contract Work Hours and Safety Standards**

Where applicable, all contracts awarded by ESC 8 and TIPS Members in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, Vendor certifies that during the term of an award for all contracts resulting from this procurement process, Vendor will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act.

Does Vendor certify?

Yes, Vendor certifies

9
5**2 CFR Part 200 or Federal Provision - FEMA Fund Certification & Certification of Access to Records**

If and when Vendor accepts a TIPS purchase paid for in full or part with FEMA funds, Vendor certifies that:

(1) Vendor agrees to provide the TIPS Member, the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to and rights to reproduce any books, documents, papers, and records of the Contractor which are directly pertinent to this contract, or any contract resulting from this procurement, for the purposes of making audits, examinations, excerpts, and transcriptions. This right also includes timely and reasonable access to Vendor's personnel for the purpose of interview and discussion relating to such documents. Vendor agrees to provide the FEMA Administrator or an authorized representatives access to construction or other work sites pertaining to the work being completed under the contract. Vendor acknowledges and agrees that no language in this contract or the contract with the TIPS Member is intended to prohibit audits or internal reviews by the FEMA Administrator or the Comptroller General of the United States.

(2) The Vendor shall not use the Department of Homeland Security's seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval.

(3) The Vendor will comply with all applicable Federal law, regulations, executive orders, FEMA policies, procedures, and directives.

(4) The Federal Government is not a party to this contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract.

(5) The Vendor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the Vendor's actions pertaining to this contract.

Does Vendor certify?

Yes, Vendor certifies

9
6**2 CFR Part 200 or Federal Provision - Certification of Compliance with the Energy Policy and Conservation Act**

When appropriate and to the extent consistent with the law, Vendor certifies that it will comply with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq; 49 C.F.R. Part 18) and any state mandatory standards and policies relating to energy efficiency which are contained in applicable state energy conservation plans issued in compliance with the Act.

Does Vendor certify?

Yes, Vendor certifies

97

2 CFR Part 200 or Federal Provision - Certification of Compliance with Never Contract with the Enemy

Where applicable, all contracts awarded by ESC 8 and TIPS Members in excess of \$50,000.00, within the period of performance, and which are performed outside of the United States, including U.S. territories, are subject to the regulations implementing Never Contract with the Enemy in 2 CFR part 183. Per 2 CFR part 183, in the situation specified, ESC 8 and TIPS Members shall terminate any contract or agreement resulting from this procurement which violates the Never Contract with the Enemy regulation in 2 CFR part 183, including if Vendor is actively opposing the United States or coalition forces involved in a contingency operation in which members of the the Armed Forces are actively engaged in hostilities. Vendor certifies that it is neither an excluded entity under the System for Award Management (SAM) nor Federal Awardee Performance and Integrity Information System (FAPIS) for any contract terminated due to Never Contract with the Enemy as a Termination for Material Failure to Comply.

Does Vendor certify?

98

2 CFR Part 200 or Federal Provision - Certification of Compliance with EPA Regulations

For contracts resulting from this procurement, in excess of \$100,000.00 and paid for with federal funds, Vendor certifies that Vendor will comply with all applicable standards, orders, regulations, and/or requirements issued pursuant to the Clean Air Act of 1970, as amended (42 U.S.C. 1857(h)), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15.

Does Vendor certify?

99

2 CFR Part 200 or Federal Provision - Record Retention Requirements

For contracts resulting from this procurement, paid for by ESC 8 or TIPS Members with federal funds, Vendor certifies that Vendor will comply with the record retention requirements detailed in 2 CFR § 200.334. Vendor certifies that Vendor will retain all records as required by 2 CFR § 200.334 for a period of three years after final expenditure or financial reports, as applicable, and all other pending matters are closed.

Does Vendor certify?

100

2 CFR Part 200 or Federal Provision - Subcontracting and Affirmative Steps for Small and Minority Businesses, Women's Business Enterprises, and Labor Surplus Area Firms.

Do you ever anticipate the possibility of subcontracting any of your work under this award if you are successful?

If you respond "Yes", you must respond to the following attribute question accurately. If you respond "No", you may skip the following attribute question.

2 CFR Part 200 or Federal Provision - If "Yes" Response to Above Attribute - Continued - Subcontracting and Affirmative Steps for Small and Minority Businesses, Women's Business Enterprises, and Labor Surplus Area Firms.

Only respond to this question if you responded "Yes" to the attribute question directly above. Skip this question if you responded "No" to the attribute question directly above.

Does Vendor certify that it will follow the following affirmative steps? Federal Regulation 2 CFR §200.321 Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms. (a) The non-Federal entity must take all necessary affirmative steps to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible.

(b) Affirmative steps must include:

- (1) Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
- (2) Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;
- (3) Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
- (4) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises;
- (5) Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce ; and
- (6) Requiring the prime contractor, if subcontracts are to be let, to take the affirmative steps listed in paragraphs(1) through (5) of this section.

Does Vendor certify?

ACKNOWLEDGMENT & BINDING CORPORATE AUTHORITY

By submitting this proposal, the individual(s) submitting on behalf of the Vendor certify that they are authorized by Vendor to complete and submit this proposal on behalf of Vendor and that this proposal was duly submitted on behalf of Vendor by authority of its governing body, if any, and within the scope of its corporate powers.

Vendor further certifies that it has read, examined, and understands all portions of this solicitation including but not limited to all attribute questions, attachments, solicitation documents, bid notes, and the Vendor Agreement(s). Vendor certifies that, if necessary, Vendor has consulted with counsel in understanding all portions of this solicitation.

TIPS 240203 Fire, Firearm, and Active Shooter Safety and Security Solutions (Part	Johnson controls
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TIPS REFERENCE FORM

All requested information must be typed and uploaded in Excel format. TIPS will reach out via the emails provided so please ensure that they are typed and accurate. Do not handwrite or upload in any format other than Excel. Emails provided must be current and active. Do not include TIPS/Region 8 employees as a reference. The entities that you provide must be paying customers, not affiliates/partners/manufacturers/resellers, etc.

You must provide below at least five (5) references from five different entity customers, preferably government or non-profit entities, who have purchased goods or services from your vendor entity within the last three years.

Customer Entity Name	Customer Contact Name	Valid Contact Email	Valid Contact Phone
Example: ABC University	Director John Doe	jdoe@abcuniverisity.edu	800-111- 2222
Cache County School District	Bruce James, Energy Resource Manager	bruce.james@ccsdut.org	(435) 512-1192
Gloucester County Government	David Brice	dbrice@co.gloucester.nj.us	(856) 251-6750
Middlesex County Government	Curtis Dollison	CDollison@KMSDev.com	(732) 682-5145
Buffalo Public Schools	Paul McDonnell, A.I.A., Director of Facilities Planning, Design & Construction	PMcDonnell@buffaloschools.org	(716) 816-3562
Oxford High School (Oxford, MS)	Brian Harvey, Superintendent	bharvey@oxfordsd.org	(662) 234-3541

REQUIRED CONFIDENTIALITY CLAIM FORM

(VENDOR MUST COMPLETE THE FOLLOWING VENDOR INFORMATION)

Vendor Entity Name: Johnson Controls, Inc.Vendor Authorized Signatory Name: Jason GorakVendor Authorized Signatory Title: Vice President, Installation Sales EnablementVendor Authorized Signatory Email: Jason.D.Gorak@jci.comVendor Address: 5757 North Green Bay AvenueCity: MilwaukeeState: WIZip Code: 53209

Vendor agrees that it is voluntarily providing its data (including but not limited to: Vendor information, Vendor documentation, Vendor's proposal, Vendor pricing submitted or provided to TIPS, TIPS contract documents, TIPS correspondence, Vendor logos and images, Vendor's contact information, Vendor's brochures and commercial information, Vendor's financial information, Vendor's certifications, and any other Vendor information or documentation submitted to TIPS by Vendor and its agents) (Hereinafter, "Vendor Data") to TIPS. Vendor understands and agrees that TIPS is a government entity subject to public information laws including but not limited to Texas Government Code (TGC) Chapter 552. Vendor agrees that regardless of confidentiality designations herein, Vendor's submission of a proposal constitutes Vendor's consent to the disclosure and release of Vendor's Data and comprehensive proposal, including any information deemed confidential or proprietary herein, to and by TIPS Members.

Notwithstanding the foregoing permissible release to TIPS Members, if Vendor considers any portion of Vendor's proposal to be otherwise confidential and not subject to public disclosure pursuant to public information laws, including but not limited to TGC Chapter 552, Vendor must properly execute **Option 1 only** below, attach to this PDF all documents and information that Vendor deems confidential, and upload the consolidated documentation. Regardless of the Option selected below, this form must be completed and uploaded to the "Response Attachments" section of the eBid System entitled "Required Confidentiality Claim Form." Execution and submission of this form is the sole indicator of whether Vendor considers any Vendor Data confidential in the event TIPS receives a request, a Public Information Request, or subpoena. If TIPS receives a request, any responsive documentation not deemed confidential by you through proper execution of Option 1 of this form will be automatically released. For information deemed confidential by you through proper execution of Option 1 of this form, TIPS will follow procedures of controlling statute(s) regarding withholding that documentation and shall not be liable for any release of information required by law, including Attorney General opinion or court order.

(VENDOR MUST COMPLETE ONE OF THE TWO OPTIONS AND UPLOAD IN THE EBID SYSTEM)

OPTION 1 – DESIGNATING CONFIDENTIAL MATERIALS – YES, VENDOR HAS ATTACHED CONFIDENTIAL MATERIALS

(Confirm each bullet point and sign below)

- Vendor claims some Vendor Data confidential to the extent permitted by TGC Chapter 552 and other applicable law.
- Vendor attached to this PDF all potentially confidential Vendor Data and listed the number of attached pages below.
- Vendor's authorized signatory has signed below and shall upload this document in the proper location in the eBid System.
- Vendor agrees that TIPS shall not be liable for any release of confidential information required by law.

Number of pages attached deemed confidential: _____

Authorized Signature: _____

OPTION 2 – WAIVER OF CONFIDENTIALITY – NO, VENDOR HAS NOT ATTACHED CONFIDENTIAL MATERIALS

(Confirm each bullet point and sign below)

By signing for Option 2 below, Vendor expressly waives any confidentiality claim for all Vendor Data submitted in relation to this proposal and resulting contract. Vendor confirms that TIPS may freely release Vendor Data submitted in relation to this proposal or resulting contract to any requestor. Vendor agrees that TIPS shall not be responsible or liable for any use or distribution of Vendor Data by TIPS or TIPS Members.

- Vendor's authorized signatory has signed below and shall upload this document in the proper location in the eBid System.
- Vendor agrees that TIPS shall not be liable for any release of confidential information required by law.

Authorized Signature: _____

VENDOR SUPPLEMENTAL INFORMATION

TIPS permits Vendors to submit supplemental documentation and information (“Vendor Supplemental Information”) with their proposals to display to TIPS Member Customers their qualifications, offerings, and special terms. The following documents are for marketing and informational purposes only. They are not terms of Vendor’s TIPS Contract. If the Vendor Supplemental Information herein contains any warranties, terms, or conditions, the TIPS Member Customer may review and determine whether or not those are applicable and acceptable for any TIPS purchase before proceeding. If the Vendor Supplemental Information contains any licenses or certificates, TIPS encourages the TIPS Member Customer to ensure current accuracy at the time of a TIPS purchase.

Johnson Controls brand guidelines

These guidelines are a working draft
and will be continually updated.

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A message from the global brand team

Dear valued colleagues,

We’re creating a new class of smart, healthy and sustainable buildings. As the world’s only dedicated smart buildings company, we’re leading the building transformation by creating spaces that improve well-being, achieve climate goals and save money.

No one can offer the integrity, value, reliability and innovation that we can. There is real competitive advantage to be leveraged in the disciplined use of our brand identity.

As brand ambassadors, we are all champions of Johnson Controls. Together we can protect and build our brand and ensure the continued success of our company and our stakeholders around the world.

Thank you for representing Johnson Controls correctly, consistently and proudly.



Our brand positioning

Our positioning

Our brand positioning plays a vital role in shaping the success and longevity for Johnson Controls. It defines who we are, what we do and the impact we make as a company.

There are three pillars of our brand positioning: our purpose, our customer promise and our values.

How we talk about ourselves and our story are critical to reinforcing the power of our brand.

At Johnson Controls, we build smarter, healthier and more sustainable tomorrows – for our customers, our communities and our planet.

We are saving energy and reducing emissions with industry-leading digital solutions and building automation, on top of hyper-efficient heating and cooling.

We are saving lives with world-class fire protection and security.

Finally, with our tailored advisory, design, financing and our retrofit, deployment and maintenance services, we are accelerating the journey towards a smart, healthy and sustainable future.



Our customer promise



Our purpose



The story behind our Open Globe



Our positioning



Smart

Powering buildings to think and respond

There are three parts to what experts call the ‘smart building trifecta.’ This is creating a new class of buildings – they’re the architectural icons of the net zero age.

Efficiency. Electrification. Digitalization.



Healthy

Enhancing experiences and well-being, delivering greater productivity

By using technology that responds to the changing needs of people and the environment, your buildings become spaces that unlock the full potential of people, resources and investments.



Sustainable

Accelerating the journey to net zero

We are an expert partner in sustainable building solutions.

We make net zero leadership easy with a proven path to achieving your sustainability goals.

Our values



Integrity first

We promise honesty and transparency. We uphold the highest standards of integrity and honor the commitments we make.

Purpose led

We believe in doing well by doing good and hold ourselves accountable to make the world a better place through the solutions we provide, our engagement in society, the way we do business, and our commitment to protect people and the environment.

Customer driven

We win when our customers win. Our long-term strategic relationships provide unique insights and the ability to deliver exceptional customer experiences and solutions.

Future focused

Our culture of innovation and continuous improvement drives us to solve today’s challenges while constantly asking what’s next.

One team

We are one team, dedicated to working collaboratively to create the purposeful solutions that propel the world forward.

Our voice



With every brand experience and communication, we shape the way people think about Johnson Controls and its product brands. While we communicate in many languages to different audiences, our voice must be consistent.

Whatever the medium, these are the essential qualities we strive to convey:



Human
it feels:

- Open
- Empathetic
- Straightforward



Expert
it feels:

- Smart
- Reliable
- Experienced



Confident
it feels:

- Bold
- Positive
- Without jargon

Company messaging

How we refer to Johnson Controls matters. We’ve created the following guidelines for how we should talk about ourselves and our company.

Boilerplate: telling the world who we are

Our boilerplate is the official paragraph we use to describe Johnson Controls. **This paragraph must be used verbatim** on press releases, brochures and any other materials that require an overall company description. Additional information to meet specific objectives can be covered in a second paragraph.

Business unit nomenclature

Avoid using acronyms for our business unit names. Instead, spell them out to make our communications more compelling and easier to understand.

Translations

Use the business unit names in English as much as possible with the Latin Alphabet. When audiences are highly unlikely to understand the Latin Alphabet, the business unit names should be translated as closely as possible.

The boilerplate is available on our Brand Portal by clicking on this [link](#). If link unavailable, ask your marketing representative for more information.

Boilerplate

About Johnson Controls:

At Johnson Controls (NYSE:JCI), we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet.

Building on a proud history of nearly 140 years of innovation, we deliver the blueprint of the future for industries such as healthcare, schools, data centers, airports, stadiums, manufacturing and beyond through OpenBlue, our comprehensive digital offering.

Today, with a global team of 100,000 experts in more than 150 countries, Johnson Controls offers the world’s largest portfolio of building technology and software as well as service solutions from some of the most trusted names in the industry. Visit www.johnsoncontrols.com for more information and follow @JohnsonControls on social platforms.

We are Johnson Controls

We refer to ourselves as Johnson Controls.

The company’s legal entity name is Johnson Controls International Plc. While the legal names of business entities within Johnson Controls (e.g., Johnson Controls World Services, Inc.) may be required on contracts and other legal documents, these names should not be used for business cards, stationery, brochures, building signs or other general communications purposes. For invoices, the Johnson Controls logo should stay at the top and the legal entity address at the bottom.

Johnson Controls should be spelled out in its entirety, not shortened to Johnson’s, JC or any other abbreviation. The JCI abbreviation can be used as a reference to the Johnson Controls stock symbol or in social media account titles where you cannot spell out Johnson Controls due to character limitations. JCI can also be used in text after the full name of Johnson Controls has been mentioned. Use the name Johnson Controls whenever possible in all logo treatments.

Example	Incorrect	Correct
Do not use the company name Johnson Controls in the possessive form.	“About Johnson Controls’ Building Technologies and Solutions Johnson Controls’ Building Technologies and Solutions is making the world safer, smarter and more sustainable – one building at a time.”	“About Johnson Controls Building Technologies and Solutions Johnson Controls Building Technologies and Solutions is making the world safer, smarter and more sustainable – one building at a time.”
	“Johnson Controls’ Unitary Product Group team receives a Manufacturing, Wholesale and Distribution Award from the Wichita Business Journal.”	“Johnson Controls Unitary Product Group team receives a Manufacturing, Wholesale and Distribution Award from the Wichita Business Journal.”

Brand touchpoints

There are dozens of brand touchpoints where our key stakeholders interact with Johnson Controls. Each touchpoint is an opportunity to increase awareness, surprise and delight, deliver value and build customer loyalty. We have provided detailed standards that define what our brand experience should be and that help you use the brand correctly and consistently.



Who are our brand stakeholders?

All of us.

Everyone has responsibilities that build equity in the Johnson Controls brand. We must protect the Johnson Controls brand and use it correctly and consistently to further our success.



Key brand elements

Our logo

Our colors

The Open Globe

Our typography

Our photography

Illustration style

Iconography

Our logo

Tagline placement and logo ratio

Placement

The tagline is placed on the same baseline as the word “Controls” in the Johnson Controls logo.

The minimum distance between the tagline and logo should be the equivalent of the word “mission” in the tagline.

Important

This is not a logo lock-up as the distance between the two elements and placement of the tagline can vary depending on touchpoint.

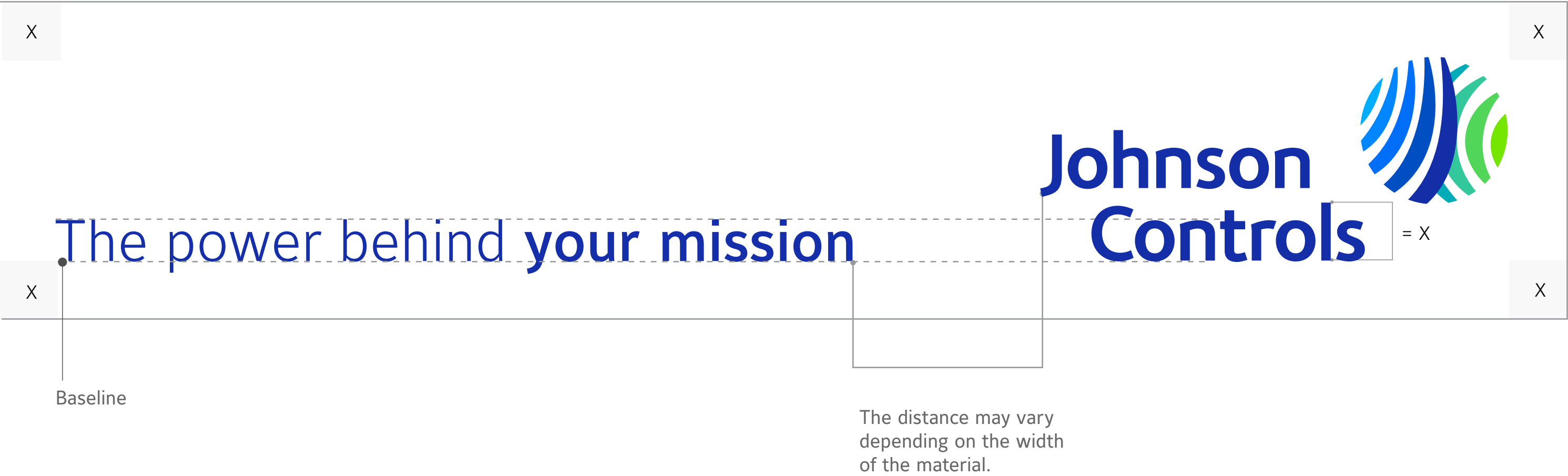
Tagline and logo ratio

The height of the tagline is equivalent to the same height as the letter “o” in the Johnson Controls logo.

This ratio must be applied when the elements are scaled on various materials.

Clear space

The exclusion zone around the tagline should follow the same clear space as outlined in the Johnson Controls logo. The amount of clear space surrounding our logo and tagline on all sides should be no less than the height of the letter “l” in “Johnson Controls.”



Minimum distance between the two elements

The minimum distance between the logo and tagline is the same length as the word “mission” in the tagline.



Logo clear space and sizing

Clear space

Clear space isn't merely emptiness around our logo. It's crucial for framing our logo, separating it from other elements, such as headlines, text, imagery and the edge of a composition. Keep it free of distracting images and typography.

Use as much clear space as possible. At a minimum, the clear space surrounding our logo on all sides should be no less than the height of the "l" in "Johnson Controls."

Preferred logo size

The preferred size of our logo on standard-size materials (e.g., a U.S. letter or A4 document) is two inches (50mm) wide.

Minimum logo size

A signature that is too small has little or no impact and risks being illegible. Therefore, the minimum size of our logo in print is .75 inches (19mm) wide. In digital applications, our logo should not be reproduced at a size smaller than 85 pixels wide.



2" / 50mm / 145 pixels



.75" / 19mm /
85 pixels



Primary full-color logo



One company: One logo

Although each of us works in a particular location and business, we are all part of one company – we are Johnson Controls.

Johnson Controls has only one logo. The logo is an enduring symbol of integrity, innovation and trust. It’s the most vital expression of our brand and its strong and consistent use is critical in protecting and enhancing our brand. Respect the logo. Use it correctly, consistently and proudly.

Components of our logo

Our logo is comprised of a modern, sans serif logotype, reflecting a contemporary look, and our Open Globe.

Consistent use

Color is a powerful means of visual identification, and consistent use of our full-color logo builds visibility and brand awareness. Our primary logo should not be redrawn, modified or translated. You can help ensure consistency by only using the approved electronic artwork available on the Johnson Controls brand portal.

For brand recognition and intellectual property (IP) purposes, the consistent use of our full-color logo is important. Our full-color logo makes our brand instantly recognizable wherever it is seen.

Our logo is protected and registered across most of the world in the full-color version. Our IP team advises that the full-color logo is always used to ensure a stronger proof-of-usage and legal protection in case of misuse by third parties and counterfeiting cases.

Logo color

Preferred usage order

Primary full-color logo

Our primary full-color logo should be used as much as possible to build visibility and recognition for our brand. Only when it’s not possible to have a background that offers enough visual contrast should other versions be used, following the order of preference outlined below.

One-color logos

One-color logos should only be used in special cases where it is not possible to use our primary full-color logo due to limitations in the printing process or when printing on a dark background.

Use of the one-color logos should be avoided as much as possible as it dilutes our brand and trademark protection.

Important

Do not attempt to convert one of our color logos to white. The white logo has been specially created to compensate for the lack of color distinction and for the optical thickening of strokes that occurs in all reversed art. You can help ensure consistency by only using the approved electronic artwork available on the Johnson Controls brand portal.



One-color blue logo



Our logo may be reproduced in Johnson Controls Blue for one-color logo applications such as on products, corrugated boxes or promotional materials, if our full-color logo is not suitable due to printing limitations or background color. Be sure to place this logo on a background that provides sufficient impact, visibility and legibility.

One-color black logo



Use this version of our logo if black is the only possible color; for example, one-color forms, payroll checks and stubs, warranty forms, contracts, invoices, technical documents, etc.

Reversed-out white logo



The reversed-out white logo may be used over photography or on other backgrounds that wouldn’t otherwise provide enough contrast for our full-color logo. Darker backgrounds that provide sufficient contrast work well with the white logo, but avoid lighter colors like yellow to ensure the logo has strong readability.

Logo background control

Our logo may be placed over a background color or photography as long as there is sufficient contrast to ensure impact and legibility.

Consider the visibility and impact of our logo on various backgrounds. A white background is most impactful for our full-color logo, but the logo can also have a strong impression when placed on a light color or subtle gradient. A background tint of approximately 20 percent or less is usually successful. But be sure the background color does not conflict with or obscure any of the logo colors.

Avoid placing our logo over busy or high contrast imagery or photography. Instead, ensure legibility by using a quiet area of the image behind our logo. As with a color background, the colors of the image should provide enough contrast for readability and not conflict with or obscure any part of the logo.

The samples at right show some preferred applications of our logo over various backgrounds, as well as applications to avoid.

Special cases

Use the reversed-out white logo on backgrounds that don't provide enough contrast or impact for our primary full-color logo. Dark backgrounds and gradients work well with the white logo, but avoid lighter colors like yellow to ensure the logo has strong readability.

Preferred applications



These examples are legible and impactful.



Applications to avoid



Logo is partially obscured by the background color.



Background color conflicts with the logo colors.



Background color is too light to be legible and have impact.



Background color is too dark and too close to our primary blue color.



Logo is partially obscured by the background image.



Background image is too busy to be legible.



Our logo looks awkward when placed over skin, hair or other body parts.



Background image is too busy to be legible.

Special cases



Spot color logo for special applications

For applications that require special reproduction techniques, such as embroidery, cloisonné lapel pins or painted signs, we’ve specified colors for each stroke of the globe symbol. PANTONE and RAL values are shown on the right. More specialized color breakdowns for signage paint and embroidery thread can be found on the Johnson Controls brand portal.



Logo placement

Familiarity builds when a logo is most frequently placed in a consistent location within a composition. The Johnson Controls logo has come to be expected in the upper right corner, and this position continues to be the primary choice for the placement of our logo, especially in advertising. In different creative materials, however, there is flexibility to move the logo to a secondary position, like the lower right, if location in the upper right corner complicates the design.

Important
You are encouraged to make every effort to place the logo in the upper right before considering a secondary position. Consult with a member of our brand team if you have questions about appropriate placement of our logo.



Poster



PowerPoint template



Teams background



Roll-up banner

Common logo misuses to avoid

It is important to always use the Johnson Controls logo correctly in order to ensure that the impact and integrity of our brand is not diluted or compromised.

The samples at right show some common misuses of our logo. This list of examples is not exhaustive.

You can help ensure consistency by only using the approved electronic artwork.

Common logo misuses to avoid



Do not change the color of our logo.



Do not distort or skew any part of our logo.



Do not attempt to recreate our logo.



Do not create holding shapes for our logo.



Do not rearrange or resize any part of our logo.



Do not add any graphics to our logo.



Do not add shadows or other effects to our logo.



Do not display or print our spot color logo without using overprint settings.



Do not attempt to convert one of our color logos to white.



Avoid the placement of the logo with insufficient clear space around it.



Do not use the logotype without the open globe symbol.



Do not use the open globe symbol as a bullet point or icon. Exceptions may apply in digital applications based on approval from Johnson Controls brand management.



Do not use the white Johnson Controls in text, together with the full color Open Globe symbol.



Do not create space between elements of our logo.

Our colors



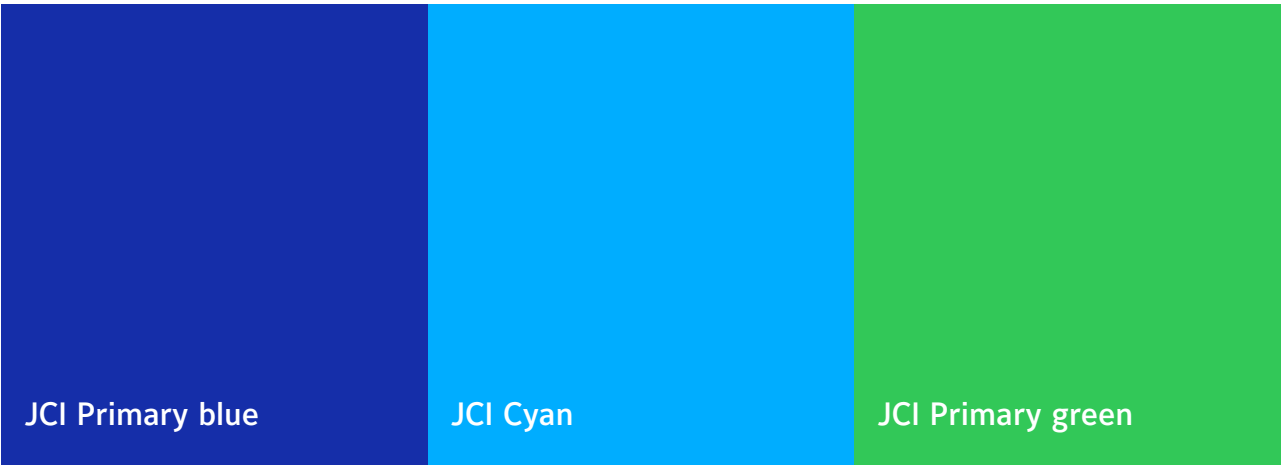
Color palette overview

Blue, cyan and green are our primary colors. Our secondary palette is rich and warm with colors derived from the Johnson Controls logo and augmented with a selection of bold, warm hues. Colors can be used throughout our creative presentations to add energy, but this palette is also grounded by a range of greys. Grey may play a prominent role in some executions, but it is always balanced with brighter colors or photography to prevent it from becoming too dark or heavy.

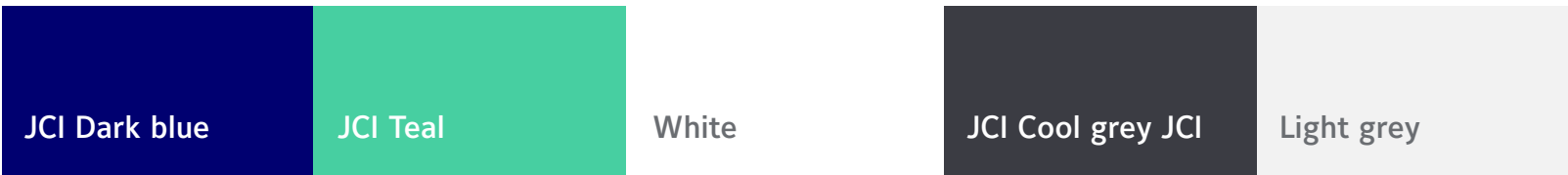
Paired with tints and shades (including greys), our color palette allows for variations in our illustrations, icons and products.

Please see the following pages for color specifications and breakdowns, as well as guidance on how to best use our color palettes to enhance the Johnson Controls brand.

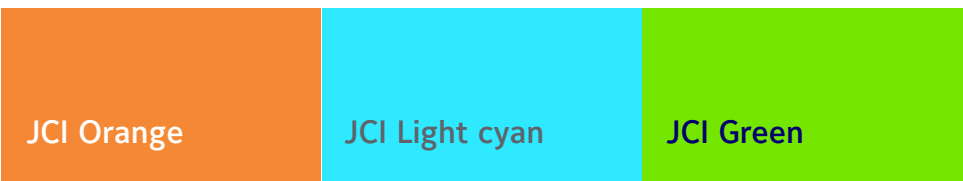
Primary palette



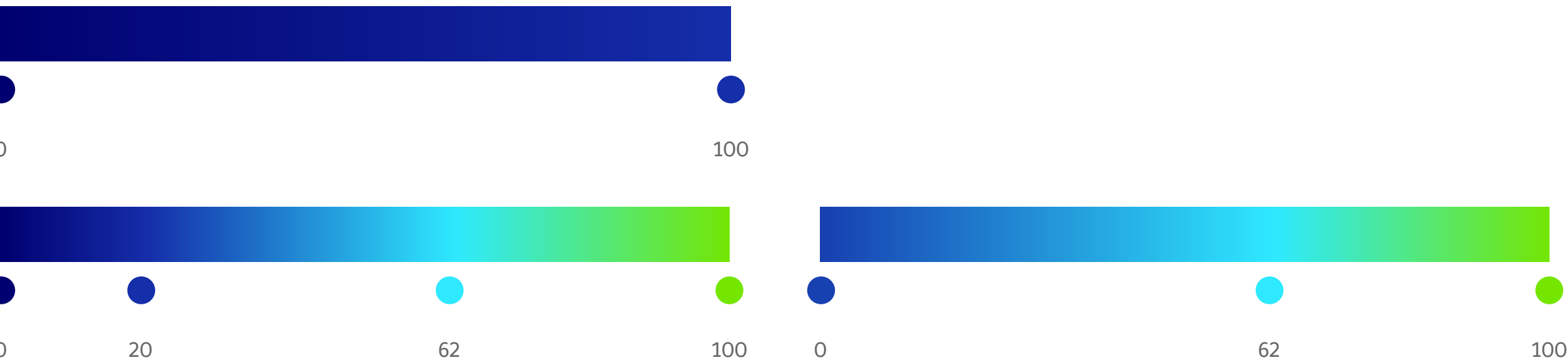
Secondary palette



Tertiary palette



Gradient palette



Color palette

Our brand is most effectively expressed through the primary palette of blue, cyan and green.

One or two of our primary colors should always play a dominant role in all communications and creative applications, complemented with one or two colors from our secondary palette.

Our color palette consists of seven colors. The three primary color executions are our primary blue, white and primary blue gradient.

Light cyan, green and orange form our call to action (CTA) colors, and should only be used for this purpose and never feature as the primary color.

Use the grey tones for tables, graphics and technical drawings and avoid mixing cold and warm colors on the same page or application.

Color values are set and should not be altered.

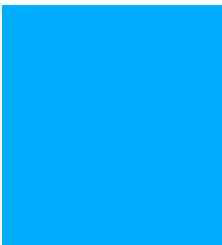
Note:
Light grey is the ideal background color when a white background cannot be used; it allows the correct display of our original full color logo.

Color palette

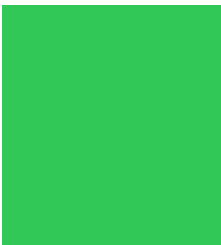
Primary palette



JCI Primary blue
RGB_ 21-46-169
HEX_ 152ea9
CMYK_ 100-65-0-20
PANTONE 661

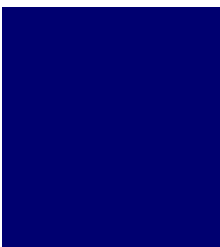


JCI Cyan
RGB_ 0-173-255
HEX_ 00adff
CMYK_ 75-0-5-0
PANTONE 306

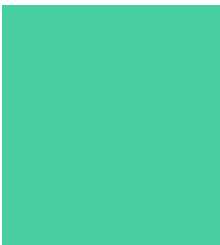


JCI Primary green
RGB_ 50-200-88
HEX_ 32c858
CMYK_ 60-0-82-0
PANTONE 2270

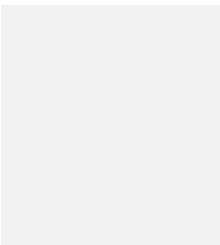
Secondary palette



JCI Dark blue
RGB_ 0-0-112
HEX_ 000070
CMYK_ 100-55-0-55
Pantone 2748



JCI Teal
RGB_ 71-207-161
HEX_ 47cfa1
CMYK_ 60-0-50-0
PANTONE 3385



JCI Light grey
RGB_ 242-242-242
HEX_ f2f2f2
CMYK_ 4-2-4-8
or 11% Black
Pantone cool grey 1

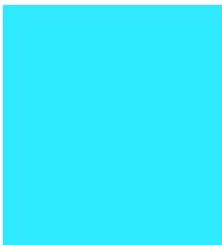


JCI Cool grey
RGB_ 51-55-64
HEX_ 333740
CMYK = 44/34/22/77
or 93% Black
Pantone cool grey 11

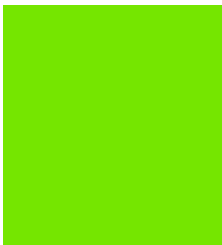
Tertiary palette



JCI Orange (CTA)
RGB_ 245-136-53
HEX_ f58835
CMYK_ 0-66-100-0
PANTONE 152



JCI Light cyan
RGB_ 46-233-255
HEX_ 2ee9ff
CMYK_ 60-0-5-0
Pantone 2226



JCI Green
RGB_ 117-230-0
HEX_ 75e600
CMYK_ 40-0-100-0
Pantone 2286

The majority of assets we create are for screen. With this in mind, our primary color palette uses RGB values. However, we still need CMYK values for printing brochures, banners and tradeshow booth collateral. Conventional direct color conversions from RGB to CMYK produced different hues of colors when printed.

For this reason, we have adjusted the conversion to best match the intended colour. Thanks to extensive test printing conducted by professional printers and industry experts, our CMYK color palette now reflects our RGB palette. Our Pantone and RAL references remain the same.

Gradients

The primary gradient direction always starts from dark blue to primary blue, from left to right.

Our extended digital color palette represents the full range of our digital color spectrum. This primary gradient is used in our Open Globe ribbon element and as a gradient background for other creative elements.

A secondary gradient, featuring a portion of the full digital color spectrum, is designed to be used on typography and icons to provide visual contrast.

JCI Dark blue
RGB_ 0-0-112
HEX_ 000070

JCI Primary Blue
RGB_ 23-64-177
HEX_ 1740b1

JCI Cyan
RGB_ 0-173-255
HEX_ 00adff

JCI Light Cyan
RGB_ 46-233-255
HEX_ 2ee9ff

JCI Primary green
RGB_ 117-230-0
HEX_ 75e600

Gradients

Primary blue gradient background

JCI Dark blue

JCI Primary Blue

0100

Secondary blue gradient background

JCI Primary Blue

JCI Cyan

0100

Primary gradient application

02062100

Powering impactful sustainability

respectful safety and security

while delivering an enhanced customer experience

Johnson Controls

Discover more

Secondary gradient application

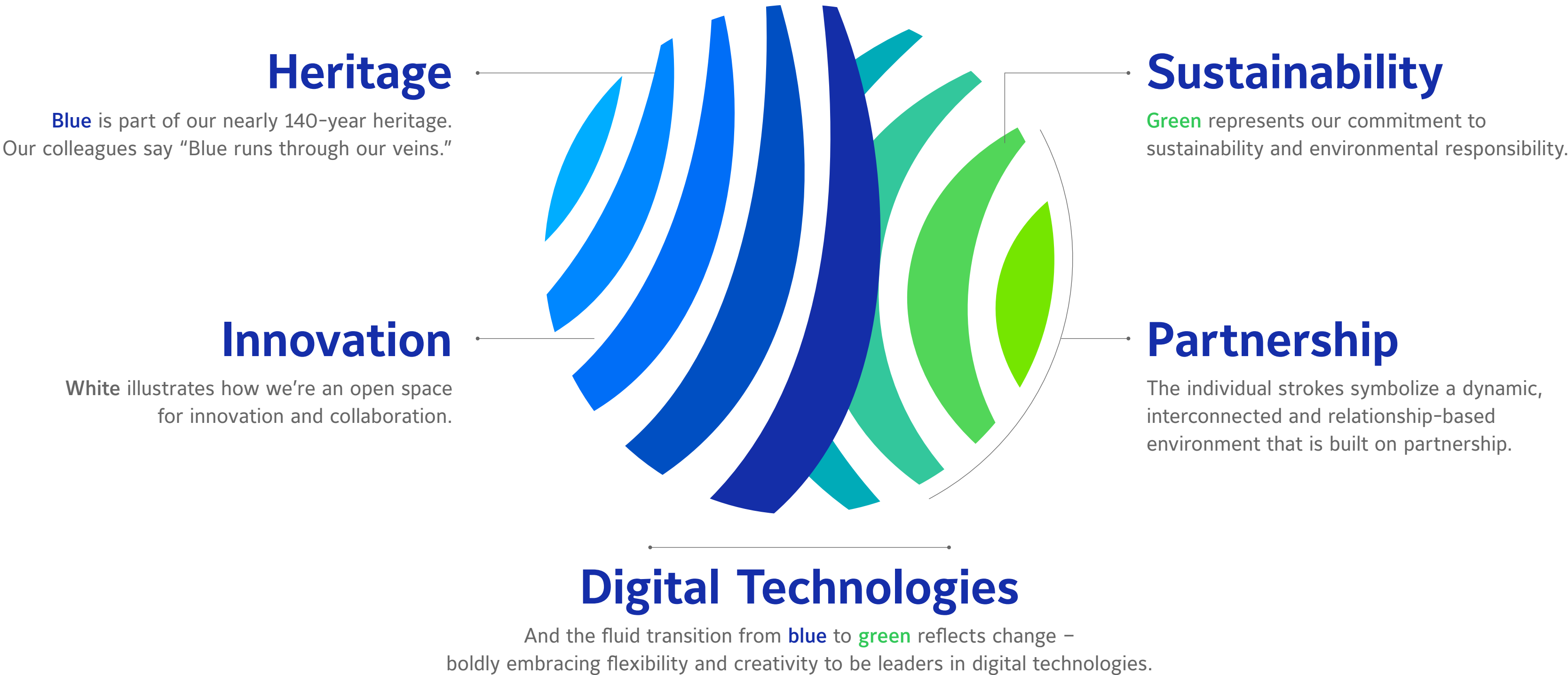
062100

We believe in integrity first.

Learn more

The Open Globe

The story of our Open Globe



The Open Globe

The Open Globe is vital to our visual brand identity. Together, the unique design and colors of our Open Globe symbolize the history and values of Johnson Controls.

It may be used as a design element in brand enterprise applications if it is shown in its entirety and in close proximity to the complete Johnson Controls logo. For instance, the globe could be used in an exhibit booth where the full identity is clearly reflected elsewhere in the display. Brand content (e.g. images, illustrations, content, headlines) should be used to create a fuller brand experience instead of using the Open Globe on its own.

The symbol is typically used as a decorative element (not to be used as a communications vehicle to convey Johnson Controls) and should always be in context with the logo or visibility of the name Johnson Controls.

We see this in our social media LinkedIn channel where the Open Globe is the avatar and the name Johnson Controls is immediately next to the symbol – this follows industry standard best practice.



Open Globe ribbon

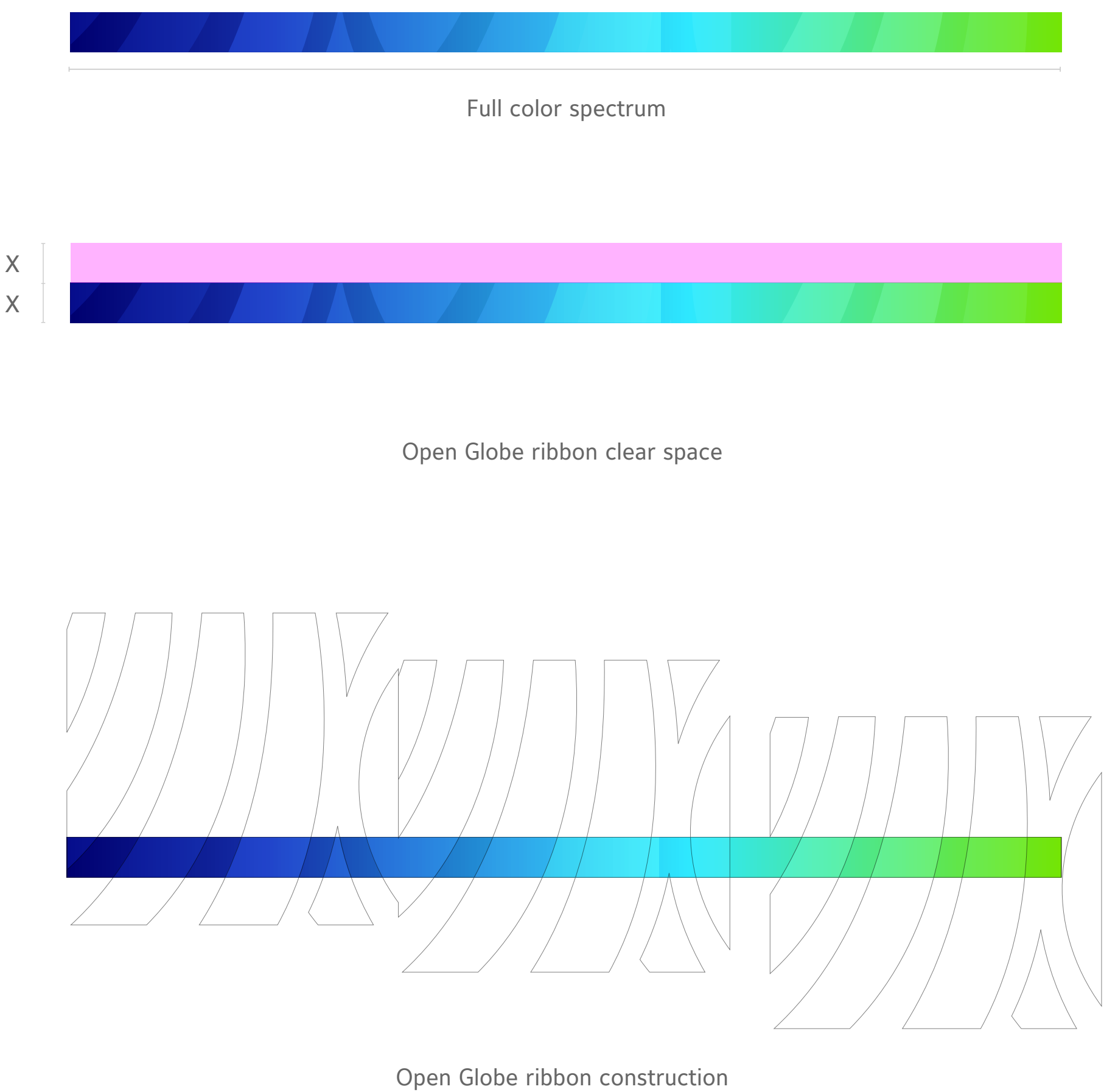
Use these guidelines when including the Open Globe ribbon alongside other creative elements.

The color spectrum always follows from **blue to green**, which runs left to right when positioned horizontally and top to bottom when positioned vertically.

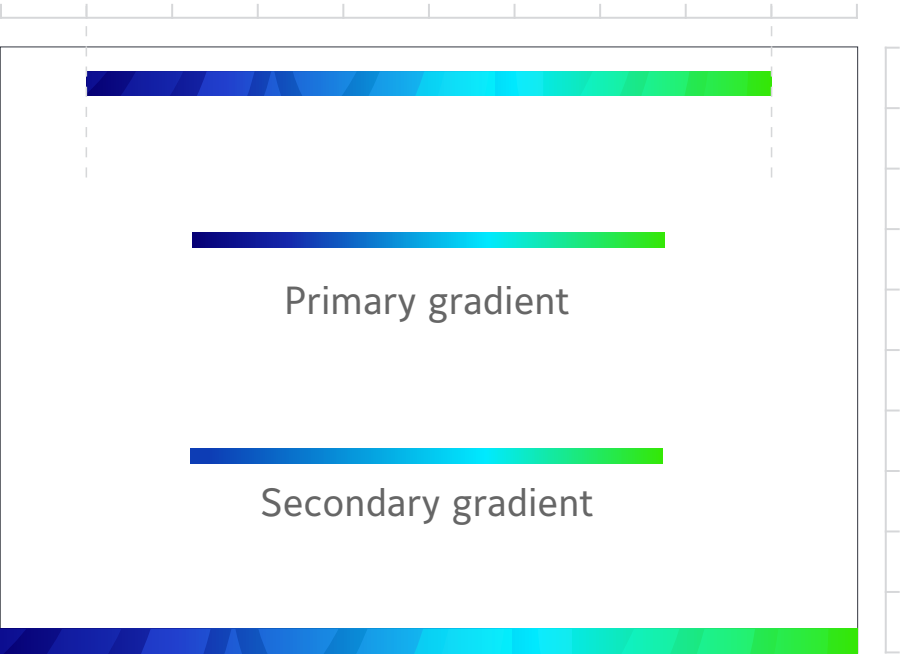
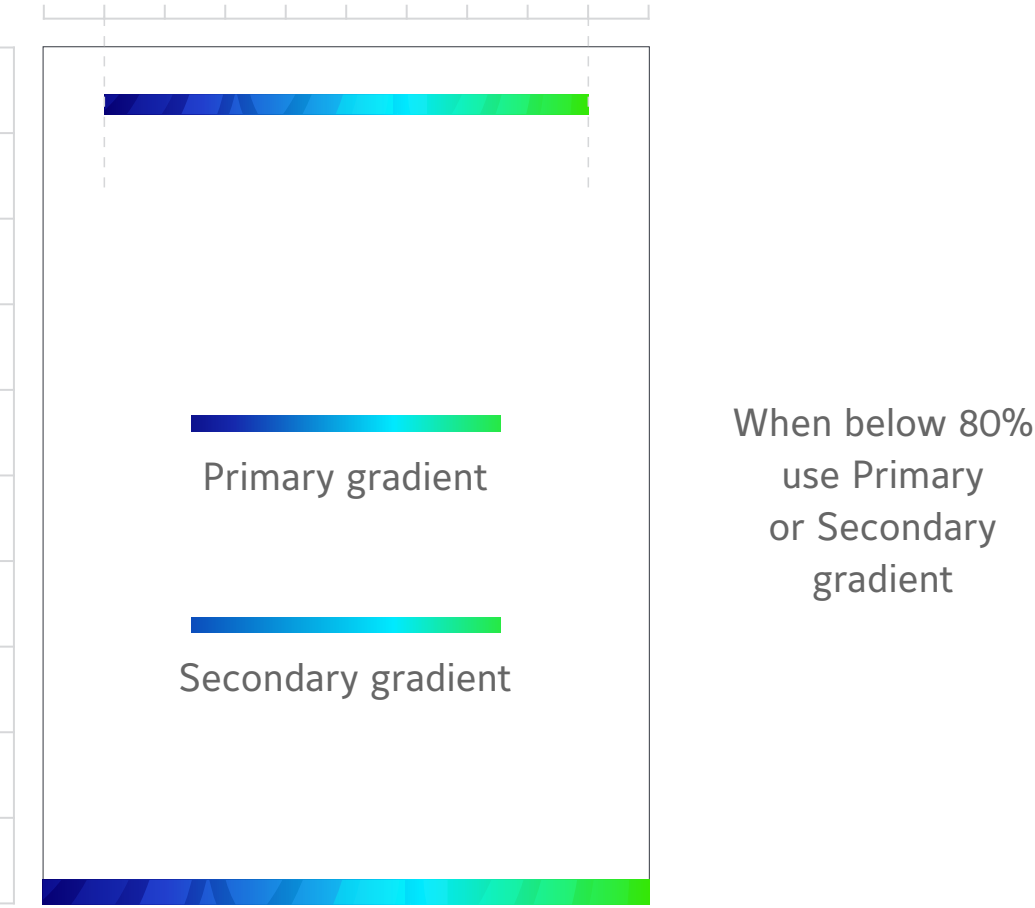
Although the position of the Open Globe ribbon can vary, its integrity must never be altered in any way.

The Open Globe ribbon:

- Reveals our full color spectrum and features the strokes of our Open Globe
- Provides an integral graphic component
- Can be represented as a static graphic or an animation
- Should only be used horizontally or vertically, not diagonally
- Should have a clear contrast with image or color next to it
- Avoid using more than one ribbon per page, it should remain distinct and unique



Minimum size of the Open Globe ribbon is 80% of the width.



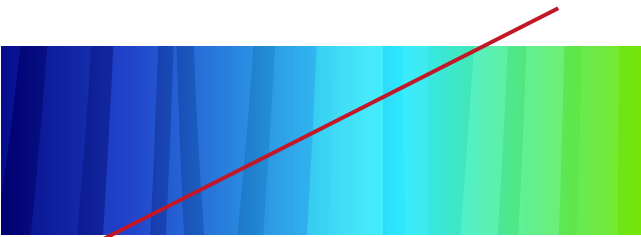
Open Globe ribbon

Misuses to avoid

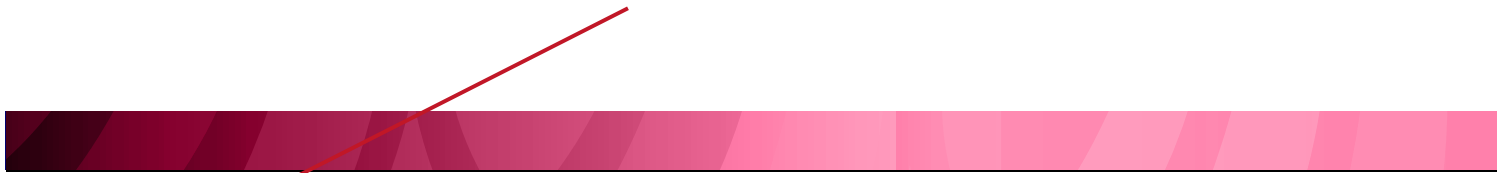
Use this creative element only as demonstrated in this document to maintain a consistent visual brand identity. The following examples illustrate misuse of this creative element.

If you have questions or feedback, please contact the Global Brand Team: brand@jci.com

Open Globe ribbon misuses to avoid



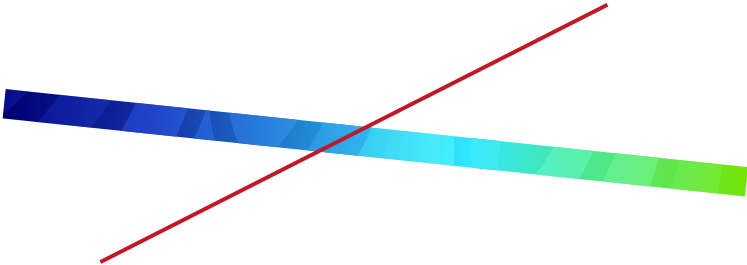
Do not stretch the ribbon and alter the width of the ribbon, the ribbon usage and width is set in all our approved templates.



Do not alter the color of the ribbon.



Don't attempt to recreate the ribbon.



Do not use the ribbon at an angle.

Open Globe imagery

The Open Globe is a key graphic feature in our digital toolkit. With our Open Globe icon we have created a functional graphic device that’s both unique and fundamental to Johnson Controls. The opportunity to showcase imagery within our Open Globe graphic creates an immediate connection between the subject matter and Johnson Controls.

The ability to capture people, places and infrastructure enables us to demonstrate the global reach of Johnson Controls and reflect the diversity of the organization.

Open Globe imagery can include single person portraits, buildings, cityscapes and iconic monuments.

Image composition should be simple and clean and have adequate contrast to the darker blue background.

Imagery can be showcased as a static image or as an animated series.



Open Globe imagery

When positioning brief copy statements over the Open Globe, ensure the copy doesn't interfere with facial features or key elements of the image.

If the overall integrity of the image is compromised when partnered with copy, use an alternative copy position or layout option.

Optimal usage – to highlight the central key message with a single visual supported by a short, impactful headline and CTA.

The Open Globe graphic should only be used on the primary blue or gradient backgrounds and should only be placed within the defined parameters of the grid.

The image content area is the ONLY area that can be altered with the placement of a relevant image. The remainder of the graphic cannot be adjusted or altered.

Cityscape/building imagery

Cityscape/building image placement

Copy placement



Open Globe portrait imagery

Portrait image placement

Copy placement

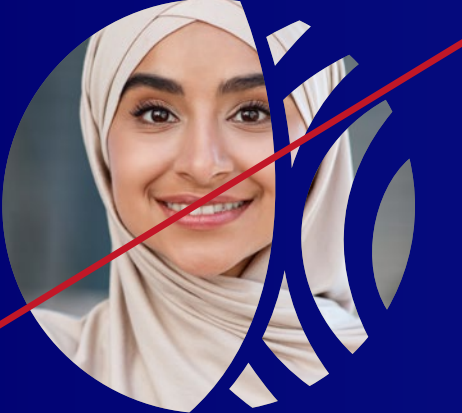


Open Globe

Misuses to avoid

Use this creative element only as demonstrated in this document to maintain a consistent visual brand identity. The following examples illustrate misuse of this creative element.

If you have questions or feedback, please contact the Global Brand Team: brand@jci.com

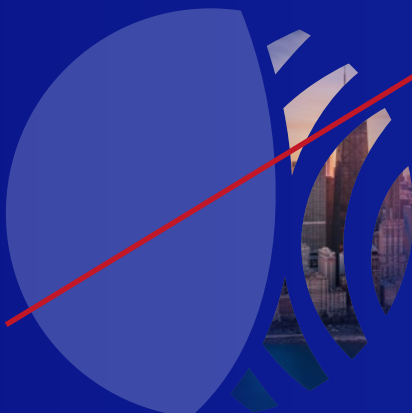


Do not fill the whole Open Globe with imagery.



We are connected

Do not go to more than one line of copy.



Only use imagery on the left part of the Open Globe.



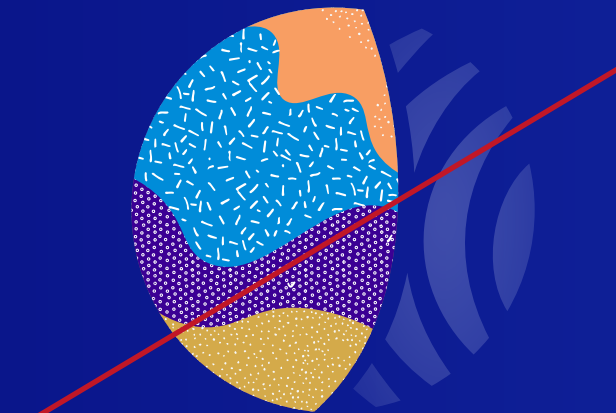
Do not use the Open Globe with color.



Image subject should be clear.



Do not alter the size of the image space.



No illustrations or patterns (unless otherwise approved by brand).



your logo

Not to be combined with another brand.

Our typography

Primary typeface – Maurea

Our primary typeface is Maurea. It is a modern sans serif font which complements the custom-drawn Johnson Controls logotype.

The Maurea family of fonts is available in an array of weights ranging from light to bold. Each weight is available in all-capital, italic, LF and TF variations. The LF and TF versions differ from the standard version only in the sizing and spacing of numbers, as shown on the right.

The full range of weights and styles can be used to highlight information or create interest, but usage should be restricted to two or three typefonts per page or application. This treatment creates a clear type hierarchy and visual harmony, and prevents layouts from becoming too busy or distracting.

Avoid using all capital letters in copy. Capitalize only proper nouns and avoid title case generally. For headlines, use sentence case in which only the first word is capitalized.

External agencies working on Johnson Controls projects are required to purchase the Maurea license via fonts.com if necessary.

If you are designing or creating marketing materials contact the Global Brand Team (brand@jci.com) to request the Maurea font.

Maurea Light
Maurea Light Italic
Maurea Regular
Maurea Italic
Maurea Medium
Maurea Medium Italic
Maurea Bold
Maurea Bold Italic

Tel 415
ABC123

LF weights provide slightly smaller numerals, optically adjusted to read well within copy.

TF weights feature cap-height and mono-spaced numerals, ideal for use in data sheets or financial tables.

AaBbCcDdEe
EeFfGgHhIiJjKkLlMm
!@£\$%^&*123456

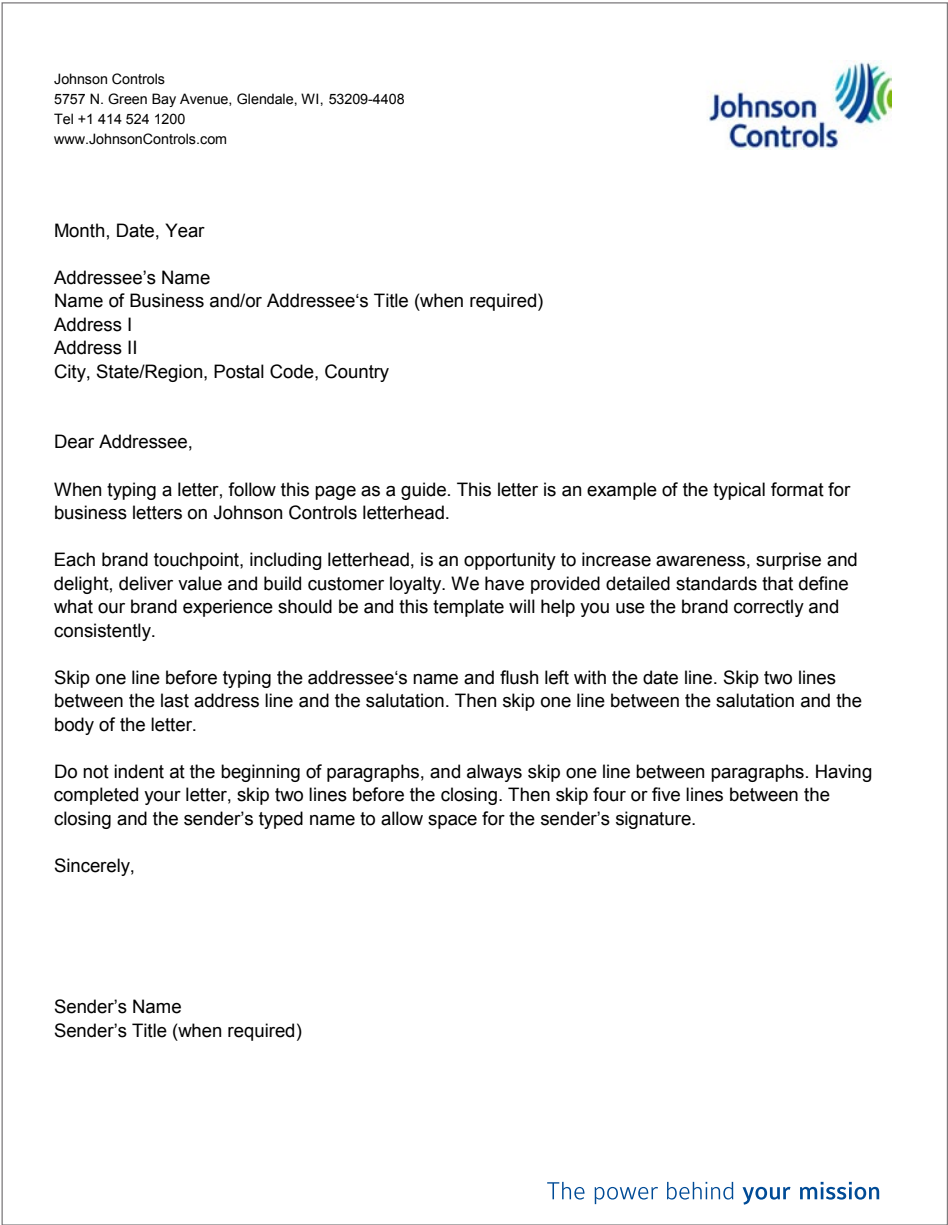
Digital and desktop publishing typefaces – Arial, Segoe

When the Maurea family is unavailable, we use Arial to maintain consistency. Arial is a standard system font that is widely available and can be used to ensure uniformity across many platforms. The majority of our digital and desktop publishing applications use Arial.

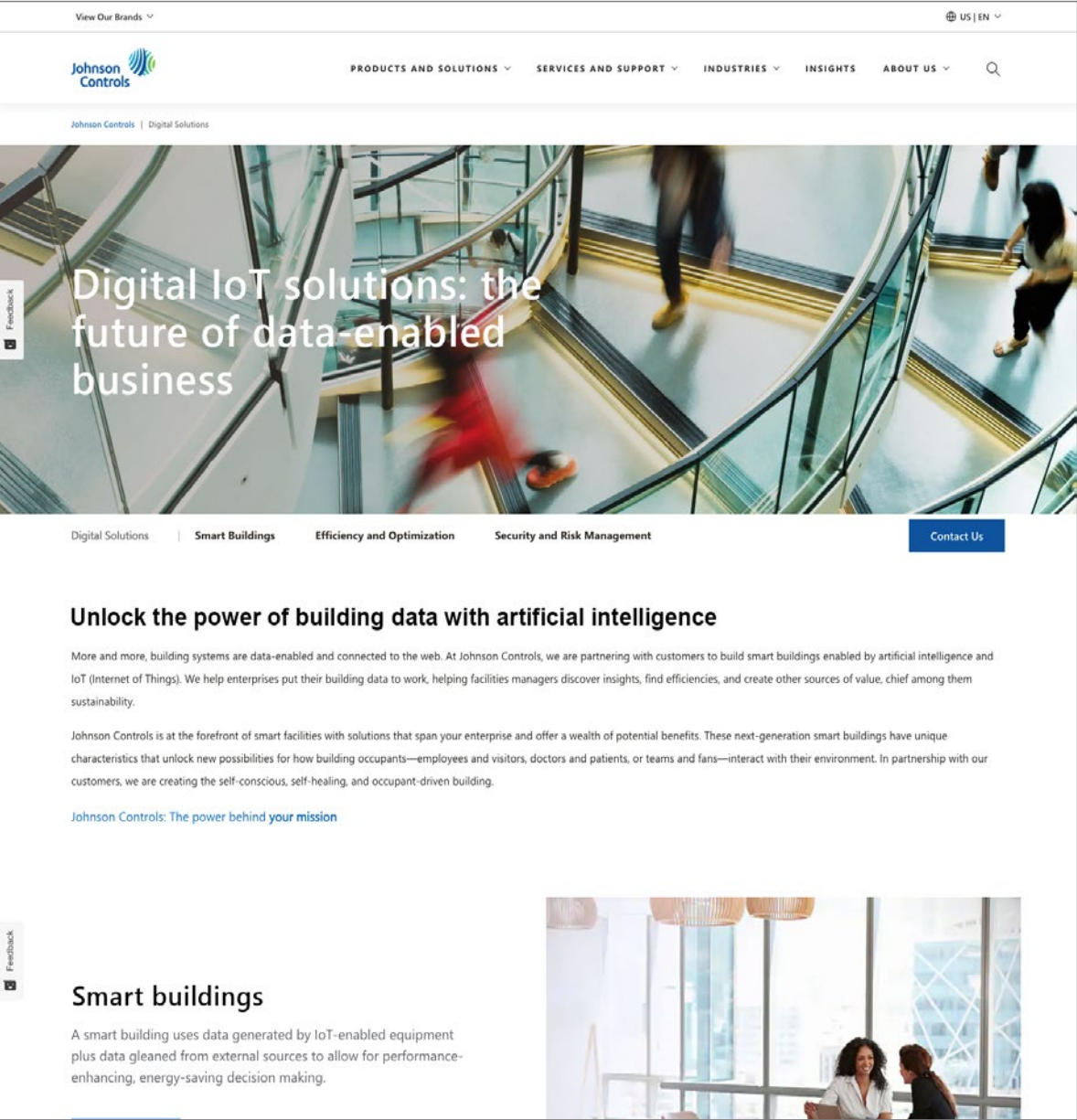
Segoe is the primary typeface for the external website www.johnsoncontrols.com and the intranet site my.jci.com. External agencies working on Johnson Controls digital projects are required to purchase the Segoe license via fonts.com if necessary.

Arial
ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz

Segoe
ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz



Example of Arial used in the letterhead template



Example of Segoe used on www.johnsoncontrols.com.

Typography usage quick guide

When the Maurea family is unavailable, we use Arial to maintain consistency. The majority of our digital and desktop publishing applications use Arial. Segoe is the primary typeface for the external website www.johnsoncontrols.com and the intranet site my.jci.com.

Typography usage quick guide

Item	Maurea	Arial	Segoe
Printed materials: • Brochures • Flyers • Ads • Data sheets	✓	X	X
Digital: • Website • Intranet	X	X	✓
Building signage	✓	X	X
Business card	✓	X	X
Email signatures	X	✓	X
Letterhead	X	✓	X
PPT	X	✓	X
Proposals (Word documents)	X	✓	X

Capitalization in headlines and titles	
Capitalization	• Headlines and titles: use sentence-style capitalization, in which only the first word of the headline or title is capitalized • Body: use sentence-style capitalization, in which only the first word of the sentence or phrase is capitalized • Capitalize proper nouns (such as Tuesday, Microsoft and Kevin)
All Caps	• Avoid using all-cap treatments as it reduces readability. Exceptions include certain cases in social media and infographics.

Applications to Avoid

JOHNSON CONTROLS HEADLINE

Do not use all-caps.

Johnson Controls is transforming buildings by creating spaces that improve well-being, achieve climate goals and save money.

Do not use unauthorized colors as background.
Do use our primary palette.

Johnson Controls is transforming buildings by creating spaces that improve well-being, achieve climate goals and save money.

Do not use the Johnson Controls brand name in colored text.

Johnson Controls is transforming buildings by creating spaces that improve well-being, achieve climate goals and save money.

Do not use centered text.
Do align text to the left (or right in some cases).

Johnson Controls is transforming buildings by creating spaces that improve well-being, achieve climate goals and save money.

Do not use typography other than the corporate approved fonts.

Typefaces for use in Asian character languages

The Maurea typeface doesn’t contain all of the characters necessary to speak to everyone in our global audience. Arial Unicode’s similar look and range of multilingual characters make it an adequate substitute in most cases.

Some languages, however, may require a more specialized font to portray characters correctly. For instance, Shingo can correctly display the complex character set of Japanese to ensure readability.

Official translations of our company name

In Japanese, Korean and Chinese we have official translations of “Johnson Controls” to be used in all communications. These translations are a combination of phonetic and literal translations of the words “Johnson” and “Controls.”

Chinese

江森自控

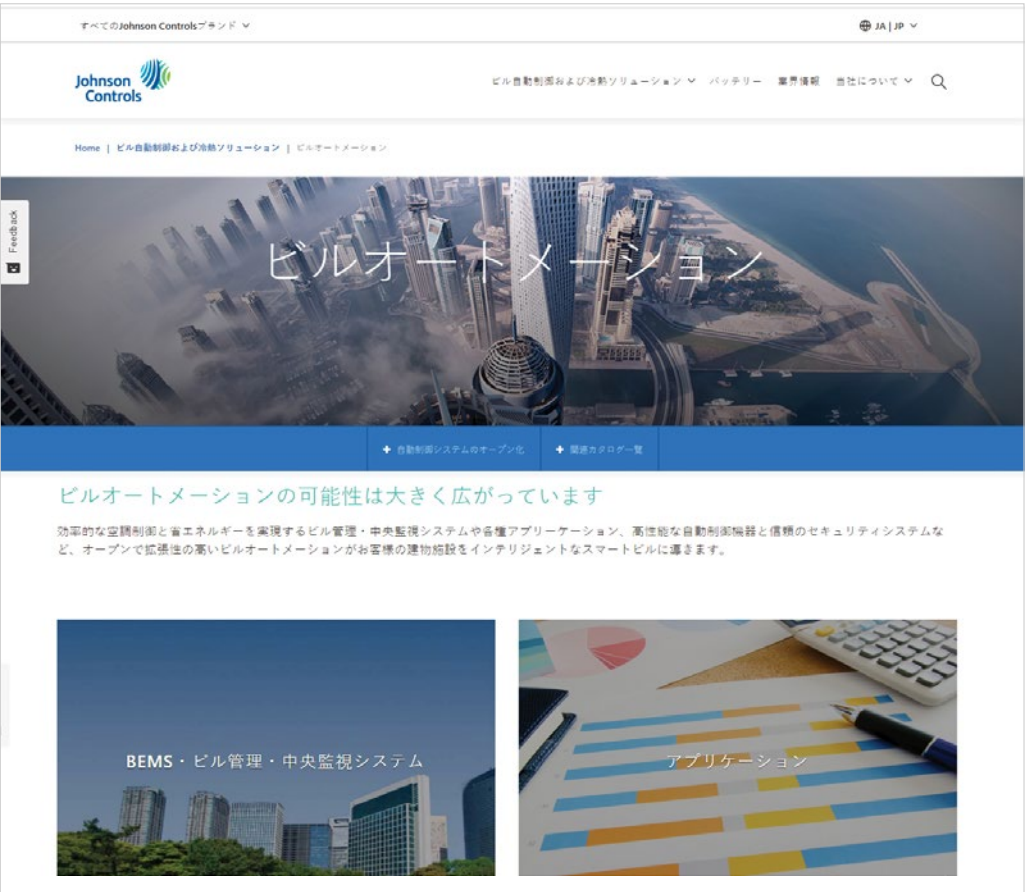
Japanese

ジョンソンコントロールズ

Korean

존슨컨트롤즈

Questions about typefaces for Asian character languages may be directed to the Asia Pacific Communications team at APAC.Communications@jci.com.



Our photography

Photography overview

Emotionally engaging photos are a powerful tool in the expression of the Johnson Controls brand. Images should be impressive and showcase architecturally unique buildings, cities, places and spaces. Think work, life, travel or safe, smart and sustainable when choosing photographic images.

Our subjects and settings reflect the diversity of our people and the markets we serve. Imagery can be adapted to local or business unit needs such as industries or verticals. The use of people in imagery is allowed when a customer's mission evokes a partnership or human-based outcome. For example, if a customer's mission is better patient outcomes then an image of a patient in a hospital can be shown.

A strong sense of light and motion infuse our photos with the realism and energy of everyday life. Bold compositions with little background distraction help create impactful images.

Imagery shouldn't be cluttered with overlaid boxes of color or unreadable text. Instead, typography is thoughtfully incorporated to reinforce both visual and written messaging.



Images of people

Our photos show how we make people’s lives easier with our technologies and solutions. We want to convey the sense of ease and joy that people feel when they live in a world that’s smart, healthy and sustainable. Our images reveal people in simple, everyday moments.

Personality is expressed in an honest and natural way when we use candid images that don’t feel stiff or posed. Our images are human, emotive and authentic, with a spontaneous feel.

Subjects can engage the viewer by looking directly at the camera. This technique is especially effective with photos of our employees. It can be used to express a sense of pride in the work they do to create a world that is connected, coordinated and collaborative.

Our photography reflects the diversity of our employees and the markets we serve. Our aim is to foster cultural sensitivity and embrace diversity across a range of characteristics, including ethnicity, age, abilities, diverse family structures, and gender neutrality.



Images of buildings

Our built environment. Illustrated through powerful exterior images. Our photography of buildings celebrates architecture and should convey a balance between the built environment and nature – always use shots of buildings that include foliage, trees or other natural cues. Images of our built environment should feel positive and uplifting, suitable as a dramatic statement in their own right and as a complement to typography and infographics.

Simple and impactful, our imagery must work in harmony with our Open Globe ribbon. Our imagery should reflect our color palette, with natural lighting for exterior shots. We avoid anything overly stylized or artificial in appearance, with no effects applied though we can use long exposures to show streaks of color to add drama and mark the passage of time.

Include people where possible. We focus on portraying people that are positive, diverse, fun, professional, human. They are seen enjoying their environment, at ease with their surroundings, empowered, contemplative, engaged.



Images of sustainability

Powerful and dramatic, our sustainability photography celebrates the beauty of nature in harmony with our modern world and how we live. When expressing our commitment to sustainability and environmental responsibility, we apply a gradient over an image to signify that this imagery is focused on our sustainability messaging. Our imagery here is relaxed, aspirational, clean.

Sustainability imagery and visual style elements can be supplied by Global Creative.



The **gradient** is applied as an overlay blending mode at approximately 60% depending on the image.



Images of products

When products are shown, unique angles and perspectives or a focus on details can be effective techniques to create compelling images. We can show the manufacturing process, people interacting with our products or the end result of our technologies at work.

There is no requirement to explicitly display our products in our photography. We can use our imagery to convey how our products affect people and their environments, and we can enhance our brand simply by showing everyday scenes where our technologies operate seamlessly in the background.



Style considerations

Careful selection of photography is crucial. Subtle variations can often be the difference between an image that conveys our brand message and one that misses the mark. Below are some key components that distinguish our imagery style.

A strong sense of light keeps our photos from appearing too dark, but it’s not so overpowering that images become washed out or soft. Colors are rich and saturated, which adds a crispness and reinforces our primary and secondary color palettes.

Indications of natural motion can also be found in our photography, but these hints of movement are only used where they make sense. The action always feels natural, never looking illustrated or overdone.

One of the most important aspects of our photography is how it incorporates moments from everyday life. Our images are candid, showing how we make people’s lives better wherever they live, work or play. Emotions are authentic and postures are natural; our photos never feel like they are posed.

There is a separate image language for the Johnson Controls OpenBlue brand that includes the use of datalines.

Style considerations

Our photos show...



...a strong sense of light with rich, saturated colors.



...subtle hints of natural motion.



...moments from everyday life with authentic emotions and natural postures.

Our photos are not...



...soft or washed out from overwhelming lighting effects.



...overpowered by motion effects that look illustrated or overdone.



...posed, disingenuous or unnatural feeling.

Illustration style

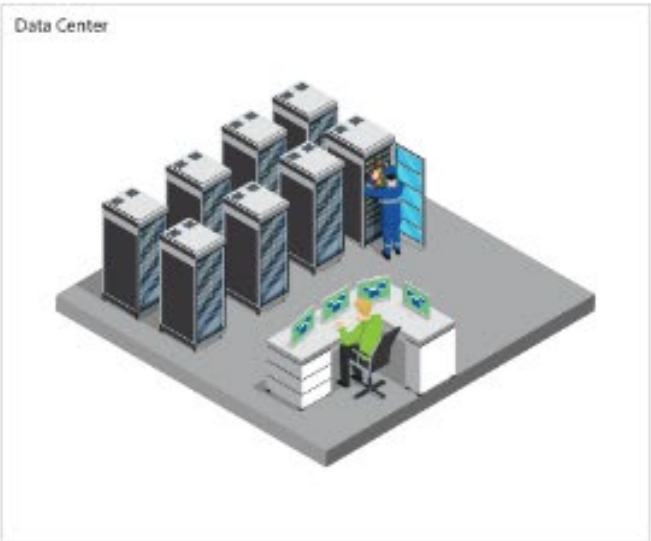
Isometric

Our signature isometric diagrams are a powerful tool that shows complex concepts and the application of our technology and services in the context of the built environment.

We adhere to our brand color palette and guidelines on color usage, adapting colors to our palette where it makes sense.

Johnson Controls internal agency Global Creative can support development of isometric diagrams upon request.

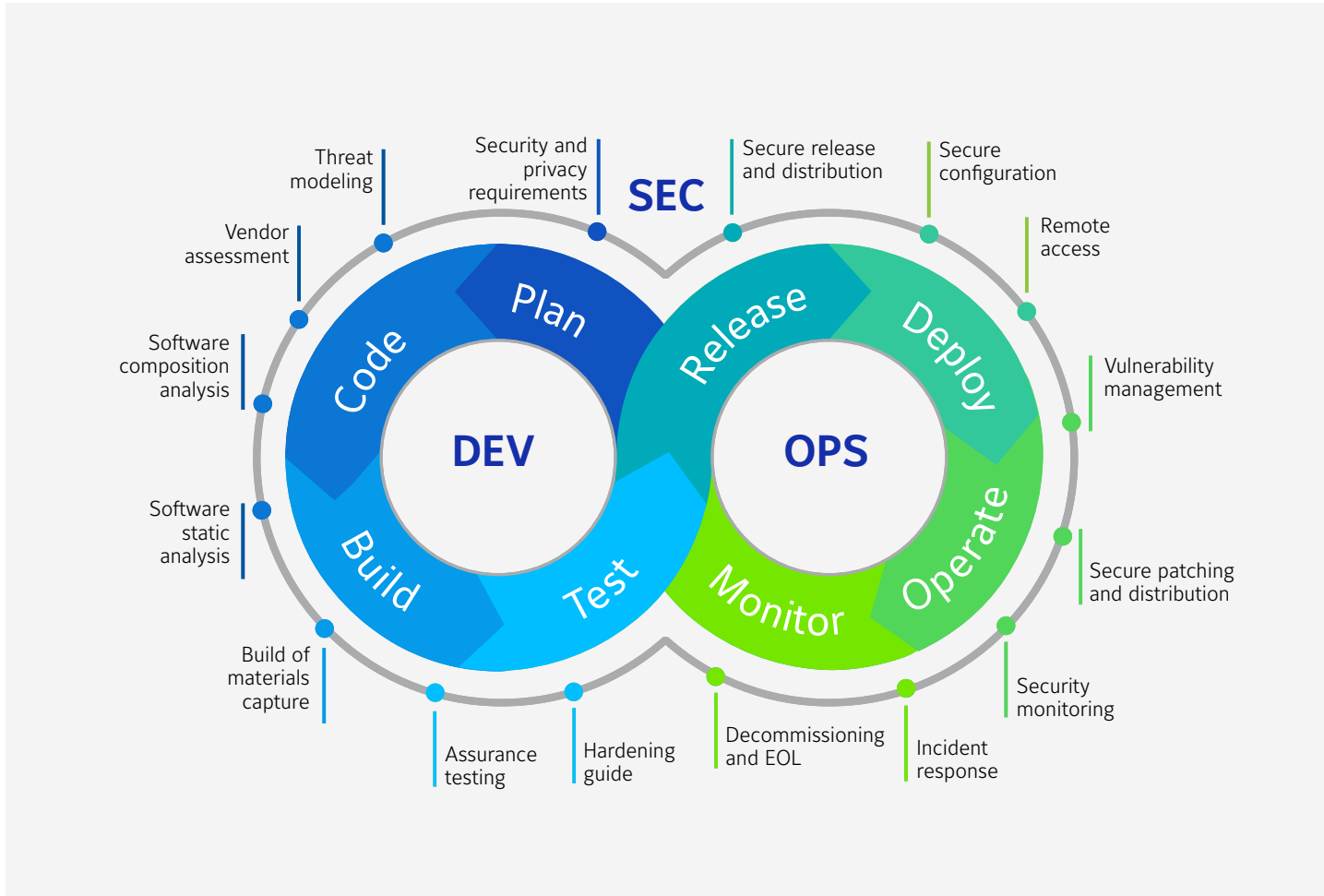
For more information, ask your marketing representative to learn about existing isometric diagrams available.



Infographics

Our signature infographic diagrams are a powerful tool that shows complex concepts and information in a clear, detailed and engaging way. The circle, celebrating our Open Globe motif, is our principle design construct.

We adhere to our brand color palette and guidelines on color usage. The examples here give guidance on the correct approach – clear narrative, easy to digest, no use of photographic elements and clear typography.



Cartoon style

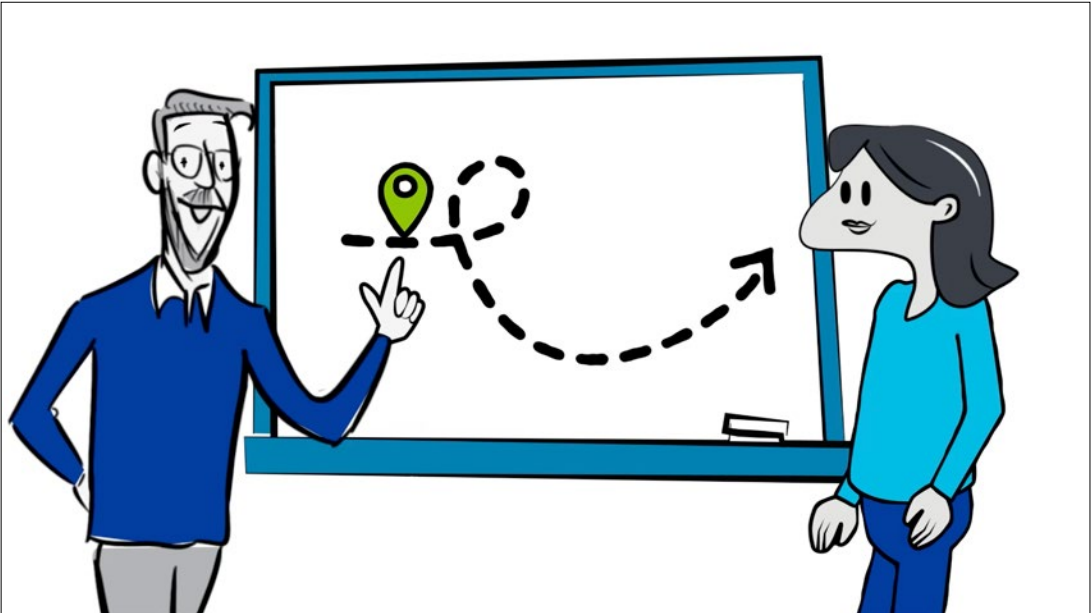
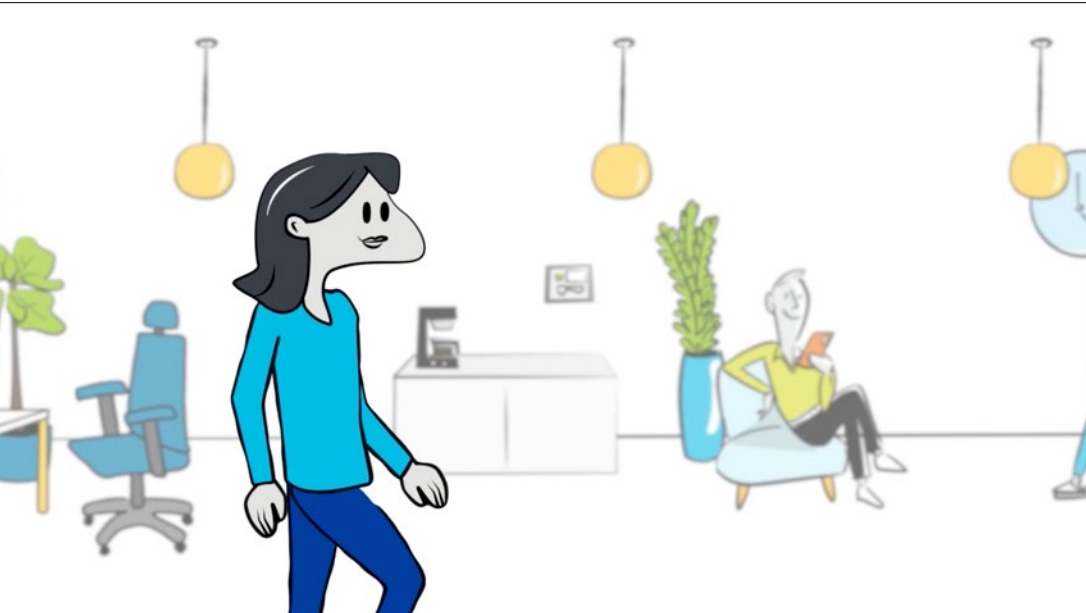
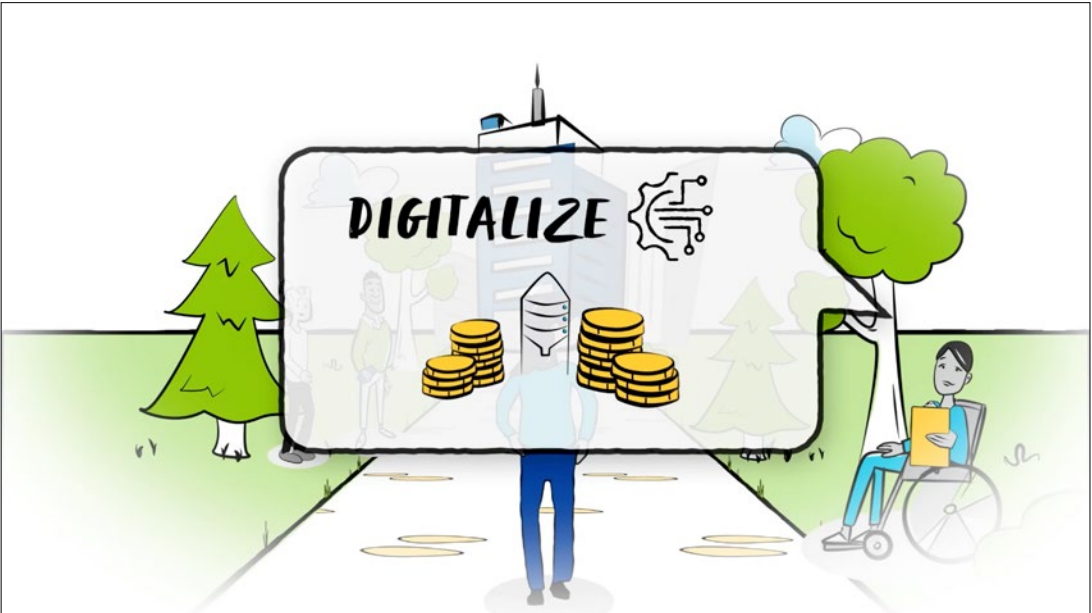
Our distinctive cartoon illustrations serve as a potent instrument to convey intricate concepts and information in a visually captivating, detailed, and lighthearted manner.

We adhere to our brand color palette and guidelines on color usage, adapting colors to our palette where it makes sense.

Johnson Controls internal agency Global Creative can support development of illustrations upon request.

When creating illustrations, it is important to be mindful of various factors such as gender, diversity, culture and more. These elements can have a significant impact on how the audience relates to the characters in the illustration.

Before starting an illustration please reach out to your marketing representative to learn about existing illustrations available.



Iconography

Iconography

Iconography can help simplify complex ideas or translate messages quickly. From structural engineering to conceptual needs, every icon should share a similar style and structure to unify our communications and contribute to a consistent brand experience that is unique to Johnson Controls.

When working with icons we want to use a minimal color palette that consists of our primary blue, white or color gradient. Icons should be flat with little to no depth and have simple identifiable shapes that represent our products and services.

We have an extensive iconographic library to be used for sourcing individual icons or for developing infographics which can be found [here](#). If link unavailable, contact the Global Brand Team for more information.



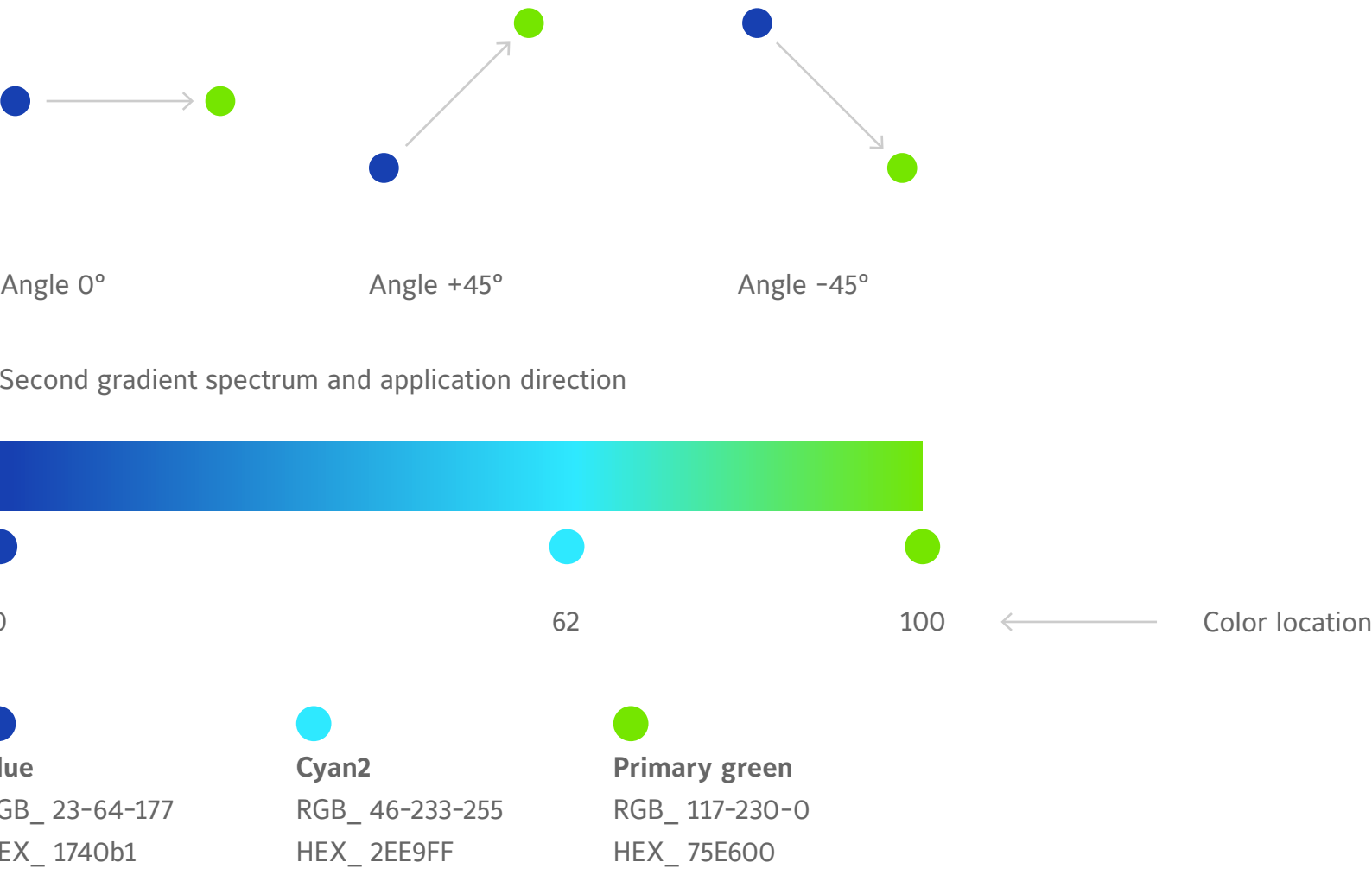
Iconography

Color treatment

Icons can be treated in our full spectrum gradient, white or cyan.

Icons can only be used on either our primary blue or primary gradient backgrounds.

Note: A second gradient has been created specifically for graphic type and icons. It has been developed to create a better contrast when used with our blue backgrounds.



Iconography

Misuses to avoid

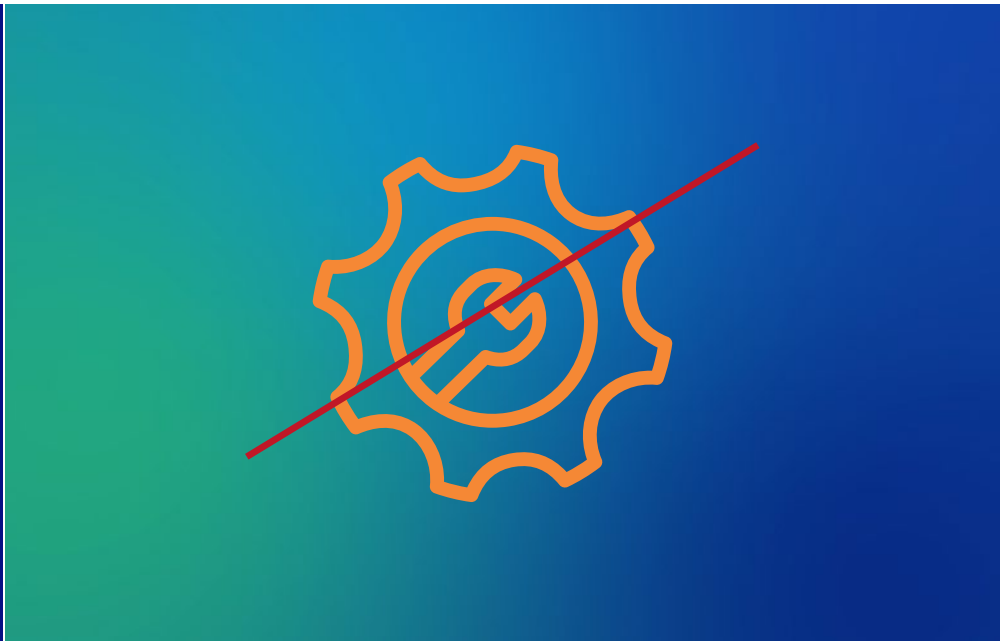
Use icons only as demonstrated in this document to maintain a consistent visual brand identity. The following examples illustrate misuse of this creative element.

If you have any questions about correct usage, please contact the Global Brand Team.

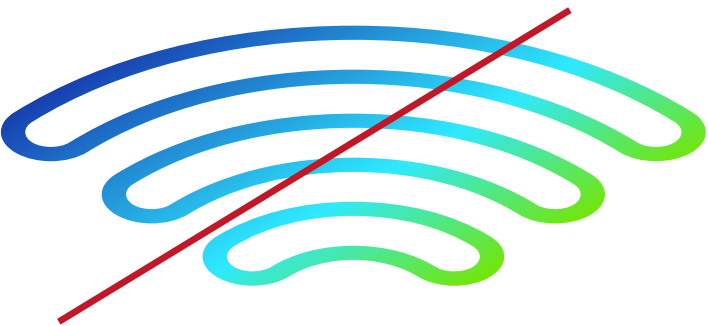
Iconography misuses to avoid



Gradient should be applied to entire icon evenly.



Only use approved color treatments.



Do not distort icons.

Key applications

Email signatures

Format your email signature according to the full or minimum example shown on the right.

Only the phrase “Johnson Controls” and the tagline “The power behind your mission” is highlighted in Pantone 661 (RwGB: 0/53/148) and must appear on all email signatures.

Optional to include pronouns (he/him, she/her, they/them)

As part of our ongoing efforts to be inclusive of all gender identities, anyone wishing to do so may add pronouns to their email signature. Adding these words to your email signature has the practical benefit of making clear how you would like to be referred to, while also signaling to the recipient that you will respect their gender identity and choice of pronouns. It is an effective way of normalizing discussions about gender and creating an inclusive work environment.

Email disclaimer

As the legal requirements for having a disclaimer in the email signature may vary by country, BU and function, please check with your local legal team whether this is a requirement for your email signature.

Important

Do not include the Johnson Controls logo, other logos or images in your email signature. Most email servers block images for security purposes, requiring the receiver’s permission and rendering unsightly blank boxes or a red “X”. Images also increase the size of an email, putting strain on internal email servers and detract from the user experience.

Firstname Lastname
Font: 10-point Arial Bold
Font color: 117/120/123

All contact details
Font: 10-point Arial
Font color: 117/120/123

Address details
Font: 10-point Arial
Font color: 117/120/123

Disclaimer
Font: 8-point Arial
Font color: 117/120/123

Full email signature example

- **First Name Last Name (Option to add pronouns: he/him, she/her, they/them)**
- Job Title, Function (or Product Brand), Geography
Business Unit
Johnson Controls
- +1 414 524 0000 direct
+1 000 000 0000 cell
name.lastname@jci.com
@johnsoncontrols
- www.johnsoncontrols.com

The power behind your mission

- **Johnson Controls**
5757 North Green Bay Avenue
Glendale, WI 53209
- USA

- THIS MESSAGE MAY CONTAIN INFORMATION THAT IS PRIVILEGED AND CONFIDENTIAL. The information contained in, or attached to, this message is intended solely for the use of the specific person(s) named above. If you are not the intended recipient then you have received this communication in error and are prohibited from review, retransmission, taking any action in reliance upon, sharing the content of, disseminating or copying this message and any of the attachments in any way. If you have received this communication in error, please contact the sender immediately and promptly delete this message from all types of media and devices. Thank you.

Minimum email signature example

First Name Last Name
Job Title, Function (or Product Brand), Geography
Business Unit
Johnson Controls

+1 414 524 0000 direct
+1 000 000 0000 cell

The power behind your mission

THIS MESSAGE MAY CONTAIN INFORMATION THAT IS PRIVILEGED AND CONFIDENTIAL. The information contained in, or attached to, this message is intended solely for the use of the specific person(s) named above. If you are not the intended recipient then you have received this communication in error and are prohibited from review, retransmission, taking any action in reliance upon, sharing the content of, disseminating or copying this message and any of the attachments in any way. If you have received this communication in error, please contact the sender immediately and promptly delete this message from all types of media and devices. Thank you.

Johnson Controls

The power behind your mission

Font: 10-point Arial*
Font color: 0/53/148
*Apply Arial bold to the two last words
“your mission”.
The tagline is positioned after the contact details but before the address and legal disclaimer.

Johnson Controls templates

Johnson Controls brand positioning assets and marketing templates are available on our Brand Portal or by clicking on this [link](#).

For more information, ask your marketing representative to learn about existing templates available.



Best practice

Here are some examples of how our design principles have been employed successfully, creating a harmonious and distinct visual identity for Johnson Controls.

Our color palette is energetic, engaging, positive, electric. We employ our vibrant blue and Open Globe ribbon carefully, in harmony with the visuals and typography, to create impact and drama. Our design draws the viewer in.

Color overlays can be used to create a branded look. All of our communications display clear branding and hierarchical messaging, and they are always elegant, intelligible, accessible and engaging.

We encourage exploration within the guidelines and design language to create dramatic and engaging creative expressions. Our Open Globe ribbon can be positioned in a number of ways (as shown) to leverage the messaging and in sympathy with the channel formats.

Up to date samples of best practice can be found on our InVision board by clicking on this [link](#).



Johnson Controls brand guidelines

These guidelines should provide you with essential understanding of our brand. Additional resources, guidelines and templates are available on our Brand Portal by clicking on this [link](#). If link unavailable, ask your marketing representative for more information.

If you have questions or feedback, please contact the Global Brand Team: brand@jci.com

Johnson Controls, Inc. is incorporated in Wisconsin and is legally qualified to do business in all states in the United States and numerous foreign countries. Johnson Controls, Inc. holds all necessary licenses and registrations to conduct its business.

Johnson Controls' security domain consists of over 4,000 installation personnel. As a leading security and life safety systems integrator, we boast superior installation abilities. Johnson Controls technicians receive training through our online platform, Johnson Controls Technical Training University, as well as through direct vendor training. Our technicians possess many certifications, often at the highest level attainable.

Innovation is a key value and focus for our organization, which is why we invest millions each year in training our personnel on the latest technologies. Johnson Controls also holds regular refresher training courses and recertification opportunities on a frequent basis through the year.

Johnson Controls technicians are factory-trained and mobile, carrying the most frequently used equipment. They are supported by Johnson Controls' global parts network which is prepared to provide emergency backup in critical situations. Vehicle replenishment occurs on a weekly basis.

The Johnson Controls Commercial Installation Department adopts the following codes and standards, including any subsequent changes to them as minimum standards: National Electrical Code (NEC), National Fire Protective Association (NFPA), Factory Mutual (FM), and Underwriter's Laboratories (UL).

Our customers are significant to us because most are leaders in very important market segments and are also in periods of aggressive growth – as are we. Furthermore, our customers believe in our ability to keep up with their growth as they contribute to our advancements. We place these relationships and partnerships into the hands of our installers and service technicians.

Johnson Controls traditionally uses internal employees for all installations. As a back-up in times of high labor demand or to meet specific geographical requirements, Johnson Controls has the capacity and partnerships with providers of certified subcontractors. Subcontractors are required to sign a subcontract agreement. This includes licensing, insurance, background checks, and financial requirement verification. All subcontractors are required to submit verification that any of their employees who may perform work at a customer jobsite have undergone drug screening and background checks. When using subcontractors, Johnson Controls maintains ownership of the project at all times and interacts directly and consistently with the subcontractor to coordinate installations. Every Installation performed by a subcontractor is evaluated and certified by a Johnson Controls field service technician to ensure quality standards are met.

Our Technicians Are Factory-Trained to Maintain Complex Fire Alarm Equipment.

On-site Response: Our qualified technical representatives can be dispatched to the site (if necessary), to begin the troubleshooting and diagnostic process. Service vehicles are equipped with the necessary tools.

Dedicated Technicians Our team can provide dedicated full-time service technicians at the client's facility. Many of our customers elect these services for large facilities and campuses.

Johnson Controls Technical Representatives Capabilities

Warranty and future services will be performed by our qualified service technicians. Our technicians service Johnson Controls security and life safety system's hardware and software. Our local offices are supported by the largest and best-trained service organization in the industry. Thousands of these professionals are certified by the National Institute for Certification of Engineering Technologies (NICET).

Prospective technical service representatives are subjected to preliminary testing in electronics, computer proficiency and analytical logic in addition to a series of personal interviews with departmental, branch and corporate levels of Johnson Controls management. Written examinations, verification of work

experience, competency, knowledge and personal recommendations are used during our technical certification process. This process ensures all of our service employees have competent customer service and communication skills. Applicants who meet these strict standards receive criminal background checks and pre-employment drug screening.

They are taught Johnson Controls operational, administrative, and customer service processes and procedures. After they successfully pass local training programs, they travel to our Corporate facility in Westminister, Massachusetts for several weeks of technical training.

They learn how to troubleshoot, program, and repair Johnson Controls equipment. Our service employees also receive continuous educational training including video training tapes and on-going technical schooling at our corporate facility.

Each representative is highly trained in all aspects of fire alarm and security technology, including electrical/electronic circuit operation and troubleshooting. Our field's TRs are computer-literate and they are thoroughly familiar with microprocessor-based control systems designed for the fire and security industry.

Automatic Fire Sprinkler Certification

This certification program is for engineering technicians engaged in the layout and detailing of automatic sprinkler systems, which must meet existing and proposed code and statutory requirements. Areas covered include knowledge of physical science, advanced hydraulics, applicable codes and standards, and contract administration.

Water Based Systems Certification

This certification program was designed for technicians in the automatic fire sprinkler industry who are engaged in the physical and mechanical aspects of inspection, testing, and maintenance of water-based systems including foam and foam-water systems. (The program does not cover systems that deal with CO2, halon, and dry chemical.)

Our Technicians Attend Extensive Training, Including NICET Certification.

Certification at Levels II and III does not require prior certification at Level I. Certification at Levels II and III does not require prior certification at the lower level, but it does require meeting the certification requirements of the lower levels.

Special Hazards and Suppression Systems Certification

This certification program is designed for engineering technicians engaged in the detailing and layout and/or installation and maintenance related to special hazards suppression systems. Technical areas covered include knowledge of physical science and mathematics, elements of electricity and electronics, available fire suppression agents, available fire protection devices, hydraulics of the flow of various agents, systems installation, servicing and maintenance, applicable codes and insurance authority standards, and contract interpretation and preparation.

With over 140 branch locations throughout North America, we cannot provide a comprehensive list of all relevant licensed personnel. We are licensed to do all covered services in all 50 states, U.S. territories, and in Canada. The following list shows some of the licenses and certifications held by our employees.

Professional Category	Number of Representatives within Johnson Controls
Licensed Professional Engineer (PE)	90
LEED Accredited Professional (LEED AP)	724
LEED-Green Associate (LEED GA)	69

Professional Category	Number of Representatives within Johnson Controls
Certified Auditing Professional – Hong Kong (CAP)	1
Certified Building Commissioning Professional (CBCP)	19
Certified Building Commissioning Professional International (CBCPI)	2
Certified Building Energy Simulation Analyst (BESA)	2
Certified Business Energy Professional (BEP)	7
Certified Carbon Reduction Manager (CRM)	2
Certified Demand-Side Management Professional (CDSM)	18
Certified Energy Auditor (CEA)	20
Certified Energy Auditor International (CEAI)	2
Certified Energy Auditor In Training	1
Certified Energy Auditor-Master's Level	1
Certified Energy Manager (CEM)	160
Certified Energy Manager International (CEMI)	24
Certified Energy Procurement Professional (CEP)	3
Certified Grant Manager	1
Certified Green Building Engineer (GBE)	5
Certified Indoor Air Quality Professional (CIAQP)	2
Certified Lighting Efficiency Professional (CLEP)	5
Certified Measurement and Verification Professional (CMVP)	66
Certified Measurement and Verification Professional International (CMVPI)	5
Certified Measurement and Verification Professional In Training International (CMVPITI)	2
Certified in the use of RETScreen (CRU)	1
Certified Sustainable Development Professional (CSDP)	6
Distributed Generation Certified Professional (DGCP)	4
Energy Manager in Training (EMIT)	2
Energy Manager in Training International (EMITI)	1
Existing Building Commissioning Professional (EBCP)	7
Performance Contracting and Funding Professional (PCF)	3
Renewable Energy Professional (REP)	3

Furthermore, Johnson Controls holds a Mechanical license in every US city we have an office, and these can be provided as necessary. We have a very active HUB and M/WBE program.

NAESCO Accreditation

The National Association of Energy Service Companies (NAESCO) has continuously recognized Johnson Controls as an accredited ESCO since 1997. NAESCO designated us as an Accredited Energy Service Provider (ESP) in 2003 (the first year ESP accreditation was available). We are one of only 13 companies in North America to receive this designation. Our current Certificate of Accreditation is valid through November 2023.

Our Vice President of Sales, Charles McGinnis, is named as NAESCO's Board Chairman, showing our commitment to the industry.

This third-party accreditation demonstrates that we have the technical and managerial competence to do the following:

- Develop comprehensive energy efficiency projects, including lighting measures, efficient motors and drives, and measures involving HVAC systems.
- Provide a full range of energy services, including conducting energy audits, providing, or arranging project financing, completing design engineering, selecting energy efficient equipment, providing operations and maintenance services, and verifying energy savings according to accepted industry practice.
- Implement performance-based projects.
- Supply energy through the development and implementation of build/own/operate distributed generation, cogeneration or combined heat and power projects or the firm contracting energy supply.

TIPS members will benefit from our extensive involvement in NAESCO as well as a wide range of accreditations, certifications, and memberships in other professional/trade organizations. We have our finger on the pulse of the industry, and we help drive industry standards and procedures. That knowledge will be instrumental in choosing the most cost-effective Energy Conservation Measures, incorporating the latest technology, and providing some of the highest-trained professionals as part of the solution team.

Our active memberships and affiliations with many of these organizations show Johnson Controls' dedication to improving our clients' operations. Additionally, our participation with facility-based organizations, such as International Facility Management Association (IFMA) and Building Owners and Managers Association (BOMA), enables us to fully understand industry standards and also evaluate TIPS members' facilities for solutions that are being implemented successfully in similar facilities.



ISO Certification

82% of our building technology manufacturing plants are ISO 9001-2015 certified. The remaining 18% will become ISO 9001 certified as part of our company's manufacturing governance system to attain world-class performance and drive operational excellence.

The figures presented do not include our satellite manufacturing plants because their headcounts are too low to undertake/sustain the process.

We have an Environmental Management System in place — all of our manufacturing locations are expected to adopt a management system compliant with ISO14001.

WARRANTY PROVISIONS – also addressed within the Vendor Agreement

1. Warranty

Johnson Controls' standard warranty for installation work performed is generally one (1) year from substantial completion. Sample preferred installation rider language is as follows:

Johnson Controls' standard warranty for installation of security systems direct to the end-user customer by our core security team is ninety (90) days from the date installation is completed. Sample preferred installation rider language is as follows:

Warranty. Johnson Controls warrants that the equipment (as opposed to any software) furnished by Johnson Controls is free from defects in materials and workmanship for a period of ninety (90) days from the date of completion of the installation by Johnson Controls; provided, however, that if the equipment is not manufactured by Johnson Controls and is covered under a manufacturer's warranty for a shorter period, Johnson Controls' warranty will be limited to the term of the manufacturer's warranty (the "Warranty Period"). If during the Warranty Period, any part of the equipment does not function as warranted and provided, as a condition precedent, that the Customer notifies Johnson Controls during the Warranty Period, Johnson Controls will determine, at its sole discretion, to either i) repair the equipment; or ii) replace it with a new or functionally operative part.

Johnson Controls warrants that services will be performed in a good and workmanlike manner during the Warranty period. If services are not performed as warranted and Johnson Controls is notified as a condition precedent, in writing by the Customer within the Warranty Period, Johnson Controls will re-perform the non-conforming services.

THESE WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO THOSE OF MERCHANTABILITY AND FITNESS FOR A SPECIFIC PURPOSE. All other warranties are expressly disclaimed and waived. THE CUSTOMER'S EXCLUSIVE REMEDY WITH RESPECT TO ANY AND ALL LOSSES OR DAMAGES RESULTING FROM ANY CAUSE WHATSOEVER, INCLUDING JOHNSON CONTROLS' NEGLIGENCE, IS REPAIR OR REPLACEMENT OR AS SPECIFIED ABOVE.

Johnson Controls' warranties will be voided by misuse, accident, damage, abuse, alteration, modification, failure to maintain proper physical or operating environment, use of unauthorized parts or components, improper Customer maintenance or repair by Customer or third parties without the supervision of and prior written approval of Johnson Controls, or if Johnson Controls' serial numbers or warranty date decals have been removed or altered. Customer must promptly report any failure of the Equipment to Johnson Controls in writing.

For service work, our standard warranty for services is ninety (90) days from when the services were performed. Sample preferred service rider language is as follows:

Warranty. Johnson Controls warrants that the equipment (as opposed to any software) furnished by Johnson Controls is free from defects in materials and workmanship for a period of 90 days from the date the Services were completed (the "Warranty Period"). If during the Warranty Period, any part of the equipment does not function as warranted and provided, as a condition precedent, that the Customer notifies Johnson Controls during the Warranty Period, Johnson Controls will determine, at its sole discretion, to either i) repair the equipment; or ii) replace it with a new or functionally operative part.

Johnson Controls warrants that Services will be performed in a good and workmanlike manner during the Warranty period. If services are not performed as warranted and Johnson Controls is notified as a condition precedent, in writing by the Customer within the Warranty Period, Johnson Controls will re-perform the non-conforming services.

THESE WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO THOSE OF MERCHANTABILITY AND FITNESS FOR A SPECIFIC PURPOSE. All other warranties are expressly disclaimed and waived. THE CUSTOMER'S EXCLUSIVE REMEDY WITH RESPECT TO ANY AND ALL LOSSES OR DAMAGES RESULTING FROM ANY CAUSE WHATSOEVER, INCLUDING JOHNSON CONTROLS' NEGLIGENCE, IS REPAIR OR REPLACEMENT OR AS SPECIFIED ABOVE.

Johnson Controls' warranties will be voided by misuse, accident, damage, abuse, alteration, modification, failure to maintain proper physical or operating environment, use of unauthorized parts or components, improper Customer maintenance or repair by Customer or third parties without the supervision of and prior written approval

of Johnson Controls, or if Johnson Controls' serial numbers or warranty date decals have been removed or altered. Customer must promptly report any failure of the Equipment to Johnson Controls in writing.