



PUBLIC SAFETY, PREPAREDNESS, SAFETY EQUIPMENT AND SOLUTIONS
Executive Summary

Lead Agency: Port of Portland

Solicitation: 2020-9189

RFP Issued: December 29, 2020

Pre-Proposal Date: January 12, 2021

Response Due Date: February 2, 2021

Proposals Received: # 4

Awarded to: Mallory Safety and Supply LLC, Contract # 159498

The Port of Portland issued RFP 2020-9189 on December 29, 2020, to establish a national cooperative contract for Public Safety, Emergency Preparedness, Safety Equipment and Solutions.

The solicitation included cooperative purchasing language in Sections I. Overview, National Contract (RFP Page2):

The Port of Portland, as the Principal Procurement Agency, defined in ATTACHMENT A, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The Port of Portland is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on ATTACHMENT A or as otherwise agreed to. ATTACHMENT A contains additional information about OMNIA Partners and the cooperative purchasing program.

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

- Port of Portland website
- PlanetBids website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- The Herald-News, IL
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA

- Helena Independent Record, MT
- Kennebec ME Journal
- Las Vegas Review-Journal

On February 2, 2021 proposals were received from the following offerors:

- GenCore CAndeo, Ltd. DBA The Genesis Group
- Mallory Safety and Supply LLC
- Safeware, Inc.
- UWePort

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Mallory Safety and Supply LLC and proceeding with contract award upon successful completion of negotiations.

The Port of Portland, OMNIA Partners and Mallory Safety and Supply LLC successfully negotiated a contract, and the Port of Portland executed the agreement with a contract effective date of April 1, 2021.

Contract includes:

- Offering includes PPE, including all products from head-to-toe protection both ballistic and non-ballistic, head protection, eye and face, hearing, hand, body, foot, chemical/biological and explosives detection and disposal products including Total Containment Vessels (TCVs), robotic and examination tools utilizing video, X-Ray, ion and other electronic monitoring, water, and explosive disrupters.
- Diamond M Private Label is a direct-sourced safety product line and includes patented fall protection products, personal protection for hand, foot and eye, respiratory protection, hi-vis wear, traffic control and spill control.
- Offering 41% off the Mallory List Price for the Balance of Line and 10% discount off all customization services of any type.

Term:

Initial five-year agreement from April 1, 2021 through April 1, 2026 with the option to renew for two (2) additional one-year periods through April 1, 2028.