

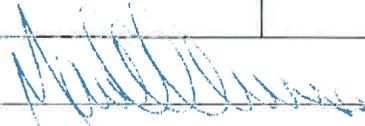
Form C
EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST



Company Name: Rain Drop Products, LLC.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
Form A - #5	Financial Strength	Rain Drop Products is a privately held company. As such we request that NJPA respect our privacy and be willing to discuss other options for providing this information other than in the public forum of this RFP.	See below.

Proposer's Signature:  Date: 2/27/17

NJPA's clarification on exceptions listed above:

NJPA is a public entity subject to the Minnesota Data Practices Act, Minn. Stat. Chap. 13. All data requests relating to NJPA and NJPA awarded contracts are governed by this statutory scheme.



Contract Award
RFP #030117

FORM D



Formal Offering of Proposal
(To be completed only by the Proposer)

RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES

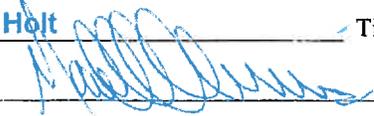
In compliance with the Request for Proposal (RFP) for RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Rain Drop Products, LLC. Date: 02-27-17

Company Address: 2121 Cottage Street

City: Ashland State: Ohio Zip: 44805

Contact Person: Greg Holt Title: Senior Project Manager

Authorized Signature:  Mark Williams - President / CEO
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

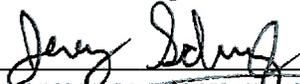
NJPA Contract #: 030117-RDP

Proposer's full legal name: Rain Drop Products, LLC

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be April 14, 2017 and will expire on April 14, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:



NJPA DIRECTOR OF COOPERATIVE CONTRACTS
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)



NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette
(NAME PRINTED OR TYPED)

Awarded on April 14, 2017

NJPA Contract # 030117-RDP

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Rain Drop Products, LLC

Authorized Signatory's Title Chief Executive Officer / President



VENDOR AUTHORIZED SIGNATURE

Mark Williams
(NAME PRINTED OR TYPED)

Executed on April, 14th, 2017

NJPA Contract # 030117-RDP

PROPOSER ASSURANCE OF COMPLIANCE



Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Rain Drop Products, LLC

Address: 2121 Cottage Street

City/State/Zip: Ashland, OH 44805

Telephone Number: 419-207-1229

E-mail Address: info@rain-drop.com

Authorized Signature: *[Handwritten Signature]*

Authorized Name (printed): Mark Williams

Title: President / Chief Executive Officer

Date: 02-27-17

Notarized



Laurie Evans
NOTARY PUBLIC,
STATE OF OHIO
My Commission
Expires
Mar. 8, 2021

Subscribed and sworn to before me this 27th day of February, 20 17

Notary Public in and for the County of Richland State of Ohio

My commission expires: March 8, 2021

Signature: *[Handwritten Signature]*



Form P

PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Rain Drop Products, LLC.

Questionnaire completed by: Ann Cameron – Inside Sales Support

Payment Terms and Financing Options

1) What are your payment terms (e.g., net 10, net 30)?

Rain Drop offers three different payment term options, which are dependent upon the size of the particular project and end user credit approval

1) Payment terms are 35% deposit / 65% balance prior to shipment (subject to credit approval)

2) Payment terms are 50% deposit / 50% balance due 30 days after shipment (subject to credit approval)

3) NET 30 – 100% due 30 days after shipment (subject to credit approval)

2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Rain Drop Products has partnered with National Cooperative Leasing (NCL) to offer NJPA members a complete suite of finance solutions. NCL is a current NJPA financing contract holder (#032615-NCL) and is an industry expert in municipal financing solutions. NCL will offer leasing terms from 12-120 months on transactions from \$5,000.00 and up. Traditional leasing and financing programs will be offered along with programs specifically designed for schools and governmental entities including Tax-Exempt Municipal Leases and a Purchase Order Only program.

There is no ownership, common ownership, or control between Rain Drop Products and NCL.

3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

The order process begins with a Request For Quotation (RFQ) which is received from the dealer, contractor or end user. A new opportunity based on the RFQ is entered into our CRM system, generating a project ID number. Our CRM system allows us to accurately track an opportunity from lead stage through the final ordering stage, and future general maintenance needs on the project. We are then able to document customer correspondences within the CRM and we are able to link emails and other pertinent documents to the specific project. This allows anyone within

our corporation to easily identify, familiarize the details of the project and facilitate any customer need that may arise.

The project ID number is given to the sales department and referenced on all proposals (quotes) orders, shipments, invoices, email correspondence and cases (parts orders).

After the project ID is generated, a task is submitted via Sharepoint, to inside sales support to prepare a proposal in our quoting software, ERP during this process, a field is selected identifying the proposal as part of a buying program, subsequently noting this on all proposals. This field also allows us to export a report of all buying program purchases. This proposal is based on the items specified and the end users specific requirements for the project, matching the RFQ.

Once the RFQ is accepted (signature page or purchase order is received) the proposal is converted into a sales order, referencing the project number within ERP, as well as documented in the CRM.

All files relating to a specific opportunity are saved within a specific project folder, with a defined file name nomenclature. The defined nomenclature begins with the project ID number, followed by the project year, state code, city, project name.

Any dealers involved are copied on all communication with the customer. Rain Drop will directly process the NJPA member purchase orders.

Representative Examples of the required project forms can be found on the links below

Proposal

(see Attachment #23 or access via link below)

<https://www.dropbox.com/s/z5qzhea02lvn8oa/Attachment%20%2323.pdf?dl=0>

Customer PO or Signed RDP Proposal

(see Attachment #24 or access via link below)

<https://www.dropbox.com/s/56kgz30zx4qqr4r/Attachment%20%2324.pdf?dl=0>

Sales Order

(see Attachment #25 or access via link below)

<https://www.dropbox.com/s/uim2pcjwbnnowqh/Attachment%20%2325.pdf?dl=0>

Shipping Documentation

(see Attachment #26 or access via link below)

<https://www.dropbox.com/s/x9yitr1q8rjo8oj/Attachment%20%2326.pdf?dl=0>

Invoice (FINAL)

(see Attachment #27 or access via link below)

<https://www.dropbox.com/s/lj9cm33c5lawnwt/Attachment%20%2327.pdf?dl=0>

Invoice (DEPOSIT)

(see Attachment #28 or access via link below)

<https://www.dropbox.com/s/o31odi02e1t65ej/Attachment%20%2328.pdf?dl=0>

Payment

(see Attachment #29 or access via link below)

<https://www.dropbox.com/s/6o56xp0hcg49e68/Attachment%20%2329.pdf?dl=0>

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Yes, we will accept P-card procurement from all the major P Card companies for all payments/deposits due, at NO additional cost to NJPA Members.

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Rain Drop's warranty claims process generally begins with a call to our technical/service department. The call is logged into our Warranty Case Management system and it is given a Case number. All details are noted in the electronic file. Our service department generally requests digital photos of the warranty claim item which are stored with the case file electronically. The case is then sent to a supervisor for warranty status review. If the item claim falls within the terms of the warranty the item is replaced and/or repaired depending on the circumstances.

Rain Drop Products Warranty

(see Attachment #30 or access via link below)

<https://www.dropbox.com/s/9kbvlalm60x9nwz/Attachment%20%2330.pdf?dl=0>

- Do your warranties cover all products, parts, and labor?
Yes
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
While the warranty does have some stated limitations, these are common in the industry and does not adversely affect coverage.

Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs? Yes

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? No How will NJPA Members in these regions be provided service for warranty repair?

All geographic regions of the United States are covered. Evidence of this commitment can be found in the warranty / repair visits that we recently performed in Puerto Rico.

Coamo Municipality

<http://rain-drop.com/projects/coamo-municipality>

Municipality of Jayuya

<http://rain-drop.com/projects/municipality-of-jayuya>

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

In the event of a warranty issue relating to equipment provided by Rain Drop yet manufactured by a third-party, Rain Drop will assist the end user in all claims for service, repair or replacement.

- What are your proposed exchange and return programs and policies?

We do not offer exchange program; however, we do allow our products to be returned in new condition. Our standard return policy is a 30% restocking charge, but we will make an exception for NJPA members and waive the restocking charge for all products returned in new condition within 60 days of shipment.

- 6) Describe any service contract options for the items included in your proposal.

Remote Monitoring Service - iSplash – Smart Monitoring and Reporting Service - The iSplash is the controlling system on Rain Drop Products projects and provides continuously monitoring and data logging of hundreds of critical measuring points. Using a sim card internet connection, the **iSplash Remote Monitoring Service** connects the controller on-site with Rain Drop technical personnel headquartered in Ohio. The iSplash alerts users on site as well as Rain Drop when certain conditions are established which then are either corrected by Rain Drop Personnel remotely or Rain Drop technicians work with personnel on-site to rectify the problem. In addition, the iSplash service data logs critical points to the cloud to ensure compliance with State Health Codes. 24/7 - Diagnostics checks, Reporting & Data Logging by virtue of Bi-Lateral Communication and Control of Water Chemistry controller, Variable Frequency Drives, Pumps, Solenoids, Flow sensors, Pressure gauges, Wind odometers, Proximity sensors, Depth sensors, etc. providing real-time monitoring, alerts (via sms message, email, or phone call) and / or, if necessary, system shut down when pre-established conditions are met. Can be programmed to respond to RSS feeds and/or email alerts from Weather monitoring websites to shut down during inclement weather (high winds, Thunderstorms, etc.) Ensures Health Code compliance via Cloud based data logging of H²O usage, H²O Chemistry conditions and Activity reports uploaded to the Cloud

We offer an **annual start up and shut down/winterization service**. This package includes sending one Rain Drop Service Technician to the project for a one day system start up, feature calibration and NJPA member operation and maintenance training prior to the aquatic season. We also send one Rain Drop Service Technician at the close of the aquatic season to shut down and winterize the system

We also offer a **preventive maintenance service contract** that includes sending one Rain Drop Service technician to the project for 1-2 days to inspect the system. Upon completion, the NJPA member will receive an inspection certificate stating the system is operating properly and a six-month warranty extension for all Rain Drop Aquatic Play Features.

Pricing, Delivery, Audits, and Administrative Fee

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

Rain Drop Products is offering a complete **TURNKEY** aquatic solution providing the NJPA member a one stop shop for all their children's aquatic play and decorative fountain needs. From LED, lighted architectural fountains to giant Dumping Buckets and Large climbable water structures, this offering provides the NJPA member a turnkey solution to purchase most any aquatic feature available in the marketplace today. This complete offering includes everything from Purchase and Installation to Operation and Training. The offering goes further to include the service and support related line items that will undoubtable be necessary in the future. These include items like future training needs, scheduled preventive maintenance visits, and seasonal shut down assistance.

Surface Spray Features – Water play features embedded in the concrete which spray water in many different directions, configurations, shapes, sizes, and heights.

Above Ground Features – Water play features affixed to the surface of the concrete that spray water in many different configuration's, shapes, sizes, and heights.

Creature Features – Water play features affixed to the surface of the concrete that spray water in many different configuration's, shapes, sizes, and heights. These features are organic and thematic and can be customized for each customer to meet their specific needs.

Slides – Available in many different configurations, shapes, sizes and heights.

Structures – Complete line of climbable structures with slides, dumping buckets, etc.

Water Management – Complete line of Manifolds, Pumps VFD's, Sand Filters etc.

Decorative Fountains – Visual aesthetic fountains, LED lighting, decorative and architectural fountain design and products

Service – Onsite Construction Supervision, Onsite Training, Onsite Troubleshooting and Repair
Turnkey Construction / Installation / Operation- Service

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

We are providing line item discounted pricing with each line item receiving a 10% discount from Current MSRP list price for NJPA members. Please see attached line item pricing with a SKU and product category for each line item.

(see Attachment #33 or access via link below)

https://www.dropbox.com/s/huo28ojknrvs6s1/Raindrop_RFP_030117%20-%20Price%20List.xlsx?dl=0

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

We are offering a 10% discount across the board on all SKU's from our current MSRP list price.

- 10) The pricing offered in this proposal is

_____ a. the same as the Proposer typically offers to an individual municipality, university, or school district.

_____ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.

 X c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.

_____ d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

The Pricing provided to NJPA for this contract represents the best pricing offered to any Entity, GPO, cooperative procurement organization or state purchasing department. This price list represents the “ceiling” at which any product would be charged. The pricing methodology was based upon the assumption that Rain Drop would receive “average” sized single purchase orders from multiple entities across the NJPA membership. If a single NJPA member was contemplating a commitment to multiple orders or a single large purchase order, we would be willing to provide an additional discount, dependent on the overall size of the opportunity and/or number and kind of features selected.

- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

While the issue of “sourced” products or services is not expected to occur given the fact that Rain Drop manufacturer’s 95% of what we sell and the remaining 5% are distributed items incorporated into the products and pricing proposed for this contract. In the event a situation arose where an item not found on the current contract was needed for a project Rain Drop would source the product from all qualified vendors, find the highest quality, best value product that is available, and provide a selling price that represents a similar discount as similar products in our offering.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

No additional costs are anticipated for the purchaser, beyond what is included in the pricing provided in this submittal. Rain Drop is offering a total **turnkey solution** including everything needed from construction to start-up and training.

- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

Shipping charges are additional and unfortunately there is no current formula to determine freight costs without knowing the products and shipping location. All proposals include freight charges that are determined once the products are chosen and a shipping location is provided. We then determine the best mode of transportation, in most cases either less than truck load common carriers such as FedEx Freight, UPS Freight, YRC, etc., or private trucking companies that specialize in larger shipments and have less handling. We currently have contracts with three 3rd party logistics companies, eight common carriers (FedEx Freight, UPS Freight, YRC, ABF, Old Dominion, Pitt-Ohio, Ward and Saia) and six private trucking companies. We shop all our freight utilizing these resources for the best price and service. We would be happy to provide these quotes to your members to show full transparency so they know they are getting the most economical rate possible and are only being charged what Rain Drop is being charged. We also charge for the shipping crates and handling fees to securely package and crate the products. We are waiving these charges for all NJPA members and will only charge for the freight services provided by the companies listed above.

- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

We utilize the same process as above for Canadian shipments. We also use some of the third party logistics companies for shipments to Hawaii and Alaska. However, we also have contracts

with five international logistics companies that often offer better rates and service to these locations. We will shop for the best rates and service and charge the NJPA members in the same manner as listed above. We will also waive any charges for crates, packaging materials and handling. We can clear customs in Canada with our broker, but in most cases the Canadian company we sell to uses their own broker to clear customs. We do provide all necessary documentation to clear customs, whether through our broker, or the customer's broker.

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

Our product usually ships in two phases. The first shipment contains all the below grade components that need to be installed prior to pouring concrete. The second shipment would include all above grade features and mechanical equipment. The shipments are typically split for construction purposes, as the features needed prior to pouring concrete are readily available and the above grade components and mechanical equipment take longer to produce and ship. These features are not required to start construction thus multiple shipments are offered. We also can utilize Flatbed and Step Deck transportation for larger features and ease of handling.

17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

If a customer was attempting to have access to the NJPA pricing we would first educate them in the steps necessary to become a NJPA Member. Once those steps are complete we will confirm the customer's membership is in good standing with NJPA directly. Upon receiving written confirmation from NJPA that the member status is confirmed, we can begin the NJPA Quotation process.

Rain Drop Products uses a Microsoft SharePoint developed system to monitor and track Tasks used in our business processes. To get an invoice generated, purchase order created, quotation created, etc. the employee needing the task complete generates an electronic task request form. The Task is then assigned to the appropriate person, who then completes the task (depending on how many are in the task que) and then the requester is notified it is complete. Records are kept as to when something was requested and how long it took to complete for every task.

In order to initiate a NJPA priced quote our ERP system would require the customer be labeled with a "type" of NJPA, to have access to the discounted pricing. Any other customer type would return the "list price" for the items quoted. Since only a few people have the user rights to modify a customer's "Type," a task would be requested to do so. Once the task was completed, to change the customer type, then the quotation task could be fulfilled. Once a customer is labeled with the NJPA customer type in our system, we can very easily run database reports to determine activity (revenue, quotation, etc.). Once we receive a Purchase Order based upon a quoted job, we convert the quotation to a Purchase Order as well as enter an Accounts Payable line item for the 2% administrative fee payable to NJPA.

Quarterly, tasks would be created that would request NJPA usage summary reports based upon Shipped revenue be sent to someone in accounts payable. These reports would be used to determine which NJPA 2% invoices should be paid.

Senior Management will review the total number of NJPA sales for accuracy.

Senior Management will review and evaluate each reps NJPA performance each quarter.

18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

Rain Drop proposes a 2% quarterly administration fee payable to NJPA based on sales of products purchased under this contract by NJPA members. During the term of this contract Rain Drop must provide NJPA documentation on a quarterly basis sufficient to NJPA, which supports the total amount paid. This documentation is due even in the event no NJPA sales transpired in a given quarter. This 2% fee is subject to review and verification by NJPA at any time during the contract term.

Industry-Specific Questions

19) Of the following main categories, identify those in which you provide solutions: playground, recreation, aquatic/beach, and/or ice arena.

Playground, Recreation, Aquatic/Beach

20) If your RFP offering better fits within a sub-category not identified in the preceding question, identify the subcategory using the list provided in the scope section of this RFP (Sec. 3.17.1.1).

3.17.1.1 - Subcategory #

10. - Aquatic solutions, pools, splash pads

2. - Recreation

1. - Playgrounds

21) Rank any subcategories you fit into (e.g., 1-5) based on how strongly you are positioned within each.

3.17.1.1 - Subcategory #

Ranking Scale 1 = Ideal Fit, 2 = Good Fit, 3 = Moderate Fit, 4 = OK Fit, 5 = No Fit

10. - Aquatic solutions, pools, splash pads – Rank = 1

2. - Recreation – Rank = 2

1. - Playgrounds – Rank = 3

22) Specifically describe any manufacturing processes or material specification-related attributes that differentiate your offering from your competitors.

Custom Products – Theme– Organic Shapes

Rain Drop Products, LLC owns and operates state-of-the-art CNC machining centers to transform 3D digital information into the most creative sculptures, tooling, custom pieces, and finished products. By employing the latest technologies, a project or idea that might once have taken months to execute, can now be completed in days or weeks. The time savings gives us an incredible advantage in the marketplace. The concept renderings presented to the customer are the same digital file used to cut their unique and exciting product. Speed, accuracy, and repeatability are of the utmost importance in mold and pattern making, and we can affordably bring dreams to reality for the imagination of millions.

Hybrid Manufacturing Medium - The manufacturers who make up the children's aquatic play industry can typically be separated into two groups: Those who use Stainless Steel as their primary manufacturing medium, and those who use Fiberglass as their primary medium. Arguably, both mediums have many strengths as well as weaknesses. Consequently, Rain Drop has adopted a hybrid approach to choosing our manufacturing medium dependent on the specific product. For products that we have Organic / Thematic shapes, Fiberglass is clearly the best manufacturing medium. Conversely, for products that are comprised of artistically bent pipe, stainless steel is the most economical solution. By adopting this Hybrid manufacturing approach, Rain Drop has much more flexibility to most cost effectively manufacture a wider variety of product than our competition.

Omni-Pod – The Rain Drop Omni-Pod can best be described as the “shoe” in which all of our products fit. This “shoe” is cast in the concrete and allows for a quick and easy way to install virtually all of our products. The greatest advantage of the Omnipod is that it allows complete removability, interchangeability and upgradeability to any project. Because the same Omnipod accepts both surface spray features and above ground spray features, end users have the ability to rearrange features or upgrade and change the feature. The fact that the Omni-pod can house either a below grade and above grade feature, the end user can create a project in phases. I.e. starting out with lower cost embedded items and then gradually replacing those items with larger above ground features. The Omnipod is standard with most Rain Drop products. For more information on the Omnipod, please visit: <https://www.dropbox.com/s/xntdqx4gghc4rzq/POD-A001-ZOM-11.pdf?dl=0>

23) Describe any serviceability attributes that your offered solutions contain. Please indicate which of these attributes are considered “industry-expected attributes” and which you believe are “vendor differentiators.”

Rain Drop Products, LLC designs its products for easy installation and field serviceability through a concurrent engineering approach involving the sales representatives, manufacturing representatives, and service technicians at the product specification and design stage. Our products are the easiest to install and maintain in the industry. We also outperform anyone in our industry with all the services we provide as follows:

Sales Services

- Project Management Service: Coordinate information and customer project needs with appropriate company departments to ensure expedient results, to ensure the correct product delivers to the site at latest. **(vendor differentiators)**
- Regional Sales Managers to guide the sales process that is a Rain Drop Product employee
- 3D Renderings and animations for all projects quoted. **(vendor differentiator)**
- Custom Product Concept renderings and animation, free of charge. **(vendor differentiator)**

Engineering Services

- Custom Product design or configuration **(vendor differentiator)**
- Application design support
- Remote contractor and customer support
- Diagnostic and support for other manufacturers equipment **(vendor differentiator)**
- Onsite engineering construction phase inspections and equipment startup
- Engineering Consulting Service
- Onsite contractor training, construction phase inspections, equipment startup, and construction supervision is available. Some products include at no additional cost for construction inspections,

Onsite contractor training, construction phase inspections, equipment startup, and construction supervision is available. Some products include at no additional cost for construction inspections, engineering services, and/or construction site supervision. This ensure the proper installation and performance of our products.

Contractor training and certification. Contractors are eligible for factory training at our Ashland, Ohio facility, at no cost, for the training. The training is designed to demonstrate best industry practices.

Technical Support

Technical support through web based support, phone, messenger or video chat.

Technical support is 7 days a week **(vendor differentiator)**

Technical support can be scheduled any time of day, 365 days a year. **(vendor differentiator)**

Onsite warranty and non-warranty repair services available with limited exceptions. **(vendor differentiator)**

Warranty submissions on behalf of the customer for all products sold by Rain Drop Products, LLC.

Automated and Virtual Support Service: (vendor differentiator)

Remote monitoring of the control system, chemical control, electrical components, and maintenance is available.

Automatic alert notification of system failures is available.

Signature: _____

[Handwritten Signature]
President/CEO

Date: _____

2/27/17