Contents

1-360 Fire Flood AEPA - Exceptions Deviations 1
1-360 Fire Flood AEPA - Part E Signature Forms 4
1-360 Fire Flood Marketing Plan AEPA 12
1-360 Fire Flood Response to AEPA Part D Questionnaire (Q-12AG) 17
Instructions 17
Summary 106
1 108
2 188

Association of Educational Purchasing Agencies

Part - Exceptions & Deviations

AEPA 025.5
Disaster Recovery Services

Instructions

Use this form to submit any exceptions or deviations to any terms and conditions requested in this solicitation. Please use the numbering system in the solicitation to refer to the term or condition for which you are providing alternative language. AEPA reserves the right to accept, deny, or negotiate terms and conditions acceptable to both parties. If you have no exceptions or deviations, you may leave the form blank or write "none" in the tables.

Submit this form with your response.

[redacted]

Name of Company: 360 Fire & Flood

Company Address: 22310 Telegraph Road

City, State, zip code: Southfield, MI 48033

Title: Adam Becker - CEO

Phone: 833-360-3334

Email: abecker@360fireflood.com

Exceptions

Instructions:

1. Mark "No" or "Yes" with an "X" below.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Exceptions to local, state or federal laws cannot be accepted under this solicitation.

✓	**No**, this respondent does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
	Yes, this respondent has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this solicitation.

IFB Section and Page Number	Outline Number	Term and Condition	Exception
none			

Instructions:

1. Mark "No" or "Yes" with an "X" below.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Deviations to local, state, or federal laws cannot be accepted under this solicitation.

X	**No**, this respondent does not have deviations (exceptions or alternates) to the specifications listed in Part B of this solicitation.
	Yes, this respondent has the following deviations to the specifications listed in Part B of this solicitation.

Outline Number Part B	Specification (describe)	Details of Deviation
none		

Part E – Signature Forms

AEPA 025.5-B
Disaster Recovery Services

Association of Educational PURCHASING AGENCIES

Instructions

Contained herein are forms that **require a signature** from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines may lead AEPA to consider your company's proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

1. Read the documents in their entirety.
2. Complete all forms and sign when required.
3. Return the forms and pages in their correct order and scan one (1) single PDF format titled ***"Part E – Signature Forms – Name of Responding Company"*** (i.e. one PDF document for all signature forms).
4. Submit Part E, along with other required documents in Bonfire.

*Note, a solicitation checklist has been provided to review with your submission.

The following sections will need to be completed prior to submission as one (1), single PDF titled "Part E – Signature Forms – Name of Responding Company".

Uniform Guidance "EDGAR" Certification Form – ****signature required***
Solicitation Affidavit – ****signature required***
Acceptance of Solicitation & Contract – ****signature required***

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the "Uniform Guidance" or new "EDGAR". All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent's willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent's authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondents are unable to comply. A "No" response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA's terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA's terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of $10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent's return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency's purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency's purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency's provision shall control.

3. Equal Employment Opportunity

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

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

4. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Respondent shall comply 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, Respondent is required to pay wages

to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent shall pay wages not less than once a week.

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

Respondent further agrees that is shall also comply 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 construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of $100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply 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, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek 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 workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

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

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

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents 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 take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

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

11. Profit as a Separate Element of Price

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

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

13. Governing Law; Forum Selection.

Respondent acknowledges and agrees that any legal action or proceeding in which the Association of Educational Purchasing Agencies, Inc. ("AEPA"), is a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the Commonwealth of Kentucky, and must be brought and determined in the state courts of the Commonwealth of Kentucky in Warren County, Kentucky, or the United States Western District of Kentucky (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

Respondent further acknowledges and agrees that any legal action or proceeding in which a party includes a participating agency, but does not include AEPA as a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the state in which the participating agency is domiciled, and must be brought and determined in the state in which the participating agency is domiciled (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

By initialing the table (1-13) and signing below, I certify that the information in this form is true, complete and accurate and I am authorized by my business to make this certification and all consents and agreements contained herein.

Respondent Certification (By Item)	Respondent Certification: YES, I agree	Initial
1. Violation of Contract Terms and Conditions	✓ Yes	
2. Termination for Cause of Convenience	✓ Yes	
3. Equal Employment Opportunity	✓ Yes	
4. Davis-Bacon Act	✓ Yes	
5. Contract Work Hours and Safety Standards Act	✓ Yes	
6. Right to Inventions Made Under a Contract or Agreement	✓ Yes	
7. Clean Air Act and Federal Water Pollution Control Act	✓ Yes	
8. Debarment and Suspension	✓ Yes	
9. Byrd Anti-Lobbying Amendment	✓ Yes	
10. Procurement of Recovered Materials	✓ Yes	
11. Profit as a Separate Element of Price	✓ Yes	
12. General Compliance with Participating Agencies	✓ Yes	
13. Governing Law; Forum Selection.	✓ Yes	

360 Fire and Flood
Name of Business

CEO
Signature of Authorized Representative

Adam B Becker CEO
Printed Name

2/11/25
Date

[redacted]

Instructions: This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the ***Member Agency***, or any employee thereof, or any person, business or corporation under contract with the ***Member Agency*** whereby the Respondent, in order to induce the acceptance of the foregoing bid by the ***Member Agency***, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the ***Member Agency***, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Adam Becker CEO	22310 Telegraph Road
Authorized Representative (Please print or type)	Mailing Address
Chief Executive Officer	Southfield, Michigan 48033
Title (Please print or type)	City, State, Zip
CEO	2/11/2025
Signature of Authorized Representative	Date

[redacted]

Association of Educational PURCHASING AGENCIES

Instructions: PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	360 Fire & Flood	**Date**	2/11/25
Address	22310 Telegraph	**City, State Zip**	Southfield, MI 48033
Contact Person	Christina Coulter	**Title**	VP Sales & Marketing
Authorized Signature		**Title**	CEO
Email	abecker@360fireflood.com	**Phone**	833-360-3334

PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2026 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

Awarding Agency _____

Authorized Representative _____

Awarded this	**day of**	**Contract Number**
Contract to commence (Member Agency to select)	3/1/2025	**Or**

[redacted]

Instructions: Utilize the checklist below, reviewing to confirm that all the required documents have been uploaded to Public Purchase, in their ***specified/required format***, by the due date and time listed for this solicitation. ***Submissions not following the specified/required format may result in being marked non-responsive and may not be considered for evaluation.*** Respondents are reminded that failure to follow, comply with, and adhere to the enclosed instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its Member Agencies, affiliate agencies, and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the solicitation deadline submission date.

"x"	Document Title, Uploaded to Bonfire *(Respondent must submit documents in the required title/format)*	Format of Uploaded Document	Notes
	Bid Bond – if Required, see Part A if applicable.	Upload PDF copy of the bid security.	The original bid security must be received by Lakes Country Service Cooperative by due date and time.
NA	**Part C – State-Specific Forms – *Name of Responding Company***	Single, Scanned PDF	**New Jersey Only Requirement.** Signatures Required.
	Part D - Questionnaire – *Name of Responding Company* Includes: • Company Information • Service Questionnaire • Exceptions • Deviations	Single, Scanned PDF	**Required.**
	Part E – Signature Forms – *Name of Responding Company* Includes: • Uniform Guidance "EDGAR" Certification • Solicitation Affidavit • Acceptance of Solicitation & Contract	Single, Scanned PDF	**Required.** Signatures required.
	Part F – Pricing Schedule – *Name of Responding Company*	Excel Workbook	**Required.**
	Price List and/or Catalog – *Name of Responding Company*	Upload PDF	**Required.**
	Exhibit A – Marketing Plan – *Name of Responding Company*	Scanned PDF	**Optional.** Form not provided by AEPA, Respondent Created

360 FIRE & FLOOD
PROPERTY RESTORATION

MARKETING PLAN FOR THE AEPA CONTRACT

---

1. Introduction & Objectives

- **Introduce AEPA Contract**: Highlight our newly awarded cooperative contract and its benefits for eligible Member Agencies.
- **Drive Adoption**: Encourage agencies to utilize AEPA for streamlined procurement of 360 Fire & Flood services.
- **Establish Credibility**: Position our company as a trusted partner through educational content and case studies.

2. Target Audience

- **Primary**: School districts, public agencies, and educational institutions with AEPA.
- **Secondary**: Purchasing officers, facility managers, and finance administrators.

3. Key Messaging

- **Value Proposition**: Emphasize cost savings, streamlined purchasing, and specialized restoration expertise through AEPA.
- **Reliability & Expertise**: Highlight our proven track record in emergency response.
- **Ease of Use**: Showcase how the AEPA contract minimizes administrative hurdles and single point of contact when emergency response is needed.

4. Strategies & Tactics

1. **Association Outreach**
    - Leverage association memberships (e.g., School Business Officials) for targeted networking and events.
    - Provide co-branded educational materials to build credibility. (See attached example)

2. **Targeted Email Campaigns**
    - Use Mailchimp to create email campaigns.
    - Launch drip campaigns featuring contract benefits, case studies, and clear calls-to-action (CTAs).
3. **Virtual Education & Webinars**
    - Host webinars on contract usage, service offerings, and cost-saving potential.
    - Include Q&A sessions to address agency-specific concerns.
4. **Digital Content & Resources**
    - Develop a dedicated AEPA web page with prominent CTAs.
    - Publish blog posts, case studies, and testimonials to demonstrate real-world impact.

5. Implementation Phases

- **Phase 1: Preparation**
    - Finalize messaging, build targeted email lists, design initial marketing materials.
    - Plan and schedule the first series of webinars.
- **Phase 2: Launch**
    - Roll out the first email campaign.
    - Conduct initial webinars and share digital content (blog posts, social media).
- **Phase 3: Follow-Up & Refine**
    - Send additional emails with success stories and FAQs.
    - Gather feedback from agencies and refine materials accordingly.

- **Ongoing**
    - Host regular webinars, update the AEPA landing page, and expand association outreach.
    - Continuously track performance and adjust tactics for maximum effectiveness.

6. Metrics & Evaluation

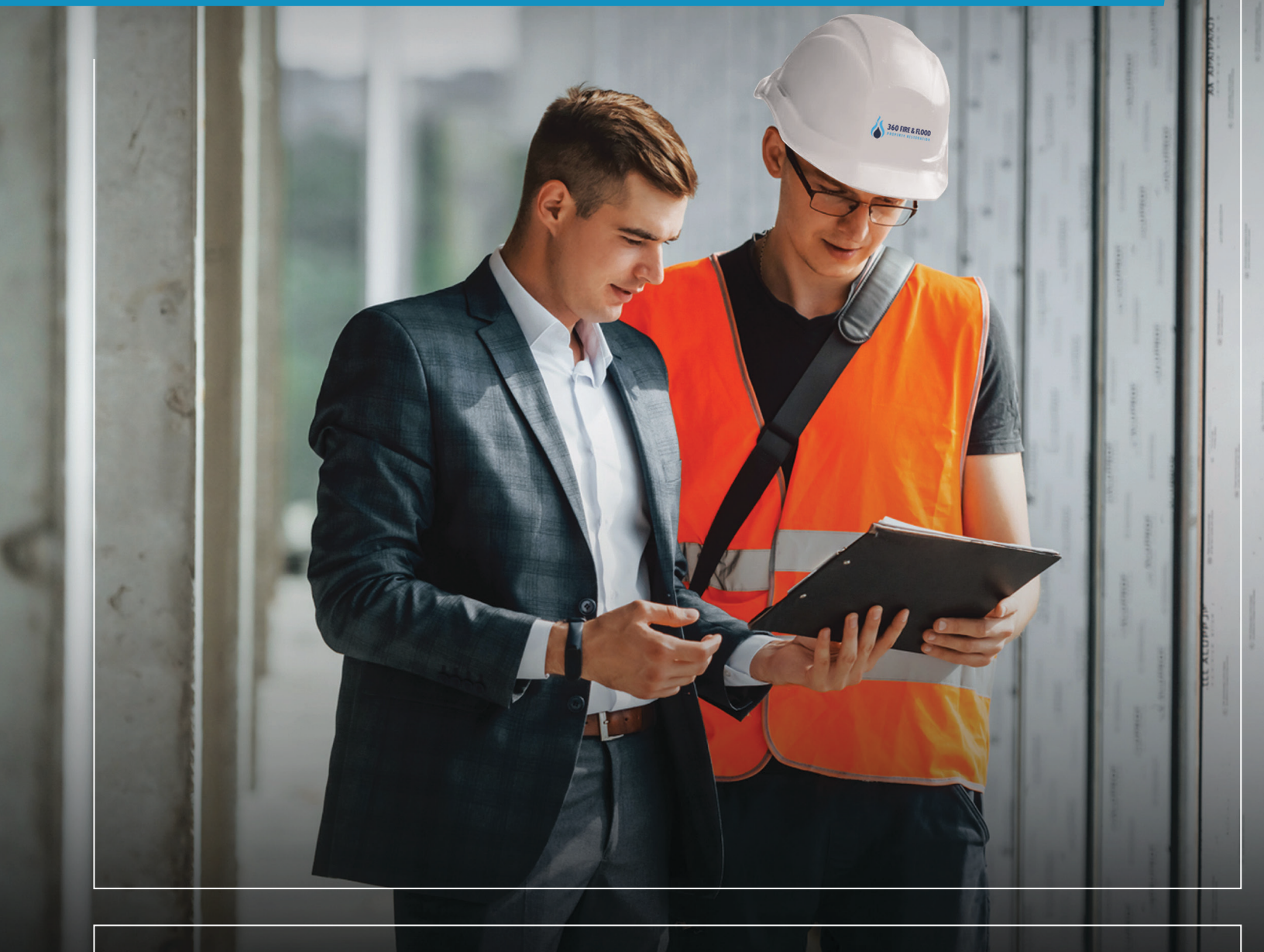
- **Email Performance**: Monitor open rates, click-through rates, and conversions.
- **Web Traffic**: Track visits to the 360/AEPA landing page and CTA completions.
- **Webinar Engagement**: Evaluate attendance and post-event surveys.
- **Adoption & Inquiries**: Record the number of agencies adopting AEPA for purchasing.

360 FIRE & FLOOD
PROPERTY RESTORATION

AEPA
Association of Educational
PURCHASING AGENCIES

COMMERCIAL

RESTORATION SPECIALISTS



24 - HOUR EMERGENCY RESPONSE

360FIREFLOOD.COM | **(833) 360-3334**

360 FIRE & FLOOD
PROPERTY RESTORATION

AEPA
Association of Educational
PURCHASING AGENCIES

COMMERCIAL

RESTORATION SPECIALISTS

We are a full-service national disaster restoration company offering over decades of experience in the restoration industry.

As a turnkey solution, our restoration experts understand our clients' business continuity needs. 360 Fire & Flood is an experienced and conscientious restoration company. We are highly skilled in making fiscally responsible decisions while minimizing risk and saving money for our clients. Our customers can expect a personalized boutique approach nationally when working with the 360 team.

THE SERVICES WE OFFER

- Natural Disaster Response Team
- Emergency Mitigation
- Water Damage Restoration
- Fire & Smoke Damage Restoration
- Temporary Power & HVAC Services
- General Contracting
- Biohazard/Trauma Cleanup
- Environmental Services
- Mold Remediation
- Pre-loss Assessments
- Consulting Services

THE INDUSTRIES WE SERVE

- Senior Living
- Student Housing
- Education
- Multi-Family
- Healthcare/Medical Office Buildings
- Hospitality
- Commercial High-Rise
- Industrial/Manufacturing

24 - HOUR EMERGENCY RESPONSE

360FIREFLOOD.COM I **(833) 360-3334**

360 FIRE & FLOOD
PROPERTY RESTORATION

naire (Q-1

Instructions

- The Summary worksheet displays your overall progress for th

- The worksheets numbered from 1 to N represent question set

- For each question set, select a response from the dropdown (
question in the table.

- If specific instructions have been provided for a given subset,
review them.

- When pasting content, please use Paste Special as Text with

- You can only submit text based responses, please do not use

- Please do not change the structure of any of the worksheets.

- Any additional information outside of the given structure of the

- Please do not save this file in a different format. Saving this fil

- Please do not use Excel formulas in your responses.

- Please follow the instructions provided along with this file to su

- If you have any questions regarding the content of this file, ple

- If you have any technical problems, please contact Bonfire at

2AG)

e questionnaire.

ts.

(if applicable) and enter a response comment for each

they will appear as a tooltip for a purple cell. Mouse-over to

out any formatting.

special characters like emojis.

Changing the structure will invalidate your submission.

e worksheets will not be visible to the purchaser.

le in a different format will invalidate your submission.

ubmit it back to Bonfire.

ease contact the appropriate purchaser.

Support@GoBonfire.com.

Summary

Question Set	Questions	% Complete	
1	83	100.00%	
2	30	100.00%	
Total	**113**	**100.00%**	

Progress	Error?
	Complete: no errors
	Complete: no errors

Quest

Question

Generally, A
an establish
right to acce

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ion Set 1: Company Information

Set 1 Instructions

.EPA will not accept an offer from a business that is less than five (5) years old or wl
ed business or has proof of prior success in either this business or a closely related
pt or reject newly formed companies based on information provided in this response

Question
Name of Company:
Company Address:
City, State, zip code:
Website:
Contact Person:
Title:
Phone:
Email:
Is this Business a Public Company?
Is this Business a Privately Owned Company?
In what year was this business started under its present name?

Under what additional, or, former name(s) has your business operated?
Is this business a corporation? If yes, complete the following questions.
Date of Incorporation:
State of Incorporation:
Name of President:
Name(s) of Vice President(s):
Name of Treasurer:
Name of Secretary:
Is this business a partnership? If yes, complete the following questions.
Date of Partnership:
State Founded:
Type of Partnership, if applicable:
Name(s) of General Partner(s):
Is this business individually owned? If yes, complete the following questions.
Date of Purchase:

State Founded:
Name of Owner/Operator:
Is this business different from those identified above?
If yes, describe the company's format, year and state of origin and names and titles of the principles.
Is this business women-owned?
Is this business minority-owned?
Does this business have an Affirmative Action plan/statement?
Enter business headquarters location including address, city, state, zip, phone number.
How long have you been at this location?

Enter business branch locations, if any. Include address, city, state, zip, phone number for each.

story

What percentage of your annual sales comes from public entities?

Provide your business's annual sales for 2022 for K-12 schools.

Provide your business's annual sales for 2023 for k-12 schools.

Provide your business's annual sales for 2022 for cities, counties, and other public entities.

Provide your businesses annual sales for 2023 for cities, counties, and other public entities.

Provide your business's annual sales for 2022 for higher education.
Provide your business's annual sales for 2023 for higher education.
Provide your business's annual sales for 2022 for K-12 schools for products and services that meet the scope of work in this solicitation.
Provide your business's annual sales for 2023 for k-12 schools for products and services that meet the scope of work in this solicitation..
Provide your business's annual sales for 2022 for cities, counties, and other public entities for products and services that meet the scope of work in this solicitation..
Provide your businesses annual sales for 2023 for cities, counties, and other public entities for products and services that meet the scope of work in this solicitation..
Provide your business's annual sales for 2022 for higher education for products and services that meet the scope of work in this solicitation..
Provide your business's annual sales for 2023 for higher education for products and services that meet the scope of work in this solicitation..
tacts
Contract Manager
Sales Manager
Marketing Manager
Customer & Support Manager

Distributors, Dealers, Installers, Sales Reps
Consultants & Trainers
Technical, Maintenance & Support Services
Quotes, Invoicing & Payments
Warranty & After the Sale
Financial Manager
Provide total number and location of salespersons employed by your business in the United States by city and state.

aining

Describe how your company will implement training and knowledge of the contract with your respective sales force. Furthermore, describe how your company plans to support and train your sales force on a national, regional, or local level and generally assist with the education of sales personnel about the resulting contract.

What is your company's plan, if your company were awarded the contract, to service up to 30 states (or the region awarded in a regional bid). Describe if your company has a national sales force, dealer network, or distributor(s) with the ability to call on eligible agencies in the participating states in AEPA.

s & Services

Provide a description of the Products, Services & Solutions to be provided by the product category set forth in Part B - Specifications. The primary objective is for each Supplier to provide its complete product, service, and solutions offerings that fall within the scope of this solicitation so that participating agencies may order a range of products as appropriate for their needs.

tion

Describe how your company proposes to distribute the products and services nationwide, regionally, or at the local level.

Provide the type (service/support or distribution) and location of centers that support the United States by name, city and state.
Describe the criteria and process by which your company selects and approves subcontractors, distributors, installers, and other independent services.

Provide a list of current subcontractors, distributors, installers, and other independent service providers who are contracted to perform the type of work outlined in this solicitation in the member agency states. Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.

If applicable, describe your company's ability to do business with manufacturer/dealer/distribution organizations that are either small or MWBE businesses as defined by the Small Business Administration.

If applicable, describe other ways your company can be sensitive to a participating agencies desire to utilize local and/or MWBE companies, such as the number of local employees and offices with a geographic region, companies your firm uses that may be local (i.e. delivery company), your own company's diversity of owner employees, etc.

If applicable, provide details on any products or services being offered by your company where the manufacturer or service provider is either a small or MWBE business as defined by the Small Business Administration. Provide product/service name, company name and small/MWBE designation.

ng

Key Marketing Contact(s): List the name(s), title(s) and contact information of the business's key national and regional marketing office(s).

Describe how this business marketed its products and services to schools, nonprofit organizations, and other public sector audiences for the most recent full year. List all conventions, conferences, and other events at which this company exhibited.

Describe how your company will market the resulting contract to eligible Member Agencies. Describe how your company differentiates the new agreement from existing contracts that your company may hold today. Please be specific and detailed in your response.

Describe the ways in which your company will collaborate with AEPA Agencies to market the resulting contract. Include any contract announcements, planned advertisements, and any other direct or indirect marketing activities promoting the AEPA awarded contract. Add any supplemental materials as pdfs and label them as Exhibit A-Marketing.

Describe the process for how the company will launch the contract with current and potential agencies.

Describe your companies ability to produce and maintain full color print or electronic advertisements in camera ready format.

mental Initiatives

Indicate if your company has any products in your offering that have any third-party environmental certifications.

Describe the business's "Green" objectives (e.g. LEED Certification, reducing footprint, reuse, reduce, recycle)

Describe what percentage of your offering is environmentally preferable and what are your company's plans to improve this offering?

dd

Describe any/all features of your company that you feel will provide additional value and benefit to a participating AEPA agency.

ures

Does this business have actions currently filed against it?

Add your SAM.gov Unique Entity Identification (UEID) number here (put N/A if do not have one).

ces

Provide contact information of your business's five largest public agency customers. Include the customer business name, contact name, title, phone number and email.

83 Questions

hich fails to demonstrate and/or
business, provide written docur
e and from its investigation of th

Response
360 Fire & Flood LLC
22310 Telegraph Road
Southfield, MI, 48033
https://360fireflood.com/
Christina Coulter
VP of Sales & Marketing
248-794-3834
ccoulter@360fireflood.com
No
Yes
2019

NA
Yes
April 2019
Michigan
Jeff Levine
Christina Coulter
Jon Mackie
Sharon Berry
Yes
April 2019
Michigan
LLC
NA
Yes
April 2019

Michigan
Adam Becker and Jeff Levine
No
NA
No
No
No
22310 Telegraph Road, Southfield Michigan, 48033, (833)-360-3334
6 Years

22310 Telegraph Road, Southfield MI 48033 | 4740 Talon Ct SE # 4, Grand Rapids, MI 49512 | 3000 NW 25th Avenue, Suite 9, Pompano Beach, FL 33069 | 2790 E. Regal Park Dr, Anaheim CA, 92806 | 3665 Canal Dr, Suite C, Fort Collins, CO 80524 | 5235 W 65th St, Suite A, Bedford Park, IL 60638 | 1461 Lemay Dr, Carollton, TX 75007 | 3335 Smithtown Rd, Morgantown, WV 26505 | 118 Space Park S, Nashville, TN 37211 | 1575 Highway 411 NE, Suite 108 Cartersville, GA 30121 | 819 Pickens Industrial Dr Suite 7 and 8 Marietta, GA 30062 | 166 Thompson Rd Suite 4 Houma, LA 70363 | 1540 SW 5th Ave. Suite 101, Ocala, FL 34471 | 1731 Dobbs Road, Suite 10, Saint Augustine, FL 32084 | 4553 Woodville Hwy
5-10%
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$3,034,752
$2,412,681
$69,505

$3,015,560
$530,104
$846,054
$3,034,752
$28,412
$69,505
$3,015,560
$530,104
Jon Mackie
Cole Ogden
Ben Emerling
Jennifer Dolanski

Christina Coulter
Christina Coulter
Bob Graham
Jennifer Dolanski
Bob Graham
Jon Mackie
30 Salespersons employed
We will select a dedicated sales team and thoroughly train them on the AEPA contract’s terms, procedures, and pricing. A core group of regional representatives will focus on specific agency regions to enable targeted outreach. To support the team nationally, regionally, and locally, we will provide ongoing training and keep the sales team updated on any AEPA developments. This structured approach will ensure our sales force is fully equipped to represent 360, the AEPA contract, and deliver great service.

We have a national 24/7 emergency response team that has the ability to service any property in the US. We have 360 offices stratigally located for client support as well as a first responders stationed accross the US to help with immediate response. We have regional and national sales representatives to help drive down the AEPA contract to participating agencies.

360 Fire & Flood is a leading provider of comprehensive restoration and turn-key solutions when disaster strikes. As a full-service restoration and general contracting company, we specialize in emergency mitigation, restoration, environmental remediation, roofing, and construction services. With 360 Fire & Flood, you can trust us to handle every aspect of your restoration needs.

Our primary goal is to eliminate the stress of property damage and restore your business quickly and efficiently with minimal disruption. We respond immediately by mobilizing resources, assessing the site, stabilizing the property to prevent further damage, and developing a detailed scope and schedule to complete the

360 Fire & Flood has a 24/7 national response team that has the ability to service any part of the US with our first responders and traveling disaster response team. We also have offices stratigically located accross the US with restoration experts along with a large inventory of air scrubbers, fans, cleaning supplies, mitigation trucks and other supplies for immediate response. Once awarded the contract, we will request an excel spreadsheet of all AEPA agency participants to upload into our espatial mapping software. From there will share AEPA contract infomation to our operations and sales team to drive down the relationship and start emergency preparedness with each AEPA agency.

360 Fire & Flood - 24/7 Emergency Response Property Restoration Southeastern MI, Grand Rapids MI, Fort Collins CO, Southeastern FL | Celtic Restoration - 24/7 Emergency Response Property Restoration , Chicago Illinois | Reclaim Construction - commercial roofing division, Carollton TX | Capital Restoration, New Orleans LA and Atlanta GA - 24/7 Emergency Response Property Restoration | Crossroads Property Rescue - 24/7 Emergency Response Property Restoration, Morgantown WV | Protech Construction Anaheim CA - 24/7 Emergency Response Property Restoration | One Restore - 24/7 Emergency Response Property Restoration, St. Augestine FL, Talahasee Fl, Ocala FL
Vendors are required to complete our vendor prequalification application along with providing and maintaining proper documentation such as COI,W9, and background checks where required.

Rolls Mechanical (plumbing and HVAC subcontractor)

With 30 years of experience, Rolls Mechanical is your trusted partner for quality mechanical contractor services in Fenton, MI. Our professional and experienced team is known for prompt responses, ensuring minimal downtime for your operations. We stand out with our commitment to quality, which reflects in every job we undertake. Whether it's HVAC, plumbing, or construction, we deliver excellence in every service. Don't settle for less when it comes to your residential or commercial property. 360 Fire & Flood has been a partner with Rolls Mechanical for five years.

Kieper Mechanical (plumbing and HVAC)

We currently do not have a formal program in place; however, we are exploring the creation of an initiative to engage with small and MWBE (Minority- and Women-Owned Business Enterprises) suppliers. Our goal is to set clear, manageable targets and processes that will allow us to build successful partnerships with these businesses and expand our program over

Our company is committed to supporting participating agencies' efforts to utilize local and MWBE companies. We will do this by partnering with local businesses for services such as delivery, logistics, and supplies whenever possible. Our company values diversity and inclusion, both internally and externally, and we are proud to have a diverse team of employees across our offices nationwide. We also maintain a strong presence within the regions we serve, employing local talent to ensure alignment with the needs of the community. This approach allows us to foster partnerships that benefit both the participating agencies and the communities they serve.
At this time, we do not maintain an active tracking list of small or MWBE manufacturers or service providers. However, we are currently gathering relevant documentation from our chemical and equipment suppliers to identify any small or MWBE sub-suppliers, and we plan to establish a formal tracking system once our small business/MWBE initiative is created.

Ben Emerling - Marketing Coordinator - 248.462.2772 bemerling@360fireflood.com | Christina Coulter - VP of Sales & Marketing - 248.794.3834 ccoulter@360fireflood.com | Cole Ogden VP of National Sales - 225.226.0080 cogden@360fireflood.com

Over the years, our company has marketed our services to schools, nonprofit organizations, and other public sector entities through a multifaceted approach combining association memberships, sponsorship initiatives, and direct engagement efforts. As active members of key industry organizations, such as the Michigan School Business Officials (MSBO), we leverage participation in their events to foster relationships with decision-makers and contribute to the advancement of professional development through educational sponsorships. Additionally, our business-to-business marketing strategy includes targeted outreach to key decision makers such as facilities managers, risk managers, maintenance supervisors, and

Our company will market the resulting AEPA contract to eligible Member Agencies through a strategic multi-channel approach, ensuring maximum awareness and adoption of our 360 Fire & Flood services. We will leverage industry association memberships, such as School Business Officials groups, to engage directly with key decision-makers. Additionally, we will launch targeted email campaigns via Mailchimp, sharing contract benefits, service details, and case studies. Our marketing efforts will also include virtual educational sessions and digital resources to help agencies understand how to utilize the contract effectively. AEPA will be the first cooperative contract we hold.

Our company will work with AEPA Agencies to market the awarded contract through a multi-channel approach, including contract announcements via press releases, newsletters, and Mailchimp email campaigns, as well as a dedicated AEPA contract webpage on our site. We will run targeted digital ads, social media promotions, and virtual education sessions to inform agencies about the contract's benefits. Our sales team will conduct direct outreach to key decision-makers, while we also engage through AEPA-sponsored conferences, industry events, and sponsorships. Additionally, we will provide co-branded marketing materials and training sessions to maximize agency participation. Supplemental marketing materials will be submitted as Exhibit A-

Our company will launch the AEPA contract through a structured, multi-phase rollout to ensure maximum awareness and adoption among current and potential agencies. Phase 1: Announcement & Awareness – We will distribute official contract announcements via press releases, newsletters, and targeted Mailchimp email campaigns, directing agencies to a dedicated AEPA contract webpage with key details and benefits. Phase 2: Education & Engagement – We will conduct virtual training sessions, webinars, and digital presentations to educate agencies on utilizing 360 Fire & Flood services through the AEPA contract effectively. Our sales team will initiate direct outreach to key decision-makers, including facilities managers, risk managers, and superintendents. Phase 3:
We will have PDF Sales Sheets readily available that include bleed versions for printing. We currently have sales sheets that discuss our service areas in depth. We will include as a file. We can co-brand any literature to disburse to AEPA.
Yes
Yes

50%

360 Fire & Flood is ready to respond and has your property covered from every angle. Our biggest value add is our response time and our dedication to serving our partners to the best of our ability.

No

UEI: G1EJGGHNDPA1

Dearborn Public Schools|Warren Consolidated School District|Fitzgerald Public Schools|Lake Orion Public Schools|Clarkston Public Schools

establish a proven record of business. If the respondent has recently purchased
nentation and verification in response to the questions below. AEPA reserves the
e company.

Comment
360 Fire & Flood is privately owned

360 Fire & Flood is an LLC Classification Partnership

Individually Owned

For all locations please call our national number at 833-360-3334. Your call will be routed to the approriate location by area code.

Chicago IL, Grand Rapids MI, Nashville TN, Pompano Beach FL, Southfield MI, Carollton TX, Anaheim CA, Morgantown WV, Cartersville GA, Marietta GA, Fort Collins CO, New Orleans LA, Oscola FL, St. Augestine FL and Talahassee FL

All of our chemicals that we use are EPA approved and certified

1.)We use biodegradable plant based disinfects. 2.) As often as possible we utilize portable water extraction machines rather than gas powered truck mounted machines that put off carbon emissions. 3.) We offer employees opportunities to volunteer for green and sustainability project and initiatives.

50% of our cleaning products are environmenally friendly and biodegradable. We continuously look to purchase more cleaning products that are environmentally friendly and free of harsh chemicals to keep our environment, team and clients safe.

Dearborn Schools - Mark Andrews, Operations Director, 313-590-9783, andrewm@dearbornschools.org| Warren Consolidated Schools - Laura Mabee, Facilities Manager, 248-797-0519, lmabee@wcskids.net|Fitzgerald Public Schools - Bill Rudd, Faciities Director, 586-524-6697, bilrud@myfitz.net|Lake Orion & Clarkston School Districts - Wes Goodman, Exectutive Director of Operations, 248-521-3178, wrgoodman@clarkston.k12.mi.us| South Lyon Schools - Rich Welch, 248-977-9226, welchr@slcs.us

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ion Set 2: Service Questionnaire

Question
ata
Please refer to the chart of participating AEPA member States in this solicitation, and list the states that your company has sold products/service in the past 3 years.
Please refer to the chart of participating AEPA member States in this solicitation, and list the states that your company proposes to sell in.
Please refer to the chart of participating AEPA member states in this solicitation and list the states in which your company has sales reps, distributors, or dealers.
Does this company have an e-commerce website?
If yes, provide the website address.
If applicable, describe your company's ability to integrate into other ecommerce sites. Include details about your company's ability to create punch out sites and accept orders electronically (cXML, OCI, etc.)
Provide detail on where your company has integrated with a public agency's ERP (Oracle, Infor Lawson, SAP, etc.) system in the past and include some details about the resources you have in place to support these integrations. List, by ERP provider, the following information: name of public agency, ERP system used, "go live" date, net sales per calendar year since "go live", and percentage of agency sales being processed through this connection.
er Support

Does this business have online customer support options?
Does this business have a toll free customer support phone option?
Does this business offer local customer and support service options?
State your normal delivery time (in days) and any options for expediting delivery.
State your backorder policy. Do you fill the order when available, or cancel the order and require participating agencies to reorder if items are backordered?
Describe your company's payment terms as well as any quick pay discounts.
State your company's return policy and any applicable restocking fees.
Describe any special program that your company offers that will improve customer's ability to access products, on-time delivery, or other innovative strategies.
Is your pricing methodology guaranteed for the term of the contract?
Will you offer customized price lists to participating entities as required per the pricing terms in the AEPA Terms and Conditions?
Will you offer hot list pricing (optional) as described I the pricing terms in the AEPA Terms and Conditions?
Will you offer volume price discounts as described in the pricing terms of the AEPA Terms and Conditions?

Is the pricing that is proposed to AEPA equal to or lower than pricing your company offers to individual entities or cooperatives with equal to or lower volume?

Is the proposed pricing LESS THAN individual customer and/or cooperatives receive? If so, indicate the percentage by which it is lower.

tive Contracts

Does your business currently have contracts with other cooperatives (local, regional, state, national)?

If YES, list the cooperative name and the respective expiration date(s) of your contract with the cooperative.

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?

Do you include the administrative fee in the price of your products and/or services?

If not, do you add on the administrative fee as a separate fee to the final invoice to the final customer?

Are shipping and handling costs included In the price of your products and/or services?

If not, do you add on applicable shipping and handling fees separately on invoices

Does your business offer leasing arrangements under this solicitation?

If yes, please indicate how the rate factor is determined and indicate any other cost factors related to leasing.

30 Questions

Response
Arkansas, California, Colorado, Florida, Georgia, Illinois, Indiana, Iowa, Kentucky, Kansas, Michigan, Minnesota, Ohio, Pennsylvania, South Carolina, Texas, Virginia, Washington, West Virginia, Wisconsin, Wyoming
We plan to sell to all schools and public agencies who participate in AEPA except for New Jersey.
California, Colorado, Florida, Georgia, Texas, Michigan, Illinois, West Virginia
No
No
NA
NA

No
Yes
Yes
NA
NA
5% discount on services will be applied for paying invoices within 30 days of receiving it.
NA
Our team is ready to respond 24/7 and will arrive at the loss typically within 2 hours of being called upon.
No
Yes
Yes
Yes

Yes
No
No
NA
NA
Yes
Yes
Yes
No
No

NA

Comment
Our national sales representative cover the entire US.
We have a standard website - www.360fireflood.com
www.360fireflood.com
We prefer emergency's to be called into 360 POC, non-emergency work orders to be called or emailed ti 360 POC.

833-360-3334
We can commit to 2 years of pricing.
We will offer a discount of 5% off if paid net 30
We will offer a discount of 5% off if paid net 30
We will offer a discount of 5% off if paid net 30

The discounts we offer must be paid within 14 business days.
We are offering AEPA the best discount with longest payment terms.
On T&M material breakdowns we charge a small adminstration fee for the time it takes to analyze crew sheets and document loss details. This is listed in our rates.
On T&M material breakdowns we charge a small adminstration fee for the time it takes to analyze crew sheets and document loss details. This is listed in our rates.
We charge port to port when we respond to a loss.
We charge port to port when we respond to a loss.
This is open to discussion.

NA

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