



PUBLIC SAFETY AND EMERGENCY PREPAREDNESS EQUIPMENT AND RELATED SERVICES
Executive Summary

Lead Agency: County of Fairfax, VA

Solicitation: 2000002547

RFP Issued: February 6, 2018

Pre-Proposal Date: February 22, 2018

Response Due Date: March 13, 2018

Proposals Received: #10

Awarded to: Safeware, Inc. : Contract #4400008468

Fairfax County, Virginia Department of Procurement & Material Management (DPMM) issued RFP #2000002547 on February 6, 2018, to establish a national cooperative contract for Public Safety and Emergency Preparedness Equipment and Related Services.

The solicitation included cooperative purchasing in No.1. Master Agreement:

Fairfax County, VA (herein "Lead Public Agency" on behalf of itself and all states, local governments, school districts, and higher education institutions in the United States of America, and other government agencies and nonprofit organizations (herein "Participating Public Agencies") is soliciting proposals from qualified suppliers to enter into a Master Agreement for a complete line of Public Safety and Emergency Preparedness Equipment and Related Services (herein "Products and Services").

And No.4. U.S. Communities:

U.S. Communities Government Purchasing Alliance (herein "U.S. Communities") helps Participating Public Agencies to reduce the cost of purchased goods through strategic sourcing that combines the purchasing power of public agencies nationwide. This is accomplished through an award of competitively solicited contracts for high quality products and services by large and well recognized public agencies (herein "Lead Public Agencies"). The contracts are available for use by the respective Lead Public Agency and, also, by other Participating Public Agencies.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- The Buy Line Blog, Seattle.gov
- The Honolulu Star, HI
- Merx.com
- The New York State Contract Reporter, NYSCR.ny.gov
- ONVIA
- Pamplin Media Group - Portland, OR, legals@commnewspapers.com
- U.S. Communities – Website
- The ADVOCATE, LA
- The Daily Journal of Commerce, WA

On March 13, 2018 proposals were received from the following offerors:

- Federal Resources
- Safeware, Inc.
- Tactical & Survival Specialties, Inc. (TSSI)
- WatchGuard, Inc.
- STRACK, Inc.
- Atlantic Emergency Solutions
- L.N. Curtis & Sons
- Digital Ally, Inc.
- Moser Training Solutions, LLC
- Products Unlimited, Inc.

Ten (10) Proposal were received. Using the evaluation criteria established in the RFP, five (5) were disqualified (Atlantic Emergency Solutions, L.N. Curtis & Sons, Digital Ally, Inc., Moser Training Solutions, LLC and Products Unlimited, Inc.) and the other Five (5) proposals (Federal Resources, Safeware, Inc., TSSI, WatchGuard, Inc. and STRACK, Inc.) were deemed responsive and upon evaluation, the committee elected to award to Safeware, Inc. and Mallory Safety and Supply, LLC. as the top Offerors for public safety and emergency preparedness equipment and related services.

Contract includes:

Safeware, Inc. offers a robust selection of products in public safety and emergency preparedness equipment and related services. Solution benefits include:

- Comprehensive website offering related public safety and emergency preparedness
- No minimum quantity required and no freight charges for non-hazmat shipments

Term:

Contract period from October 1, 2018 through September 30, 2023 with the option to renew to a maximum of five (5) additional (1) year periods, through September 30, 2028.

Pricing/Discount:

- Discount rate of 41% for equipment and 10% for services
- Large sales may be eligible for additional price discounts
- Offering eCommerce rebates

OMNIA Partners, Public Sector Landing Pages: <https://public.omniapartners.com/suppliers/safeware-mallory/contract-documentation>