

Public Safety, Emergency Preparedness, Safety Equipment and Solutions

Proposal

RFP: 2020-9189

Agency: Port of Portland, Oregon

Due Date: February 2, 2021, 4:00 pm PST

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**Public Safety &
Emergency Response Solutions:**

Fire, Rescue & HazMat, Law
Enforcement, Government and
Industrial Safety, PPE, EOD,
CBRNE, Healthcare, Education



DUNS Number: 09-869-2130 Tax ID No: 52-1152883

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Table of Contents	i
Cross Reference Compliance Matrix.....	v
SCHEDULE 3.2.1.....	1
1.0 QUALIFICATIONS, PERFORMANCE CAPABILITY AND SUSTAINABILITY OF PROVIDER [RFP 4.1]	3
1.1 Brief History and Primary Point of Contact [RFP 4.1.1].....	3
1.2 Public Sector References [RFP 4.1.2]	4
1.3 Reputation in the Marketplace [RFP 4.1.3]	5
A. Financial Condition.....	5
B. Experience	6
1.4 Experience Working with Government Sector [RFP 4.1.4]	10
A. Complying with Agencies that use Federal Funds for Purchases	13
B. Complying with Federal Uniform Guidance (2 CFR § 200)	15
1.5 Website Information [4.1.5].....	15
1.6 Safety Record [4.1.6]	17
1.7 Past Litigation [4.1.7]	17
1.8 Any Additional Relevant Information [4.1.8]	17
2.0 QUALITY CONTROL AND PROJECT APPROACH [RFP 4.2]	18
2.1 Response to Attachment A, Exhibit A, OMNIA Partners Response for National Cooperative Contract [RFP 4.2.1]	18
2.1.1 OMNIA Scope, Requirements, Marketing, Volume, Award Basis, Objectives [RFP Exhibit A, 1.0-1.5].....	18
2.1.2 Representations and Covenants [RFP Exhibit A, 2.1]	18
2.1.2.1 Corporate Commitment [RFP Exhibit A, 2.1]	18
2.1.2.2 Pricing Commitment [RFP Exhibit A, 2.1]	19
2.1.2.3 Sales Commitment [RFP Exhibit A, 2.1]	19
2.1.3 SUPPLIER RESPONSE [RFP Exhibit A, 3.0].....	19
2.1.3.1 COMPANY [RFP Exhibit A, 3.1].....	19
2.1.3.1.A History and Experience [RFP Exhibit A, 3.1, A].....	19
2.1.3.1.B Number and Location of Salespersons [RFP Exhibit A, 3.1, B]	20
2.1.3.1.C Support Centers [RFP Exhibit A, 3.1, C]	26
2.1.3.1.D Annual Sales for 2018, 2019, and 2020 [RFP Exhibit A, 3.1, D].....	27
2.1.3.1.E Environmental Initiatives and Policies [RFP Exhibit A, 3.1, E]	27
2.1.3.1.F Diversity Programs [RFP Exhibit A, 3.1, F]	28
2.1.3.1.G Minority Certifications [RFP Exhibit A, 3.1, G]	29
2.1.3.1.H Minority Subcontractor Relationships [RFP Exhibit A, 3.1, H]	29
2.1.3.1.I How Supplier Differentiates Itself [RFP Exhibit A, 3.1, I].....	30

2.1.3.1.J	Litigation [RFP Exhibit A, 3.1, J]	31
2.1.3.1.K	Felony Conviction Notice [RFP Exhibit A, 3.1, K]	31
2.1.3.1.L	Debarment or Suspension Actions Against Supplier [RFP Exhibit A, 3.1, L]	31
2.1.3.2	DISTRIBUTION, LOGISTICS [RFP Exhibit A, 3.2]	31
2.1.3.2.A	Complete Product and Service Offering / Balance of Line [RFP Exhibit A, 3.2, A]	31
2.1.3.2.B	Supplier Proposal to Distribute Products/Services Nationwide [RFP Exhibit A, 3.2, B]	34
2.1.3.2.C	How Participating Agencies Receive Master Agreement Pricing [RFP Exhibit A, 3.2, C]	34
2.1.3.2.D	Identify All Other Companies Involved in Processing [RFP Exhibit A, 3.2, D]	35
2.1.3.2.E	Supplier's Distribution Facilities, Warehouses, and Retail Network [RFP Exhibit A, 3.2, E]	35
2.1.3.3	MARKETING AND SALES [RFP Exhibit A, 3.3]	36
2.1.3.3.A	90-Day Plan to Implement Master Agreement [RFP Exhibit A, 3.3, A]	36
2.1.3.3.B	90-Day Plan to Market Master Agreement [RFP Exhibit A, 3.3, B]	38
2.1.3.3.C	Transition Existing Public Agency Customers [RFP Exhibit A, 3.3, C]	40
2.1.3.3.D	Acknowledgement for Use of Supplier's Logo and OMNIA's Logo [RFP Exhibit A, 3.3, D]	40
2.1.3.3.E	Selling Proactively to Public Agencies Nationwide RFP Exhibit A, 3.3, E]	41
2.1.3.3.F	Training National Salesforce on Master Agreement [RFP Exhibit A, 3.3, F]	44
2.1.3.3.G	Safeware Contacts for Master Agreement [RFP Exhibit A, 3.3, G]	44
2.1.3.3.H	Structure of Safeware Salesforce [RFP Exhibit A, 3.3, H]	45
2.1.3.3.I	How Sales Teams Will Work with OMNIA Partners Team [RFP Exhibit A, 3.3, I]	45
2.1.3.3.J	Management of National Program During Term of Master Agreement [RFP Exhibit A, 3.3, I]	46
2.1.3.3.K	Top 10 Public Agency Customers [RFP Exhibit A, 3.3 J]	46
2.1.3.3.L	Supplier's Information Systems [RFP Exhibit A, 3.3, K]]	47
2.1.3.3.M	Guaranteed Contract Sales [RFP Exhibit A, 3.3, LI]	50
2.1.3.3.N	Options When Responding to a Public Agency's Solicitation [RFP Exhibit A, 3.3, M]	50
2.1.3.3.O	How Volume Will be Tracked and Reported to OMNIA [RFP 4.2.1]	51
2.2	Attachment A, Exhibit B, Administration Agreement, Exhibit F Federal Funds Certifications and Exhibit G New Jersey Compliance [RFP 4.2.2]	51
2.3	Ordering Process [RFP 4.2.3]	51
2.4	Responding to Emergency Events [RFP 4.2.4]	54
2.5	Shipping Charges [RFP 4.2.5]	51
2.6	On-Time Delivery Rate [RFP 4.2.6]	59
2.7	Average Fill Rate [RFP 4.2.7]	59
2.8	Ability to Meet Service and Warranty Needs [RFP 4.2.8]	59
2.9	Return and Restocking Policy [RFP 4.2.9]	60
2.10	Customer Service Support/Problem Resolution Process [RFP 4.2.10]	60
2.11	Invoicing Process[RFP 4.2.11]	61

2.12	Contract Implementation/Customer Transition Plan [RFP 4.2.12].....	63
2.13	Management Reports [RFP 4.2.13]	64
2.14	Describe Retail Stores [RFP 4.2.14]	65
2.15	Company's Standard Master Service Agreement [RFP 4.2.15]	65
2.16	Additional Relevant Information [RFP 4.2.16]	65
3.0	PRODUCTS/PRICING [RFP 4.3]	66
3.1	Auditable Pricing Discounts [RFP 4.3.1]	66
3.2	Availability of Pricing for All Products and Services [RFP 4.3.2]	66
3.3	Ability to Provide Customized Market Baskets [RFP 4.3.3].....	66
3.4	Equipment Offerings [RFP 4.3.4]	66
3.5	Garment Services [RFP 4.3.5].....	68
3.6	Additional Discounts for Volume, Special Manufacturer's Offers, Special Programs, etc. [RFP 4.3.6].....	68
3.7	Additional Discounts or Rebates Offered [RFP 4.3.7]	68
3.8	Special Offers or Promotions [RFP 4.3.8].....	69
3.9	Additional Information to Enhance and Add Value to Contract [RFP 4.3.9]	69
3.10	How Customers Verify they are Receiving Contract Pricing [RFP 4.3.10]	69
3.11	Payment Methods Offered [RFP 4.3.11].....	70
3.12	Payment Terms [RFP 4.3.12].....	70
3.13	Credit Card Payments [RFP 4.3.13]	70
3.14	Proposed Frequency of Updates to Pricing Structure [RFP 4.3.14]	70
3.15	How Future Products are Priced and Aligned with Proposed Contract Pricing [RFP 4.3.15]	71
3.16	Additional Relevant Information [RFP 4.3.16]	71
3.17	Submit Completed Price Proposal Form Pricing Market Basket (Schedule 1) [RFP 4.3.17]	71
3.18	Balance of Line/Comprehensive Product Offering [RFP 4.3, page 14]	72
3.19	Any Proposed Deviations from General Requirements of RFP [RFP 4.3, page 15].....	72
4.0	SMALL BUSINESS ENTERPRISE PROGRAM [RFP 4.4]	72
4.1	Is Provider Certified as a Small Business [RFP 4.4]	72
4.2	Provider's Experience in Promoting Small Business Participation [RFP 4.4]	72
4.3	Certified Small Businesses with Contractual Relationship [RFP 4.4]	73
4.4	Small Business Goal Percentage [RFP 4.4]	74
4.5	Work Plan for Work Subcontracted to Small Businesses [RFP 4.4]	74
ATTACHMENT 1 Safeware Products and Services Offering		
ATTACHMENT 2 Safeware Pricing		
ATTACHMENT 3 Safeware Credit Report		
ATTACHMENT 4 OMNIA Administration Agreement		

ATTACHMENT 5 OMNIA Exhibit F Federal Funds Certifications

ATTACHMENT 6 OMNIA Exhibit G New Jersey Business Compliance

ATTACHMENT 7 Safeware Line Cards

APPENDIX A Safeware Catalogs for Market Basket

Cross Reference Compliance Matrix

The following compliance matrix has been compiled to ensure ease of evaluation and underscore Safeware's commitment to full compliance with all requirements outlined in the RFP. We have also embedded the RFP requirements directly into our response in light green text boxes to make it easier for the evaluators to evaluate our compliance with the RFP.

Cross Reference Compliance Matrix	
RFP REQUIREMENTS	PARAGRAPH (P) / PAGE
Schedule 3.2.1	Page 1
4.1 Qualifications, Performance Capability and Sustainability of Provider	(P) 1.0 / Page 3
4.1.1 Brief History and Primary Point of Contact	(P) 1.1 / Page 3
4.1.2 Public Sector References	(P) 1.2 / Page 4
4.1.3 Reputation in the Marketplace	(P) 1.3 / Page 5
4.1.3 A. Financial Condition	(P) 1.3 A / Page 5 Attachment 3
4.1.3 B. Experience	(P) 1.3 B / Page 6
4.1.4 Experience Working with Government Sector	(P) 1.4 / Page 10
4.1.4 A Complying with Agencies that use Federal Funds for Purchases	(P) 1.4 A / Page13
4.1.4 B Complying with Federal Uniform Guidance 2 CFR § 200	(P) 1.4 B / Page 15
4.1.5 Website Information	(P) 1.5 / Page 15
4.1.6 Provider's Safety Record	(P) 1.6 / Page 17
4.1.7 Past Litigation	(P) 1.7 / Page 17
4.1.8 Any Additional Relevant Information	(P) 1.8 / Page 17
4.2 Quality Control and Project Approach	(P) 2.0 / Page 18
4.2.1 Response to Attachment A, Exhibit A, OMNIA Partners Response for National Cooperative Contract	(P) 2.1 / Page 18 (P) 2.1.3.3.O / Page 51
Exhibit A, 1.0 Scope of National Cooperative Contract	(P) 2.1.1 / Page 18
1.1 Requirement	(P) 2.1.1 / Page 18
1.2 Marketing, Sales and Administrative Support	(P) 2.1.1 / Page 18
1.3 Estimated Volume	(P) 2.1.1 / Page 18
1.4 Award Basis	(P) 2.1.1 / Page 18
1.5 Objectives of Cooperative Program	(P) 2.1.1 / Page 18
Exhibit A, 2.0 Representations and Covenants	(P) 2.1.2 / Page18
2.1 Corporate Commitment	(P) 2.1.2.1 / Page18
2.2 Pricing Commitment	(P) 2.1.2.2 / Page 19
2.3 Sales Commitment	(P) 2.1.2.3 / Page 19
Exhibit A, 3.0 Supplier Response	(P) 2.1.3 / Page 19
3.1 Company	(P) 2.1.3.1 / Page 19
A. History and Experience of Supplier	(P) 2.1.3.1.A / Page 19
B. Total Number and Location of Sales Persons	(P) 2.1.3.1.B / Page 20

C. Number and Location of Support Centers	(P) 2.1.3.1.C / Page 26
D. Annual Sales for Three Previous Years	(P) 2.1.3.1.D / Page 27 Attachment 3
E. Green or Environmental Initiatives or Policies	(P) 2.1.3.1.E / Page 27
F. Diversity Programs or Partners	(P) 2.1.3.1.F / Page 28
G. Minority Certifications	(P) 2.1.3.1.G / Page 29
H. Minority Subcontractor Relationships	(P) 2.1.3.1.H / Page 29
I. How Supplier Differentiates Itself	(P) 2.1.3.1.I / Page 30
J. Litigation	(P) 2.1.3.1.J / Page 31
K. Felony Conviction Notice	(P) 2.1.3.1.K / Page 31
L. Debarment or Suspension Actions Against Supplier	(P) 2.1.3.1.L / Page 31
3.2 Distribution, Logistics	(P) 2.1.3.2 / Page 31
A. Complete Product and Service Offering/Balance of Line	(P) 2.1.3.2.A / Page 31 Attachments 1, 2 & 7
B. Supplier Proposal to Distribute Products/Services Nationwide	(P) 2.1.3.2.B / Page 34
C. How Participating Agencies Receive Master Agreement Pricing	(P) 2.1.3.2.C / Page 34
D. Identify All Other Companies Involved in Processing	(P) 2.1.3.2.D / Page 35
E. Supplier's Distribution Facilities, Warehouses, Retail Network	(P) 2.1.3.2.E / Page 35
3.3 Marketing and Sales	(P) 2.1.3.3 / Page 36
A. 90-Day Plan to Implement Master Agreement	(P) 2.1.3.3.A / Page 36
B. 90-Day Plan to Market Master Agreement	(P) 2.1.3.3.B / Page 38
C. Transition Existing Public Agency Customers	(P) 2.1.3.3.C / Page 40
D. Acknowledgement for Use of Supplier's Logo and OMNIA Logo	(P) 2.1.3.3.D / Page 40
E. Selling Proactively to Public Agencies Nationwide	(P) 2.1.3.3.E / Page 41 Attachment 7
F. Training National Salesforce on Master Agreement	(P) 2.1.3.3.F / Page 44
G. Supplier Contacts for Master Agreement	(P) 2.1.3.3.G / Page 44
H. Structure of Supplier Salesforce	(P) 2.1.3.3.H / Page 45
I. How Sales Teams Will Work with OMNIA Partners Team	(P) 2.1.3.3.I / Page 45
I. Management of National Program During Term of Agreement	(P) 2.1.3.3.J / Page 46
J. Top 10 Public Agency Customers	(P) 2.1.3.3.K / Page 46
K. Supplier's Information Systems	(P) 2.1.3.3.L / Page 47
L. Guaranteed Contract Sales	(P) 2.1.3.3.M / Page 50
M. Options When Responding to a Public Agency's Solicitation	(P) 2.1.3.3.N / Page 50
4.2.2 Sign and Propose Exceptions to Attachment A, Exhibit B, OMNIA Partners Administration Agreement, Exhibit F Federal Funds Certifications and Exhibit G New Jersey Compliance	(P) 2.2 / Page 51 Attachments 4, 5 & 6
4.2.3 Ordering Process	(P) 2.3 / Page 51
4.2.4 Responding to Emergency Events	(P) 2.4 / Page 54
4.2.5 Shipping Charges	(P) 2.5 / Page 58
4.2.6 On-Time Delivery Rate	(P) 2.6 / Page 59
4.2.7 Average Fill Rate	(P) 2.7 / Page 59
4.2.8 Ability to Meet Service and Warranty Needs	(P) 2.8 / Page 59

4.2.9 Return and Restocking Policy	(P) 2.9 / Page 60
4.2.10 Customer Service Support/Problem Resolution Process	(P) 2.10 / Page 60
4.2.11 Invoicing Process	(P) 2.11 / Page 61
4.2.12 Contract Implementation/Customer Transition Plan	(P) 2.12 / Page 63
4.2.13 Management Reports	(P) 2.13 / Page 64
4.2.14 Retail Stores in Place	(P) 2.14 / Page 65
4.2.15 Company's Standard Master Service Agreement	(P) 2.15 / Page 65
4.2.16 Additional Relevant Information	(P) 2.16 / Page 65
4.3 Products/Pricing	(P) 3.0 / Page 66
4.3.1 Auditable Pricing Discounts	(P) 3.1 / Page 66
4.3.2 Availability of Pricing for All Products and Services	(P) 3.2 / Page 66
4.3.3 Ability to Provide Customized Market Baskets	(P) 3.3 / Page 66
4.3.4 Equipment Offerings	(P) 3.4 / Page 66
4.3.5 Garment Services	(P) 3.5 / Page 68 Attachment 2
4.3.6 Additional Discounts for Volume, Special Manufacturer's Offers, Special Programs, etc.	(P) 3.6 / Page 68
4.3.7 Additional Discounts or Rebates Available	(P) 3.7 / Page 68
4.3.8 Special Offers or Promotions	(P) 3.8 / Page 69
4.3.9 Additional Information to Enhance and Add Value to Contract	(P) 3.9 / Page 69
4.3.10 How Customers Verify They are Receiving Contract Pricing	(P) 3.10 / Page 69
4.3.11 Payment Methods Offered	(P) 3.11 / Page 70
4.3.12 Payment Terms	(P) 3.12 / Page 70
4.3.13 Credit Card Payments	(P) 3.13 / Page 70
4.3.14 Proposed Frequency of Updates to Pricing Structure	(P) 3.14 / Page 70
4.3.15 How Future Products are Priced and Aligned with Proposed Contract Pricing	(P) 3.15 / Page 71
4.3.16 Additional Relevant Information	(P) 3.16 / Page 71
4.3.17 Submit Completed Price Proposal Form Pricing Market Basket (Schedule 1)	(P) 3.17 / Page 71 Attachment 2 Appendix A
Page 14 of RFP, Balance of Line/Comprehensive Product Offering	(P) 3.18 / Page 72 Attachment 2
4.4 Small Business Enterprise Program	(P) 4.0 / Page 72
· Is Provider Certified as a Small Business	(P) 4.0 / Page 72
· Provider's Experience in Promoting Small Business Participation	(P) 4.0 / Page 72
· Certified Small Businesses with Contractual Relationships	(P) 4.0 / Page 73
· Small Business Goal Percentage	(P) 4.0 / Page 74
· Work Plan for Work Subcontracted to Small Businesses	(P) 4.0 / Page 74

SCHEDULE 3.2.1**PORT OF PORTLAND****PROPOSAL FORM**

Schedule PROPOSAL FORM

Solicitation Number 2020-9189

The Provider named below submits this proposal in response to the Port's Request for Proposals (RFP) for the contract named above.

The Provider warrants that the Provider has carefully reviewed the RFP and that this proposal represents the Provider's full response to the requirements described in the RFP. The Provider further warrants that if this proposal is accepted, the Provider will contract with the Port, agrees to all terms and conditions found in the attached sample contract, and will provide all necessary labor, materials, equipment, and other means required to complete the work in accordance with the requirements of the RFP and contract documents.

The Provider further warrants that the Provider has not and will not discriminate, in violation of ORS 279A.110, or any other local, state or federal law, against any minority, women service-disabled veteran or emerging small business enterprise or other protected individuals, in the development or presentation of this proposal, or in obtaining any required subcontract.

The Provider attests in connection with this solicitation that, as provided under ORS 279B.110(2), Provider has complied with the tax laws of the State of Oregon or a political subdivision of the State of Oregon, including ORS 305.620 and chapters 316, 317 and 318.

The Provider hereby acknowledges the requirement to carry or indicates the ability to obtain the insurance required in Section [##] of the sample contract, attached to the RFP as Schedule 1.2.

Indicate in the affirmative by initialing here:  _____

The Provider hereby acknowledges receipt of Addendum Nos. 1 _____, _____, _____, _____ to this RFP.



Name of Provider: Safeware, Inc.

Business Address: 4403 Forbes Blvd.

Lanham, MD 20706

Telephone Number: 301-683-1212

Fax Number: 301-683-1200

Email Address: mpelfrey@safewareinc.com

Authorized Signature: 

Printed/Typed Name: Mary Pelfrey

Title: Sr. Director Government Contracts

Date: 02/01/2021

1.0 QUALIFICATIONS, PERFORMANCE CAPABILITY AND SUSTAINABILITY OF PROVIDER [RFP 4.1]

- 1.1 Provider shall provide a brief history of the Provider and its organization. Include the Principal or Officer of the organization who will be the Port's primary point of contact during clarifications or negotiations. This individual must have the authority to clarify and/or negotiate all aspects of the scope of work on behalf of the Provider. [RFP 4.1.1]

Safeware, Inc. is a nationally-recognized industry leader in distributing and servicing Public Safety and Emergency Preparedness Equipment and Solutions. We have been the contract holder since July 2011 for the OMNIA Partners contract through Fairfax County, Virginia, which was previously the U.S. Communities National Cooperative Purchasing Agreement.

Safeware, founded in 1979, has spent over forty years protecting workers in their place of business. Beginning as an industrial safety company, we shifted our focus in the nineties to governmental agencies and are proud to have been among the earliest companies to support our nation's infrastructure in the fledgling homeland security market. We helped responders at both Ground Zero in New York and at the Pentagon during the aftermath of the 9/11 emergencies.

In 1981, we established our Technical Services division to provide quality service for those more technical products that require regular care and maintenance. Today we are trusted by key government agencies and Fortune 500 companies to keep their critical equipment operating, and their personnel protected.

In 1999, responding to customers and suppliers' requests, we created the Fire & Rescue Division. Today, Safeware focuses on supplying products and services to fire & rescue, federal and local government, law enforcement, military, and all forms of first responders. We are a trusted partner to those for whom failure is not an option.

Safety and service are what we do but, *Response* is who we are. Safeware has a well-established reputation as the "go-to" Company when customers need us most. We responded to the events of 9/11 with personnel and material arriving on the scene in New York City and at the Pentagon within hours. We are proud of our ability to play such a significant role in supporting our country's first responders. Safeware has also provided material and support for many other crises, including multiple anthrax incidents, oil spills, bombings, natural disasters, and the current COVID-19 pandemic. No matter the size of an emergency, we work hard to help our customers in their times of need.

Since our national cooperative contract award in 2011, our business focus is on State and Local governments. Government customers make up 80% of our sales, and these are primarily in State and Local markets.

PRIMARY POINT OF CONTACT FOR CLARIFICATIONS AND NEGOTIATIONS

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1.2

Provide a minimum of 5 current public sector references similar in size to the Port of Portland and in relation to the scope of this RFP. Include entity name, contact name and title, contact phone and email, city, state, years serviced, description of services and annual volume. [RFP 4.1.2]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

1.3 What is your reputation in the marketplace? [RFP 4.1.3]

- A. Describe the financial condition of Provider.
- B. Describe Provider's experience in providing the products and service in the marketplace.

A. FINANCIAL CONDITION

Safeware is a privately held company that has been in business for over 40 years and maintains a strong financial position. Original Safeware shareholders hold the majority of the Company's stock. No single shareholder owns more than 50% of Company stock, and all shareholders are citizens of the U.S.

Safeware has been profitable in eight of the last ten years enjoying record profitability from 2018-2020. Last year, 2020, was the most profitable year in the Company's 41-year history. Safeware's balance sheet is strong with a current ratio of 1.25, a reliable indication of our ability to balance company assets, liabilities, and owner's equity.

Safeware's financial statements are reviewed by a recognized, award-winning accounting firm. Upon request, we are willing to provide a letter from this firm and our banking partner, Wells Fargo, regarding our financial strength.

We have also included a copy of our Credit Report as Attachment 3 of this response.

B. PROVIDER'S EXPERIENCE

Safeware helps Participating Public Agencies leverage the OMNIA Partners national cooperative contract's buying power to save time and money without sacrificing the quality of products or services for mission-critical work. Forty years ago, we were a local industrial safety company. Today, because of our work for the past 20 years, we are a national public safety and emergency preparedness company that offers a full spectrum of products and services, with sales revenues at close to \$200 million. We process thousands of inquiries, orders, and shipments, primarily for State and Local government customers. We are also a respected resource for the Federal government and large industrial and other commercial customers. Our goal is to continue to grow this contract as the premier contract vehicle for States, Cities, Counties, and other Participating Public Agencies.

Driving Positive Change Thru Technology. Safeware keeps track of all operations and performance metrics using the Epicor P21 ERP system and MITS Distributor Analytics. This system provides us with end-to-end distribution management, from customer experience to eCommerce, inventory and supply chain, warehouse management, finance and accounting, and business intelligence. OMNIA Partners benefits from our ability to successfully manage tens of thousands of transactions without incident and our ability to generate customized reports.

Table 1.3-1 demonstrates the volume of transactions we process for public safety and emergency preparedness equipment and solutions for our customers.

Table 1.3-1 Safeware, Inc. Epicor P21 ERP Transactions

Epicor P21 Transactions	2018	2019	2020
AR Invoices	68,247	85,105	81,120
AP Invoices	48,762	61,342	53,044
Sales Orders	63,702	80,258	73,878
Service Orders	2,057	1,822	1,629
Purchase Orders	38,525	50,827	40,862
Warehouse Shipments	36,533	40,587	47,160
Drop Shipments	31,714	44,518	33,960
Receiving Jobs	44,628	57,144	48,636

Logistics is our Specialty. Our team, from sales, customer service, purchasing, and warehousing, to inventory control, works together to ensure your products are delivered on-time when you need them.

Safeware employs purchasing software that tracks customer requirements based on historical usage data. We maintain relationships and buying power with best-in-class vendors in each of the vertical markets that we serve. Our warehouses utilize a fully automated warehouse management system integrated with our ERP system to provide real-time information regarding inventory and customer orders.

Whether the order is a small purchase via a credit card or a large requirement during a national emergency, every order is handled with the same logistical infrastructure.

We are experts in the complex transactions that make up your business.

Table 1.3-2 Safeware Volume for 2020

Month 2020	SALES ORDERS	PRODUCTS/ EQUIPMENT
January	6,943	15,661
February	5,236	14,282
March	6,653	16,943
April	10,326	17,839
May	7,411	15,505
June	6,493	17,204
July	6,125	15,995
August	5,611	14,738
September	5,255	15,195
October	4,929	15,175
November	4,150	11,930
December	4,746	14,288

Our Product Offering is Broad and Diverse. We work with the best manufacturers and suppliers in the industry to ensure you have access to an extensive selection of public safety and emergency preparedness products and solutions. Safeware's diverse vendor base encompasses over a thousand individual vendors comprised of safety, law enforcement and Special Forces, fire and rescue, emergency and first aid, surveillance and physical security manufacturers, and others. We utilize these relationships to offer our customers a variety of products to meet their specific needs and preferences. We save our customers time by being a single source for all their public safety needs, with the ability to combine multi-vendor requirements into one purchase. Safeware had many customers during recent emergencies following the Coronavirus outbreak who needed a full range of products, including gloves, coveralls and respirators, and face shields. Safeware provides a steady flow of these in-demand items against these large and diverse purchases, ensuring that our customers have the protective equipment they need in this time of national emergency. A combination of our unified buying power along with our market expertise and knowledgeable staff make us excellent solution providers.

We are experts in the market and hold relationships with the most popular brands in public safety as well as many specialized vendors. We work with end-users to find unique solutions to match our

customers' needs and often work closely with the manufacturer to develop specific items or kits that fit these needs.

Safeware identifies and trains with relevant manufacturers on their products in each respective public safety channel and regularly includes manufacturer experts on joint calls, demos, in-person meetings, and presentations with interested end-users. Trial and Evaluation programs are also made available to customers with similar products from multiple manufacturers so customers can feel confident with their final purchasing decision. Manufacturers included encompasses virtually Safeware's entire catalog.

We consult with our extensive end-user customer base to stay updated on new technology they are using to make them available to other end-users through our OMNIA contract. Safeware ensures there are multiple manufacturer options under popular categories to give end-users the best opportunity to make informed decisions that suit their specific agency's needs.

One great example of this occurred when the Department of Fire Services in Massachusetts needed new training buildings for their facility. Safeware worked with several manufacturers and gathered their proposals for the new training buildings. DFS was able to obtain the best solution for their requirement, create competition among manufacturers, and utilize the ultimate convenience of the cooperative contract.

Best in Class Family of People. Safeware understands that even the best technical solution still requires the best, most experienced people available to coordinate all facets of the program – from overall management to detailed support and technical refresh. We continue to strengthen our longstanding relationships and to forge new relationships to remain current, through collaboration and trust with manufacturers, distributors, and suppliers. We continue to add to our sales force, both internally and externally, to promote the OMNIA contract. Our team has worked diligently for the last nine years and will continue to actively sign up new Participating Public Agencies to the Master Agreement. We will continue to drive success through marketing, sales outreach, and by delivering on our promises to customers who rely on us to be “on-point” in a time of crisis or need.

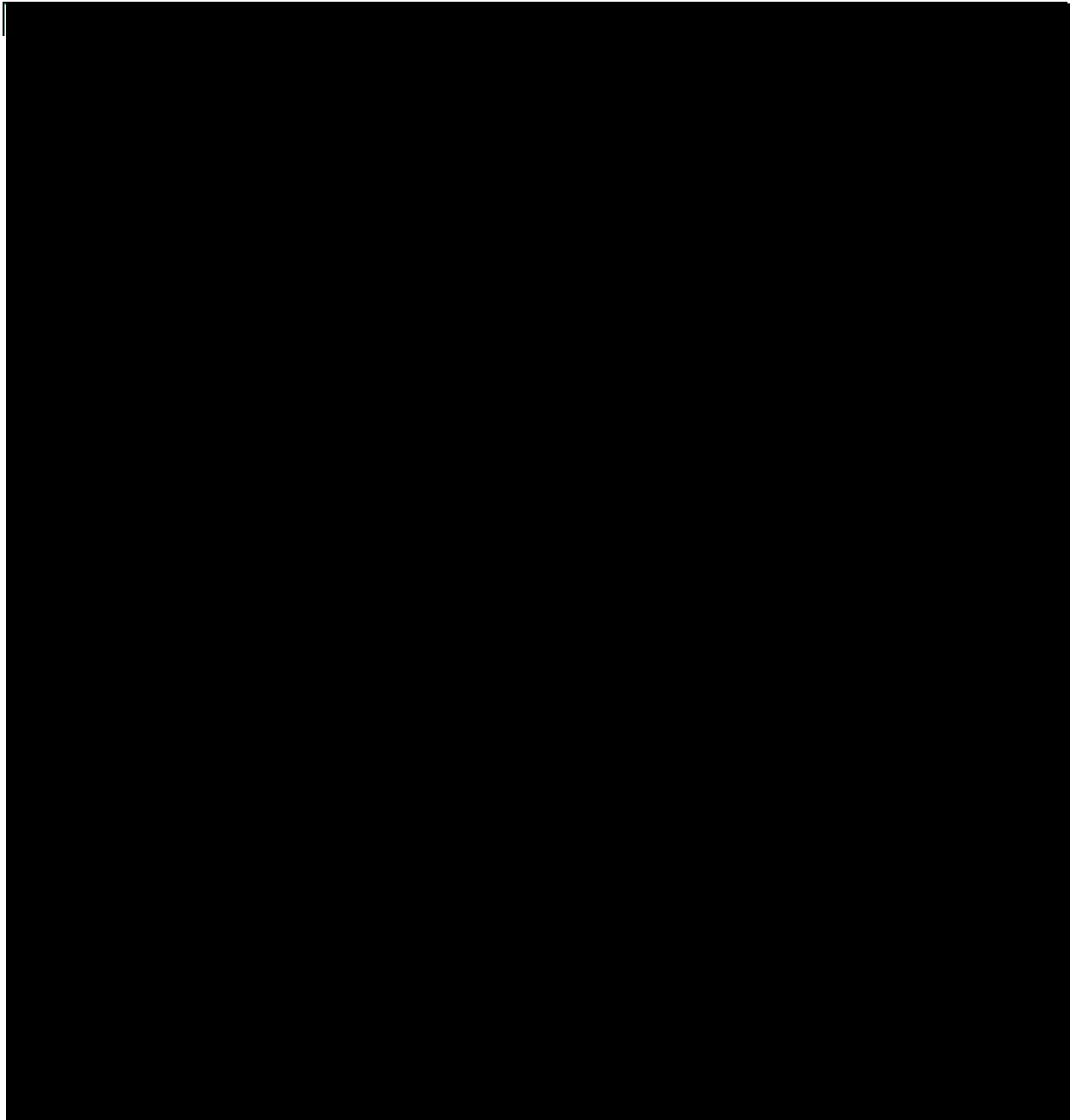
We are proud to supply our first responders and others in the public safety industry with the equipment necessary for them to go to work every day and come home safely. Executive leadership fully supports the commitment of such a contract and serves as an example of dedication to the job. We have many personnel dedicated full time to support the contract and many employees have experience with OMNIA outside of Safeware's current contract. Our teams are knowledgeable concerning grant fulfillment and can support complex requirements with short deadlines. We work closely with procurement and understand their pain points. This deep dedication to serving our customers is seeded in the corporate culture promoted by our executives.

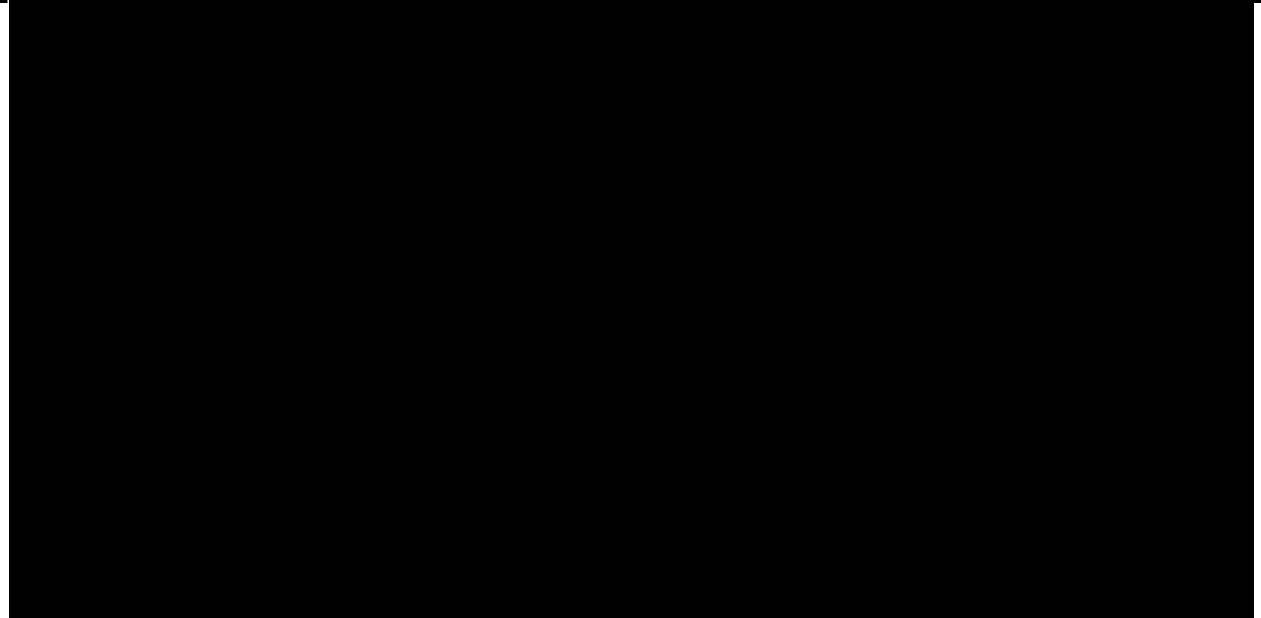
Everyone in the Company currently participates in supporting the OMNIA contract. Leadership regularly participates in quarterly reviews with OMNIA managers and attends the annual OMNIA Connections Conference. We report to our staff the progress of the contract's revenue towards our yearly OMNIA goals and hold periodic meetings to review contract sales strategies, offer continuous education of OMNIA contract benefits and best practices, as well as to introduce and train employees on new manufacturers and products that support the contract's category of items.

Our customer service team is knowledgeable and experienced in supporting government customers. Quotes always reference the relevant contract detail, and customers are assured of receiving the eligible contract pricing. Customer Service Representatives are trained on the OMNIA contract and receive regular product training to ensure support of contract objectives.

Safeware has invested in a bright group of experienced people to lead and manage the contract to its potential. Table 1.3-3 outlines the qualifications of our day-to-day account team that manages the tactical aspects of the contract and our executive team that leads the strategy and provides guidance for the contract.

Table 1.3-3 Organizational Experience at a Glance

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Please note that these numbers do not include the extensive years of experience of our inside and outside sales teams whose specialty is State and Local governments. We would be happy to provide this information should OMNIA require it.

- 1.4 Describe experience working with the government sector [RFP 4.1.4]
- a. Describe your ability to comply with public agencies that use federal funds for purchases.
 - b. Describe Providers experience in complying with Federal Uniform Guidance (2 CFR § 200) when Participating Public agencies are receiving and using federal funds for purchases

EXPERIENCE WITH GOVERNMENT SECTOR

Ready to Mobilize 24/7. Safeware understands the responsive requirements needed for governments. We are accustomed to responding to needs of all kinds. When disaster strikes, we are there to help agencies recover. We are on-call 24/7 with products and solutions to rapidly deliver supplies to agencies in need during natural and homeland disasters, crises, pandemics, and any other emergency that may arise. Here are examples of how we mobilize in an emergency.

State of Massachusetts

Safeware has worked closely with many contacts at the State of Massachusetts since the OMNIA contract was bridged in 2016. One recent success was the need for State Emergency Management to purchase kits and trailers for sheltering residents in an emergency. While the preparations for the purchase had taken place over many years, the money became available in January 2018 with a delivery required in April that same year. A meeting took place and fortunately, Safeware has experience with this type of kit and trailers before. Two weeks after the initial meeting, the quotes were finalized, and two days after that, purchase orders were created enabling the State to meet their deadlines.

State of Michigan

Safeware was contacted in August of 2014 by representatives of the State of Michigan Department of Technology, Management and Budget. The state had been surprised by terrible flooding, forcing many residents from their homes and causing widespread damage. The State sent over an equipment list of flood clean up items, hoping that Safeware could somehow source thousands of each of these items. This contact took place on a Saturday morning as volunteers were being mobilized already for the clean-up. Safeware contacted a key contract partner regarding the supplies, and it was immediately recognized that the listed components actually were parts of a kit that listed on the OMNIA contract pricing for that vendor, Propac. This kit is manufactured for the American Red Cross and Salvation Army, among others. The State arranged for the purchase of a full truckload of kits, which were loaded on a truck in South Carolina and dispatched on Sunday morning to the flood sites in Michigan. Local governments in the affected area also requested kits after speaking with the State, and as registered OMNIA customers, the County was able to purchase several pallets on their own to augment the clean-up.

This success story was presented by Safeware, along with a representative of the State of Michigan, to the Homeland Security Advisory Council of the National Governors Association in 2015.

Miami Dade County, Florida

The whole country received a big scare in 2016 with an outbreak of the Zika virus, and in August of that year, cases were reported in South Florida. Miami Dade County, a great customer of Safeware on the OMNIA contract, sprang into action and began to procure emergency supplies such as insect repellent, wipes and sprays to protect employees and the public. Safeware was able to source all the required products and coordinate emergency deliveries to support the response. Safeware also provided Miami Dade with products during the hurricanes of 2017, working around the clock with County representatives during the preparations and aftermath.

Being Responsive is More than Responding quickly in Times of Disaster. We also respond to changes in the market, always looking for the latest products to solve today's problems. Safeware invites manufacturers to regularly scheduled sales meetings to introduce new technology and product offerings and train our sales teams on presenting the options to our growing customer base. We attend numerous trade shows with the intent not only to make new contacts, but to find new and innovative products that will meet end users' needs.

Safeware also presents jointly at various shows and conferences along with manufacturers to aid in product demonstration and customer meetings. These shows are opportunities to increase our customer base, spread our knowledge of the various public safety markets, and promote the OMNIA contract vehicle. A full listing of the shows we typically attend in non-pandemic years will be shared later in this proposal.

We Prepare You for Every Day. Safeware understands you need to run your organization smoothly each day and we supply you with the day-to-day needs to keep your community safe. We also help you plan and be prepared for events in your jurisdiction.

National Conventions

Safeware supported the City of Cleveland in the purchase of public safety equipment in preparation for the 2016 Republican National Convention. Difficulties in the acquisition of federal funds as well as other

hurdles put the City in the challenging position of having to purchase product to protect thousands of officers with only a few short weeks to complete the purchases and have the products delivered. Many products also required fitting and training, further increasing the lead time. Fortunately, the City had passed a resolution making the Safeware OMNIA contract an option for these purchases. Safeware worked closely with the City Procurement staff as well as the command staff from fire and police assigned to the event to ensure that all of the products were delivered, and that training and fitting took place in time for the big event. Safeware was also honored to provide products to the City of Philadelphia for the 2016 Democratic National Convention, and we also supplied many products to the City of Tampa for the convention which was held there in 2012.

Washington, DC

Washington, DC, Office of Contracts and Procurement had a seemingly impossible task in procuring emergency supplies for the January 2017 Presidential Inauguration. Funds became available for long lead time items with only a few short weeks until the big event. Fortunately, DC had been utilizing Safeware and the OMNIA contract, allowing us to work together to get the mission critical items in the hands of the police department just in time for the Inauguration.

Cobb County, Georgia

Consider these excerpts from a government publication, regarding the teamwork of Safeware with Cobb County, GA Procurement to address purchases needed in time for the grand opening of SunTrust Park in 2017:

As opening day plans for the new Atlanta Braves Stadium, SunTrust Park, were being finalized, public safety leaders were completing the traffic and security measures to be implemented around the SunTrust Park area. On opening day, April 14th, officials would be implementing their well-planned processes and procedures to ensure traffic flowed smoothly and the safety of the thousands of visitors attending the game was secure.

Critical to the implementation of these plans was a list of items that needed to be purchased and delivered prior to opening day. The Police Department had several meetings with Bill Thomas, Supervisor of General Purchasing for Cobb County to outline their supplies and specifications. Some of the requirements included more than 1,000 safety cones, metal barricades, golf carts, Polaris all-terrain vehicles, safety balloons, generators and covered trailers – representing thousands of dollars.

The first pitch date was approaching and Bill needed to ensure that the procurement of the extensive list proceeded smoothly. To do this, he turned to two U.S. Communities contracts: Safeware for the majority of the public safety items and Club Car for the golf carts.

Joe proposed the cooperative contracts to the public safety team. “Using these contracts would save a lot of time by eliminating the need for an RFP and I knew we would get their lowest pricing,” said Joe. “Everything that was needed was available through these two contracts which really streamlined the entire process.”

Arriving at opening day without these items was not negotiable. Before proceeding, Joe had several meetings with Safeware to ensure the items they needed were covered under the contract and would be delivered by the designated dates. "I was most concerned with the Polaris vehicles since they were the most expensive items. I wanted absolute confirmation there would be no issues with the purchase. Sometimes when working with a vendor, you start the process and then find out a particular item is not available or can't be delivered by the needed date." stated Joe. "Working with Safeware went as smoothly as it could have gone."

As an Advisory Board member for U.S. Communities, Cobb County is familiar with the advantages of utilizing U.S. Communities contracts. The solicitation process by a lead public agency is similar to the Cobb County purchasing process so the requirements for a competitive bid are met. Being able to utilize a cooperative contract streamlines the entire purchasing process and eliminates the time needed for an RFP. U.S. Communities has rigorous supplier commitments to ensure their supplier partners offer their best government pricing. "Using U.S. Communities, we knew we were getting the most competitive pricing," said Joe.

Safeware enjoys a good relationship with Cobb County, and SunTrust Park is just another example of our work with procurement professionals to meet deadlines with important public safety purchases.

We engage regularly with procurement, purchasing managers, and buyers to assist with current and upcoming projects to help bridge the gap between the specific technical needs of the end users and the need for a convenient way to purchase on the procurement side.

A. COMPLYING WITH AGENCIES THAT USE FEDERAL FUNDS FOR PURCHASES.

Safeware has extensive experience regarding compliance with 2 CFR § 200, the guidelines for spending federal dollars. NFE (Non-Federal entities, Cities, Counties, and States) are required to develop a local policy that they can review and audit to ensure compliance with the new standards. This policy is the basis for review by an outside federal partner with whom the NFE has engaged in a cooperative agreement. Moreover, each federal agency issues their own guidelines for their own grant recipients. This means that the guidelines for spending grant dollars vary from grant to grant, based on the federal agency that administers the grant funding. Additionally, it means that the guidelines change based on the policies that have been developed by state and local agencies. Each municipality will have an overall policy for all federally funded purchases. They may use the same policy that they use for non-federal purchases, however, all other NFE's must develop a specific local policy to address 2 CFR § 200. These policies are expected to conform with State and local laws and 2 CFR § 200 317-200.326. What this means is that Safeware must have knowledge of the policies of each customer spending federal dollars, and we must comply with those policies.

2 CFR § 200 318 contains language regarding conflict of interest of those who are administering awards for federal dollars. Those conflicts of interest include awards to family members and a prohibition of gifts and gratuities from awardees. There must be oversight to ensure compliance and a policy prohibiting such corruption in the NFE procurements. Even the appearance of partiality is to be avoided.

Safeware is aware of these guidelines, and we take responsible actions to ensure that we are compliant with these requirements.

All procurements must be awarded based on “full and open competition”. Safeware is able to offer items that are available on contracts where the award was a result of full and open competition. (Such as the contract that this response is being submitted for.) Federal guidelines of 2 CFR § 200 state that no statutory geographical requirements on a contract are to be used.

2 CFR § 200 326 requires specific provisions in any contract award by the NFE, including remedies for contractor noncompliance and nonperformance, termination clauses, Equal Employment Opportunity, Davis Bacon Act, Contract Work Hours and Safety Standards Act, Rights to Inventions, Clean Air Act, Byrd Anti Lobbying, Debarment and Suspension. Safeware warrants that, as a component of our response to this solicitation, we are compliant with these acts and clauses.

FEMA issued its Procurement Guidance for Recipients and Sub recipients Under 2 CFR § 200 (Uniform Rules) on June 21, 2016. Here are some highlights;

- Chapter IV, Section IV-4, encourages the NFE (Non-Federal Agency) to consider the benefits of a joint procurement. The description of a joint procurement accurately reflects competitively awarded national cooperatives such as the OMNIA contracts.
- Chapter IV, Section IV 16, number 11, encourages the use of State and Local Intergovernmental agreements. FEMA describes the use of joint procurements and purchasing contracts and reminds organizations that the uniform rules in 2 CFR § 200 “encourage an NFE to enter into state and local intergovernmental agreements where appropriate for procurement... “to foster greater efficiency”. Organizations are encouraged to use contracts, such as an OMNIA contract.
- Chapter V speaks to competition, reiterating full and open contracts for all awards. Safeware competes in nationally advertised solicitations, competed vigorously by a lead public agency, such as the RFP for which this response is being prepared. This results in contract vehicles that comply with federal guidelines and can be utilized to gain efficiencies, as recommended by FEMA.
- Chapter IV, section 3, again encourages the use of joint procurements such as OMNIA Partners.

The uniform guidelines do require specific language that will affect the way that organizations spend federal dollars. They include important guidance, which are summarized in this response. These guidelines also strongly encourage the use of cooperative contracts. Here are the key points to consider regarding a Safeware OMNIA contract:

- Safeware’s OMNIA contract has been awarded as a result of fair and open competition;
- The contracts are nationally advertised;
- The contracts are awarded by a government agency. Should we receive an award for this solicitation, our contract will be awarded by the Port of Portland Oregon; and
- All OMNIA contracts contain language enabling every local agency to include any terms and conditions that they require in the contract adoption with an OMNIA supplier. So, each organization can add any language that they believe will best support the new uniform guidelines to their local contract that bridges the OMNIA contract.

We work with customers daily on meeting their complex requirements and critical timeframes due to grant deadlines. Safeware has been diligent job about making this contract available to agencies in grant-funded regions. All departments throughout Safeware are trained and acutely aware of the sensitivity for grant deadlines and we work together to help ensure all customers receive items on time.

Safeware leverages its manufacturer relationships to meet customer's often tight deadlines to ensure product arrives on time and all paperwork is in order to fulfill grant requirements otherwise the customer loses their funds. The consistent delivery on these critical commitments throughout the span of the contract period has earned Safeware the reliable reputation and trust that agencies depend on to meet their deadlines resulting in repeat large scale purchases.

B. PROVIDERS EXPERIENCE IN COMPLYING WITH FEDERAL UNIFORM GUIDANCE (2 CFR § 200)

Our response to the question above regarding our knowledge and experience of complying with agencies who are spending federal dollars illustrates our extensive knowledge and experience regarding 2 CFR § 200. Safeware handled well over \$100 million in federally funded purchases by State and Local agencies in 2020.

- 1.5 Provide a website link in order to review website ease of use, availability, and capabilities related to ordering, returns and reporting. Describe the website's capabilities and functionality. [RFP4.1.5]

Safeware's online website is www.safewareinc.com. To access OMNIA search features and current contract pricing, please use the following username and password:

Username:

Password:



Any customer can register for an account that allows them to shop our extensive online items and place orders. Ordering directly from our website is easy and is intended to give you a typical consumer shopping experience.

To begin, go to the website and sign in. This is also where a user would register to get a username and password.

Help Feature

As a first-time user (or at any point in time), you can go to My Account, Help, and there are numerous "How To" videos for answers on how to easily register, add to cart, checkout with PO, checkout with credit card, user shopping navigation, saved cart, favorites, quick order, and simply navigate the Safeware, Inc. website in general.

Search

The user can use the search bar at the top of the page to search by keyword or item part number.

The user may also choose to click on "Shop Products" to browse by category. Once in a category, the user can browse, use the search feature within those results or choose to filter the results. Filter options vary depending on the product. For example, if the user was in Fire Equipment Storage Bags, the

customer could filter by brand, color, product type, product family, size, capacity, volume capacity, material, and dimensions. If the user was in Law Enforcement Helmets, the customer could filter by color, product type, product family, size, suspension type, and finish.



Shopping Cart

The shopping cart has the following features:

- Add to shopping cart – add items to the cart from a list, a detail page, or from an item comparison page
- Shopping cart menu – appears when the customer hovers over the cart button
- Continue shopping – allow visitors to continue shopping after adding items to their cart
- Update cart – refresh the cart screen to reflect current items and quantities
- Empty cart – empty the shopping cart with a single click
- Save cart – permit buyers to save items in their cart for a future visit
- Update quantity – change quantities at the shopping cart level
- Continue to checkout – take users from the shopping cart to the checkout page with one click

Quick Order Pad

Allow buyers to quickly build their shopping cart by uploading a .csv file or simply copying and pasting from a spreadsheet directly into a convenient web-based order pad.

Request for Quote (RFQ)

Provides customers an online entry form to create an RFQ on multiple items and triggers an email to sales upon request.

Anonymous Shopping

Choose whether you want to allow anonymous credit card shopping on your site or restrict buying to approved registered customers.

Open Orders

Under My Account, users can click on Open Orders to see Order #, PO# (if any), Order Date, Ship To, and Order Status.

Shipped Orders

Under My Account, users can click on Shipped Orders to see past orders that have shipped.

My Product Groups

Allow customers to create a specific “group” of frequently purchased items they can quickly access without having to search the entire site for multiple items.

Flexible Payment Options

Payments may be made using a purchase order (PO), major credit card, PayPal, or you can integrate with other payment gateways.

Shipping Methods

Choose to have products shipped from our warehouse via FedEx, UPS, or delivery truck, or make them available for pickup at will call (buy online, pickup in-store)

Self-Configurable Punchout

This feature allows customers to place orders directly through their own procurement system with self-configurable punch-out for systems like SAP Ariba and Oracle Procurement Cloud.

Returns

To make a return, please call or email Customer Service at (800)-331-6707 or (301) 683-1234, customerservice@safewareinc.com.

1.6 Describe the Provider's safety record. [RFP 4.1.6]

Experience Modification Rate (EMR) has a strong impact on business. The practice of consulting a company's safety record to help evaluate its general competence dates back to the 1980's, when safety laws became more rigid and corporations became more committed to enforcing regulations. In the last ten years or so, however, there has been a growing trend to judge a company's commitment to safety and its overall management expertise by an indicator originally developed in the insurance industry to calculate policy premiums. Essentially the EMR has become the Credit Rating for Safety for Industry. An EMR of 1.0 is considered the industry average. A rating below 1.0 would be better, and a rating above 1.0 would be worse.

Safeware's EMR is 0.79 and has a good safety record. The company had over 171,000 hours worked in the last three years and there has been just six OSHA recordable injuries; none resulting in the threat of life or limb.

1.7 Describe past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors. [RFP 4.1.7]

Safeware has never filed for bankruptcy or reorganization. There have been no state investigations of the Company, and we are not aware of any state investigations of current officers and directors. Safeware has an active workers compensation claim pending, that is being defended by its Workers Compensation carrier, Travelers Insurance.

1.8 Provide any additional information relevant to this section. [RFP 4.1.8]

We recognize the scope of work as presented, and we feel that it fundamentally represents the essential aspects of the contract: to provide a full offering of public safety and emergency preparedness products and services, to provide for and protect workers in a government agency at any time, and to offer the procurement of these products and services through the OMNIA Partners cooperative purchasing vehicle as a means to assist public agencies with their procurement processes.

2.0 QUALITY CONTROL AND PROJECT APPROACH [RFP 4.2]

- 2.1 Include a detailed response to Attachment A, Exhibit A, OMNIA Partners Response for National Cooperative contract. Responses should highlight experience, demonstrate a strong national presence, describe how offeror will educate its national sales force about the contract, describe how products and services will be distributed nationwide, include a plan for marketing the products and services nationwide, and describe how volume will be tracked and reported to OMNIA Partners. [RFP 4.2.1]

*2.1.1 Scope of National Cooperative Contract [RFP Exhibit A, 1.0-1.5]
Requirement
Marketing, Sales and Administrative Support
Estimated Volume
Award Basis
Objectives of Cooperative Program*

As an existing OMNIA contract holder, Safeware understands the significance of the scope of this national cooperative contract and the requirements and objectives outlined in Exhibit A, Requirement, Marketing, Sales and Administrative Support, Estimated Volume, Award Basis and Objectives of Cooperative Program.

2.1.2 REPRESENTATIONS AND COVENANTS [RFP Exhibit A, 2.0]

Safeware acknowledges and understands that the successful supplier makes certain representations, warranties, and covenants to both the Port of Portland and OMNIA Partners designed to ensure the success of the Master Agreement for all Participating Public Agencies as well as Safeware.

2.1.2.1 Corporate Commitment [RFP Exhibit A, 2.1]

Safeware agrees and commits that the (1) Master Agreement has received all necessary corporate authorizations and support of the Supplier's executive management, (2) the Master Agreement is Supplier's primary "go to market" strategy for Public Agencies, (3) the Master Agreement will be promoted to all Public Agencies, including any existing customers, and Supplier will transition existing customers, upon their request, to the Master Agreement, and (4) that the Supplier has read and agrees to the terms and conditions of the Administration Agreement with OMNIA Partners and will execute such agreement concurrent with and as a condition of its execution of the Master Agreement with the Port of Portland.

Safeware identifies Edward Simons, CEO of Safeware as the executive corporate sponsor who fully supports and endorses our commitments to the OMNIA Partners program and its requirements, ensuring long-term participation as our primary Public Agency contract vehicle. We also identify Rick Bond as the National Account Manager. This senior level executive will work with OMNIA Partners throughout the term of the contract to ensure that these Commitments are maintained at all times.

2.1.2.2 *Pricing Commitment [RFP Exhibit A, 2.2]*

Safeware commits the not-to-exceed pricing provided under the Master Agreement pricing is it lowest available (net to buyer) to Public Agencies nationwide and further commits that if a Participating Public Agency is eligible for lower pricing through a national, state, regional, local or cooperative contract, Safeware will match such lower pricing to that Participating Public Agency under the Master Agreement.

2.1.2.3 *Sales Commitment [RFP Exhibit A, 2.3]*

Safeware commits to aggressively market the Master Agreement as its go to market strategy in this defined sector and that its sales force will be trained, engaged and committed to offering the Master Agreement to Public Agencies through OMNIA Partners nationwide. Supplier commits that all Master Agreement sales will be accurately and timely reported to OMNIA Partners in accordance with the OMNIA Partners Administration Agreement. Safeware also commits its sales force will be compensated, including sales incentives, for sales to Public Agencies under the Master Agreement in a consistent manner compared to sales to Public Agencies if the Supplier were not awarded the Master Agreement.

2.1.3 *SUPPLIER RESPONSE [RFP Exhibit A, 3.0]*

Supplier must supply the following information in order for the Principal Procurement Agency to determine Supplier's qualifications to extend the resulting Master Agreement to Participating Public Agencies through OMNIA Partners.

See below responses in 2.1.3.1-2.1.3.3.N.

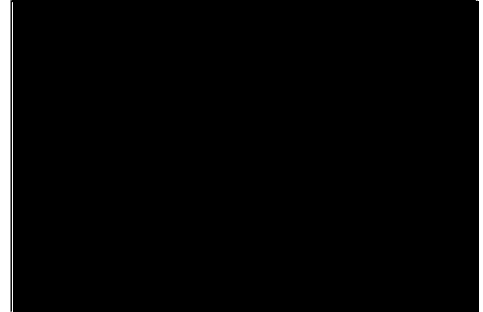
2.1.3.1 *COMPANY [RFP Exhibit A, 3.1]*

2.1.3.1.A *Brief history and description of Supplier to include experience providing similar products and services [RFP Exhibit A, 3.1, A]*

Please refer to our Responses in Sections 1.1 and 1.3 B.

2.1.3.1.B *Total number and location of salespersons employed by Supplier. [RFP Exhibit A, 3.1, B]*

The Safeware team works together. It takes the involvement of many people's expertise across multiple disciplines to meet the Participating Public Agencies' needs. Our teams work together, from sales to customer service, technical service support, purchasing, marketing, and contracts to support the OMNIA contract. Our sales representatives are skilled and have knowledge in all the products and services we provide through the contract.



The sales representatives are typically the front line to public agencies, understanding their problems and finding solutions. They have the ultimate responsibility to the customer for public agency satisfaction. Our customer service representatives (CSR) are inside sales representatives responsible for customer calls and emails and for addressing orders and order entry. The CSR assists customers with pricing, inventory, and status updates on products. Safeware's experienced Customer Service staff features account specific service and not a "call center" approach. Our team is located in regions across the country to provide service in every time zone, and our customer service representatives have great familiarity with their assigned customers. Customers' requests result in pricing specific to the required or requested contract, and the contract details can be found on the pricing documents. Our customer service representatives are very experienced in working with customer deadlines resulting from the end of the fiscal year, end of the grant cycles requirements, and other customer-specific requirements. They understand the urgency of emergency requests. Each year, we receive numerous compliments about our customer service team.

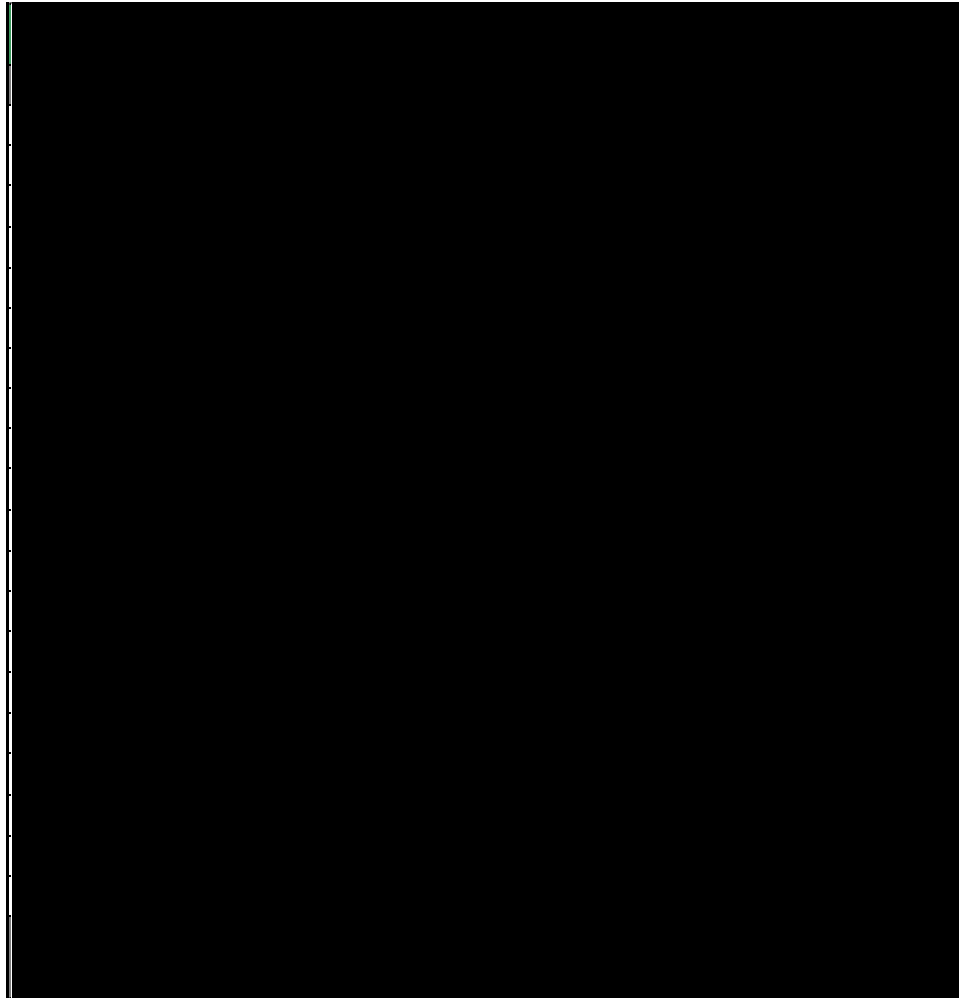
Technical Services provide maintenance, repair, rental, and leasing solutions to public agencies. Our trained and certified technicians provide on-site and in-house services to minimize your downtime and keep you in compliance.

Purchasing ensures we are keeping the appropriate products in inventory for your needs. This can be in general for public agencies or public entity-specific. Purchasing also works with sales to ensure one-time purchases at the best possible price to the customer. They also make sure price lists are accurate and auditable.

Marketing supports sales to provide collateral material, an online website, eCommerce, punchout, and many other services to streamline a Participating Public Agency's purchase.

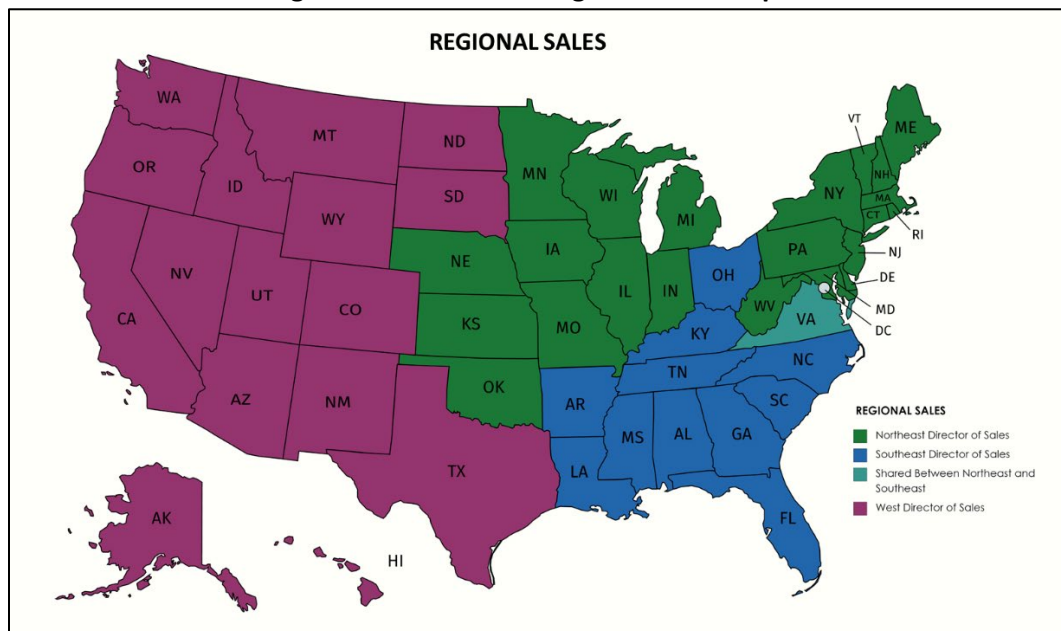
Contracts works with sales to offer a national cooperative agreement to help public agencies save time and money and simplify the sales process. Additionally, this group assists sales representatives with public agencies that want to have their own contract based on the national cooperative contract.

**Table 2.1-1 Listing of Sales, Customer Service, Technical, Purchasing,
Marketing and Contracts by Location**

A large black rectangular box redacting the content of Table 2.1-1. The table is intended to list sales, customer service, technical, purchasing, marketing, and contracts by location.

We are growing. We recently hired Kevin Yahne in Spokane, Washington, to add to our western coverage. He will be the main point of contact locally for Port of Portland. We also recently hired Rob Berner in Arizona as a sales representative in the southwest and plan to hire a Regional Director of Sales in the southwest. As sales continue to grow, we will continue to hire industry experienced, results-oriented professionals to market the OMNIA contract.

Figure 2.1-2 Safeware Regional Sales Map



Our Go-to-Market Strategy. At the end of every year, we look at past successes and opportunities and develop strategic plans and processes for the coming year. Each sales representative is required to develop a strategic plan for his/her market that aligns with the company’s overall vision, goals, and objectives. The sales representative then establishes a tactical plan of action for achieving these goals. Some of the strategies to be addressed in these plans include:

- A breakdown of the market segments for penetration, such as fire, police, government industrial (HAZMAT, water treatment, forestry, etc.), and safety;
- A plan for educating customers on the OMNIA national cooperative contract;
- Market penetration of the largest agencies in the market (states, large cities, and counties) as these tend to drive participation with smaller agencies;
- Identify the level of safety customers want and build a solution that meets the customer’s needs. This involves continuous training by the sales representative to stay abreast of products and solutions and their benefits.

(NOTE: We have different subject matter experts on the sales team. Some are career fire fighters; some may have worked with safety manufacturers, one is a confined space certified trainer, etc.)

Tactical activities may include:

- Weekly meetings with public agencies with both end-users and procurement
- Meetings with manufacturer partners
- Product demonstrations
- Tradeshows (virtual and live as applicable)
- Working with Customer Service to align customer’s needs

The sales team is comprised of product experts. All Safeware's sales representatives are trained to provide product support in the critical aspects of public safety. Our representatives understand the products we sell and strive to understand the needs of our end users. Because we carry multiple lines of similar product, our representatives demonstrate each's merits, helping the customer find the right product to meet their application needs and budget. In addition to product support, Safeware sales representatives provide value added support to our customers with services such as seminars on current issues in public safety, respiratory fit testing and fit test training, confined space training, product fitting, and site safety surveys. We are trusted product experts who provide not only products but also the knowledge to use them safely.

Our sales team receives a minimum of one hour each week of new product training and an additional 2-5 days of offsite training throughout the year to remain current on the latest products offered by our manufacturers. Each week, a different vendor teaches the group during a dedicated weekly training hour, ensuring our representatives are familiarized with a wide variety of lines across our offering. The focus of these training sessions is to support sales of products and services in the following categories:

❖ Police

- SWAT
- Patrol
- Bomb
- Traffic
- Drug Enforcement
- Crime Scene
- Dive/Recovery
- Search and Rescue
- Canine

❖ Fire

- Structural Firefighting
- Hazmat response
- Technical Rescue
- USAR
- Water Rescue
- Apparatus small parts
- ❖ General Safety
- ❖ Emergency Management

The sales team actively supports trade shows. Trade shows are an effective way to market to public agencies and support the professional organizations in the industry we serve. 2020 was an unusual year as the pandemic prohibited many of these events. We continue to support the events that operate virtually and look forward to participating in person once the health crisis subsides. Here is a listing from 2019 of the typical tradeshow in which we participate:

Table 2.1-3: Safeware 2019 Tradeshow

Safeware 2019 Tradeshow
FL Hazmat Symposium - Jan. 22, 2019
TX Fire Educator's Conference - Feb. 6, 2019
CO Emergency Management Conference - Feb. 20, 2019
DPPA Chapter Meeting - Feb. 21, 2019
VA Fire & Rescue Conference - Feb. 21, 2019
Miami Dade Police Dept. Product Demo Day - Feb. 27, 2019
TX Fire Chiefs Executive Conference - Mar. 5, 2019
CAGP Conference - Mar. 6, 2019
AIHA Carolinas Spring Conference - Mar. 6, 2019
Active Threat Conference - Mar. 15, 2019

Southeastern HazMat School - Mar. 22, 2019
ILEAS Conference - Mar. 24, 2019
MWCOG Fire Health & Safety Symposium - Mar. 26, 2019
Alliance for Central Florida Safety Day - Mar. 27, 2019
VAGP Spring Conference - Mar. 27, 2019
South Texas All Hazards Conference - Mar. 27, 2019
TACP Mid-Year Vendor Expo - Apr. 4, 2019
FL AIHA Spring Conference - Apr. 5, 2019
FDIC - Apr. 11, 2019
MPPOA Reverse Trade Fair - Apr. 12, 2019
TX Emergency Management Conference - Apr. 15, 2019
Midwest Fire Rescue Expo (SMAFC) - Apr. 17, 2019
TBAC NIGP Reverse Trade Show - Apr. 18, 2019
ME Partners in Emergency Preparedness Conference - Apr. 23, 2019
TTPOA - Apr. 25, 2019
Rutgers University Public Purchasing Forum - May 1, 2019
NJEPA - May 1, 2019
North FL Reverse Trade Show - May 3, 2019
RMTTA Conference - May. 6, 2019
Great Lakes Homeland Security Conference - May. 7, 2019
Mock Prison Riot - May 7, 2019
Lone Star Conference - May 9, 2019
NJAC Conference - May 9, 2019
FAPPO - May 14, 2019
IAB Board Meeting - May 14, 2019
City of New Haven Fair - May 16, 2019
IA Police Chiefs Conference - May 22, 2019
Long Island Regional Summit - May 22, 2019 *CANCELED*
MD Emergency Management Conference - May 28, 2019
GA AIHA Spring Vendor's Day - May 30, 2019
MD Correctional Administrators Assoc. Conference - June 3, 2019
OH Tactical Conference - June 4, 2019
GA Power Transmission Maintenance & Support Safety Meeting - Jun. 5, 2019 *CANCELED*
Smoky Mountain Weekend Fire/Rescue Expo - June 7, 2019
TxPPA Summer Momentum Conference - June 13, 2019
IAFC - June 14, 2019
National Homeland Security Conference - June 18, 2019
ISM Summer Session - June 26, 2019
SEAFC & TFCA Conference - July 16, 2019
North Hays County Fire Chiefs Luncheon - July 17, 2019
ETPA Tradeshow - July 18, 2019
TEEX Municipal Vendor Show - July 21, 2019
Sheriffs Assoc. of TX Conference - July 28, 2019

FRI 2019 - Aug. 8, 2019
CT SWAT Challenge - Aug. 13, 2019
NTOA - Aug 18, 2019
TNOA Conference - Aug. 19, 2019
SAFRE - Aug. 23, 2019
NIGP - Aug. 25, 2019
CLIA - Aug. 26, 2019
TacOps East - Sept. 4, 2019
WAPP Vendor Expo - Sept. 5, 2019
VA Hazmat - Sept. 11, 2019
Chicago Regional Summit - Sept. 17, 2019
Alexandria Police Youth Camp Golf Tournament - Sept. 18, 2019
MAHMT Conference - Sept. 18, 2019
IPSA Conference - Sept. 18, 2019
CT Municipal & State Procurement Summit - Sept. 25, 2019
Atlanta Regional Summit - Sept. 25, 2019
TTPOA SWAT Competition - Sept. 26, 2019
ALERRT Conference - Sept. 29, 2019
VAGP Fall Symposium - Sept. 29, 2019
First Responders Safety & Wellness Summit - Sept. 30, 2019
MPPA/NIGP Area II Conference - Oct. 2, 2019
MEMA Conference - Oct. 7, 2019
Preparedness Coalition Symposium - Oct. 9, 2019
Firehouse Expo - Oct. 10, 2019
Dallas Regional Summit - Oct. 14, 2019
Cook County Business Expo - Oct. 16, 2019
FL AIHA Fall Conference - Oct. 18, 2019
Hotzone Conference - Oct. 18, 2019
NAEP FL/TAGM Expo - Oct. 21, 2019
Tampa Bay NIGP Fall Conference - Oct. 25, 2019
IACP - Oct. 27, 2019
IABTI Conference - Oct. 29, 2019
TN Narcotic Officers' Assoc. Conference - Nov. 4, 2019
Southeast Mine Safety & Health Conference - Nov. 5, 2019
GPAG Fall Conference - Nov. 6, 2019
OSD Conference - Nov. 7, 2019
Central FL Chapter NIGP Reverse Trade Show - Nov. 12, 2019
SCAGPO - Nov. 13, 2019
Bring the Heat Cook Off - Nov. 14, 2019
Washington Gas Vendor Expo - Nov. 14, 2019
IAEM/EMEX Conference - Nov. 19, 2019 **CANCELED - credit going towards 2020
ITOA Conference - Nov. 24, 2019
City of El Paso Cooperative Purchasing Expo - Dec. 4, 2019

We sell the OMNIA contract. As a current OMNIA contract holder, the Safeware salesforce communicates and promotes the OMNIA Master Agreement. We will continue to ensure company-wide adherence to the Master Agreement through various ongoing training methods for both current and new members of the sales team. Following the award, we will schedule meetings with the entire sales group to review the new contract standards and Master Agreement. Direct training will be used in conjunction with supporting documents, including sales strategies and plans, for each sales territory. Ongoing training continues to be held during regional sales meetings to refine best practices. All sales force activities will be monitored and evaluated to ensure aggressive marketing of the OMNIA Program.

On top of our plan to continue educating the outside sales force, we also plan to periodically review OMNIA's best practices and compliance with our inside customer service representatives. New CSRs receive OMNIA Contract training upon initial hire, and printed material is distributed for individual review. Our goal is to educate our entire team, across all departments, on the program merits and compliancy so that everyone has the understanding and competence to talk confidently about the program with customers and to perform their individual job functions in a manner supportive of the contract. We will also continue to update and educate our suppliers on OMNIA to ensure their familiarity and support.

While Safeware is not the only company to hold an OMNIA contract for Public Safety, we have demonstrated our expertise in supporting public safety customers through our cooperative agreements at a much greater level of success than other contract holders. This results from our market focus, our touch and contact with end-users, our commitment to the municipal government vertical, and our ability to position ourselves for the most competitive and established cooperative contracts. The overwhelming majority of Safeware's cooperative sales are through OMNIA contracts, and Safeware has outperformed virtually every other OMNIA contract in terms of year over year growth in recent years. More notably, Safeware has grown its sales to the public safety market through the OMNIA contract in significant (over 200% in 2020) increments. Other contracts for the same vertical market segment have been down or flat for many years. While the agreements are a great tool, they are most effective when the contract is awarded to a company with a committed and focused sales and leadership team.

2.1.3.1.C	<i>Number and location of support centers (if applicable) and location of corporate office. [RFP Exhibit A, 3.1, C]</i>
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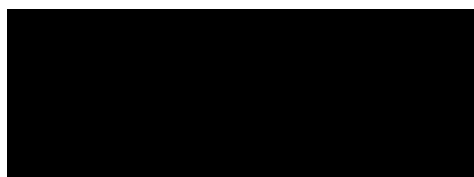
We've got you covered. Safeware has 9 locations. They are all sales locations, 8 are distribution and 5 are also technical service centers. We have additional Service trucks working from Technicians' homes.

Our corporate office is in Lanham, Maryland, in the Washington, DC, area.

Table 2.1-4 Number and Location of Support Centers

Location	Size (Sq. Ft.)	Distribution	Service
Lanham, MD	9,700	Yes	No
Columbia, MD	34,000	Yes	Yes
Columbia, MD (2)	14,600	Yes	No
Westminster, CO	13,000	Yes	Yes
Sandston, VA	8,300	Yes	Yes
Sandston, VA (2)	8,500	Yes	No
Doral, FL	1,800	Yes	No
Gainesville, GA	2,300	Yes	Yes
Philadelphia, PA	2,000	No	Yes

2.1.3.1.D Annual sales for the three previous years. Submit FEIN and Dunn & Bradstreet report. [RFP Exhibit A, 3.1, D]

Table 2.1-5 Safeware Annual Sales


FEIN: 52-1152883

Dunn & Bradstreet Number: 9-869-2130. We do not subscribe to Dunn & Bradstreet, so we have provided you with our credit report from Creditsafe in Attachment 3.

2.1.3.1.E Describe any green or environmental initiatives or policies. [RFP Exhibit A, 3.1, E]

Sustainability Mission Statement:

Safeware cares about the environment and does business to promote sustainability by reducing our carbon footprint and greenhouse gasses.

The following policies reflect our commitment to personal, global, and social responsibility:

- Maximize electronic and paperless communication
- Electronic ordering and billing
- Use teleconferencing and web presentations

- Use of VMI, consignment, and aggregate deliveries to reduce fuel consumption
- Minimize square footage required at each location
- Encourage telecommuting when feasible
- Emphasize efficiency in all areas
- Reduce air travel as much as possible
- Reuse boxes in all warehouses
- Purchase and choose post-consumer waste recycled paper for all printing, reports, catalogs, and flyers
- Make recycling part of the company culture with convenient recycling bins for paper, cans, and bottles
- Choose American Made products that do not have to travel as far to reach the end consumer

As evident in our policies, our strategy aims to reduce waste and carbon footprint in all aspects of our business.

Specific investments include conversion from gas powered vehicles to higher efficiency diesel, recycling all paper waste generated, recycling aluminum cans, plastic bottles, toner cartridges, valves and metal cylinders and replacing all lighting to high efficiency ballasts.

Safeware also offers recycling opportunities to our customers for all the service instruments and cylinders at no charge.

Our VP of Operations is responsible for implementing and enforcing our green initiatives.

2.1.3.1.F Describe any diversity programs or partners supplier does business with and how Participating Agencies may use diverse partners through the Master Agreement. Indicate how, if at all, pricing changes when using the diversity program. If there are any diversity programs, provide a list of diversity alliances and a copy of their certifications. [RFP Exhibit A, 3.1, F]

Safeware has a strong history of supporting a diverse supply chain for our State and Local customers. This can take many forms, and Safeware has addressed this in multiple ways. We propose, for this contract, a supply chain of diverse distributors that is market-specific.

These authorized distributors will sell products and services at the contracted price under the cooperative agreement. The public agency will conduct the sales with either Safeware, or with a market specific authorized dealer. The local authorized dealers include selected resellers who maintain the desired certification to meet customers' participation goals in that geographical market.

For example, let's imagine that the City of New York desires to purchase with the cooperative. The City also has a stated desire for participation among certified vendors who meet the City's participation goals. City contacts can reach out to Safeware for contract pricing, and they can also reach out to one of Safeware's local resellers. The pricing the City contact receives from Safeware or their resellers cannot exceed the published contract pricing. Safeware's sales department supports sales through the

authorized resellers so the customer benefits from the opportunity to utilize a certified vendor while also having product support and training.

The utilization of a diverse supply chain replaces an available discount or other discount often offered to an end-user customer in consideration of a business opportunity. Rather than asking for a best and final price offer, the customer instead seeks to satisfy participation while utilizing the cooperative contract.

Safeware will take responsibility for compliance and reporting of all contract sales. Moreover, Safeware will be responsible for the prompt payment of any administrative fees associated with the sales.

2.1.3.1.G *Indicate if supplier holds any of the below certifications in any classified areas and include proof of such certification in the response: (RFP Exhibit A, 3.1, G)*

a. Minority Women Business Enterprise

☐ Yes ☒ No

If yes, list certifying agency: _____

b. Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)

☐ Yes ☒ No

If yes, list certifying agency: _____

c. Historically Underutilized Business (HUB)

☐ Yes ☒ No

If yes, list certifying agency: _____

d. Historically Underutilized Business Zone Enterprise (HUBZone)

☐ Yes ☒ No

If yes, list certifying agency: _____

e. Other recognized diversity certificate

☐ Yes ☒ No

If yes, list certifying agency: _____

2.1.3.1.H *List any relationships with subcontractors or affiliates intended to be used when providing services and identify if subcontractors meet minority-owned standards. If any, list which certifications subcontractors hold and certifying agency. [RFP Exhibit A, 3.1, H]*

Safeware has a long history of added value distribution to realize our customers' goals regarding MWSBE participation. We have current small business partners who are certified Minority Owned, Woman Owned, and Veteran Owned businesses with whom we work regularly to meet customers' MWSBE participation goals.

The challenge for MWSBE participation in a nationwide contract is that every municipality has its distinct certification process, and there is a consistent bias towards small local businesses. For example, a certified vendor in Cleveland most likely is not a certified vendor in New York.

Our strategy is to establish regional distribution under the contract. Regional dealers can sell Safeware contract items at the contracted price as authorized and listed dealers on the contract. This would enable large urban customers to meet their participation requirements and still utilize the contract, which has so many benefits in terms of cost and time savings. We believe that the margin we sacrifice is offset by the opportunity in these large target areas. Certified dealers are added to the contract as subcontractors.

For example, the Commonwealth of Massachusetts has stated goals for diversity spend and we partnered with The Janz Corporation, a service-disabled veteran-owned small business (SDVOSB). Last year, we had sales over \$7 million with Janz for the Commonwealth.

Another example is the City of New York Department of Citywide Administrative Services. While there are no stated goals, the City has a strong commitment to supplier diversity, and we partnered with Snappy Solutions, a woman-owned business. Last year, we had sales close to \$400,000 with Snappy Solutions for the City.

Safeware has relationships with a number of certified businesses. Here are some examples:

Table 2.1-6 MWSBE Subcontractor Examples

Company	Certification
570 Global, Corp.	SDVOB
Ace Tool Repair, Inc.	Woman Owned
B3 Enterprises	8a/SDB, 8a/SBS
First Choice Supply	Minority Owned
Ideal Electric	Woman Owned, Minority, Small Business
Snappy Solutions	Woman Owned
The Janz Corporation	SDVOSB

2.1.3.1.1 Describe how supplier differentiates itself from its competitors. [RFP Exhibit A, 3.1, I]

Safeware is a unique supplier in the public safety and emergency response market. The channel was established based on a fragmented network of independent dealers. This dealer network was designed to accommodate a large number of departments, some of them volunteers, which represented a fragmented and difficult to reach customer base requiring highly specialized products. The channel was established so that a vast network of very small, independent dealers would cover many small departments in a specified region. The manufacturers could not directly reach these end-users, so they focused on the larger departments and drew that business through the local dealer who carried the same products to the locals in the area. This traditional market has served the public safety and

emergency response market for many years, and many quality small distributors continue to serve these local markets.

Safeware has brought a national presence to the public safety and emergency response market. Our market focus has flourished around the users in the departments who are historically underserved with growth centered around HAZMAT and Rescue and Dive equipment, for example. We have been market leaders in providing ballistic protection in fire teams and providing timely response innovations such as tourniquets, plates, and carriers for Police and Fire, fentanyl response, and pandemic/virus supplies.

Safeware has a market focus in the US's largest cities and we provide personal, hands-on service in these markets with local representation. Over the past ten years, our efforts to create a national footprint with local service representation have resulted in a unique approach to the market.

2.1.3.1.J *Describe any present or past litigation, bankruptcy or reorganization involving supplier. [RFP Exhibit A, 3.1, J]*

Safeware has never filed for bankruptcy or reorganization. There have been no state investigations of the Company, and we are not aware of any state investigations of current officers and directors. Safeware has an active workers compensation claim pending that is being defended by its Workers Compensation carrier, Travelers Insurance.

2.1.3.1.K *Felony Conviction Notice: Indicate if the supplier [RFP Exhibit A, 3.1, K]*
a. Is a publicly held corporation and this reporting requirement is not applicable;
b. Is not owned or operated by anyone who has been convicted of a felony; or
c. Is owned or operated by any individual(s) who has been convicted of a felony and provide the names and convictions.

Safeware, Inc. is not owned or operated by anyone who has been convicted of a felony.

2.1.3.1.L *Describe any debarment or suspension actions taken against supplier. [RFP Exhibit A, 3.1, L]*

No debarment or suspension actions have been taken against Safeware.

2.1.3.2 **DISTRIBUTION, LOGISTICS [RFP Exhibit A, 3.2]**

2.1.3.2.A Each offeror awarded an item under this solicitation may offer their complete product and service offering/a balance of line. Describe the full line of products and services offered by supplier. [RFP Exhibit A, 3.2, A]

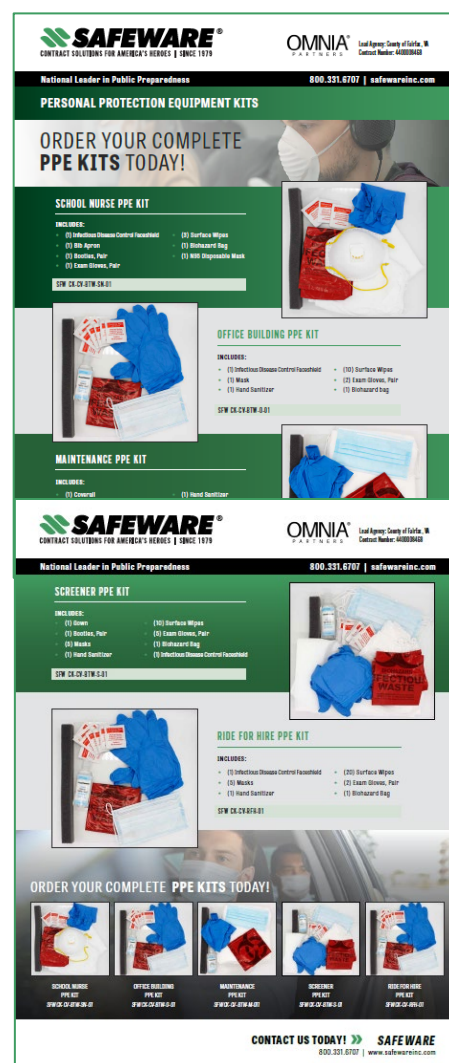
We are your public safety and emergency preparedness experts. Safeware's past performance on the OMNIA contract provides insight into our extensive experience with all the categories in Schedule 1.6, Scope of Services. We offer products and solutions that meet the requirements of all 22 categories. Our offering is outlined in Attachment 1, and our marketing line cards are located in Attachment 7. But we do more than provide products – we offer an entire spectrum of capability. When a public agency has a specific need or requirement, whether it's a product or service, we have the capacity to source and fulfill those needs in a timely fashion for every category. The needs of public safety professionals are constantly evolving. Recently, the distribution of vaccines resulted in the hazard of the handling of dry ice. Firefighters across the country are being tasked with the acquisition of cryogenic PPE and CO2 monitoring to ensure safety in the process of vaccine storage and distribution using dry ice. Safeware was able to identify sources of supply for these mission-critical items and ensure that they were available for contract purchase.

Safeware provides the product of kitting and assembly of individual items ordered under the contract by a customer and packages them to their shipment specifications as a kit for users.

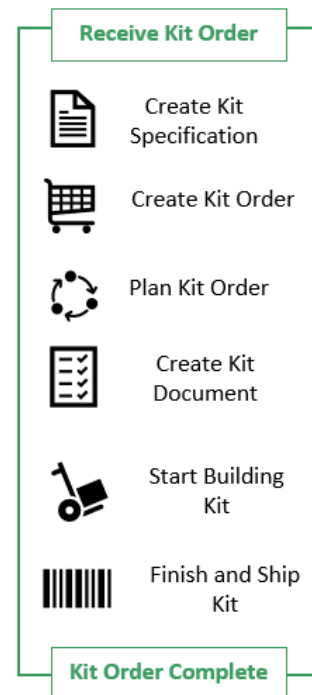
Figure 2.1-7: Safeware Kitting Examples

Kitting and Inventory: We ensure that all equipment is inspected and inventoried before shipment. All government custody documents, such as bills of lading, packing slips, and inventory forms are included in the shipment, and the receiving customer obtains proper signatures. An inventory and copies of all documents are contained inside the load in a visible package. If possible, the forms are scanned and forwarded in advance to the receiving customer to assist in the proper transfer of government property. Where practical, a joint receiving inventory is conducted by the recipient and Safeware. We keep the public agencies informed of all shipments' departure and arrival to their destination. Commercial shipping is streamlined by using online systems with the freight forwarders, and we order and track shipments online. Shipping labels are printed at our warehouse operations office, placards are affixed to the kits, and shipment tracking information is transmitted electronically to our management team and warehouse operations staff. Our OMNIA account team establishes and follows the plan that identifies kitting/order deliverables and success measures.

The Kitting Process. Through continual validation, our team identifies quality assurance points to ensure optimal performance throughout the kitting process, including the following:



- ❖ *Create a Kit Specification.* A Kit Specification describes how to assemble quantities of products to make a specified kit based on user requirements. Each specification included component items, quantities, integration, or specific packaging instructions to provide the final output item description, and quantity of kits produced.
- ❖ *Create a Kit Order.* A Kit Order is a document that specifies sources of supply from which the equipment will be acquired and assembled. During this stage, our purchasing team reviews the order and identifies any potential obsolete items. If discrepancies are found, the analyst suggests possible technical refreshment or item substitution, which is then validated and coordinated through the customer. After customer validation, the Kit Order is validated.
- ❖ *Plan the Kit Order.* This step ensures that we have adequate inventory on hand to assemble the goods. This process enables the Manager to view the kit's details and provide all components for the kit are on hand or have been ordered. It also enables the Manager to track the project's delivery schedule and ensures any missing items will be received in time for kit assembly.
- ❖ *Create a Kit Document.* The Kit Document specifies the exact goods to complete the order (including location, serial #, kit #, revision #, etc.) to ensure the receiving entity can identify the specific kit.
- ❖ *Building the Kit.* We start building the kit by transferring component items to a Work in Progress location for assembly. For accuracy and efficiency, our warehouse personnel then follow detailed procedures to assemble the kit. Once the kit is assembled, it is moved to a quality control point to review the quality of all factors involved in the production following our procedures. Any discrepancies are noted, and appropriate steps are taken. Kits that pass quality control are moved to shipping preparation.
- ❖ *Finish and Ship Kit.* We ensure that equipment is marked per the shipping requirements outlined by the customer and any specialized packaging requirements are met.



Not only do we provide the product, but we offer services too. Safeware offers classes, on-site training, and consulting for customers who want multiple products prepared together and ready to go.

Training: Safeware provides many added value services on contract. We offer training in the following categories:

- ❖ Drug Enforcement
- ❖ Active Aggressor
- ❖ Drone
- ❖ Rope Rescue
- ❖ Hazardous Chemical
- ❖ Public Order Strategy

On-Site Training Services: We offer many services that require on-site training or testing to ensure the proper use of equipment for end-users. These services can be found on our Technical Service Price List, included in Attachment 2 of our proposal. Such services include:

- ❖ Respirator Fit Testing
- ❖ Product training/operation
- ❖ Donning/doffing PPE
- ❖ Fitting helmets
- ❖ Fitting PPE
- ❖ Fitting uniforms, boots
- ❖ Confined Space entry training
- ❖ Sign surveys
- ❖ Eyewash surveys
- ❖ OSHA compliance surveys

Consulting: Our sales representatives advise customers on proper equipment needed for specific situations. Examples of this include our offering of public order gear, in which we have been pioneers in the industry.

2.1.3.2.B	Describe how supplier proposes to distribute the products/services nationwide. Include any states where products and services will not be offered under the Master Agreement, including U.S. Territories and Outlying Areas. [RFP Exhibit A, 3.2, B]
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We are well-positioned to service nationwide. With eight distribution facilities positioned around the country, Safeware is well equipped to distribute products to public agencies nationwide. Our distribution facilities are allocated in such a way to offer prompt delivery to Public Agencies nationwide. Safeware will be expanding its distribution footprint in the west in 2021 to customer demands.

Utilizing major carriers, standard delivery times for stock items are generally 1-5 days from order to receipt. We match our distribution center and transport to provide the best service for the specific delivery requirement.

2.1.3.2.C	Describe how Participating Agencies are ensured they will receive the Master Agreement pricing; include all distribution channels such as direct ordering, retail or in-store locations, through distributors, etc. Describe how Participating Agencies verify and audit pricing to ensure its compliance with the Master Agreement. [RFP Exhibit A, 3.2, C]
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Participating Public Agencies will all be coded as a contract customer in Safeware's ERP system. This allows us to assign a pricing library to the customer account, automatically populating contract pricing on all quotes and orders. The Safeware Customer Service and Pricing teams will frequently audit quoted prices to ensure they are equal to or better than the Master Agreement pricing.

Participating Agencies can place orders by contacting a Safeware sales representative or customer service representative, by placing an order through our website, or in some circumstances, through a local small business dealer.

When ordering directly through Safeware, agencies can request that their quotes and orders show the catalog price, contract discount, and order discount to ensure that the offered price is equal to or below the Master Agreement pricing. They may also lookup the quoted items in the manufacturer-specific Safeware Catalogs, which are published in PDF format on our website. Customer's also can link their account to an online account to order directly from our website in which case the items ordered will automatically show the contract price.

Local Distributors can be utilized on a case by case basis, but pricing can be verified through the same methods as when an order is placed directly through Safeware.

2.1.3.2.D Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user. [RFP Exhibit A, 3.2, D]

We use reputable freight companies. Products sold by Safeware are either sourced from our distribution centers, or when appropriate, directly from the manufacturer. No other third-party processing is anticipated, except those companies involved in shipping. Safeware utilizes the following carriers for the actual shipping of products.

- ❖ UPS
- ❖ UPS Freight
- ❖ FedEx
- ❖ FedEx Freight
- ❖ FedEx Custom Critical
- ❖ DHL
- ❖ Pitt Ohio
- ❖ Worldwide Express Consolidation
- ❖ YRC
- ❖ Local LTL freight carriers

2.1.3.2.E Provide the number, size and location of Supplier's distribution facilities, warehouses, and retail network as applicable. [RFP Exhibit A, 3.2, E]

We've got you covered. Safeware has 9 locations. They are all sales locations; 8 are distribution, and 5 are also technical service centers. We also have additional Service trucks working from Technicians' home.

Table 2.1-8 Number and Location of Support Centers

Location	Size (Sq. Ft.)	Distribution	Service
Lanham, MD	9,700	Yes	No
Columbia, MD	34,000	Yes	Yes
Columbia, MD (2)	14,600	Yes	No
Westminster, CO	13,000	Yes	Yes
Sandston, VA	8,300	Yes	Yes
Sandston, VA (2)	8,500	Yes	No
Doral, FL	1,800	Yes	No
Gainesville, GA	2,300	Yes	Yes
Philadelphia, PA	2,000	No	Yes

2.1.3.3 MARKETING AND SALES [RFP Exhibit A, 3.3]

- 2.1.3.3.A Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as supplier's primary go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to: [RFP EXHIBIT A, 3.3, A]
- i. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days
 - ii. Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the OMNIA Partners team within first 90 days

First 10 Days – Executive Buy-In. Safeware has had executive buy-in for this national cooperative contract since we were first awarded nine years ago. Ed Simons, our CEO, was personally involved at that time and remains fully committed to working hand-in-hand with OMNIA Partners.

First 30 Days – Training and Educating Salesforce. Safeware is very familiar with marketing and selling through the OMNIA contract. To ensure our sales force understands the new terms, conditions, value, and construct of the agreement, Safeware prepares training to include sales, executive leadership, and the OMNIA Partners team. The training consists of information on contract background, the period of performance, terms and conditions, the scope of services, pricing, reporting requirements, and other relevant topics.

First 60 Days – Training and Educating Customer Service Representatives (CSRs).

Our internal sales representatives, or CSRs, are familiar with marketing through the OMNIA contract as well. This group will receive renewed training very similar to the sales force.

Safeware provides ongoing education and support by dedicated OMNIA Partners Customer Service Manager to maintain and ensure adherence to existing contract pricing and guidelines.



First 90 Days and Beyond – Proactive Engagement. Safeware’s sales team proactively markets the benefits of the contract.

- Scheduled national engagements about OMNIA to significant suppliers;
- Joint calls to end users and procurement to introduce the new contract and its benefits over other purchasing options;
- Joint participation and coordinated manufacturer/distributor campaigns at industry trade shows, with exclusive invite-only regional and national law enforcement and fire demonstrations highlighting OMNIA contract purchase vehicle;
- Joint sales calls and presentations with individual manufacturers promoting contract and specific products or services to the end user and procurement;
- In-person/virtual demonstrations of products and trial evaluation programs;
- Product-specific call campaigns by salesforce trained explicitly in core competencies related to contract to offer, including law enforcement, homeland security, fire, USAR, security, and general safety;
- 24/7 emergency response to public agencies for products and services in the event of natural disasters or other emergencies; and
- Monthly focus during company-wide sales meetings

Table 2.1-9 Monthly Company-Wide Sales Meeting Topics

 COMPANY SALES MEETING AGENDA	
✓	Reporting on sales benchmarks towards monthly and yearly goals
✓	Progress on existing goals/projects
✓	Identifying upcoming activities
✓	Evaluating on-going strategies
✓	Introduction to new products/services and any changes regarding existing supplier portfolio
✓	Reinforcement of OMNIA contract sales strategies
✓	Troubleshooting any buying obstacles

- 2.1.3.3.B Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to: [RFP Exhibit A, 3.3 B]
- i. Creation and distribution of a co-branded press release to trade publications
 - ii. Announcement, Master Agreement details and contact information published on the Supplier's website within first 90 days
 - iii. Design, publication and distribution of co-branded marketing materials within first 90 days
 - iv. Commitment to attendance and participation with OMNIA Partners at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement
 - v. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by OMNIA Partners for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by OMNIA Partners.
 - vi. Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement
 - vii. Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.)
 - viii. Dedicated OMNIA Partners internet web-based homepage on Supplier's website with
 - OMNIA Partners standard logo;
 - Copy of original Request for Proposal;
 - Copy of Master Agreement and amendments between Principal Procurement Agency and Supplier;
 - Summary of Products and pricing;
 - Marketing Materials
 - Electronic link to OMNIA Partners' website including the online registration page;
 - A dedicated toll-free number and email address for OMNIA Partners

First 30 days – Planning and Marketing Material Development. During the first 30 days, several planning activities occur synchronously and be managed by our sales and marketing teams.

Figure 2.1-10 Collateral Example: Line Card

Marketing will provide a document with pertinent contract information for end users. This includes sales point-of-contact information and the details of the contract. We will market the Master Agreement on www.Safewareinc.com and social media outlets, posting relevant contract information and collateral to support the state and local government sector.

Sales and Marketing collaborate to perform a Strengths, Weakness, Opportunities, and Threats (SWOT) analysis to determine what can be done to improve the rollout from previous ones. We will work with OMNIA Partners to define and document a target list of public sector clients to continue to generate new business.

Our Marketing Team develops a press release in conjunction with OMNIA Partners. The press releases are placed on our website and all relevant trade publications. The team also works with Sales and OMNIA Partners to review, modify, as appropriate, and distribute co-branded marketing materials. This included items such as white papers, line cards, brochures, etc.

Our Sales Operations Team updates the contract information by which end users place orders. This team will continue to support our sales team and customers to ensure information is timely, relevant, and consistent, and answer any questions as they relate to the products and services provided. The team also continues to work with customers on quotes, delivery requests, Return Merchandise Authorization (RMA) requests, etc.

First 60 days – Targeted Marketing Campaigns. Safeware is very familiar with marketing and selling through the OMNIA agreement. Safeware initiates targeted marketing campaigns to drive interest in the new contract. These may include general outreach and specialized campaigns to specific end-user technical disciplines that resonate with a particular mission for police, sheriff, rescue captain, etc.

First 90 days and beyond – Proactive Outbound Communications. Safeware takes a proactive sales and marketing approach. The sales team will actively market the contract to customers and potential customers. Sales and Marketing performs outreach through public events, trade shows, conferences, and events. This includes conferences and shows such as the NIGP Annual Forum, the NPI Conference, regional NIGP Chapter Meetings, Regional Cooperative Summits, and industry-specific trade shows throughout the contract term. Safeware continues to commit to attending, exhibiting, and participating at the NIGP Annual Forum in the area reserved by OMNIA Partners for partner suppliers.



Figure 2.1-11 Example: Current Website



We continue to commit to ensuring the Master Agreement is properly positioned in the market. This includes a dedicated OMNIA Partners internet web-based homepage on Safeware's website with crucial information:

- OMNIA Logo
- Original Request for Proposal
- Master Agreement and Amendments
- Summary of products and pricing
- Marketing materials
- Link to OMNIA Partners' website
- Dedicated toll-free number and email

2.1.3.3.C

Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through OMNIA Partners. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements. [RFP Exhibit A, 3.3, C]

Safeware fully supports the Program. Safeware currently attributes over 75% of our gross sales to the OMNIA contract. Just two years ago, our OMNIA contract made up around 50% of our gross sales. This substantial growth in the contract is a testament to how we comply with the agreement's requirements. We will not need to transition customers as we have already gained proficiency in helping customers understand the benefits of OMNIA versus other contract options.

2.1.3.3.D

Acknowledge Supplier agrees to provide its logo(s) to OMNIA Partners and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of OMNIA Partners logo will require permission for reproduction, as well. [RFP Exhibit A, 3.3, D]

We acknowledge and agree to 2.3.3.D.

- 2.1.3.3.E Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by OMNIA Partners. All sales materials are to use the OMNIA Partners logo. At a minimum, the Supplier's sales initiatives should communicate: [RFP Exhibit A, 3.3, E]
- i. Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency
 - ii. Best government pricing
 - iii. No cost to participate
 - iv. Non-exclusive

We are proactive. Safeware proactively and directly sells all our products and services to public agencies and follows up promptly to leads established by OMNIA Partners. Here is an example demonstrating sales initiatives through sales materials. Our marketing line cards can be found in Attachment 7.

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Figure 2.1-12 Example: Proactive Sales Materials – General Safety Line Card Front and Back

All Departments - One SAFETY Contract.



SAFEWARE[®]

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WHAT

Safeware is proud of our experience with national cooperative contracts for public safety supplies and services. Safeware currently holds a cooperative contract available through the OMNIA Partners cooperative. Prior to this contract, and including this contract, Safeware has enjoyed multiple terms on national cooperative agreements through competitively solicited contracts that have been awarded and owned by lead public agencies.

WHO

There are over 97,000 eligible public and nonprofit agencies in the United States that can access this contract.

Generally, the following agencies are eligible to use the program:

- Counties, Cities, Towns and Villages
- Special Districts (e.g., Fire, Sewer, Water, etc.)
- Public Schools including: K-12, Community Colleges, Universities, Technical and Vocational
- State Agencies
- Other Local Governments
- Nonprofit Corporations (including Private K-12, Private Colleges and Universities)

WHY

Safeware's cooperative contract with Fairfax County, Virginia, is a result of a national competitive solicitation on behalf of 50,000 actively participating public agencies with an estimated annual spend of over \$100 million. The resulting contract offers reduced costs on goods and services to participating public agencies. Public Agencies can access this contract through their intergovernmental agreement with the lead agency, thus eliminating the need to recreate the bid process.

HOW

Registration to access these cooperative agreements is simple and free. If you are not currently participating in a Safeware cooperative contract, please contact your local representative to guide you through the process.

If you are already participating in a cooperative program and would like to purchase from Safeware, please visit www.safewareinc.com/contracts/home.



SAFEWARE

Safeware, Inc. founded in 1979 just outside the nation's capital in Maryland, is a leader in the Safety Distribution Industry providing products and services to customers in a broad range of markets, including: government, manufacturing, construction, military, transportation, and public safety. We are a safety company not only supplying products that save lives and protect employees and public servants, but we supply solutions as well. Unlike other large companies that simply sell safety, we have the knowledge and expertise to help solve problems.

Service comes in many forms but is the backbone of our company. Our value to all customers is the elevated level of service we provide, from a professional sales force working directly with customers, to our efficient and knowledgeable customer service team, down to our prompt shipping and delivery, and accurate billing. We also have a dedicated Technical Services Department that services equipment such as gas detection, NFPA self-contained breathing apparatus (SCBA), cylinder hydrostatic testing, and Level-A suit testing to name a few. Our in-house repair centers and on-site service trucks offer multiple ways of meeting customers' mission critical requirements.

Safety and service is what we do but Response is who we are. Safeware has a well established reputation as the "go-to" company when customers need us most. We responded to the events of 9/11 with personnel and material arriving on scene in New York City and at the Pentagon within hours. We are proud of our ability to play such a significant role in supporting our country's first responders. Safeware has also provided material and support for many other crises including multiple anthrax incidents, oil spills, bombings, and natural disasters. No matter the size of an emergency, we work hard to help our customers in their times of need.

Public Safety and Emergency Preparedness Equipment

www.safewareinc.com • 800.331.6707

Page | 42

CONTRACT SOLUTIONS FOR AMERICA'S HEROES | SINCE 1979

February 2, 2021

All Departments - One SAFETY Contract.



Public Safety and Emergency
Preparedness Equipment and
Related Services
Contract#: 4400008468
Lead Public Agency: Fairfax County, VA

Proud Supplier Partner of:



Offering Safety Solutions & Services Including:

- Personal Protective Equipment (PPE)
- Explosive Device Mitigation and Remediation Equipment
- Environmental Monitoring
- CBRNE Search & Rescue Equipment
- Interoperable Communications Equipment
- Detection Equipment
- Decontamination Equipment
- Hazardous Materials Storage
- Spill Control and Containment
- Physical Security Enhancement Equipment
- Surveillance, Warning, Access/Intrusion Control
- Explosion Protection
- Fire and Emergency Response
- Traffic Safety
- Facility Safety and Maintenance
- Fall protection and Confined Space
- Medical and First Aid Supplies
- CBRNE Reference Materials
- Automated External Defibrillators (AEDs)
- Ammunition/Less than Lethal Munitions
- Civil Disturbance Gear
- Dive Gear/Underwater Recovery/Water Safety
- Police Fleet Management Products
- Law Enforcement Software
- Public Safety Aviation-Helicopters
- Public Safety Uniforms
- Vehicles
- Trainers and Training Equipment
- Vending Solutions
- Related Services
- Other Non-Listed Public Safety, Law Enforcement and Fire Equipment

Distributing the Leading Brands in Safety and Response including:



www.safewareinc.com • 800.331.6707

Public Safety and Emergency Preparedness Equipment

2.1.3.3.F	Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include: [RFP Exhibit A, 3.3, F]
	<ul style="list-style-type: none"> i. Key features of Master Agreement ii. Working Knowledge of the solicitation process iii. Awareness of the range of Public Agencies that can utilize the Master Agreement through OMNIA Partners iv. Knowledge of benefits of the use of cooperative contracts

Safeware is continuously training. Safeware acknowledges it has and will continue to train its national sales force on the minimum requirements and how to effectively work with public agencies and the State and Local government sector.

2.1.3.3.G	Provide the name, title, email and phone number for the person(s), who will be responsible for: [RFP Exhibit A, 3.3, G]
	<ul style="list-style-type: none"> i. Executive Support ii. Marketing iii. Sales iv. Sales Support v. Financial Reporting vi. Accounts Payable vii. Contracts

Table 2.1-13 details the requested information for responsible parties.

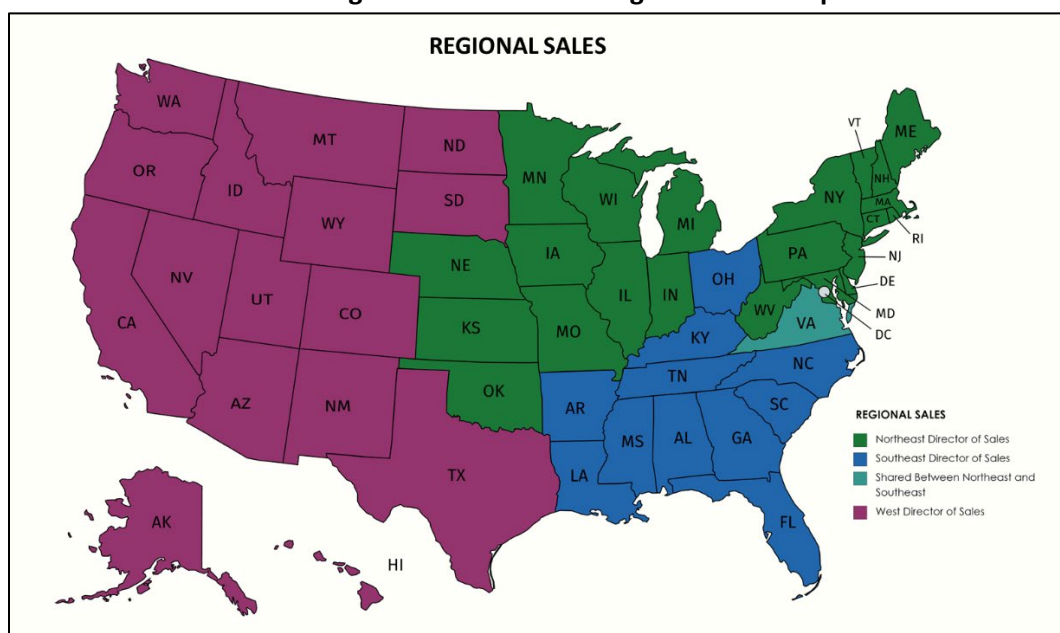
Table 2.1-13 Safeware Contacts for OMNIA

Responsibility	Name	Title	Email	Phone
Executive Support	Edward Simons	CEO	esimons@safewareinc.com	301-683-1212 x1014
Marketing	Daric Simons	VP and COO	dsimons@safewareinc.com	301-683-1212 x1067
Sales	Rick Bond	VP Sales & Marketing	rbond@safewareinc.com	301-542-3258
Sales Support	Tommy Nairn	VP Operations	tnairn@safewareinc.com	301-683-1212 x1031
Financial Reporting	Keith Hyatt	VP Finance	khyatt@safewareinc.com	301-683-1212 x1094
Accounts Payable	Jeannette Roscoe	VP Accounting	jroscoe@safewareinc.com	301-683-1212 x1015
Contracts	Mary Pelfrey	Sr Dir Gov't Contracts	mpelfrey@safewareinc.com	704-564-0320

2.1.3.3.H Describe in detail how Supplier's national sales force is structured, including contact information for the highest-level executive in charge of the sales team. [RFP Exhibit A, 3.3, H]

Rick Bond is the VP of Sales and Marketing and has ultimate responsibility for the national sales force. There are three Regional Directors of Sales positions, one for the Northeast that Rick Bond assumes responsibility, one for the Southeast that David Kidd assumes responsibility, and one for the west, which is currently an open position. All sales representatives report under these Regional Directors and have geographical assignments. Please see Figure 2.1-2 below for a map delineating the regional territories.

Figure 2.1-2 Safeware Regional Sales Map



2.1.3.3.I Explain in detail how the sales teams will work with the OMNIA Partners team to implement, grow and service the national program. [RFP Exhibit A, 3.3, I]

Safeware believes in a positive partnership. As an existing OMNIA contract holder, we proactively continue to support joint team calls and lead sharing. Additionally, we continue to build relationships between Safeware sales representatives and OMNIA support personnel. Quarterly we meet jointly to discuss successes and opportunities for growth.

Safeware has many years of experience in working with the OMNIA Partners team. A good example is the recent surge of public demand relating to the pandemic. Safeware and our marketing team provided continual updates with the OMNIA team on product availability. We provided co-branded marketing collateral for the OMNIA team. We worked with the OMNIA Inside Sales Team to reach out to customers and make them aware of our capabilities. Through this process, Safeware and OMNIA partnered to

create a communications network that resulted in real-time communication with purchasing contacts nationwide.

We believe that this history and this successful template will be the foundation for the contract for which we are currently competing.

2.1.3.3.J	Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc. [RFP Exhibit A, 3.3, I (second I)]
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We've become OMNIA experts. Over the last nine years, Safeware has made the OMNIA contract our go-to vehicle, and the numbers substantiate. This could not have happened without the joint efforts of both the Safeware and OMNIA marketing and sales teams and the processes put in place by our operations team. Safeware and OMNIA marketing and sales regularly interact, whether formally or informally, to constantly strategize on the next growth opportunity. This might be promotional material, adding features to a website, targeting specific accounts, etc.

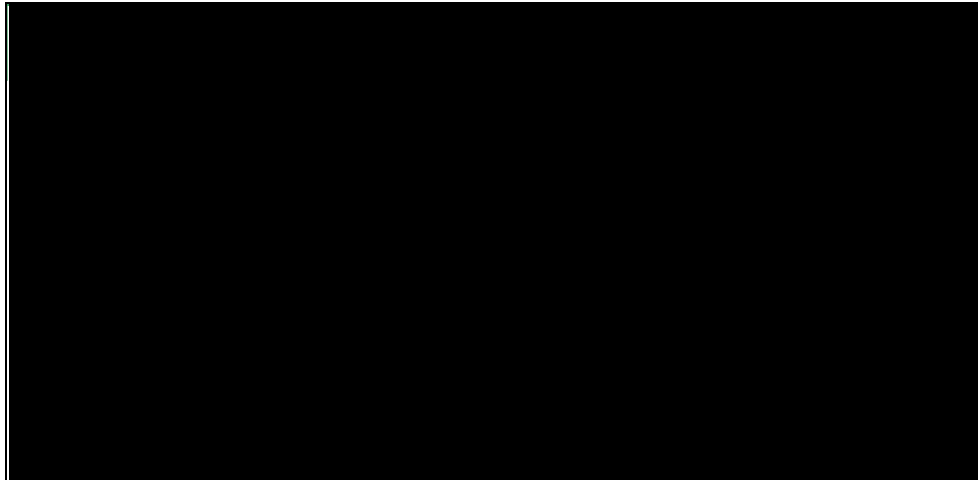
Meanwhile, our operations team has existing processes to set up new Participating Public Agency accounts and assist them with information and orders. This team also has procedures to manage the day-to-day contract administration of the contract, such as reporting sales metrics to OMNIA every month.

2.1.3.3.K	State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each. [RFP Exhibit A, 3.3, J]
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[REDACTED]

[REDACTED]

Table 2.1-14: Safeware Top 10 Public Agency Customers



2.1.3.3.L Describe Supplier’s information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions. [RFP Exhibit A, 3.3, K]

We have a platform designed to help our business grow. Safeware utilizes a single system platform, which is an enterprise system called Prophet 21 by Epicor, specifically designed for distribution. It is comprehensive and seamlessly integrates all aspects of the business process into one system for order processing, inventory management, shipping, purchasing, billing, and accounting.



This system, though built on current, well-established software architecture, is mature and feature-rich. The system is well suited to keeping performance standards and meeting delivery dates for routine and urgent orders. Our warehouse automation system has full product traceability and automates much of the picking and shipping process, ensuring accuracy and reducing the overall lead time.

Ordering Process: Order processing procedures begin most often with a request for a quote submitted either as a request on our website, emailed directly to a customer service representative, or via phone call. Existing customers will typically reach out directly to the customer service representative assigned to their account or their sales rep for larger, more complicated requests. Quotes are entered into our system by a CSR and are typically returned to the customer within 24 hours of the initial request.

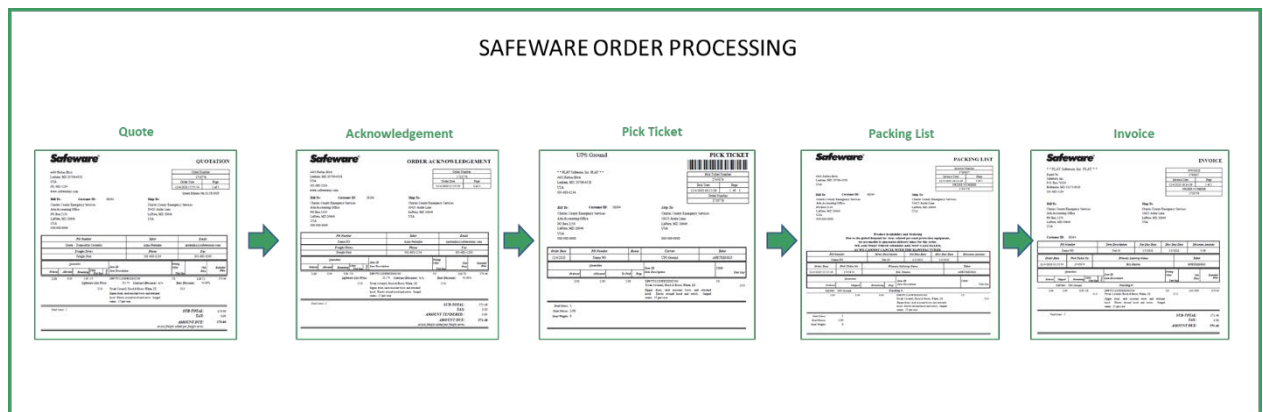
The customer reviews the quote, communicates any necessary alterations, and ensures their requirements are satisfied, replies with a Purchase Order, credit card number, or other authorization to order. The quote is then seamlessly converted to an order within our processing system, Prophet 21.

Our staff verifies the details and then executes the order, which either automatically allocates items in our warehouse stock or prompts a subsequent order directly to the manufacturer confirming the necessary ship dates and other requirements. Once the order has been placed, an order acknowledgment is sent to the point of contact that placed the order.

Safeware staff will continually monitor status from the manufacturer to ensure the items meet or exceed delivery requirements. All order activity is monitored and controlled by our computer enterprise system. Any delays will be immediately brought to the attention of the customer. When the product is ready to be shipped, the system prints a pick ticket for the warehouse to pull and package the product. When the product is packaged, tracking information is added, and a packing slip is generated and affixed to the outside of the box.

Once the shipment is confirmed, the system generates an invoice. If the product is shipping directly from one of our manufacturers, the same quote, acknowledgment, and order conversion is followed, except the system generates a PO for the product to ship to the customer with the customer ship-to address and PO number. The PO is sent directly to the manufacturer. Once Safeware's Accounts Payable department receives the direct shipment invoice, the product quantity, price, PO and ship to are confirmed. The tracking, if provided by the manufacturer, is added to the order and an invoice is generated.

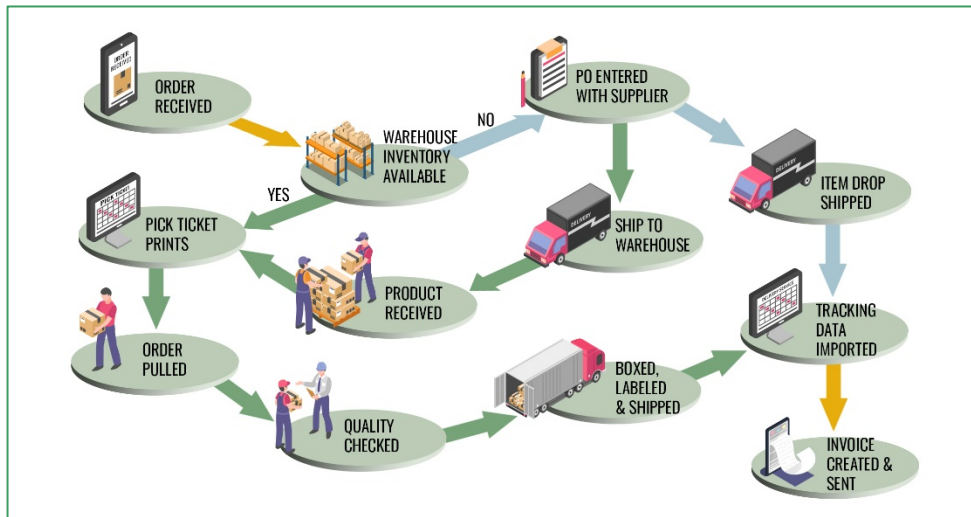
Figure 2.1-15: Safeware Order Information for Customer from Quote to Invoice



Once generated, invoices are sent to the customer per the PO instructions, Email, Mail, Fax, EDI, or web-based invoicing.

The following diagram details the process once an order has been received through shipping and billing.

Figure 2.1-16: Safeware's Order Process Flow

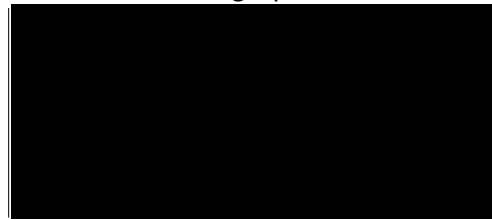


Order Formats: Safeware accepts orders via multiple formats such as email, telephone, e-commerce, fax, and mail service. Customer orders can be placed directly on both company websites, and transactions using EDI (850, 855, 856, 865, 810, 997 via ANSI X12) are also a capability.

Customers may purchase online directly from our website using a PO or P-card/credit card.

We offer punchout where the customer utilizes their eProcurement system to Safeware's punchout site. This is the most common type of punchout. We also provide punchout where the customer can search for and view products directly in their procurement platform without initiating a punchout session.

We are currently integrated with Ariba, Equallevel, CommBuys, Jaggaer (formerly SciQuest), and Oracle Business Network.



In addition to website and punchout, we offer these additional ecommerce capabilities:

- EDI capabilities to our ERP system for receiving PO's and sending order confirmations, ship notifications, and invoices
- Custom API's can also be made to our ERP system for this functionality
- Ability to transcribe incoming PO's sent via email into EDI
- Ability to send order confirmations, ship notifications, and invoices via email

P-Card Ordering: Safeware accepts p-cards and bank cards for all our accepted formats of orders, Visa, Mastercard, and American Express. Credit card payments can be entered online when orders are entered using e-commerce and website order processing. The customer can call into Safeware's Accounts Receivable department to make payment for invoices being paid with bank cards on a net terms invoice. There is no convenience fee charged at this time.

2.1.3.3.M Provide the Contract Sales (as defined in Section 10 of the OMNIA Partners Administration Agreement) that Supplier will guarantee each year under the Master Agreement for the initial three years of the Master Agreement (“Guaranteed Contract Sales”). [RFP Exhibit A, 3.3, L]

\$_____.00 in year one
\$_____.00 in year two
\$_____.00 in year three

To the extent Supplier guarantees minimum Contract Sales, the administration fee shall be calculated based on the greater of the actual Contract Sales and the Guaranteed Contract Sales.

Safeware pays OMNIA an Administration Fee based on the actual contract sales outlined in the Administration Fee, Reporting & Payment section of Exhibit B, Administration Agreement. Safeware does not guarantee contract sales.

2.1.3.3.N Even though it is anticipated many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation for Products covered under the Master Agreement. [RFP Exhibit A, 3.3, M]

- i. Respond with Master Agreement pricing (Contract Sales reported to OMNIA Partners).
- ii. If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to OMNIA Partners under the Master Agreement.
- iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract Sales are not reported to OMNIA Partners).
- iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.

Detail Supplier’s strategies under these options when responding to a solicitation.

In cases where a Public Agency releases its own solicitation without utilizing the Master Agreement, Safeware will reach out to the issuing entity and notify them that we hold the OMNIA Master Agreement for public safety and emergency preparedness and educate them on the strength of such a contract. Additionally, we will provide collateral regarding the contract’s terms and conditions and respond to

the solicitation with Master Agreement pricing, if authorized and approved by the Public Agency. In this situation, contract sales would be reported to OMNIA Partners.

If we find ourselves facing competitive conditions requiring pricing lower than what we have as the standard Master Agreement not-to-exceed pricing, Safeware will respond with lower pricing through the Master Agreement. If Safeware is awarded the contract, we will report such sales as contract sales to OMNIA Partners under the Master Agreement.

In the unlikely event the Public Agency refuses to utilize the Master Agreement, Safeware will respond with pricing higher than the agreement. In these situations, contract sales will not be reported to OMNIA Partners. If alternative or multiple proposals are permitted, Safeware will respond with pricing higher than our Master Agreement and include the agreement as the alternate or additional proposal with the better pricing.

2.1.3.3.O Describe how volume will be tracked and reported to OMNIA Partners. [RFP 4.2.1]

Below is an example of how Safeware tracks and reports volume to OMNIA Partners every month. This is the equivalent of Exhibit E Contract Sales Reporting Template in the RFP.

Figure 2.1-17: Safeware Monthly Contract Sales Reporting to OMNIA

SAFWARE, INC		SALES FOR THE MONTH OF OCTOBER 2020											
OMNIA Partners - Contract # 4400008468													
federal id no	supplier id	account no	agency name	dept	mail address1	mail city	mail state	zip	usc agency type	year for period	ctr	month	amount
Total													\$XXXXXXXXXX
													2%
													\$XXXXXX

- 2.2 The successful offeror will be required to sign Attachment A, Exhibit B, OMNIA Partners Administration Agreement. Offerors should have any reviews required to sign the document prior to submitting a response. Offeror's response should include any proposed exceptions to the OMNIA Partners Administration Agreement. Include completed Attachment A, Exhibits F. Federal Funds Certifications and G. New Jersey Business Compliance. [RFP 4.2.2]

Attachment A, Exhibit B, OMNIA Partners Administration Agreement, along with Exhibits F and G can be found in these Attachments to Safeware's proposal:

- Attachment 4 OMNIA Administration Agreement
- Attachment 5 OMNIA Exhibit F Federal Funds Certifications
- Attachment 6 OMNIA Exhibit G New Jersey Business Compliance

- 2.3 Describe ordering process. Do you provide for on-line ordering, punch out capabilities, and e-commerce systems? Describe the options available and any authorization platforms. [RFP 4.2.3]

Paragraph 2.1.3.3.L in our response details Safeware's information system capabilities from receipt of order through receipt of payment, along with platform options. Here is a reprint of this information.

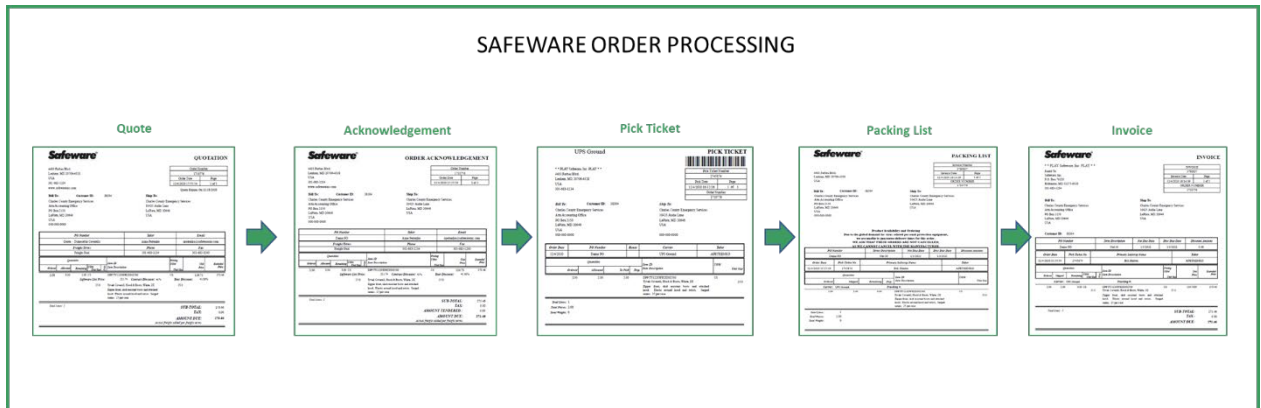
Excerpt from Paragraph 2.1.3.3.L:

Ordering Process: Order processing procedures begin most often with a request for a quote submitted either as a request on our website, emailed directly to a customer service representative, or via phone call. Existing customers will typically reach out directly to the customer service representative assigned to their account or their sales rep for larger, more complicated requests. Quotes are entered into our system by a CSR and are typically returned to the customer within 24 hours of the initial request.

The customer reviews the quote, communicates any necessary alterations, and ensures their requirements are satisfied, replies with a Purchase Order, credit card number, or other authorization to order. The quote is then seamlessly converted to an order within our processing system, Prophet 21. Our staff verifies the details and then executes the order, which either automatically allocates items in our warehouse stock or prompts a subsequent order directly to the manufacturer confirming the necessary ship dates and other requirements. Once the order has been placed, an order acknowledgment is sent to the point of contact that placed the order.

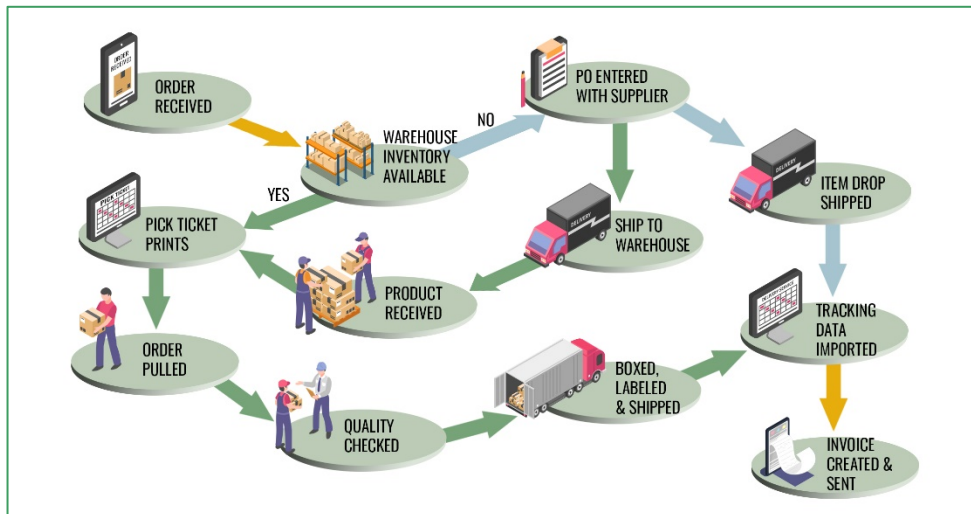
Safeware staff will continually monitor status from the manufacturer to ensure the items meet or exceed delivery requirements. All order activity is monitored and controlled by our computer enterprise system. Any delays will be immediately brought to the attention of the customer. When the product is ready to be shipped, the system prints a pick ticket for the warehouse to pull and package the product. When the product is packaged, tracking information is added, and a packing slip is generated and affixed to the outside of the box.

Once the shipment is confirmed, the system generates an invoice. If the product is shipping directly from one of our manufacturers, the same quote, acknowledgment, and order conversion is followed, except the system generates a PO for the product to ship to the customer with the customer ship-to address and PO number. The PO is sent directly to the manufacturer. Once Safeware's Accounts Payable department receives the direct shipment invoice, the product quantity, price, PO and ship to are confirmed. The tracking, if provided by the manufacturer, is added to the order and an invoice is generated.

Figure 2.1-15: Safeware Order Information for Customer from Quote to Invoice


Once generated, invoices are sent to the customer per the PO instructions, Email, Mail, Fax, EDI, or web-based invoicing.

The following diagram details the process once an order has been received through shipping and billing.

Figure 2.1-16: Safeware's Order Process Flow


Order Formats: Safeware accepts orders via multiple formats such as email, telephone, e-commerce, fax, and mail service. Customer orders can be placed directly on both company websites, and transactions using EDI (850, 855, 856, 865, 810, 997 via ANSI X12) are also a capability.

Customers may purchase online directly from our website using a PO or P-card/credit card.

We offer punchout where the customer utilizes their eProcurement system to Safeware's punchout site. This is the most common type of punchout. We also provide punchout where the customer can search for and view products directly in their procurement platform without initiating a punchout session.

We are currently integrated with Ariba, Equallevel, CommBuys, Jaggaer (formerly SciQuest), and Oracle Business Network.

In addition to website and punchout, we offer these additional ecommerce capabilities:

- EDI capabilities to our ERP system for receiving PO's and sending order confirmations, ship notifications, and invoices
- Custom API's can also be made to our ERP system for this functionality
- Ability to transcribe incoming PO's sent via email into EDI
- Ability to send order confirmations, ship notifications, and invoices via email

P-Card Ordering: Safeware accepts p-cards and bank cards for all our accepted formats of orders, Visa, Mastercard, and American Express. Credit card payments can be entered online when orders are entered using e-commerce and website order processing. The customer can call into Safeware's Accounts Receivable department to make payment for invoices being paid with bank cards on a net terms invoice. There is no convenience fee charged at this time.

- 2.4 Describe how provider responds to emergency events. Include specifics related to events such as: [RFP 4.2.4]
- a. Natural disasters,
 - b. Civil unrest,
 - c. Pandemic, etc.
- Include response time and details of emergency response events.

Safeware has many years of experience in responding to public emergencies. Our process includes a 24/7/365 after-hours response 800 number. Calls after regular business hours are directed to an on-call member of the management team, who contacts the customers and begins the Safeware response. All members of the Safeware team are available for after-hours on-call emergencies. During the recent pandemic, Safeware maintained seven days a week staffing for many weeks. Safeware's sales representatives nationwide monitor their cell phones and emails seven days a week to provide customers direct access for after-hours emergencies.

Safeware has a long history of success in emergency response, as detailed in Paragraph 1.4 (Government Experience section) above and reprinted below. 2020 was a great example of Safeware's capabilities in response. Many customers, including the top public procurement officials from many States, Counties, and Cities nationally, contacted Safeware evenings and weekends, as well as after hours. The February edition of Supply Chain World outlines the efforts of Safeware, among other suppliers, in meeting the continual and after-hours needs of one customer, Anne Arundel County, MD. After hours calls at Safeware are not just a courtesy; we work with our customers to achieve immediate results in a time of crisis. Our warehouse team shipped thermometers, gloves, and respirators to customers across the United States, working nights and weekends as the workload and urgency demanded.

Figure 2.4-1: Law Enforcement Marketing



In late May, just as the demand for pandemic supplies was over the initial peak, Safeware began receiving calls from law enforcement customers across the country. There was a massive demand for personal protective gear for the police, who were protecting the public during these times of social conflict. Besides providing respirators, helmets and suits, Safeware was instrumental in sourcing safety eyewear with infrared protection. Officers were being assaulted with lasers in their eyes during the protests. On the weekend of May 30, 2020, Safeware worked throughout the weekend, supporting our customers. Truckloads of protective gear were picked up and delivered by Safeware customers. Our experience with emergencies like COVID 19 includes prior outbreaks of SARS, bird flu, and Ebola, as well as the Zika virus. Nothing rivals the current pandemic, but we learned from these other outbreaks, working around the clock.

We provided baby food and diapers, waders and body bags after Hurricane Katrina, to the victims and rescue workers in Mississippi and Louisiana.

We provided PPE to both Ground Zero and the Pentagon after the 0911 attacks.

We provided PPE to emergency workers at the Hart Senate building and Brentwood Post Office following the anthrax attacks.

For many years, and for many types of emergencies, Safeware has answered the call from our customers, day and night, weekdays and weekends. We don't answer these calls with "what's your part number?" We answer with "what's going on" and "how can we help"?

We believe that our experience and knowledge, and breadth of products make Safeware an essential resource for every public agency in our country.

Excerpt from Paragraph 1.4: EXPERIENCE WITH GOVERNMENT SECTOR

Ready to Mobilize 24/7. Safeware understands the responsive requirements needed for governments. We are accustomed to responding to needs of all kinds. When disaster strikes, we are there to help agencies recover. We are on-call 24/7 with products and solutions to rapidly deliver supplies to agencies in need during natural and homeland disasters, crises, pandemics, and any other emergency that may arise. Here are examples of how we mobilize in an emergency.

State of Massachusetts

Safeware has worked closely with many contacts at the State of Massachusetts since the OMNIA contract was bridged in 2016. One recent success was the need for State Emergency Management to purchase kits and trailers for sheltering residents in an emergency. While the preparations for the purchase had taken place over many years, the money became available in January 2018 with a delivery required in April that same year. A meeting took place and fortunately, Safeware has experience with this type of kit and trailers before. Two weeks after the initial meeting, the quotes were finalized, and two days after that, purchase orders were created enabling the State to meet their deadlines.

State of Michigan

Safeware was contacted in August of 2014 by representatives of the State of Michigan Department of Technology, Management and Budget. The state had been surprised by terrible flooding, forcing many residents from their homes and causing widespread damage. The State sent over an equipment list of flood clean up items, hoping that Safeware could somehow source thousands of each of these items. This contact took place on a Saturday morning as volunteers were being mobilized already for the clean-up. Safeware contacted a key contract partner regarding the supplies, and it was immediately recognized that the listed components actually were parts of a kit that listed on the OMNIA contract pricing for that vendor, Propac. This kit is manufactured for the American Red Cross and Salvation Army, among others. The State arranged for the purchase of a full truckload of kits, which were loaded on a truck in South Carolina and dispatched on Sunday morning to the flood sites in Michigan. Local governments in the affected area also requested kits after speaking with the State, and as registered OMNIA customers, the County was able to purchase several pallets on their own to augment the clean-up.

This success story was presented by Safeware, along with a representative of the State of Michigan, to the Homeland Security Advisory Council of the National Governors Association in 2015.

Miami Dade County, Florida

The whole country received a big scare in 2016 with an outbreak of the Zika virus, and in August of that year, cases were reported in South Florida. Miami Dade County, a great customer of Safeware on the OMNIA contract, sprang into action and began to procure emergency supplies such as insect repellent, wipes and sprays to protect employees and the public. Safeware was able to source all the required products and coordinate emergency deliveries to support the response. Safeware also provided Miami Dade with products during the hurricanes of 2017, working around the clock with County representatives during the preparations and aftermath.

Being Responsive is More than Responding quickly in Times of Disaster. We also respond to changes in the market, always looking for the latest products to solve today's problems. Safeware invites manufacturers to regularly scheduled sales meetings to introduce new technology and product offerings and train our sales teams on presenting the options to our growing customer base. We attend numerous trade shows with the intent not only to make new contacts, but to find new and innovative products that will meet end users' needs.

Safeware also presents jointly at various shows and conferences along with manufacturers to aid in product demonstration and customer meetings. These shows are opportunities to increase our customer base, spread our knowledge of the various public safety markets, and promote the OMNIA

contract vehicle. A full listing of the shows we typically attend in non-pandemic years will be shared later in this proposal.

We Prepare You for Every Day. Safeware understands you need to run your organization smoothly each day and we supply you with the day-to-day needs to keep your community safe. We also help you plan and be prepared for events in your jurisdiction.

National Conventions

Safeware supported the City of Cleveland in the purchase of public safety equipment in preparation for the 2016 Republican National Convention. Difficulties in the acquisition of federal funds as well as other hurdles put the City in the challenging position of having to purchase product to protect thousands of officers with only a few short weeks to complete the purchases and have the products delivered. Many products also required fitting and training, further increasing the lead time. Fortunately, the City had passed a resolution making the Safeware OMNIA contract an option for these purchases. Safeware worked closely with the City Procurement staff as well as the command staff from fire and police assigned to the event to ensure that all of the products were delivered, and that training and fitting took place in time for the big event. Safeware was also honored to provide products to the City of Philadelphia for the 2016 Democratic National Convention, and we also supplied many products to the City of Tampa for the convention which was held there in 2012.

Washington, DC

Washington, DC, Office of Contracts and Procurement had a seemingly impossible task in procuring emergency supplies for the January 2017 Presidential Inauguration. Funds became available for long lead time items with only a few short weeks until the big event. Fortunately, DC had been utilizing Safeware and the OMNIA contract, allowing us to work together to get the mission critical items in the hands of the police department just in time for the Inauguration.

Cobb County, Georgia

Consider these excerpts from a government publication, regarding the teamwork of Safeware with Cobb County, GA Procurement to address purchases needed in time for the grand opening of SunTrust Park in 2017:

As opening day plans for the new Atlanta Braves Stadium, SunTrust Park, were being finalized, public safety leaders were completing the traffic and security measures to be implemented around the SunTrust Park area. On opening day, April 14th, officials would be implementing their well-planned processes and procedures to ensure traffic flowed smoothly and the safety of the thousands of visitors attending the game was secure.

Critical to the implementation of these plans was a list of items that needed to be purchased and delivered prior to opening day. The Police Department had several meetings with Bill Thomas, Supervisor of General Purchasing for Cobb County to outline their supplies and specifications. Some of the requirements included more than 1,000 safety cones, metal barricades, golf carts, Polaris all-terrain vehicles, safety balloons, generators and covered trailers – representing thousands of dollars.

The first pitch date was approaching and Bill needed to ensure that the procurement of the extensive list proceeded smoothly. To do this, he turned to two U.S. Communities contracts: Safeware for the majority of the public safety items and Club Car for the golf carts.

Joe proposed the cooperative contracts to the public safety team. "Using these contracts would save a lot of time by eliminating the need for an RFP and I knew we would get their lowest pricing," said Joe. "Everything that was needed was available through these two contracts which really streamlined the entire process."

Arriving at opening day without these items was not negotiable. Before proceeding, Joe had several meetings with Safeware to ensure the items they needed were covered under the contract and would be delivered by the designated dates. "I was most concerned with the Polaris vehicles since they were the most expensive items. I wanted absolute confirmation there would be no issues with the purchase. Sometimes when working with a vendor, you start the process and then find out a particular item is not available or can't be delivered by the needed date." stated Joe. "Working with Safeware went as smoothly as it could have gone."

As an Advisory Board member for U.S. Communities, Cobb County is familiar with the advantages of utilizing U.S. Communities contracts. The solicitation process by a lead public agency is similar to the Cobb County purchasing process so the requirements for a competitive bid are met. Being able to utilize a cooperative contract streamlines the entire purchasing process and eliminates the time needed for an RFP. U.S. Communities has rigorous supplier commitments to ensure their supplier partners offer their best government pricing. "Using U.S. Communities, we knew we were getting the most competitive pricing," said Joe.

Safeware enjoys a good relationship with Cobb County, and SunTrust Park is just another example of our work with procurement professionals to meet deadlines with important public safety purchases.

We engage regularly with procurement, purchasing managers, and buyers to assist with current and upcoming projects to help bridge the gap between the specific technical needs of the end users and the need for a convenient way to purchase on the procurement side.

2.5 Describe any shipping charges. [RFP 4.2.5]

- a. Detail ancillary and freight costs and pricing for orders placed outside Continental US.
- b. What are the minimum shipping requirements?
- c. Detail shipping on all items meeting minimum shipping requirements. Provider may include a shipping fee on orders less than minimum shipment.

Safeware gets the product to you quickly. Standard delivery times for stock items are generally one to two days from order to receipt. Some remote areas of the country may take 3-5 days, depending on carrier capabilities. Full expedited delivery options are available, including next day, two day, and courier. Safeware offers paid freight for all orders using normal shipping methods, including UPS Ground, FedEx Ground, and the economy LTL freight carrier.

Many public safety customers will request items that have a state lead time of up to 180 days. For example, bomb robots and armored vehicles are built to order and take months to deliver. All delivery information is communicated prior to purchase and customers are advised of their purchases' delivery status. Many items, such as rope and gas masks, are delivered within a couple of days of order, and others such as our stock cones and safety PPE ship day of order and are delivered within three days, as noted above.

Expedited services including next day, two-day, inside delivery, and courier services will be billed to the ordering agency as well as any Hazardous Material fees.

Orders placed for locations outside the Continental US will be billed all applicable fees, including Freight, Duties, taxes, etc.

Urgent requirements can arise for a multitude of reasons. From a stock-out to a large incident, the emergency need can be for one person or hundreds. Our culture and organizational structure thrive on fulfilling the urgent need of our customers. When a customer has identified an urgent or emergency need, Safeware customer service will respond quickly to assess the need and source the required product. A response will be within 24 hours or less and shipping for urgent orders 72 hours or less, and emergency orders 24 hours or less. Safeware will utilize its logistic and delivery contracts to ensure on-time delivery.

Safeware has no minimum shipping requirement for any of its orders.

- 2.6 What is provider's average on time delivery rate? Describe provider's history of meeting delivery timelines. [RFP 4.2.6]

We get the product you need on-time. The on-time delivery rate is a crucial metric for Safeware. It is used to measure our ability to fulfill customers' orders within a promised delivery period. We are continually looking at factors such as transit delays, supplier issues, shipping errors, purchasing forecasts, etc., to improve this KPI. This monitoring of core factors has allowed Safeware to improve steadily our on-time delivery to meet customers' timelines. Our current OTD rate is 94.1%.

Table 2.6-1: Safeware On-Time Delivery

On-Time Delivery	
2021 YTD	94.10%
2020	90.40%
2019	89.10%

- 2.7 What is Provider's average Fill Rate? [RFP 4.2.7]

Safeware meets customer demands. Safeware thrives at maintaining the types and quantities of inventory that our customers demand. We are consistently monitoring reports and adjusting our stock levels to maintain a high Fill Rate level. Our 2020 fill rate was 91% across all our locations.

- 2.8 Describe provider's ability to meet service and warranty needs. Provide pricing for warranties on all products and services. [RFP 4.2.8]

Our Technicians are ready to tackle your service and warranty needs. Safeware operates a corporate office in Lanham, Maryland, with additional branches in Maryland, Pennsylvania, Virginia, Georgia, Florida, and Colorado. There is also an expansion location planned for the West Coast in 2021.

Our various distribution centers all host warehouse space from which we ship product, and all branch locations have Service Technicians assigned to them. There are also multiple Service Technicians working from their homes via mobile service vans throughout the country. Safeware provides many value-added services both in-house and with our mobile service vans. Our Technical Service Department employs 24 dedicated personnel who are trained in many areas, including but not limited to, SCBA maintenance and repair, SCBA flow testing, cylinder hydrostatic testing, fit testing, CBRNE instrument calibrations and repair, Level-A suit testing, fire hose testing, PPE cleaning, air compressor repair and maintenance, and breathing air testing.

Safeware represents hundreds of manufacturers, including the manufacturers listed in this response. Where products are supplied with a manufacturer's warranty, Safeware supports and honors that warranty in the sales of those items to our customers. There is no additional cost to Safeware customers to receive repairs and replace items covered by a manufacturer's warranty.

2.9 Describe your return and restocking policy. [RFP 4.2.9]

Safeware is flexible. Safeware extends a liberal return policy allowing public agencies the flexibility to return stock material up to 3 months from the date of shipment without cost or penalty. A full refund will be provided to the public agency upon receipt of the returned product in sellable condition.

Returns meeting any of the following conditions will also be deemed acceptable:

- Incorrect product shipped
- Product damaged in shipment
- The product arrived with concealed shipping damages
- Product was recalled
- Product over shipment

Custom products in design or modification, and dated products, may not be returned. Still, every effort will be made to work with the manufacturer to accommodate the public agency.

Safeware customer service will provide disposition instructions to the customer within ten days of notification of the receipt of discrepant goods, including an RMA (Return Material Authorization) number.

2.10 Describe Provider's customer service support/problem resolution process. Include hours of operation, number of services, etc. [RFP 4.2.10]

Excellent customer satisfaction is a top objective. For this reason, Safeware employs a vast number of Customer Service Representatives working from branch locations as well as their homes. Safeware has representatives available Monday-Friday from 7:00 am – 7:00 pm EST.

We also maintain a 24/365 emergency phone line that customers can contact at any time.

Customer Service Representatives are empowered to address and resolve any customer issues. Should the need arise, our three customer service managers can intervene to address any concerns proactively.

- 2.11 Describe Providers invoicing process. Include payment terms and acceptable methods of payments. Providers shall describe any associated fees pertaining to credit cards/p-cards. [RFP 4.2.11]

Paragraph 2.1.3.3.L in our response details Safeware's information system capabilities from receipt of order through receipt of payment, along with platform and payment options. Here is a reprint of this information.

Excerpt from Paragraph 2.1.3.3.L:

Ordering Process: Order processing procedures begin most often with a request for a quote submitted either as a request on our website, emailed directly to a customer service representative, or via phone call. Existing customers will typically reach out directly to the customer service representative assigned to their account or their sales rep for larger, more complicated requests. Quotes are entered into our system by a CSR and are typically returned to the customer within 24 hours of the initial request.

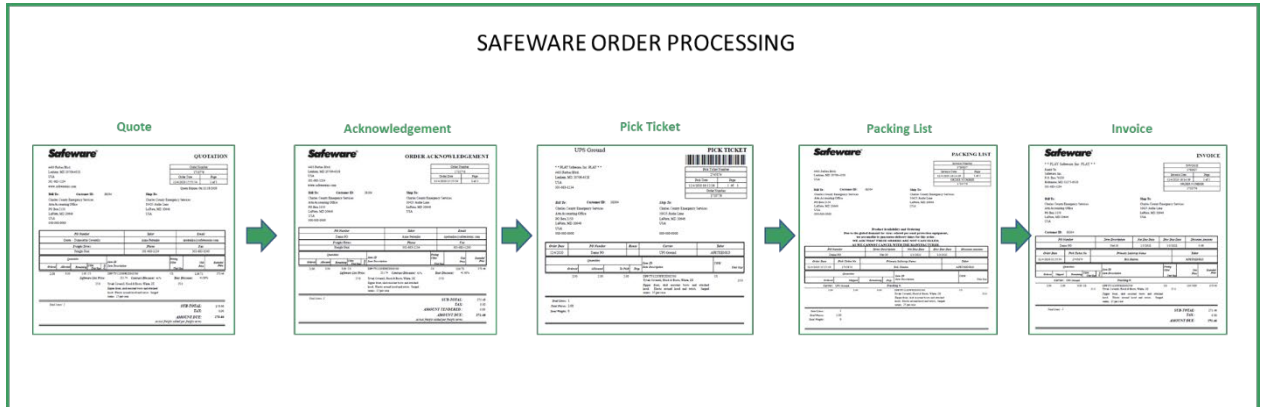
The customer reviews the quote, communicates any necessary alterations, and ensures their requirements are satisfied, replies with a Purchase Order, credit card number, or other authorization to order. The quote is then seamlessly converted to an order within our processing system, Prophet 21. Our staff verifies the details and then executes the order, which either automatically allocates items in our warehouse stock or prompts a subsequent order directly to the manufacturer confirming the necessary ship dates and other requirements. Once the order has been placed, an order acknowledgment is sent to the point of contact that placed the order.

Safeware staff will continually monitor status from the manufacturer to ensure the items meet or exceed delivery requirements. All order activity is monitored and controlled by our computer enterprise system. Any delays will be immediately brought to the attention of the customer. When the product is ready to be shipped, the system prints a pick ticket for the warehouse to pull and package the product. When the product is packaged, tracking information is added, and a packing slip is generated and affixed to the outside of the box.

Once the shipment is confirmed, the system generates an invoice. If the product is shipping directly from one of our manufacturers, the same quote, acknowledgment, and order conversion is followed, except the system generates a PO for the product to ship to the customer with the customer ship-to address and PO number. The PO is sent directly to the manufacturer. Once Safeware's Accounts Payable department receives the direct shipment invoice, the product quantity, price, PO and ship to

are confirmed. The tracking, if provided by the manufacturer, is added to the order and an invoice is generated.

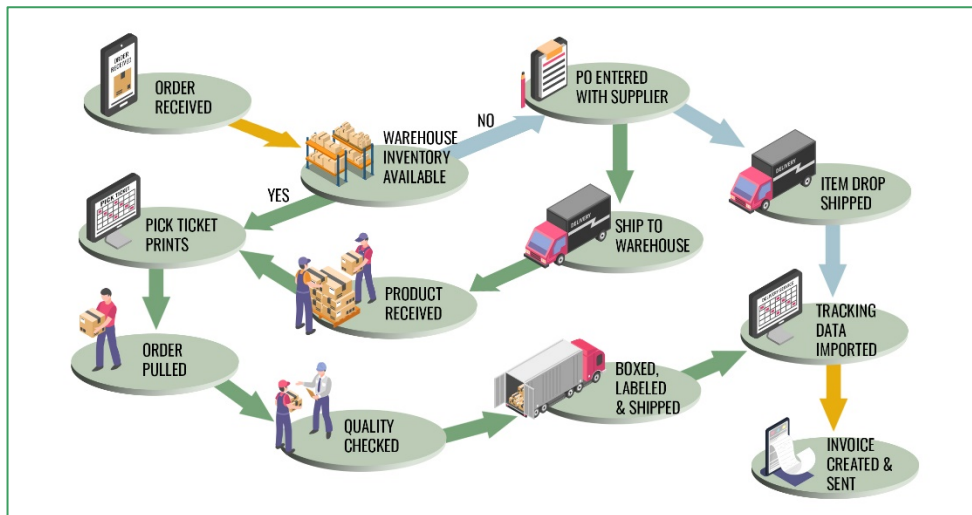
Figure 2.1-15: Safeware Order Information for Customer from Quote to Invoice



Once generated, invoices are sent to the customer per the PO instructions, Email, Mail, Fax, EDI, or web-based invoicing.

The following diagram details the process once an order has been received through shipping and billing.

Figure 2.1-16: Safeware's Order Process Flow

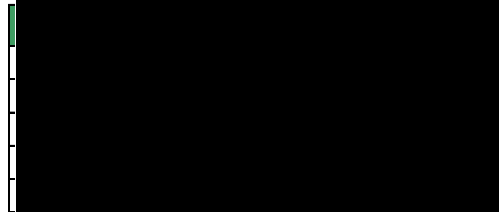


Order Formats: Safeware accepts orders via multiple formats such as email, telephone, e-commerce, fax, and mail service. Customer orders can be placed directly on both company websites, and transactions using EDI (850, 855, 856, 865, 810, 997 via ANSI X12) are also a capability.

Customers may purchase online directly from our website using a PO or P-card/credit card.

We offer punchout where the customer utilizes their eProcurement system to Safeware's punchout site. This is the most common type of punchout. We also provide punchout where the customer can search for and view products directly in their procurement platform without initiating a punchout session.

We are currently integrated with Ariba, Equallevel, CommBuys, Jaggaer (formerly SciQuest), and Oracle Business Network.



In addition to website and punchout, we offer these additional ecommerce capabilities:

- EDI capabilities to our ERP system for receiving PO's and sending order confirmations, ship notifications, and invoices
- Custom API's can also be made to our ERP system for this functionality
- Ability to transcribe incoming PO's sent via email into EDI
- Ability to send order confirmations, ship notifications, and invoices via email

P-Card Ordering: Safeware accepts p-cards and bank cards for all our accepted formats of orders, Visa, Mastercard, and American Express. Credit card payments can be entered online when orders are entered using e-commerce and website order processing. The customer can call into Safeware's Accounts Receivable department to make payment for invoices being paid with bank cards on a net terms invoice. There is no convenience fee charged at this time.

2.12 Describe provider's contract implementation/customer transition plan. [RFP 4.2.12]

- a. Provider shall present their typical approach to providing services within these categories, including methodology and delivery. Provider will be expected to ensure design compatibility and uniformity. Include, a detailed work plan for each service offering that identified key timeframes and milestones. The Port reserves the right to make additional investigation as it deems necessary to establish the competence and financial stability of any Provider submitting a proposal.
- b. Provide an overview of the risks your firm expects to be involved in this project, including, but not limited to, deadlines, milestones, potential delays, and overall risk. Explain your plan for managing and mitigating the risks identified.

The prevailing agreement Safeware operates under is the Master Agreement between the Lead Public Agency and Safeware and subsequently Safeware's agreement with OMNIA Partners to market the Master Agreement nationally. Please see our responses to Paragraphs 2.1.3.3.A-2.1.3.3.J regarding our national approach to contract implementation/customer transition for this contract. No additional contracting is required by the participating public agency.

Should a public agency need to bridge the contract, there would be the added step of reviewing and executing that agency's terms and conditions. Depending on complexity, this typically takes approximately one to four weeks.

On a local administrative level for a public agency, the contract implementation/customer transition plan requires (1) that the public agency register with OMNIA electronically and (2) that Safeware creates a customer ID and profile with correct contact, shipping, and billing information. It takes approximately 24 hours once we have received the customer profile information to complete the process. Once an agency is set up with an account, individuals can register for online access to order through our website. This process takes up to one business day.

Furthermore, the public agency has a dedicated Safeware sales representative available to them as a value-added resource to help understand and identify the level of safety desired by the agency, develop a plan, provide product references, and subject matter experts to assist with equipment solutions.

Risks include maintaining the customer profile, so appropriate contacts, shipping, and billing information are current. This is typically mitigated with communication between the public agency and the Safeware sales representative to keep information up-to-date. Additionally, not understanding the practical level of safety for the customer's solution has risk on the public agency. This can be mitigated by engaging public agency end-users and subject matter experts to identify the standard of safety required. Disasters, crises, and pandemics create inherent risks and cause manufacturers to shut down or put a strain on raw materials. Safeware works with a wide variety of suppliers to help mitigate this risk and works to find new sources of supply continually.

2.13 Provide a synopsis of the type of management reports that you are able to generate and provide for governmental clients. [RFP 4.2.13]

Safeware places the value of data and using it to its maximum capabilities at the heart of our company culture. If it is worth doing, it is worth measuring. We believe that management reports should aim to inform managers of different aspects of our business to help them make better-informed decisions. We collect data from various company departments, track key performance indicators (KPIs), and present them in an understandable way monthly to management to help ensure oversight and focus.

We take this same internal data-driven management model and make these same reporting capabilities available to our customers. Safeware has a robust SQL reporting program and has provided detailed management reports as required by our customers for many years. Also, Safeware has recently invested in MITS Distributor Analytics Software which provides reporting and business intelligence solutions using the data in our ERP and other business systems. The solution is cloud-based, and generates customized reports, dashboards and scorecards.

Management reports for customers are generated as contracts require and can be emailed to contract managers or posted to a DropBox file for review by authorized users in the frequencies requested. Reports are most often in Excel format. We typically produce Contract Reporting Templates in conjunction with our customers based on their requirements.

Our Managerial reports for customers are designed to offer insight, clarity, and direction. We always ask - What data-driven questions will the customer of this report want to be answered? Our reporting

uses various data visualization types, using real-time metrics to “paint a picture” that our customers will benefit from.

Some KPIs often used in our Management Reports related to customer expectations:

- Line item purchase activity by location/user
- Percent of on-time and complete deliveries/item fill rate
- Shipping accuracy
- Reporting on insights from customer feedback surveys
- Cost savings
-

Safeware’s commitment to and investment in robust reporting systems leaves us fully capable of providing detailed and complex reports in multiple formats.

- 2.14 Describe any retail stores Provider has and what procedures are in place to ensure contract pricing on all product lines to participating agencies that purchase from retail location. [RFP 4.2.14]

Safeware does not currently operate retail stores. Our warehouse locations offer will call for pickup of purchased items.

- 2.15 Provider must include their company’s standard master service agreement. [RFP 4.2.15]

The prevailing agreement Safeware operates under is the Master Agreement between the Lead Public Agency and Safeware and subsequently Safeware’s agreement with OMNIA Partners to market the Master Agreement nationally. No additional contracting is required by the participating public agency.

A master service agreement for services is not applicable.

- 2.16 Provider additional information relevant to this section [RFP 4.2.16]

As an existing OMNIA Partners supplier, Safeware has processes in place to ensure public agencies receive the public safety and emergency response products and services they need through the contract, whether it’s for day-to-day operations or in response to an emergency event. Our track record demonstrates that we are the committed and poised supplier for continued growth with the contract.

3.0 PRODUCTS/PRICING [RFP 4.3]

- 3.1 Provider shall provide auditable pricing based on a discount from a price list or catalog, or fixed price, or a combination of both with indefinite quantities. Prices listed will be used to establish the extent of a product lines, services, warranties, etc., that are available from Provider and the pricing per item. Multiple percentage discounts are acceptable if, where different percentage discounts apply, different percentages are specified. The discount proposed shall remain the same throughout the term of the contract and all renewal options. Additional pricing and/or discounts may be included. Products and services proposed are to be priced separately with all ineligible items identified. [RFP 4.3.1]

Safeware has enjoyed over a decade of experience with national cooperative contracts. During that time, we have learned techniques and established systems that assure contract compliance and auditable pricing. The proposed pricing for this solicitation is based on Safeware's Catalog pricing. The contract price is 41% off Catalog Price for Products and a 10% discount for Services. This pricing methodology has been created for the convenience of agency buyers who can count on a uniform discount for items from a wide variety of manufacturers.

3.2 Is pricing available for all products and services? [RFP 4.3.2]

Pricing is available for all products and services offered by Safeware. Products are offered at 41% off Safeware's catalog price. Services are offered at 10% off Safeware's catalog price. Any products within the contract scope that requires sourcing will be available at the same discount of 41% off Safeware's catalog price.

- 3.3 Describe Provider's ability to provide customized market baskets to participating agencies. Describe any limitations to customized market baskets (number of items, excluded categories, agency size limitations, etc.). How frequently does Provider propose to update customized market baskets? [RFP 4.3.3]

We think you are special. Safeware can tie special pricing against the Master Agreement for specific public agencies that have customized needs for a market basket of items. We refer to these as sub-agreements to the Master Agreement. Safeware will create a special price quote for the particular bundle of items. The market basket can contain any number of items and categories, and we offer this to agencies of all sizes. Safeware works with the public agency to determine the frequency of updates.

- 3.4 Describe Equipment offerings and include details on new, used, parts accessories, services and repairs, trade-ins, leasing/financing and provide price structure for each of these items. [RFP 4.3.4]

Safeware offers a complete line of new Public Safety and Emergency Preparedness Equipment along with many related services. The quantity of new products we have access to from our vast number of vendors is massive.

Accessories: Many items we offer have various accessories that our expert sales team will go over to help meet the customer's specific use and need. Examples include hoses, carrying cases, additional sensors, brackets, etc.

Used Inventory: Safeware does not offer used inventory.

Trade-Ins: Safeware offers trade in programs for contract purchases. These are either special offers from a manufacturer for a specific period of time, or a special incentive offered for a particular piece of business. The Trade-In Program is as follows:

- A Safeware quote will provide the Contract Price for the new item and the Trade-In Value of the item being traded-in. The customer will be given a Contract Price Net of the Trade-In. This quote will reference the customer's intent to trade-in material. For example: if the Contract Price for the new item is \$100 and the Trade-In Value is \$25, then the Net Contract Price will be \$75.
- Upon receipt of the order, the Trade-in materials will either be picked up by a Safeware representative, or a representative will send a return label for shipment.

Leasing/Financing: Any item listed on this contract may be offered as a leased item. Purchase orders for leased items must be made out to the leasing agent however, Safeware holds the leasing agent responsible for reporting to us so that these contract sales will be reported to OMNIA and included in the administrative fee.

Technical Services and Repairs: Safeware's trained and certified technical services division provides top quality on-site solutions and consultations to keep your team safe and in compliance. Proudly offering the industry's best safety equipment and industrial hygiene instrumentation available, our expert technicians and customer service personnel provide outstanding support and are readily available for in-house and on-site services.

Safeware's on-site consultations help identify the best equipment to fit your application; sales, leasing and rental options, installation, training and preventative maintenance programs that include diagnostics, calibration, and repairs. Our onsite capability provides top quality service and quick turnaround that limits your downtime keeping you operational.



Our wide variety of Technical Services and Repairs are offered at 10% off of Safeware's catalog price:

- SCBA Respiratory repair and annual testing
- Respiratory fit testing

- Gas detection calibration
- Gas detection repair
- Suit testing
- Hose testing
- PPE cleaning
- Compressor repair and testing
- Breathing air testing
- Hydrostatic cylinder testing

- 3.5 Describe any garment services you may provide. Include details and fees associated with tailoring, customization, uniform programs, non-stock, oversize charges, etc. [RFP 4.3.5]

Safeware offers embellishments and alterations as a component of our uniform offering. A list of those processes is included in our pricing in Attachment 2.

- 3.6 Provide details of and propose additional discounts for volume orders, special manufacturer's offers, special programs, minimum order quantity, free goods programs, total annual spend, etc. [RFP 4.3.6]

Safeware offers OMNIA customers functional discounts on one-time large purchases. Sales greater than \$20,000 may be eligible for additional price discounts from manufacturers and are flagged in our system to indicate that additional price concessions should be sought from the manufacturer.

Many Safeware customers have their own rebate and incentive programs based upon customer requirements. Rather than offering a single program for all public agencies, we continue to follow the incentives provided by individual customers. Such rebates are not formulaic. We work with each specific entity to offer rebates tailored to their purchase.

- 3.7 Describe any additional discounts or rebates available. Additional discounts, volume discounts or rebates may be offered for large quantity orders, single ship to location, growth, annual spend, guaranteed quantity, etc. [RFP 4.3.7]

As stated in paragraph 3.6, Safeware offers OMNIA customers functional discounts on large one-time purchases. Sales greater than \$20,000 may be eligible for additional price discounts from manufacturers and are flagged in our system to indicate that additional price concessions should be sought from the manufacturer.

Many Safeware customers have their own rebate and incentive programs based upon customer requirements. Rather than offering a single program for all public agencies, we continue to follow the incentives provided by individual customers. Such rebates are not formulaic. We work with each specific entity to offer rebates tailored to their purchase.

Additional Rebate: Safeware encourages and incentivizes eligible OMNIA Partners customers to use electronic ordering and invoicing methods to streamline procurement and reduce transaction costs throughout the supply chain. We offer:

- If 30%-69.99% of total invoiced sales are received by website orders at the conclusion of each contract year, a 0.5% rebate will be provided to the agency on purchases made through ecommerce.
- If 70% or greater of total invoiced sales are received by website orders at the conclusion of each contract year, a 1% rebate will be provided to the agency on purchases made through ecommerce.

Conditions: The agency's total purchases for the annual contract period must be greater than \$20,000. Ecommerce is defined as any order placed through Safeware's website or a fully integrated third-party marketplace where the customer's orders and Safeware's invoices are transacted via EDI, XML, or cXML. Ecommerce rebates cannot be combined with other rebates, early payment discounts, or where the buying agency or procurement platform charges an administrative or transaction fee.

3.8 Describe any special offers or promotions Provider may make available. [RFP 4.3.8]

Safeware makes available any special offers or promotions by manufacturers throughout the term of the Master Agreement.

3.9 Provide any additional information related to products and services Provider proposes to enhance and add value to the Contract. [RFP 4.3.9]

We take an individualized approach to each public agency. Safeware sells products from many different manufacturers with many unique features. We understand that customers make operational decisions based upon their individual requirements, and we carry a wide variety of options to meet those needs. We use our expert product knowledge to match the customer with a manufacturer that meets both their product specifications and budgets.

We focus on the public safety issues public agencies face today and prepare for tomorrow. Safeware offers a full array of products relating to the impact of climate change. We have a deep offering and a full assortment of flood detection products and flood response products. We also offer wildland firefighting gear and a broad variety of skincare products.

Our response to the threat of COVID 19 was based on years of preparation and our understanding of the threat of a possible pandemic. There are emerging threats relating to climate change that make this a focus for Safeware in the coming years.

3.10 Describe how customers verify they are receiving Contract pricing. [RFP 4.3.10]

Safeware understands that not all public agencies operate the same way and offers multiple methods to verify contract pricing. Customers may request access to our website's password protected contract section to unlock some of these pricing verification methods.

- Safeware pricing is published in PDF copies of our catalog pricing, broken out by the manufacturer. Customers may request a copy of the applicable Safeware catalog from their sales or customer service representative OR download a PDF copy of the pricing from our website's password protected section. A direct link to our file-sharing website, Exavault, can also be shared upon request so customers can access the latest catalogs without logging into our website.
- The website offers a Searchable Database of items showing catalog price, contract discount, and the net contract price.
- Customers may request to see Safeware's catalog price and contract discount printed on their quotes.
- Some customers also prefer to place orders directly through our website or via a punchout site. If a customer chooses this method, we can set them up with an online account, and once signed in, the price shown on the website is the contract price.

3.11 Describe payment methods offered. [RFP 4.3.11]

Safeware's preferred method of payment is by ACH or EFT electronic payment. We also accept checks as well as p-cards and bank cards. Visa, Mastercard and American Express are accepted.

3.12 Provide available payment terms. [RFP 4.3.12]

Payment terms are Net 30.

3.13 Indicate if payment will be accepted via credit card. If so, may credit card payment(s) be made online? Also state the Convenience Fee, if allowable, per the Visa Operating Regulations. [RFP 4.3.13]

Credit card payments can be utilized online when orders are entered using e-commerce and website order processing. For invoices paid with bank cards, the customer can call Safeware's Accounts Receivable department to make payment. There is no convenience fee charged at this time.

3.14 Propose the frequency of updates to the Provider's pricing structure. Describe any proposed indices to guide price adjustments. If offering a catalog contract with discounts by category, while changes in individual pricing may change, the category discounts should not change over the term of the Contract. [RFP 4.3.14]

Pricing will remain firm fixed for 365 days from the execution of the contract. Safeware reserves the right to raise prices based on the Consumer Price Index (CPI-U) or a manufacturer/supplier change in price, whichever is higher. Safeware will provide the proposed effective date and documentation to support the requested adjustment, such as CPI-U or manufacturer or supplier cost change. Safeware

will decrease prices when applicable and notify the Port of Portland of the effective date of such decreases. Category discounts will remain the same throughout the term of the contract.

- 3.15 Describe how future product introductions will be priced and align with Contract pricing proposed. [RFP 4.3.15]

Safeware will provide a quote for all open market items. OMNIA Participating Public Agencies' pricing will be in line with other items on contract from that manufacturer. We will then add such items to our catalog for future contract ordering.

Safeware publishes catalog pricing for each of our vendors and holds the price on those catalogs for one year from the effective date on the price list. Our suppliers are continually innovating their product lines to provide our customers with the newest technology and products to keep them safe. Because of this constant innovation, we edit our catalogs to include additional products or remove outdated and discontinued products, constantly keeping our product offering up-to-date but not changing existing pricing within 12 months of the initial catalog list effective date. Safeware reserves the right to raise prices based upon manufacturer/supplier changes in price and will also decrease prices when applicable.

Because the catalog pricing included with this submission is Safeware's Catalog Pricing, we propose edits to the catalogs constitute inclusion on this contract.

- 3.16 Provide any additional information relevant to this section. [RFP 4.3.16]

Safeware's past performance on the OMNIA contract provides insight into our extensive experience with all categories in Schedule 1.6, Scope of Services. We offer products and solutions that meet the requirements of all 22 categories. But we do more than simply provide products – we offer an entire spectrum of capability. When a public agency has a specific need or requirement, whether it's a product or service, we have the capacity to source and fulfill those needs in a timely fashion for every category, all at the same discount of 41% off Safeware's catalog price for products and 10% off Safeware's catalog price for services.

- 3.17 Provider will submit a completed Price Proposal Form Pricing Market Basket (Schedule 1). [RFP 4.3.17, Addendum 1]

Price Proposal Form is submitted as Attachment 2. Attachment 2 includes Safeware's response to the Market Basket, the completed Category Discounts page and our Services pricing.

Appendix A contains all catalog pricing associated with the Market Basket.

- 3.18 Balance of Line/Comprehensive Product Offering. Each provider awarded an item under this solicitation may offer their complete product and service offering/balance of line for Public Safety, Emergency Preparedness, Safety Equipment and Solutions. Pricing for complete product offering/balance of line items will be determined by a percentage discount off the provider's retail price list. The pricing percentage discount offered must be entered on the Products/Pricing section of the Provider's response labeled as Complete Product Offering/Balance of Line Section. [RFP 4.3, page 14]

Pricing for Safeware's Balance of Line/Comprehensive Product Offering has been submitted as a part of Attachment 2 and is the same discount as all other products at 41% off and services at 10% off of Safeware's published catalog pricing.

- 3.19 State any proposed deviations from the general requirements of the RFP. All proposed deviations must include a) written rationale for each proposed deviation, and b) express proposed revised language. Proposed deviations without inclusion of a) and b) above will not be considered. [RFP 4.3, page 15]

Safeware has not proposed any deviations from the general requirements of the RFP.

4.0 SMALL BUSINESS ENTERPRISE PROGRAM [RFP 4.4]

- 4.1 Is the Provider certified as a small business? [RFP 4.4]

Safeware is not certified as a small business. We enjoy and seek out opportunities to partner with local, MWSBE, veteran owned businesses and other designated businesses when the opportunity presents itself and is in the customer's best interest.

- 4.2 Provide a narrative description of the Provider's experience in promoting small business participation as partners, subcontractors, or suppliers on previous projects. Describe any innovative or successful measures that the Provider has undertaken to increase small business participation on projects. [RFP 4.4]

Safeware has a strong history of supporting a diverse supply chain for our State and Local customers. This can take many forms, and Safeware has addressed this in multiple ways.

We propose, for this contract, a supply chain of diverse distributors that is market-specific. These authorized distributors will sell products and services at the contracted price under the cooperative agreement. The public agency will conduct the sales with either Safeware, or with a market-specific authorized dealer. The local authorized dealers include selected resellers who maintain the desired certification to meet customers' participation goals in that geographical market.

For example, let's imagine that the City of New York desires to purchase with the cooperative. The City also has a stated desire for participation among certified vendors who meet the City's participation goals. City contacts can reach out to Safeware for contract pricing, and they can also reach out to one of Safeware's local resellers. The pricing the City contact receives from Safeware or their resellers cannot exceed the published contract pricing. Safeware's sales department supports sales through the authorized resellers so the customer benefits from the opportunity to utilize a certified vendor while also having product support and training.

The utilization of a diverse supply chain replaces a functional discount or another discount that is often offered to an end-user customer in consideration of a business opportunity. Rather than asking for a best and final price offer, the customer instead seeks to satisfy participation while utilizing the cooperative contract.

Safeware will take responsibility for compliance and reporting of all contract sales. Moreover, Safeware will be responsible for the prompt payment of any administrative fees associated with the sales.

- 4.3 Provide a list of firms certified small business with which the Provider's firm has had a contractual relationship during the last 12 months. Include the name of the small business, type of work they performed and the dollar value of their contract. [RFP 4.4]

Safeware has reviewed certified OMWSBE companies in Oregon and intends to partner with one or more companies to promote small business participation as a subcontractor for the Port of Portland's local business. We are actively in discussions with RC Building Specialties LLC to provide order and invoice processing. If these discussions do not move forward, we will work with other providers to offer a solution to provide services as an authorized, added value reseller of products listed on this contract.

We work with other authorized dealers outside of Portland, Oregon to meet public agencies' specific needs in other parts of the country.

Table 4.1-1: Safeware Small Business Participation

Company	Certification	Work Performed	2020 Dollar Value
570 Global, Corp.	SDVOB	Dealer	
Ace Tool Repair, Inc.	Woman Owned	Dealer	
B3 Enterprises	8a/SDB, 8a/SBS	Dealer	
First Choice Supply	Minority Owned	Dealer	
Ideal Electric	Woman Owned, Minority, Small Business	Dealer	
Snappy Solutions	Woman Owned	Dealer	
The Janz Corporation	SDVOSB	Supplier	

- 4.4 Considering the scope of work of this RFP, past small business achievements on similar types of projects and the Provider's current relationships with the small business community, clearly state what small business goal as a percentage of the contract dollars the Provider believes it can realistically achieve on this contract based on the proposed work. (The percentage stated will become the contract goal.) [RFP 4.4]

Safeware believes it can realistically achieve 20% as a small business goal percentage.

- 4.5 Submit a work plan that describes portions of the work the Provider will subcontract and identify work items that could be performed by small businesses. Describe the actions and strategies the Provider will take to increase small business participation in this work. Include names of small businesses that will be subcontractors on this project and identify/describe what work scopes, and anticipated contract amount, the named small business subcontractor will perform. (Firms identified will be notified upon award of any contract awarded under this solicitation.) [RFP 4.4]

Safeware would utilize its own salesforce to support the selling efforts to the Port of Portland and to service the technical aspects of the Port's needs. We would partner with a small business to act as a dealer/subcontractor to process orders and invoices for products and services.

We are actively in discussions with RC Building Specialties LLC for this work. If these discussions do not move forward, we will work with other providers to offer a solution.

ATTACHMENT 1 SAFWARE SCOPE OF SERVICES

We are your Public Safety and Emergency Preparedness experts. Safeware's past performance on the OMNIA contract provides insight into our extensive experience with all categories in Schedule 1.6, Scope of Services. We offer products and solutions that meet the requirements of all 22 categories. But we do more than simply provide product – we offer an entire spectrum of capability. When a public agency has a specific need or requirement, whether it's a product or service, we have the capacity to source and fulfill those needs in a timely fashion for every category. This information in Attachment 1 is intended to provide you with the confidence that we have the depth and knowledge no matter what the customer circumstance may be.

1. Personal Protective Equipment (PPE)

Equipment worn to protect the individual from hazardous materials and contamination in the workplace, including a chemical/biological threat environment. Examples include the following: respirators, such as N95 and SCBA; gloves such as medical nitrile gloves and cryogenic gloves; protective clothing, such as isolation gowns and wildland firefighting gear, eye protection, helmets, safety footwear, respiratory protective equipment, SCBA's, and all other protective items worn on the person.

Safeware offers a full suite of PPE. A sampling of manufacturers including, but is not limited to:

Personal Protective Equipment	
AirBoss	Elvex Corp
Ansell Edmont	Ergodyne Corporation
Atlanco TruSpec	ESS, Inc.
Avon (Ceradyne Helmets)	Force 6 Worldwide, Inc.
Avon Protection	Fruit of the Loom
Black Diamond Group	Gemtor
Blauer MFG Co, Inc	Gentex/Interactive Safety Products Inc
Buckingham Manufacturing Co	Guardian Fall Protection
Camelbak Products, LLC	Guntersville Breathables (Frogg Toggs)
CavCom	HAIX North America Inc.
Coretex Products, Inc.	Haws Corporation
CrewBoss	Hex Armor
Crye Precision, LLC	Honeywell Safety Products / North
Danner	Horace Small (VF Imagewear)
Draeger Safety, Inc.	Ironwear
DRIFIRE, LLC	Kappler
Dunlop Protective Footwear/Onguard	Kask America
DuPont Personal Protection	Kimberly Clark Safety
E.D. Bullard Co.	Lakeland Industries
Elbeco	Lakeland Industries (Fire)
	Lion Apparel

OMNIA Partners RFP #2020-9189

Proposal

Louis M Gerson Co	Safariland - Soft Body Armor
MCR Safety	Safety Vision
MedEng	Saint Gobain ONESUIT
Medify Air	Saint Gobain TRELLCHEM
Medline Industries, Inc	Salomon (Amer Sports Winter & Outdoor)
Micronel Safety	Sandoval Custom Creations, Inc.
Minerva Bunker Gear Cleaners	SAS Safety Corp.
ML Kishigo Co	Scott Safety
Moldex-Metric, Inc.	Second Chance (KROLL)
MSA Fire Service	SEER Technology
MSA Industrial	Sempermed USA
Mustang Survival Inc	Serengeti Eyewear (KROLL)
National Marker Co	Shelby Gloves
NOIR Laser Company	ShowaBest Glove, Incorporated
NRS	Speakman Safety
NSA National Safety Apparel	Spiewak & Sons, Inc.
Occunomix International Inc.	Steel Grip
OHD LLC	Super Seer Corporation
Original SWAT (KROLL)	Superior Glove Works
Paulson MFG Corporation	SureWerx
Petzl	SW Safety Solutions
PGI, INC	Team Wendy
PIP (Protective Ind Prod) less AFR items	Techniche International
PIP-Alliance Fire & Rescue ONLY	Tempest-Leader North America, Inc
Propper International	The Safety Zone LLC
Pyramex Safety	Thorogood (LION)
Radians, Inc.	Timberland Pro
RedMan Training Gear	Tingley Rubber Corporation
Revision Military Ltd (Optics only)	Trademark
Ringers Gloves (KROLL)	TSI Incorporated
Safariland - ABA	United Shield International
Safariland - Bianchi	VF Imagewear, Inc (Red Kap)
Safariland - Break Free	Viking (Amron International)
Safariland - B-Square	VizCon LLC
Safariland - Monadnock	Wells Lamont Industry Group
Safariland - ODV	Wiley X Inc
Safariland - Protech Tactical	Wolf Peak (Edge Eyewear)
Safariland - SAVVY	Workrite

2. Explosive Device Mitigation and Remediation Equipment

Equipment providing for the mitigation and remediation of explosive devices in a CBRNE environment such as:

- Bomb Search Protective Ensemble for Chemical/Biological Response
- Chemical/Biological Undergarment for Bomb Search Protective Ensemble
- Cooling Garments to manage heat stress
- Robots; Robot Upgrades
- Ballistic Threat Body Armor & Helmets
- Blast and Ballistic Threat Eye Protection
- Blast and Overpressure Threat Ear Protection
- Fire Resistant Gloves
- Disarmer/Disrupter
- Real Time X-Ray Unit, Portable X-Ray Unit
- CBRNE Compatible Total Containment Vessel (TCV)
- CBRNE Upgrades for Existing TCV
- Fiber Optic Kit (inspection or viewing)
- Tents, standard or air inflatable for chem/bio protection
- Inspection mirrors
- Ion Tract Explosive Detector
- Z Ray Equipment
- All other EOD Equipment

Safeware offers a full suite of explosive device mitigation and remediation equipment. A sampling of manufacturers includes, but is not limited to:

Explosive Device Mitigation and Remediation Equipment
Ampco Safety Tools
Field Forensics
FLIR Detection
MedEng
QinetiQ
Remotec

3. CBRNE Operational and Search and Rescue Equipment

Equipment providing a technical search and rescue capability for a CBRNE environment, such as:

- Hydraulic tools, hydraulic power unit
- Listening devices, hearing protection
- Search cameras (Including thermal and infrared imaging)
- Night Vision
- Radiological isotope identifying detectors
- Breaking devices (Including spreaders, saws, and hammers)
- Lifting devices (including air bag systems, hydraulic rams, jacks, ropes, and block and tackle)
- Blocking and bracing materials
- Evacuation chairs (for evacuation of disabled personnel)
- Ventilation fans
- All other CBRNE operational and search and rescue equipment

Safeware offers a full suite of CBRNE operational search and rescue equipment. A sampling of manufacturers includes, but is not limited to:

CBRNE Operational and Search and Rescue Equipment
Airstar Safety
Berkeley Nucleonics Corp.
Bertin Instruments
Canberra Industries
FLIR Detection
FLIR Outdoor & Tactical Systems (Armasight)
Flir Radiation, Inc.
Fraser Optics
Hallmark K9
Kromek eV Products
L-3 EOTech Commercial Products Group
Mistral Security

Mitigation Technologies
Morovision Night Vision, Inc.
Night Optics USA, Inc./Vista Outdoor SIs
NightOps Tactical Inc.
Own the Night (LCEO, LLC)
Safariland - Communications
Safariland - Forensics Source
Savox/CON-SPACE Communications Inc.
Silynx Communications, Inc
Smith Optics
Steiner Binoculars (KROLL)
Tactical Command Industries, Inc
Vorbeck
Wilcox Industrial Corp.

4. Information Technology

Equipment and services providing Information Technology, such as:

- Servers
- Switches
- Software
- Monitors and wall displays for Real time Crime Centers
- Cloud services
- All other Information Technology for Emergency and Public Preparedness

Safeware offers a full suite of Information Technology equipment and services. A sampling of manufacturers includes, but is not limited to:

Information Technology
Agile Mesh
CavCom
Cintel LLC
DH Wireless Solutions/Digital Highway
Nomad Global Communications Solutions

5. Cyber Security Enhancement Equipment and Services

Equipment and services providing cyber security enhancement, such as:

- Secure appliances
- Filter switches
- Filters
- Securer cloud services
- All other cyber security enhancement equipment and services for Emergency and Public Preparedness

Safeware offers a full suite cyber security enhancement equipment and services. A sampling of manufacturers includes, but is not limited to:

Cyber Security Enhancement Equipment and Services
Cintel LLC
DH Wireless Solutions/Digital Highway
Nomad Global Communications Solutions

6. Interoperable Communications Equipment

Equipment and systems providing connectivity and electrical interoperability between local and interagency organizations to coordinate CBRNE response operations. This includes system design, installation, service and maintenance. Products include:

- CAD / RMS fusion equipment
- Software and services
- Land/Mobile. Two-way in-suit communications (secure, hands-free, fully duplex, optional), including air-to-ground capability (as required)
- Antenna systems
- Personnel Alert Safety System (PASS) – (location and physiological monitoring systems optional)
- Personnel Accountability Systems
- Individual/portable radios, software radios, portable repeaters, radio interconnect systems, satellite phones, batteries, chargers and battery conditioning systems
- Computer systems designated for use in an integrated system to assist with detection and communication efforts (must be linked with integrated software packages designed specifically for chemical and/or biological agent detection and communication purposes)
- Portable Meteorological Station (monitors temperature, wind speed, wind direction and barometric pressure at a minimum)
- Commercially available crisis management software
- Mobile Display Terminals
- All other interoperable communications equipment

Safeware offers a full suite of interoperable communications equipment. A sampling of manufacturers includes, but is not limited to:

Interoperable Communications Equipment
Agile Mesh
Atlantic Signal
CavCom
Cintel LLC
DH Wireless Solutions/Digital Highway
Genasys Inc. (LRAD Corporation)
Grace Industries
Kustom Signals Inc
L3 Harris
LDV, Inc.
Lenco Industries
Nomad Global Communications Solutions
Rave Mobile Safety

7. Detection Equipment

Equipment to sample, detect, identify, quantify, and monitor for chemical, biological, radiological/nuclear, and explosive agents throughout designated areas or at specific points. Such items include:

- Bioassays
- PID
- Radiation Detection
- PCR
- All other detection equipment

Safeware offers a full suite of detection equipment. A sampling of manufacturers includes, but is not limited to:

Detection Equipment	
ADANI Systems Inc.	Mirion Technologies
ADVNT Biotechnologies, LLC	Mistral Security
Argon Electronics	Morphix Technologies
Arizona Instrument LLC	Morpho Detection Inc
Berkeley Nucleonics Corp.	MSA Fire Service
Bertin Instruments	MSA Industrial
BioFire Defense, LLC	NEXTTEQ LLC
Camero-Tech	Polimaster, Inc.
Canberra Industries	Proengin Inc.
Draeger Safety, Inc.	RAE Systems
EnviroNics USA Inc/Gases101	Response Biomedical Corp
FLIR Detection	Rigaku Analytical Devices, Inc.
GFG Instrumentation	RKI Instruments, Inc.
H&H Medical Corporation	Safariland - NIK Public Safety
HAZTECH SYSTEMS INC	Sensit Technologies
Honeywell Analytics Dist. (BW)	Sirchie
Industrial Scientific Corp	Smiths Detection Inc.
Inficon	Thermo Fisher PAI, Inc.
Intermountain Specialty Gases	TMDE Calibration Labs, Inc.
Metrohm USA, Inc.	Truetech, Inc. / Luxfer Magtech
	W B Johnson and Associates

8. Decontamination Equipment

Equipment and material used to clean, remediate, remove or mitigate chemical and biological contamination. Such items include:

- Decontamination system for individual and mass application with environmental controls, water heating system, showers, lighting, and transportation (trailer)
- Decon7/Extraction Litters/roller systems
- Runoff Containment Bladder(s), decontamination shower waste collection with intrinsically-safe evacuation pumps, hoses, connectors, scrub brushes, nozzles
- Spill containment devices
- Overpack drums
- Cadaver bags
- Hand carts
- Wastewater classification kits/strips
- HEPA vacuum for dry decontamination
- Disinfectants
- Shelters
- Modesty kits
- All other decontamination equipment

Safeware offers a full suite of decontamination equipment. A sampling of manufacturers includes, but is not limited to:

Decontamination Equipment
AirBoss
Ampco Safety Tools
Combat Support Products
Complete Environmental Product (CEP)
Decon7 Systems
DetectaChem LLC
DLX Enterprises, LLC dba Deployed Logix
Eagle Manufacturing
Edwards & Cromwell Mfg. Inc.
Encon Safety
Euramco Safety Inc.
First Line Technology, LLC
INNOVENT, INC.

Intelagard, Inc.
KFT (Kidde Fire Trainers) Inc
Kidde Fire Fighting
Kirila Fire Trainers
National Foam / Kidde Fire Fighting
National Towellette
NPS Corporation
R&R Lotion
Royal Arms International, Inc
SC Johnson Professional
Spencer Manufacturing
TEUFELBERGER
The Safety Zone LLC
Walter A Wood Supply., Inc

9. Medical

Medical supplies, such as:

- Trauma kits
- Tourniquets
- Tactical medical kits
- AED's (Portable, personal, and medical automatic external defibrillators, AED trainers, accessories, and replacement parts)
- First aid kits, refills, and blood borne pathogen response kits
- Burn care
- Medicinals such as antacids, aspirin, non-aspirin pain relief, cold and sinus medication
- Skin care products such as heavy-duty cleansers, medicated and protective skin creams, insect repellents, poison ivy relief, sunscreen
- Heat-Stress relief such as fluid replacement drinks and coolers
- All other medical supplies related to emergency and public preparedness

Safeware offers a full suite of medical supplies. A sampling of manufacturers includes, but is not limited to:

Medical
Acme United Corporation (First Aid Only)
AirBoss
Anderson Rescue Solutions LLC
Cardiac Science (USE ZOLL)
Certified Safety Manufacturing Inc.
Chinook Medical Gear Inc
Integrity Medical Solutions
Isolation Systems Inc
Junkin Safety Appliance
North American Rescue, LLC
Philips

Physio-Control
ProPac Inc
Simulaids, Inc
Sqwincher Corporation
StatPacks
Stryker EMS
Tactical Medical Solutions
The Janz Corporation
Veridian Limited
Z-Medica, LLC
Zoll Medical

10. Power

Equipment used to provide power, such as:

- Generators
- Batteries
- All other equipment to provide power

Safeware offers a full suite of power. A sampling of manufacturers includes, but is not limited to:

Power
AirBoss
Teledyne
Zumro

11. CBRNE Reference Materials

Reference materials designed to assist emergency first responders in preparing for and responding to a CBRNE incident. This includes but is not limited to the following:

- Janes' books
- Training books, including but not limited to, NFPA Guide to hazardous materials, NIOSH Hazardous Materials Pocket Guide, North American Emergency Response Guide, First Responder Job Aids, etc.
- Reference and training videos
- All other CBRNE reference materials

Safeware offers a full suite of CBRNE reference materials. A sampling of manufacturers includes, but is not limited to:

CBRNE Reference Materials
Argon Electronics
HazSim, LLC
Indian Springs
Inert Products, LLC
UTM Reality Based Training
VirTra Systems, Inc.

12. CBRNE Incident Response Vehicles

Any emergency and public preparedness vehicles, including: Command vehicles, hazmat rigs, bomb trucks, armored vehicles, ATV's, and all other CBRNE incident response vehicles.

Safeware offers a full suite of CBRNE incident response vehicles. A sampling of manufacturers includes, but is not limited to:

CBRNE Incident Response Vehicles
Nomad Global Communications Solutions
Polaris Sales Inc
Progressive Emergency Products LLC
Spencer Manufacturing

13. Terrorism Incident Prevention Equipment

Any emergency and public preparedness terrorism incident prevention equipment including: area monitoring, situational awareness equipment, CWA, stand-off detection, and all other terrorism incident prevention equipment.

Safeware offers a full suite of terrorism incident prevention equipment. A sampling of manufacturers includes, but is not limited to:

Terrorism Incident Prevention Equipment
ADANI Systems Inc.
AirBoss
Allen-Vanguard LLC
Applied Concepts, Inc/dba Stalker Radar
Atlantic Signal
Bertin Instruments
Camero-Tech
Dicke Safety Products
Environics USA Inc/Gases101
FLIR Outdoor & Tactical Systems (Armasight)
MedEng
Meridian Medical

14. Physical Security Enhancement Equipment

Any equipment, such as CCTV, access control, LPR, radar and all other physical security enhancement equipment, including installation necessary to enhance the physical security of critical infrastructure such as system design, installation, service and maintenance.

Safeware offers a full suite of detection physical security enhancement equipment. A sampling of manufacturers includes, but is not limited to:

Physical Security Enhancement Equipment	
Agile Mesh	Cintel LLC
Aimpoint	Genasys Inc. (LRAD Corporation)
Airstar Safety	Kustom Signals Inc
Allen-Vanguard LLC	MPH Industries
Applied Concepts, Inc/dba Stalker Radar	Security 101
	Vetted Security Solutions
	VUGate

15. Inspection and Screening Systems

- Millimeter
- X Ray
- Gamma Ray
- Thermal
- Infrared
- Proximity
- All other inspection and screening systems

Safeware offers a full suite of inspection and screening systems. A sampling of manufacturers includes, but is not limited to:

CBRNE Incident Response Vehicles
CEIA USA
ADANI Systems Inc.
Garrett Electronics, Inc.
Icor Technologies
Rapiscan Systems
Seeker Metal Detectors (KROLL)
Smiths Detection Inc.
Vetted Security Solutions

16. Animal and Plants

Any animal and plants such as bomb sniffing dogs, drug sniffing dogs and all other animal and plants for the provision of emergency and public preparedness.

Safeware offers a full suite of animal and plants. A sampling of manufacturers includes, but is not limited to:

Animal and Plants
Castle K-9 Inc
Complete Canine Training
Osborne Pet Supply
Ray Allen Mfg.
Vohne Liche

17. CBRNE Prevention and Response Watercraft

Watercraft equipment and any services such as CBRNE boats, box boats and all other CBRNE prevention and response watercraft.

Safeware offers a full suite of CBRNE prevention and response watercraft. A sampling of manufacturers includes, but is not limited to:

CBRNE Prevention and Response Watercraft
FLIR Maritime Products buy from (Donatini Inc.-Johnson & Hicks)
Leica (KROLL)
NRS
Rescue ONE Boats
Stearns Manufacturing Co. Inc.
Weather Control Inc
Zodiac of North America

18. CBRNE Aviation Equipment

Aviation equipment and any services such as helicopters and associated maintenance, UAV, UAW and accessories, drones, aviation mapping, software and all other CBRNE aviation equipment.

Safeware offers a full suite of CBRNE aviation equipment. A sampling of manufacturers includes, but is not limited to:

CBRNE Aviation Equipment
Aircraft Dynamics Corp.
DJI Industrial Inc.
Drone Nerds
FLIR Unmanned Aerial Systems (Aeryon Labs)
FlyAbility
LDV, Inc.
Leica (KROLL)
Lenco Industries
Lepton Industrial Robotic Helicopters
Magda International

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19. CBRNE Logistical Support Equipment

Logistical support equipment and any services such as control and command vehicles, NIMS accessories, traffic control items and all other CBRNE logistical support equipment.

Safeware offers a full suite of CBRNE logistical support equipment. A sampling of manufacturers includes, but is not limited to:

CBRNE Logistical Support Equipment	
Agile Mesh	Everbridge, Inc
AirBoss	FLIR Detection (SkyWatch)
Airstar Safety	Integrity Medical Solutions
Allegro Industries	Isolation Systems Inc
Ameripack Inc.	JBC Safety
Argon Electronics	K9Power
Atlantic Signal	Kustom Signals Inc
Bertin Instruments	LDV, Inc.
Bone Safety Signs	Leica (KROLL)
Brady Worldwide, Inc.	Lenco Industries
Campbell Scientific (Coastal Environmental Systems)	MPH Industries
Cortina Safety Products	Snugpak
Cyalume Technology Inc.	TEUFELBERGER
Disc-O-Bed	Trailerlogic
DLX Enterprises, LLC dba Deployed Logix	Wanco Inc.
	Western Shelter Systems
	Zumro, Inc./Air Shelters

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20. Intervention Equipment

- Ballistic protection
- Situational awareness equipment
- All other intervention equipment

Safeware offers a full suite of intervention equipment. A sampling of manufacturers includes, but is not limited to:

Intervention Equipment
Aimpoint
Aker Leather (KROLL)
Allen-Vanguard LLC
Angel Armor, LLC
Armadillo Merino
Armor Express, Inc
ASP, Inc. (KROLL)
Avon (Ceradyne Helmets)
Avon Protection
Blackhawk Industries (Bushnell)
Blauer MFG Co, Inc
Blueguns (KROLL)
Boston Leather
Brite Strike
Brownells Inc
Cold Fire Tactical
Combined Systems
Condor Outdoor Products, Inc
Custom Armor Group
Damascus Worldwide Inc.
DMS Protective Equipment Ltd-SCORPION
Elite K-9

FirstSpear, LLC
FLIR Detection (SkyWatch)
Galvion Ballistics (formerly Revision)
Gentex/Helmet Integrated Systems Ltd
Gould & Goodrich
Hallmark K9
High Speed Gear
J&N Tactical LLC
Knight's Armament Company
Peerless (KROLL)
RSR Group Inc
Safariland
Safariland - Defense Technology
Safariland - Hatch
Safariland - KleenBore
Safariland - Lightning Powder
Safariland - SpeedFeed
SAN HITEC
SureFire, LLC
Survival Edge Tactical Systems
Tactical Electronics
United Shield International

21. Related Products and Services

Any related emergency and public preparedness equipment, supplies, and services offered by supplier.

Examples of related Products and Services that Safeware offers include, but are not limited to the following:

Product:

Accessories: Many items we offer also have various accessories that our expert sales team will go over to help meet the customer's specific use and need. Examples include, but are not limited to, hoses, carrying cases, additional sensors, brackets, etc.

Kitting: Safeware provides the product of kitting and assembly of individual items ordered under the contract by a customer and packages them to their specifications for shipment as a kit for users. For example, a school nurse PPE kit may contain an infectious disease control faceshield, a bib apron, a pair of booties, a pair of exam gloves, surface wipes, a biohazard bag and an N95 disposable mask.

Services:

Services: Safeware provides value added services including, but not limited to: SBCA maintenance and repair, SCBA flow testing, cylinder hydrostatic testing, fit testing, CBRNE instrument calibrations and repair, level A suit testing, fire hose testing, PPE cleaning, air compressor repair and maintenance and breathing air testing.

On-Site Training Services: We offer many services that require on-site training or testing to insure proper use of equipment for end users. Such services include, but are not limited to:

- ❖ Respirator Fit Testing
- ❖ Product training/operation
- ❖ Donning/doffing PPE
- ❖ Fitting helmets
- ❖ Fitting PPE
- ❖ Fitting uniforms, boots
- ❖ Confined Space entry training
- ❖ Sign surveys
- ❖ Eyewash surveys
- ❖ OSHA compliance surveys

Training: Our training includes, but is not limited to, the following categories:

- ❖ Drug Enforcement
- ❖ Active Aggressor
- ❖ Drone
- ❖ Rope Rescue
- ❖ Hazardous Chemical
- ❖ Public Order Strategy

Consulting: Our sales representatives advise customers on proper equipment needed for specific situations. Examples of this include Safeware's offering of public order gear in which we have been pioneers in the industry.

Leasing/Financing: Any item listed on this contract may be offered as a leased item. Purchase orders for leased items must be made out to the leasing agent, however Safeware holds the leasing agent responsible for reporting to us so that these contract sales will be reported to OMNIA and included in the administrative fee.

Garment Services: Safeware offers embellishments and alterations as a component of our uniform offering.

Trade-Ins: Safeware offers trade in programs for contract purchases. These are either special offers from a manufacturer for a specific period of time, or a special incentive offered for a particular piece of business. The Trade-In Program is as follows:

- A Safeware quote will provide the Contract Price for the new item as well as the Trade-In Value of the item being traded in. The customer will be given a Contract Price Net of the Trade-In. This quote will reference the customer's intent to trade-in material. For example: if the Contract Price for the new item is \$100 and the Trade-In Value is \$25, then the Net Contract Price will be \$75.
- Upon receipt of order, the Trade-in materials will either be picked up by a Safeware representative or a representative will send a return label for shipment.

22. All Other Non-Listed Emergency and Public Preparedness, Law Enforcement, and Fire Equipment available through Suppliers

Equipment, supplies, materials, and services supplier offers but does not appear specifically in the above categories.

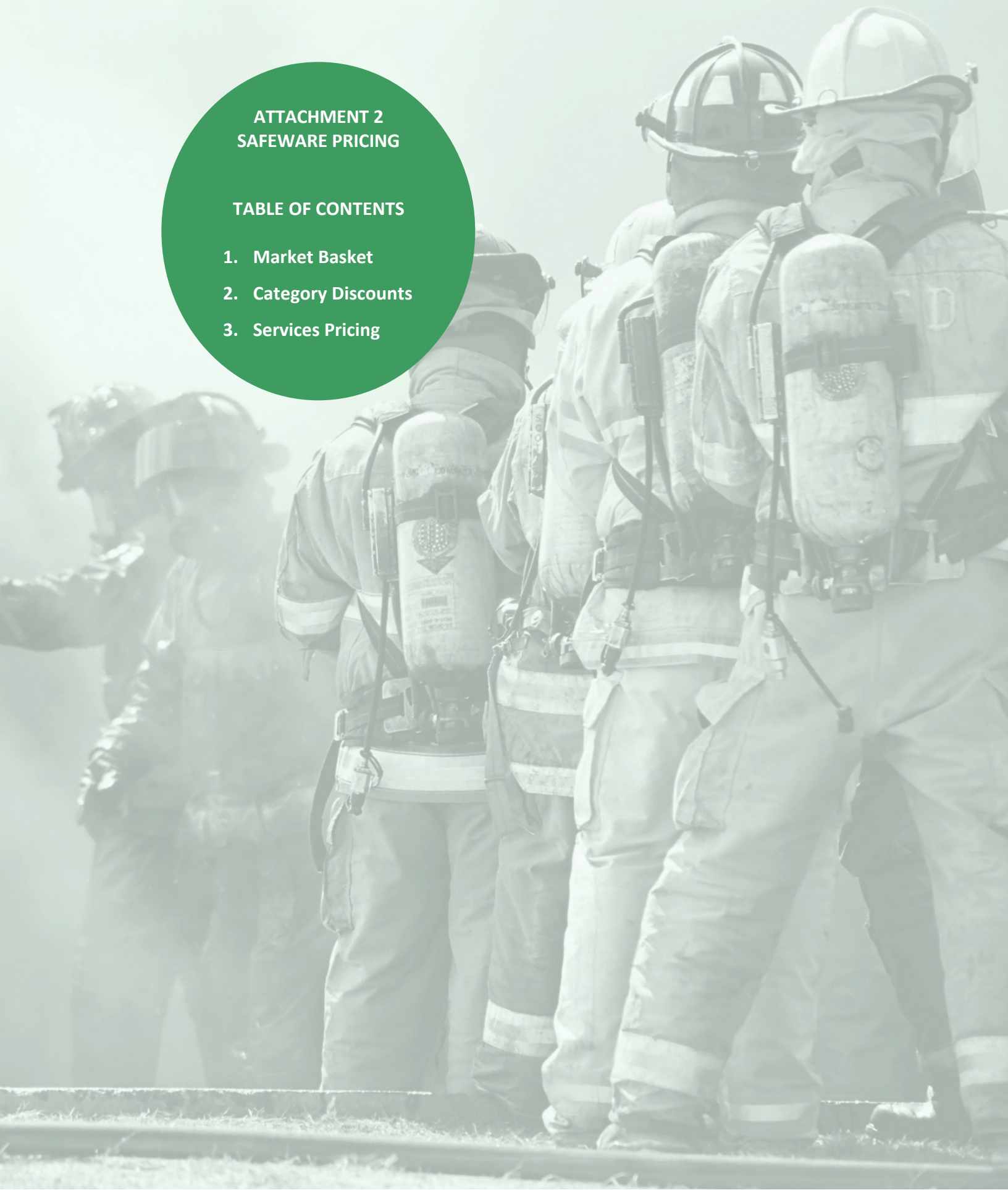
While the above 21 categories are broad and comprehensive, in the world of ever-changing threats and challenges, Safeware will expand capabilities to include any additional categories and products required by our customers to meet their needs. Currently, Safeware offers a wide variety of other non-listed emergency and public preparedness, law enforcement, and fire equipment to meet the needs of Participating Public Agencies. Examples of such suppliers are included below and will evolve as customers' needs change.

All Other Non-Listed Emergency and Public Preparedness, Law Enforcement, and Fire Equipment Available Through Supplier	
Acme Whistles (KROLL)	PMI - Pigeon Mountain Industries Inc.
Air Systems International	Potters Industries
Bluewater Ropes	Rescue Technology
CMC Rescue Inc.	RIT Rescue & Escape Systems, Inc.
FallTech	Rock-N-Rescue by J.E. Weinel Inc
Fire Hooks Unlimited	Safariland - EVI-PAQ
Fire-Dex (TECGEN)	Safariland - ID Identicator
Fire-Dex Accessories***	Safety Lamp of Houston
FLIR/Commercial Systems, Inc.	Sage Control Ordnance, Inc.
FoxFury	SceneDoc Inc
Fred Marvin Associates	Smith and Warren
Groves Incorporated/Ready Rack	Stewart R. Browne Mfg Company
Harris Industries	Streamlight
High Sierra Electronincs, Inc.	Task Force Tips Inc.
Justrite Manufacturing Co.	Tempest Technology
Key Fire Hose	The Lockdown Company
Koehler-Bright Star, Inc.	Uncle Mike's (Bushnell)
London Bridge Trading Company, Ltd	Willard Packaging Co.
Pelican Products, Inc.	Williams Direct Dryers
	Wolfpack Gear Inc.
	Yale Cordage
	Yates Gear Inc
	Zero Water (Zero Technologies)

**ATTACHMENT 2
SAFEWARE PRICING**

TABLE OF CONTENTS

- 1. Market Basket**
- 2. Category Discounts**
- 3. Services Pricing**



ATTACHMENT 2 SEAWARE MARKET BASKET														
Item Number	Manufacturer	Manufacturer Part Number	Supplier Number	Description	Category	UOM	Annual Usage	Manufacturer Part Number	UOM	Price List Title	Price List Page	Catalog Price	Discount Offered (%)	Net Price After Discount
1	National Towellette Co. Inc.	80125	NTW 80125	FlexWipes Disinfectant Wipes, 325 wipes per canister, 6 canisters per case	Decontamination Equipment	CS	359262	80125	CS	Software Catalog/Preslist NationalTowellette 2020.12.8 v1	1	1	41%	
2	Avon Protection Systems	70501-156	ISP PR05815-G-0A2	Puriflo ESM+ PF50 PAPR, Complete	Medical	EA	1350	PR05815-G-0A2	EA	Software Catalog/Preslist Avon 2021.1.25 v1	4	4	41%	
3	Innovent, Inc.	G01440	NNN G01440	GeniProtect 75% Alcohol Multi Purpose Wipe	Decontamination Equipment	CS	27289	G01440	CS	Software Catalog/Preslist Innovent 2020.12.1 v1	1	1	41%	
4	3M	8293	MMM 8293	ComiProtect Particulate Respirator, P100, 20 per case	Personal Protective Equipment	CS	3654	8293	CS	Software Catalog/Preslist 3M-OccupationalHealthSafety 2021.2.7 v1	32	32	41%	
5	Avon Protection Systems	70501-188	ASP 70501-188	CSD API Assembly, Twin Port MED	Personal Protective Equipment	EA	1400	70501-188	EA	Software Catalog/Preslist Avon 2021.1.25 v2	6	6	41%	
6	Avon Protection Systems	28-006	ZER 28-006	Zero Water 1 Liter Filter, 4 pack	Related Products	PK	17800	28-006	PK	Software Catalog/Preslist ZeroWater 2021.1.27 v1	1	1	41%	
7	National Towellette Co. Inc.	20075	NTW 20075	Flex Wipes Disinfectant Wipes	Decontamination Equipment	CS	20089	20075	CS	Software Catalog/Preslist NationalTowellette 2020.12.8 v1	1	1	41%	
8	Avon Protection Systems	AVO 72602-2	AVO 72602-2	CIBN/CSO CIBN Personal Protective Mask Filter (each)	Personal Protective Equipment	EA	13169	72602-2	EA	Software Catalog/Preslist Avon 2021.1.25 v2	9	9	41%	
9	Avon Protection Systems	28-006	ZER 28-006	ZeroWater 10 oz. 100% BPA Free	Related Products	EA	17800	28-006	EA	Software Catalog/Preslist ZeroWater 2021.1.27 v1	1	1	41%	
10	Genette Corporation	PF3000-FINA-03	ISPP 3000-FINA-03	Puriflow 3000 PAPR, Open Frame, TychemQC	Medical	EA	1000	PF3000-FINA-03	EA	Software Catalog/Preslist Genette-ISP 2021.3.1 v1	2	2	41%	
11	Smiths Detection, Inc.	029-1905-12	ZER 029-1905-12	HaMato Lite Command Link Package	Terrorism Incident Prevention Equipment	EA	11	029-1905-12	EA	Software Catalog/Preslist SmithsDetection 2021.1.25 v1	1	1	41%	
12	Adani Systems Inc.	ADN29-DV-00-000-07	ADN29-DV-00-000-07	Compass Full Body X-Ray Scanner, Dual	Inspection and Screening Systems	EA	4	ADN29-DV-00-000-07	EA	Software Catalog/Preslist Adani 2021.2.1 v1	1	1	41%	
13	Rae Systems	W018-110100-056079-0011	RAE W018-110100-056079-0011	KD Detector Kit - ARK/ARAP Pro - CSA /	Inspection and Screening Systems	EA	9	W018-110100-056079-0011	EA	Software Catalog/Preslist RAESystems 2021.1.22 v1	25	25	41%	
14	Zero Water	28-017	ZER 28-017	ZeroWater 5 stage Filter - pack of 2	Detection Equipment	PK	37800	28-017	PK	Software Catalog/Preslist ZeroWater 2021.1.27 v1	1	1	41%	
15	Avon Protection Systems	70501-187	ASP 70501-187	CSD API Assembly, Twin Port LEI	Personal Protective Equipment	EA	13633	70501-187	EA	Software Catalog/Preslist Avon 2021.1.25 v2	6	6	41%	
16	FLIR Systems, Inc.	70051596LX-01	FLIR 70051596LX-01	FLIR SkyWatch 2P-SD Mobile Tower	Physical Security Enhancement Equipment	EA	3	70051596LX-01	EA	Software Catalog/Preslist FLIR-SkyWatch 2020.3.9 v2	1	1	41%	
17	Avon Protection Systems	22606-3	AVO 22606-3	CTC350 Rest Agent Filter 4pkgs	Personal Protective Equipment	PK	3158	22606-3	PK	Software Catalog/Preslist Avon 2021.1.25 v2	9	9	41%	
18	Innovent, Inc.	G01442	NNN G01442	GeniProtect 75% Alcohol Multi Purpose Wipe	Decontamination Equipment	CS	17687	G01442	CS	Software Catalog/Preslist Innovent 2020.12.1 v1	1	1	41%	
19	Genette Corporation	PR05815-G-0A5	ISP PR05815-G-0A5	Puriflo ESM+ PF50 PAPR, Complete	Medical	EA	300	PR05815-G-0A5	EA	Software Catalog/Preslist Genette-ISP 2021.3.1 v1	4	4	41%	
20	ICor Technologies	CAL-MINI	ICOR CAL-MINI	Mini-CALIBER Robot SWAT Robot	Explosive Device Mitigation and Remediation Equipment	EA	9	CAL-MINI	EA	Software Catalog/Preslist IcorTechnologies 2021.1.26 v1	3	3	41%	
21	TrailerLogic	MRS-CSO-36310	TRM MRS-CSO-36310	Calveiroil Roll - Replacement	CBRNE Logistical Support Equipment	EA	350	MRS-CSO-36310	EA	Software Catalog/Preslist TrailerLogic 2021.1.27 v1	1	1	41%	
22	3M	8210	MMM 8210	8210 Particulate Respirator, N95, 160 per case	Personal Protective Equipment	CS	198841	8210	CS	Software Catalog/Preslist 3M-OccupationalHealthSafety 2021.2.7 v1	30	30	41%	
23	Zero Water	29010-NF	ZER 29010-NF	10 Cup Pitcher only	Related Products	EA	27000	29010-NF	EA	Software Catalog/Preslist ZeroWater 2021.1.27 v1	1	1	41%	
24	Rae Systems	W018-111010-056079-0011	RAE W018-111010-056079-0011	Anyvald Pro Gamma RDK	Detection Equipment	EA	1	W018-111010-056079-0011	EA	Software Catalog/Preslist RAESystems 2021.1.22 v1	25	25	41%	
25	DuPont	TY1225WHLG002500	DPP TY1225WHLG002500	Tyvek Coverall, 2x Front, White, XL, 25 per case	Personal Protective Equipment	CS	84558	TY1225WHLG002500	CS	Software Catalog/Preslist DuPont 2021.1.21 v1	51	51	41%	
26	Vorbeck Materials Corp.	RE173-M3-51	VOB RE173-M3-51	Comptec Recon-W10X10-L30	Integrable Communications Equipment	EA	11	RE173-M3-51	EA	Software Catalog/Preslist Vorbeck 2020.6.1 v1	1	1	41%	
27	Avon Protection Systems	70501-156	ASP 70501-156	CSD First Responder Kit MED	Personal Protective Equipment	EA	718	70501-156	EA	Software Catalog/Preslist Avon 2021.1.25 v2	6	6	41%	
28	3C safety	K5703213T3M64	SAR 90095	Trifflex Cone, Org, 28in, 2 Neff Collars	CBRNE Logistical Support Equipment	EA	27603	K5703213T3M64	EA	Software Catalog/Preslist 3CSafety 2018.1.26 v3	8	8	41%	
29	Mini Safety Appliances Co.	10128625	MSA 10128625	Galaxy O2 Automated Test System	CBRNE Logistical Support Equipment	EA	172	10128625	EA	Software Catalog/Preslist MSA-Industrial 2021.1.21 v1	54	54	41%	
30	3M	TR-300N-EX	MMM TR-300N-EX	3M Versaflo Easy Clean PAPR Kit	Medical	CS	291	TR-300N-EX	CS	Software Catalog/Preslist 3M-OccupationalHealthSafety 2021.2.7 v1	47	47	41%	
31	Rae Systems	C08-0942-000	MURRAID C08-0942-000	MURRAID C08 Sensor	Detection Equipment	EA	1478	C08-0942-000	EA	Software Catalog/Preslist RAESystems 2021.1.21 v1	1	1	41%	
32	CorTech Products	23638	CRX 23638	CorTech Waterless Hand Sanitizer, Single	Related Products	CS	1800612	23638	CS	Software Catalog/Preslist CorTech 2021.3.11 v1	2	2	41%	
33	Mettrom USA, Inc.	84000920	BWT 84000920	TactiSoft 10K BWS492-10K4	Detection Equipment	EA	7	84000920	EA	Software Catalog/Preslist Mettrom 2021.1.20 v1	3	3	41%	
34	Avon Protection Systems	PF1818TOM002000	DPP PF1818TOM002000	Tychem Thermoporo Coverall, Orange, 2K	Personal Protective Equipment	EA	7	PF1818TOM002000	EA	Software Catalog/Preslist Avon 2021.1.25 v2	4	4	41%	
35	Avon Protection Systems	70501-189	AVO 70501-189	CSD API Assembly, Twin Port SML	Personal Protective Equipment	EA	970	70501-189	EA	Software Catalog/Preslist Avon 2021.1.25 v2	6	6	41%	
36	CorTech Products	23670	CRX 23670	Anti-Bacterial Hand Sanitizer, Waterless	Related Products	CS	10880	23670	CS	Software Catalog/Preslist CorTech 2021.3.11 v1	2	2	41%	
37	Avon Protection Systems	28-006	ZER 28-006	ZeroWater 10 oz. 100% BPA Free	Related Products	EA	17800	28-006	EA	Software Catalog/Preslist ZeroWater 2021.1.27 v1	1	1	41%	
38	DuPont	TP198TOM000000	DPP TP198TOM000000	Tychem Thermoporo Coverall, Orange, XL	Personal Protective Equipment	CS	1156	TP198TOM000000	CS	Software Catalog/Preslist DuPont 2021.1.21 v1	50	50	41%	
39	Honeywell Safety Products	538904S	SPR 538904S	Stealth Goggles w/VideoShield, Clear Lens	Personal Protective Equipment	PR	32885	538904S	PR	Software Catalog/Preslist HoneywellSafety 2021.1.26 v1	625	625	41%	
40	DuPont	FHS4582-91 LXGNL	KAP FHS4582-91 LXGNL	Kappler 500L Level A Suit, Orange, XL	Personal Protective Equipment	CS	1497	FHS4582-91 LXGNL	CS	Software Catalog/Preslist DuPont 2021.1.21 v1	12	12	41%	
41	3M	8210W	MMM 8210W	8210 Particulate Respir w/Exhalation Valve	Personal Protective Equipment	CS	14106	8210W	CS	Software Catalog/Preslist 3M-OccupationalHealthSafety 2021.2.7 v1	30	30	41%	
42	Genette Corporation	PF3000-03-022	ISPP PF3000-03-022	Tychem QC disposable drawing hood	Personal Protective Equipment	PK	515	PF3000-03-022	PK	Software Catalog/Preslist Genette-ISP 2021.3.1 v1	1	1	41%	
43	3M	8511	MMM 8511	Respirator Disposable, N95 w/Valve, 8511	Personal Protective Equipment	CS	17671	8511	CS	Software Catalog/Preslist 3M-OccupationalHealthSafety 2021.2.7 v1	32	32	41%	
44	Avon Protection Systems	70501-156	ASP 70501-156	Clear Outset Assembly	Personal Protective Equipment	EA	6238	70501-156	EA	Software Catalog/Preslist Avon 2021.1.25 v2	5	5	41%	
45	3M	9205+	MMM 9205+-BULK	Aura Particulate Respirator, N95	Personal Protective Equipment	CS	203080	9205+	CS	Software Catalog/Preslist 3M-OccupationalHealthSafety 2021.2.7 v1	35	35	41%	
46	Comtal Support Products	CSF C2-130-187R-DUAL RISER/QUAD INTX	CSF C2-130-187R-DUAL RISER/QUAD INTX	Com Chat C11 Text/Video/IR	Personal Protective Equipment	EA	1	CSF C2-130-187R-DUAL RISER/QUAD INTX	EA	Software Catalog/Preslist ComtalSupportProducts 2021.1.25 v1	1	1	41%	
47	AmerQual Group LLC	12400	AMQ 12400	Self-Heating Emergency Meals 12/C	Decontamination Equipment	CS	2302	12400	CS	Software Catalog/Preslist AmerQual 2021.1.21 v1	1	1	41%	
48	Adani Systems Inc.	ADN27-DV-00-000-03	ADN27-DV-00-000-03	Adani BagShield 6045 Tunnel X-Ray System	Inspection and Screening Systems	EA	9	ADN27-DV-00-000-03	EA	Software Catalog/Preslist Adani 2021.2.1 v1	1	1	41%	
49	Adani Systems Inc.	US112104-0A-XL	US112104-0A-XL	Khao's Ultra-Low Dose Suit, Chalk, XL	Related Products	EA	11033	US112104-0A-XL	EA	Software Catalog/Preslist Adani 2021.1.21 v1	1	1	41%	
50	LI Harris Technologies	PATROL5IM7	LIH PATROL5IM7	PatrolSim 7-Series Driver Training	Related Products	EA	2	PATROL5IM7	EA	Software Catalog/Preslist LHarris 2020.2.12 v2	1	1	41%	
51	TrailerLogic	MRS-2053-E	TRM MRS-2053-E	2020/2021 Refrigerated Motorhome Trailer	CBRNE Incident Response Vehicles	EA	2	MRS-2053-E	EA	Software Catalog/Preslist TrailerLogic 2021.1.27 v1	1	1	41%	
52	Perficient Laboratories, Inc.	1241-08903	PER 1241-08903	Perficient Probes by Wash Test Tube	Related Products	EA	4246	1241-08903	EA	Software Catalog/Preslist Perficient 2021.1.21 v1	1	1	41%	
53	Rae Systems	M020-1111-111	RAE M020-1111-111	QRK 3 Pumped CSA LEI /H2S /CO /O2 -	Detection Equipment	EA	454	M020-1111-111	EA	Software Catalog/Preslist RAESystems 2021.1.22 v1	19	19	41%	
54	United Shield International, LLC	PASGT-110A-407PAB-BOA	USP PASGT-110A-407PAB-BOA	PST SC650 with 40 pads and USB BOA	Intervention Equipment	EA	600	PASGT-110A-407PAB-BOA	EA	Software Catalog/Preslist UnitedShield 2021.2.1 v1	8	8	41%	
55	Rae Systems	CS0-0911-000	RAE CS0-0911-000	Combustible catalytic bead w/ LEI sensor	Detection Equipment	EA	961	CS0-0911-000	EA	Software Catalog/Preslist RAESystems 2021.1.22 v1	11	11	41%	
56	Avon Protection Systems	W018-110100-056079-0011	RAE W018-110100-056079-0011	Anyvald Pro Gamma RDK	Detection Equipment	EA	1	W018-110100-056079-0011	EA	Software Catalog/Preslist Avon 2021.1.25 v2	6	6	41%	
57	DuPont	TY1225WHLG002500	DPP TY1225WHLG002500	Tyvek Coverall, Hood & Boots, White, 2K	Personal Protective Equipment	CS	85777	TY1225WHLG002500	CS	Software Catalog/Preslist DuPont 2021.1.21 v1	51	51	41%	
58	Amertek Edmont	F173-19-132-04	KAP F173-19-132-04	MICROCHEM ALPHATEC 682300PLUS TAPED HOOD	Personal Protective Equipment	CS	11375	F173-19-132-04	CS	Software Catalog/Preslist AmertekEdmont 2021.1.26 v1	89	89	41%	
59	Avon Protection Systems	TY1225WHLG002500	DPP TY1225WHLG002500	DuPont Tyvek Coverall	Personal Protective Equipment	CS	86200	TY1225WHLG002500	CS	Software Catalog/Preslist Avon 2021.1.25 v2	4	4	41%	
60	Kappler	FHS4582-91 ZX/3X	KAP FHS4582-91 ZX/3X	Frontline 500, Level A Suit, ZX/3X	Personal Protective Equipment	CS	100	FHS4582-91 ZX/3X	CS	Software Catalog/Preslist Kappler 2021.2.1 v1	12	12	41%	
61	DuPont	TY1225WHLG002500	DPP TY1225WHLG002500	Tyvek Coverall, Hood & Boots, White, XL	Personal Protective Equipment	CS	36039	TY1225WHLG002500	CS	Software Catalog/Preslist DuPont 2021.1.21 v1	52	52	41%	
62	HVS Global LLC	SPW 44014	SPW 44014	Peavee Universal Gun Mask Bag (Red)	Personal Protective Equipment	EA	15517	SPW 44014	EA	Software Catalog/Preslist HVS 2020.11.1 v1	2	2	41%	
63	Avon Protection Systems	70501-628-2	PCO 70501-628-2	PCO Enforcer Kit MED	Personal Protective Equipment	EA	560	70501-628-2	EA	Software Catalog/Preslist Avon 2021.1.25 v2	6	6	41%	
64	Rae Systems	W018-110101-056079-0011	RAE W018-110101-056079-0011	Area Res Pro, LEI, O2, H2S, CO, 10.6uv	Detection Equipment	EA	15	W018-110101-056079-0011	EA	Software Catalog/Preslist RAESystems 2021.1.22 v1	24	24	41%	
65	DuPont	TP198TOM000000	DPP TP198TOM000000	Tychem Thermoporo Coverall, Orange, 3L	Personal Protective Equipment	EA	158	TP198TOM000000	EA	Software Catalog/Preslist DuPont 2021.1.21 v1	49	49	41%	
66	Mini Safety Appliances Co.	B18342	MSA B18342	FLUX-FILTER PAD3 P100 FOR	Personal Protective Equipment	PK	19321	B18342	PK	Software Catalog/Preslist MSA-Industrial 2021.1.21 v1	177	177	41%	
67	Smiths Detection, Inc.	029-1905-11	ZER 029-1905-11	HaMato Elite Command Single Diamond	Detection Equipment	EA	3	029-1905-11	EA	Software Catalog/Preslist SmithsDetection 2021.1.25 v1	1	1	41%	
68	Avon Protection Systems	TY1225WHLG002500	DPP TY1225WHLG002500	Tyvek Coverall, 2x Front, White, 2K	Personal Protective Equipment	CS	86200	TY1225WHLG002500	CS	Software Catalog/Preslist Avon 2021.1.25 v2	4	4	41%	
69	Adani Systems Inc.	ADN29-DV-00-000-07	ADN29-DV-00-000-07	Patented Technology, Transmission X-Ray	Inspection and Screening Systems	EA	1	ADN29-DV-00-000-07	EA	Software Catalog/Preslist Adani 2021.2.1 v1	1	1	41%	
70	Bertin Instruments	003075-03 FC	BER 003075-03 FC	Second Sight MS, Full Configuration	Terrorism Incident Prevention Equipment	EA	2	003075-03 FC	EA	Software Catalog/Preslist Bertin 2021.1.1 v1	1	1	41%	
71	Medtronic	1AM-55A-6	AMM 1AM-55A-6	Protecting Point 6.1 Ultrasound Foam Filter	CBRNE Logistical Support Equipment	EA	1801	1AM-55A-6	EA	Software Catalog/Preslist Med 2021.1.27 v1	1	1	41%	
72	Medtronic	8002581	MDR 8002581	EDC 10K Helmet Pkg. Ultra Draft	Explosive Device Mitigation and Remediation Equipment	EA	10	8002581	EA	Software Catalog/Preslist Med EDC 2020.4.1 v1	10	10	41%	
73	Genasys Inc. Formerly IRAD Corp.	119025-00	IRAD 119025-00	300R MAG w/ WIRELESS-SYS 14, hard	CBRNE Operational and Search and Rescue Equipment	EA	11	119025-00	EA	Software Catalog/Preslist Genasys-IRAD 2021.1.27 v1	1	1	41%	
74	FLIR Systems, Inc.	70051596LX-01	FLIR 70051596LX-01	Bundles Package 1 (LS)	Physical Security Enhancement Equipment	EA	1	70051596LX-01	EA	Software Catalog/Preslist FLIR-SkyWatch 2021.1.21 v1	1	1	41%	
75	DuPont	TY1225WHLG002500	DPP TY1225WHLG002500	DuPont Tyvek Coverall	Personal									

118	DJI Industrial Inc.	CP-EN-00000107-01	DJI CP-EN-00000107-01	Mavic 2 Enterprise (DUAL) Universal Edit	CBRNE Aviation Equipment	EA	43	CP-EN-00000107-01	EA	Software_Catalog/PriorList_DJI_2021.2.1_v1	1	43%
119	FallTech	Z7706TH4	FAL Z7706TH4	Self-Retracting Lifeline Web Device Set	Related Products	EA	406	Z7706TH4	EA	Software_Catalog/PriorList_FallTech_2021.1.27_v1	30	43%
120	CSIA USA	PM02PLUS/EZ-NFL	PM02Plus/EZ-NFL	PM02Plus Elliptic Metal Detector	Inspection and Screening Systems	EA	23	PM02PLUS/EZ-NFL	EA	Software_Catalog/PriorList_CSIA_2021.1.1_v1	1	43%
121	DuPont	TY1225WH4X002500	DPP TY1225WH4X002500	Tyvek Coverall, Hood & Boots, White, 4X	Personal Protective Equipment	CS	18275	TY1225WH4X002500	CS	Software_Catalog/PriorList_DuPont_2021.1.21_v1	52	43%
122	Argon Electronics	F404NXX-LUS4	ARG F404NXX-LUS4	DT616 Training Kit	CBRNE Operational and Search and Rescue Equipment	EA	15	F404NXX-LUS4	EA	Software_Catalog/PriorList_ArgonElectronics_2021.1.28_v1	3	43%
123	Potters Industries	MS068	POT MS068	MaxiSpec Regular Highway Beads	Related Products	LB	244000	MS068	LB	Software_Catalog/PriorList_Potters_2021.1.23_v1	1	43%
124	DuPont	TF145TGY2X000600	DPP TF145TGY2X000600	Tychem 6000 Coverall, Grey, 2X	Personal Protective Equipment	CS	625	TF145TGY2X000600	CS	Software_Catalog/PriorList_DuPont_2021.1.21_v1	41	43%
125	Wanco Inc.	WVTMM-L	WAN WVTMM-L	Wanco Large Metro Message Board	Physical Security Enhancement Equipment	EA	7	WVTMM-L	EA	Software_Catalog/PriorList_Wanco_2021.1.1_v1	1	43%
126	Polaris Inc.	R30R0398AP	POL R30R0398AP	Polaris Ranger Crew XP 1000 Northstar	CBRNE Logistical Support Equipment	EA	4	R30R0398AP	EA	Software_Catalog/PriorList_Polaris_2020.8.9_v1	1	43%
127	Dunlop	B7012 10	BAT B7012 10	Haamax 16 in Kneebot, Steel Toe, sz 10	Personal Protective Equipment	PR	1510	B7012 10	PR	Software_Catalog/PriorList_Dunlop_2021.1.27_v1	2	43%
128	Fox40 USA Inc.	9203-1308	FOX 9203-1308	Whistle, Sonik Blast CMG, High Yellow	CBRNE Logistical Support Equipment	EA	31698	9203-1308	EA	Software_Catalog/PriorList_Fox40_2021.1.22_v1	7	43%
129	CMC	540014	CMC 540014	Com-Spire USAR Tank Force Kit	Information Technology	EA	6	540014	EA	Software_Catalog/PriorList_CMCRescue_2021.1.25_v1	15	43%
130	Meridian Medical	FPAE	MER FPAE	DuoDot Auto-Injector	Medical	EA	1800	FPAE	EA	Software_Catalog/PriorList_MeridianMedical_2021.1.27_v1	1	43%
131	Rae Systems	W01K-110102-056079-0001	RAE W01K-110102-056079-0001	ARIARAE PLUS, WIRELESS	Information Technology	EA	2	W01K-110102-056079-0001	EA	Software_Catalog/PriorList_RAESystems_2021.1.02_v1	29	43%
132	DLS Enterprises LLC	M48PA12	DLS M48PA12	M48P-12 Rapid Shelter System 16x12	CBRNE Logistical Support Equipment	EA	6	M48PA12P	IT	Software_Catalog/PriorList_DeployVillage_2020.3.16_v1	3	43%
133	Philips	M5066A	PHI M5066A	Philips Heartstart Onsite AED, Includes:	Medical	EA	135	M5066A/861282	EA	Software_Catalog/PriorList_Philips_2021.1.26_v1	1	43%
134	Acme United Corporation	59693	FAO 59693	24 UNIT, METAL CUSTOM FULL KIT, UTILITY	Medical	EA	2881	59693	EA	Software_Catalog/PriorList_Acme-FirstAidOnly_2021.1.26_v1	9	43%
135	Tactical Electronics	CORE POLE CAM KIT	TAC CORE POLE CAM KIT 10	CORE Pole Camera 10' Kit	CBRNE Operational and Search and Rescue Equipment	EA	13	CORE POLE CAM KIT 10	EA	Software_Catalog/PriorList_TacticalElectronics_2020.7.13_v2	2	43%

RFP 2020-9189**Offeror Company Name: Safeware, Inc.****Instructions:** Offerors should submit their Category Discounts in the following format.

Offeror Category	Discount %
Personal Protective Equipment	41%
Explosive Device Mitigation and Remediation Equipment	41%
CBRNE Operational and Search and Rescue Equipment	41%
Information Technology	41%
Cyber Security Enhancement Equipment and Services	41%
Interoperable Communications Equipment	41%
Detection Equipment	41%
Decontamination Equipment	41%
Medical	41%
Power	41%
CBRNE Reference Materials	41%
CBRNE Incident Response Vehicles	41%
Terrorism Incident Prevention Equipment	41%
Physical Security Enhancement Equipment	41%
Inspection and Screening Systems	41%
Animal and Plants	41%
CBRNE Prevention and Response Watercraft	41%
CBRNE Aviation Equipment	41%
CBRNE Logistical Support Equipment	41%
Intervention Equipment	41%
Related Products and Services:	
Products	41%
Services	10%
On-Site Training Services	10%
Training Equipment	41%
Training Services	10%
Consulting	10%
All Other Non-Listed Emergency and Public Preparedness, Law Enforcement, and Fire Equipment available through Supplier	41%
Balance of Line/Comprehensive Product Offering:	
Product	41%
Services	10%



Safeware Catalog Price List

Technical Service Rates

Effective: February 1, 2021

Service Type	Description	Details	Safeware Catalog Price	Discount	Contract Net Price	UOM
BREATHING AIR, RELATED SERVICES						
Flow Testing	Posichesk Bench Test for the following Manufacturer's; Avon, Draeger, MSA, 3M / Scott Safety & Survivair	Repairs & Batteries Not Included, Onsite Service fees may apply	█ ███	10%	█ ███	EA
Hydrostatic Testing	Pressure testing up to 5500 psi, includes devalving & o-ring replacement	Excludes refill; Pick-up and delivery fees may apply	█ ███	10%	█ ███	EA
Cylinder Refill 5500 psi	Breathable air cylinder up to 5500 psi @ 111 scf	Hazmat shipping fees apply to refilled cylinders, Pick-up & delivery fees may apply	█ ███	10%	█ ███	EA
DOT Hydrostatic Testing	Hydrostatic testing 6000 lb	Hydro Testing	█ ███	10%	█ ███	EA
DOT Cylinder Refill 6000 psi	Breathable air cylinder up to 6000 psi @ 510 CF	Hazmat shipping fees apply to refilled cylinders, Pick-up & delivery fees may apply	█ ███	10%	█ ███	EA
Compressor Service 1 & 50 Maintenance	Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models	Operational evaluation, Parts & labor for 50hr preventative maintenance, (1) ea. Air sample, calibration & certification service. Additional repair fees not included.	█ ███	10%	█ ███	EA
Compressor Service 4 & 50 Maintenance	Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models	Operational evaluations performed quarterly, Parts & labor for 50hr preventative maintenance, (4) ea. Air samples, calibration & certifications service. Additional repair fees not included.	█ ███	10%	█ ███	EA
Compressor Service 12 & 50 Maintenance	Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models	Operational evaluations performed monthly, Parts & labor for 50hr preventative maintenance , (4) ea. Air samples, calibration & certifications service. Additional repair fees not included.	█ ███	10%	█ ███	EA
Air Sample	Breathable Air Testing, Grade D Air Quality	Air Sample Draw	█ ███	10%	█ ███	EA
Fit Testing, Qualitative	Respiratory Manual fit test service; Bitrex	Per Mask	█ ███	10%	█ ███	EA
Fit Testing, Quantitative	Respiratory Computer aided fit test service	Per Mask	█ ███	10%	█ ███	EA
Mask Cleaning	Cleaning & disinfecting of face mask only	Replacement parts not included	█ ███	10%	█ ███	EA
SCBA Cleaning	Clean, disinfect & inspection service includes Case	Replacement parts not included	█ ███	10%	█ ███	EA
Breather Box	Air Systems Breather Box service: Function test	(1) each Air sample certification & Calibration service	█ ███	10%	█ ███	EA
GAS DETECTION						
Evaluation	Evaluation Fee for Gas Detection service only-refused repair	Fee is waived if new instrument is purchased through Safeware	█ ███	10%	█ ███	EA
Calibration Service	Portable Gas Detection service to include preventative maintenance, calibration & software upgrades	Price based on standard 4 gas mix, Repair parts & labor not included	█ ███	10%	█ ███	EA
Fixed System Gas Detection	Preventative Maintenance , calibration & software upgrade	Price per sensor site; Onsite Service Fee will apply to this service, Repair parts & labor not included; Call for Quote	CALL FOR QUOTE		CALL FOR QUOTE	

Service Type	Description	Details	Safeware Catalog Price	Discount	Contract Net Price	UOM
OTHER SERVICES						
Level A Suit Testing	Pressure testing with annual certification	A Letter of decontamination certification must be attached to each suit prior to service	█ ███	10%	█ ███	EA
Emergency Shelter Cleaning Small	Clean & disinfect; less then 350 sq foot deployment area	Pick up & delivery fees not included	█ ███	10%	█ ███	EA
Emergency Shelter Cleaning Medium	Clean & disinfect; 351 to 499 sq foot deployment area	Pick up & delivery fees not included	█ ███	10%	█ ███	EA
Emergency Shelter Cleaning Large	Clean & disinfect, 500+ sq foot deployment area	Pick up & delivery fees not included	█ ███	10%	█ ███	EA
LABOR/FEES						
Labor	Hourly Technician rate	Price per hour; billed in 15 minute increments	█ ███	10%	█ ███	HR
Rush Charge	Expedited repair service; per unit fee	Service is dependent upon part and technician availability. This charge is in addition to other applicable fees	█ ███	10%	█ ███	EA
Pick up/Delivery Fee	Per Occurrence Fee	Call for Availability	█ ███	10%	█ ███	EA
On-Site Service-Daily Rate	Customer site; per occurrence	Travel & accommodation fees not included. Please Call for availability	█ ███	10%	█ ███	DY
After Hour Response	After standard business hours: Emergency Hourly Response Fee	This charge is in addition to other applicable fees	█ ███	10%	█ ███	HR
Travel Rate	Hourly Travel Rate	Price per hour, per technician	█ ███	10%	█ ███	HR
Travel/Lodging	Lodging Fee	Per night /Per technician	█ ███	10%	█ ███	DY
Travel Mileage	Mileage Charge	Per Mile over 60 mile radius from Service Center	█ ███	10%	█ ███	EA
CLASSROOM OR ONSITE TRAINING						
Half Day Training	Training, Classroom or Onsite		█ ███	10%	█ ███	DY
Full Day Training	Training, Classroom or Onsite		█ ███	10%	█ ███	DY
Travel Rate Half Day	Travel for Training		█ ███	10%	█ ███	DY
Travel Rate Full Day	Travel for Training		█ ███	10%	█ ███	DY
RENTALS						
RENTALS BY DAY						
DAILY RENTAL 4-GAS MONITOR	4 gas monitor w/pump (LEL, O2, CO, H2S)		█ ███	10%	█ ███	DY
DAILY RENTAL 4-GAS MONITOR W/PID	4 gas monitor w/PID (LEL, O2, CO, H2S)		█ ███	10%	█ ███	DY
DAILY RENTAL RAE 011-0201-200	Minirae 2000 w/10.6 Ev		█ ███	10%	█ ███	DY
DAILY RENTAL FULL CONFINED SPACE PACKAGE	4 gas monitor, Tripod, SRL 3-way winch, Electric vent package		█ ███	10%	█ ███	DY
DAILY RENTAL TRIPOD	7 Foot Tripod		█ ███	10%	█ ███	DY
DAILY RENTAL ELECTRIC VENT PKG	Electric Blower , 15' Ducting, Elbow, Saddle Vent and Case		█ ███	10%	█ ███	DY
DAILY RENTAL SRL 3-WAY WINCH SYSTEM	50' Self Retracting Lifeline - 3 Way		█ ███	10%	█ ███	DY
DAILY RENTAL UCL HOIST SYSTEM	60' Man Handler hoist/winch		█ ███	10%	█ ███	DY
DAILY RENTAL MANHOLE GUARD RAIL	Yellow Tubular Steel, Collapsible		█ ███	10%	█ ███	DY
DAILY RENTAL 5-MIN ESCAPE PACK	Emergency escape pak w/ Hooded cover & carrying case		█ ███	10%	█ ███	DY
DAILY RENTAL 30MIN CYLINDER ONLY	3000 PSI cylinder		█ ███	10%	█ ███	DY
DAILY RENTAL 50 FOOT AIR HOSE	Low pressure up to 250 psi		█ ███	10%	█ ███	DY
DAILY RENTAL 60MIN CYLINDER ONLY	Up to 4500psi		█ ███	10%	█ ███	DY
DAILY RENTAL BREATHER BOX	Air source, provides 4-man operation, w/ protective case		█ ███	10%	█ ███	DY

Service Type	Description	Details	Safeware Catalog Price	Discount	Contract Net Price	UOM
DAILY RENTAL SCBA 60 MIN	Industrial Pak (Facepiece, mask w/ 2nd stage regulator)		█ ███	10%	█ ███	DY
DAILY RENTAL Dot 4500 CYLINDER ONLY	DOT 4500 psi / 240 MIN cylinder		█ ███	10%	█ ███	DY
DAILY RENTAL 50 FOOT AIR HOSE	Low pressure up to 250 psi		█ ███	10%	█ ███	DY
DAILY RENTAL 1 Man Ergo	DOT 4500 AIR CART	1ea cart: 2ea DOT 4500 cyl, 1ea Facepiece, mask w/ 2nd stage demand regulator, 1ea 50 ft hose,	█ ███	10%	█ ███	DY
DAILY RENTAL 2 Man Ergo	DOT 4500 air cart "IDLH Environment"	1ea cart: 2ea DOT 4500 cyl, 2ea Full face mask w/ 2nd stage demand regulator w/ 10 min escape air cylinder, 2ea 50 ft hose,	█ ███	10%	█ ███	DY
DAILY RENTAL-Respirator Full Face	Airline Demand Flow"Non-IDLH Environment"	1ea Facepiece, mask w/ 2nd stage demand regulator	█ ███	10%	█ ███	DY
DAILY RENTAL-Respirator Full Face	Airline Demand Flow"IDLH Environment"	1ea Facepiece, mask w/ 2nd stage demand regulator w/ 10 min escape air cylinder	█ ███	10%	█ ███	DY
DAILY RENTAL BAC-20 Ambient Air Pump	"Non-IDLH Environment"	Operates 2 hood style respirators or 4 tight fitting constant flow masks	█ ███	10%	█ ███	DY
DAILY RENTAL-Respirator Full Face	Airline Constant Flow "Non-IDLH Environment"	1ea Facepiece, mask w/constant regulator	█ ███	10%	█ ███	DY
RENTALS BY WEEK						
WEEKLY RENTAL 4-GAS MONITOR	4 gas monitor w/pump (LEL, O2, CO, H2S)		█ ███	10%	█ ███	WK
WEEKLY RENTAL 4-GAS MONITOR W/PID	4 gas monitor w/PID (LEL, O2, CO, H2S)		█ ███	10%	█ ███	WK
WEEKLY RENTAL RAE 011-0201-200	Minirae 2000 w/10.6 Ev		█ ███	10%	█ ███	WK
WEEKLY RENTAL FULL CONFINED SPACE PACKAGE	4 gas monitor, Tripod, SRL 3-way winch, Electric vent package		█ ███	10%	█ ███	WK
WEEKLY RENTAL TRIPOD	7 Foot Tripod		█ ███	10%	█ ███	WK
WEEKLY RENTAL ELECTRIC VENT PKG	Electric Blower , 15' Ducting, Elbow, Saddle Vent and Case		█ ███	10%	█ ███	WK
WEEKLY RENTAL SRL 3-WAY WINCH SYSTEM	50' Self Retracting Lifeline - 3 Way		█ ███	10%	█ ███	WK
WEEKLY RENTAL UCL HOIST SYSTEM	60' Man Handler hoist/winch		█ ███	10%	█ ███	WK
WEEKLY RENTAL MANHOLE GUARD RAIL	Yellow Tubular Steel, Collapsible		█ ███	10%	█ ███	WK
WEEKLY RENTAL 5-MIN ESCAPE PACK	Emergency escape pak w/ Hooded cover & carrying case		█ ███	10%	█ ███	WK
WEEKLY RENTAL 30MIN CYLINDER ONLY	3000 PSI cylinder		█ ███	10%	█ ███	WK
WEEKLY RENTAL 50 FOOT AIR HOSE	Low pressure up to 250 psi		█ ███	10%	█ ███	WK
WEEKLY RENTAL 60MIN CYLINDER ONLY	Up to 4500psi		█ ███	10%	█ ███	WK
WEEKLY RENTAL BREATHER BOX	Air source, provides 4-man operation, w/ protective case		█ ███	10%	█ ███	WK
WEEKLY RENTAL SCBA 60 MIN	Industrial Pak (Facepiece, mask w/ 2nd stage regulator)		█ ███	10%	█ ███	WK
WEEKLY RENTAL Dot 4500 CYLINDER ONLY	DOT 4500 psi / 240 MIN cylinder		█ ███	10%	█ ███	WK
WEEKLY RENTAL 50 FOOT AIR HOSE	Low pressure up to 250 psi		█ ███	10%	█ ███	WK
WEEKLY RENTAL 1 Man Ergo	DOT 4500 AIR CART	1ea cart: 2ea DOT 4500 cyl, 1ea Facepiece, mask w/ 2nd stage demand regulator, 1ea 50 ft hose,	█ ███	10%	█ ███	WK
WEEKLY RENTAL 2 Man Ergo	DOT 4500 air cart "IDLH Environment"	1ea cart: 2ea DOT 4500 cyl, 2ea Full face mask w/ 2nd stage demand regulator w/ 10 min escape air cylinder, 2ea 50 ft hose,	█ ███	10%	█ ███	WK
WEEKLY RENTAL-Respirator Full Face	Airline Demand Flow"Non-IDLH Environment"	1ea Facepiece, mask w/ 2nd stage demand regulator	█ ███	10%	█ ███	WK
WEEKLY RENTAL-Respirator Full Face	Airline Demand Flow"IDLH Environment"	1ea Facepiece, mask w/ 2nd stage demand regulator w/ 10 min escape air cylinder	█ ███	10%	█ ███	WK
WEEKLY RENTAL BAC-20 Ambient Air Pump	"Non-IDLH Environment"	Operates 2 hood style respirators or 4 tight fitting constant flow masks	█ ███	10%	█ ███	WK

Service Type	Description	Details	Safeware Catalog Price	Discount	Contract Net Price	UOM
WEEKLY RENTAL-Respirator Full Face	Airline Constant Flow "Non-IDLH Environment"	1ea Facepiece, mask w/constant regulator	█ █ █ █ █	10%	\$ 63.00	WK
RENTALS BY MONTH						
MONTHLY RENTAL 4-GAS MONITOR	4 gas monitor w/pump (LEL, O2, CO, H2S)		█ █ █ █ █	10%	\$ 607.50	MTH
MONTHLY RENTAL 4-GAS MONITOR W/PID	4 gas monitor w/PID (LEL, O2, CO, H2S)		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL RAE 011-0201-200	Minirae 2000 w/10.6 Ev		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL FULL CONFINED SPACE PACKAGE	4 gas monitor, Tripod, SRL 3-way winch, Electric vent package		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL TRIPOD	7 Foot Tripod		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL ELECTRIC VENT PKG	Electric Blower , 15' Ducting, Elbow, Saddle Vent and Case		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL SRL 3-WAY WINCH SYSTEM	50' Self Retracting Lifeline - 3 Way		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL UCL HOIST SYSTEM	60' Man Handler hoist/winch		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL MANHOLE GUARD RAIL	Yellow Tubular Steel, Collapsible		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL 5-MIN ESCAPE PACK	Emergency escape pak w/ Hooded cover & carrying case		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL 30MIN CYLINDER ONLY	3000 PSI cylinder		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL 50 FOOT AIR HOSE	Low pressure up to 250 psi		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL 60MIN CYLINDER ONLY	Up to 4500psi		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL BREATHING BOX	Air source, provides 4-man operation, w/ protective case		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL SCBA 60 MIN	Industrial Pak (Facepiece, mask w/ 2nd stage regulator)		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL Dot 4500 CYLINDER ONLY	DOT 4500 psi / 240 MIN cylinder		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL 50 FOOT AIR HOSE	Low pressure up to 250 psi		█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL 1 Man Ergo	DOT 4500 AIR CART	1ea cart: 2ea DOT 4500 cyl, 1ea Facepiece, mask w/ 2nd stage demand regulator, 1ea 50 ft hose,	█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL 2 Man Ergo	DOT 4500 air cart "IDLH Environment"	1ea cart: 2ea DOT 4500 cyl, 2ea Full face mask w/ 2nd stage demand regulator w/ 10 min escape air cylinder, 2ea 50 ft hose,	█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL-Respirator Full Face	Airline Demand Flow"Non-IDLH Environment"	1ea Facepiece, mask w/ 2nd stage demand regulator	█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL-Respirator Full Face	Airline Demand Flow"IDLH Environment"	1ea Facepiece, mask w/ 2nd stage demand regulator w/ 10 min escape air cylinder	█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL BAC-20 Ambient Air Pump	"Non-IDLH Environment"	Operates 2 hood style respirators or 4 tight fitting constant flow masks	█ █ █ █ █	10%	█ █ █ █ █	MTH
MONTHLY RENTAL-Respirator Full Face	Airline Constant Flow "Non-IDLH Environment"	1ea Facepiece, mask w/constant regulator	█ █ █ █ █	10%	█ █ █ █ █	MTH
EMBROIDERY						
Alterations, Pants	Hem		█ █ █ █ █	10%	█ █ █ █ █	EA
Alterations, Pants	waist in/out		█ █ █ █ █	10%	█ █ █ █ █	EA
Alterations, Pants	waist and seat in /out		█ █ █ █ █	10%	█ █ █ █ █	EA
Alterations, Pants	waist seat thigh in/out		█ █ █ █ █	10%	█ █ █ █ █	EA
Alterations, Pants	Recut		█ █ █ █ █	10%	█ █ █ █ █	EA
Alterations, Pants	taper leg		█ █ █ █ █	10%	█ █ █ █ █	EA
Alterations, Polos	Velcro and sewing, Black, Loop	Black, Loop, 4" x 1"	█ █ █ █ █	10%	█ █ █ █ █	EA
Alterations, Polos, Patches/Name Tags	Patch name and velcro	4" X 1"	█ █ █ █ █	10%	█ █ █ █ █	EA
Alterations, Polos, Patches/Name Tags	Patch just name		█ █ █ █ █	10%	█ █ █ █ █	EA
Alterations, Polos, Patches/Name Tags	Patch sewing /size medium	Arm	█ █ █ █ █	10%	█ █ █ █ █	EA
Alterations, Polos, Patches/Name Tags	Patch sewing/ size medium	Chest	█ █ █ █ █	10%	█ █ █ █ █	EA

Service Type	Description	Details	Safeware Catalog Price	Discount	Contract Net Price	UOM
Alterations, Polos, Patches/Name Tags	Labels Tag			10%		EA
Alterations, Polos, Vinyl full back	POLICE REFLECTIVE	3" X proportional		10%		EA
Alterations, Polos, Vinyl full back	POLICE REFLECTIVE	Center back two colors		10%		EA
Alterations, Jackets, Front Flaps	POLICE REFLECTIVE	1" X Proportional		10%		EA
Alterations, Jackets, Front Flaps	Patch sewing /size medium	Arm		10%		EA
Alterations, Jackets, Front Flaps	Patch sewing/ size medium	Chest		10%		EA
Alterations, Jackets, Back	POLICE REFLECTIVE, 2 Lines, 2"	2" X proportional		10%		EA
Alterations, Jackets, Back	POLICE REFLECTIVE, 2 Lines, 4"	4" X proportional, 3" second line		10%		EA
Alterations, Fleece, Back	POLICE REFLECTIVE, 2 Lines, 2"	2" X proportional		10%	\$	EA
Alterations, Fleece, Back	Mont-Epaulet (Pair)			10%		PR
Logos Embriodery	Logo Embroidery, Chest			10%		EA
Logos Embriodery	Logo Embroidery, Sleeves			10%		EA
Logos Embriodery	Logo Embroidery, Hats			10%		EA
Logos Embriodery	Logo Embroidery, Couty Chest			10%		EA
Logos Embriodery	Logo Embroidery, Flag Sleeves R/L			10%		EA
Fitting Services	Flat rate			10%		EA
Fitting Services	Rate per hour			10%		HR

PLEASE NOTE THAT ALL SERVICES MAY NOT BE AVAILABLE IN ALL LOCATIONS. ONSITE SERVICE FEES MAY APPLY TO SERVICES LISTED. CONTACT YOUR LOCAL SERVICE CENTER FOR DETAILS.
 (Expedited Shipping costs are not included. Some material may require hazardous material shipping. Other rental equipment available, call for information)



Company: SAFEWARE INC(US45147355)
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(US) SAFEWARE INC

US45147355

Risk Score

87

International Score

A

DBT

4

Credit Limit

\$1M

Derogatory Legal

0 (-)

Possible OFAC

No

Payment Trend



Inquiries Trend

**Risk Score**

The Creditsafe Risk Score works on a scale of 1-100 and predicts the likelihood that a business's payment performance will become seriously delinquent, defined as 90-plus days beyond terms within the next 12 months or that the business will go bankrupt.

Days Beyond Terms

Days Beyond Terms (DBT) is the dollar weighted average number of days beyond the invoice due date that this company pays its non-financial accounts.

Credit Limit

The Creditsafe recommended credit limit is calculated using information from a company's payment record and from the payment records of similar companies. The company credit limit is our recommendation of the total maximum amount of credit that should be outstanding at any one time.

Derogatory Legal

The number and value of tax liens and judgements filed in the last 6 years and 9 months plus bankruptcies filed in the last 9 years and 9 months, the total dollar value is shown in the brackets.

Possible OFAC

Indicates whether the company is possibly on a list of sanctioned businesses the US government prohibits US businesses from trading with under the Patriot Act.

Payment Trend

Indicates whether the company's payment performance as measured by DBT trend is getting better or worse.

Inquiries Trend

Indicates whether the number of people viewing this company's credit report is increasing or decreasing.

Score Definition

Score	Score Description	US Risk Score
● A	Very Low Risk	71 - 100
● B	Low Risk	51 - 70
● C	Moderate Risk	30 - 50
● D	High Risk	21 - 29
● D	Very High Risk	1 - 20
● ● E	No Score / Recent Bankruptcy	This includes bankruptcies, insufficient information, negative press, and other special cases.



There is Financial Payment Data and Enhanced Scores available on this report. To be contacted with more information [click here](#).

Summary

Key Information

Company Name	SAFEWARE INC
Other Legal Name	SAFEWARE PA, INC
Charter Number	2559473
Establishment Date	01/01/1979
Company Type	Corporation
SIC Description	Miscellaneous Retail Stores, Nec
Federal Tax-ID	XXXXX2883

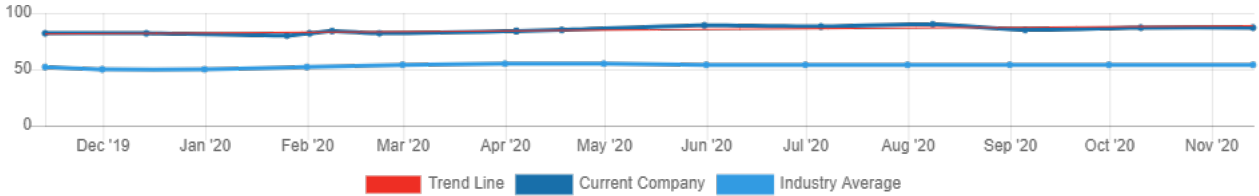
Contact Information

Address	4403 FORBES BLVD, LANHAM, MD 20706 view on map
Location Type	Headquarters
Website	safewareinc.com
Phone Number	(301) 683-1234
Corporate Primary Address	4821 E STREET RD, TREVOSE, PA, 19053

Score History

Current Score

87



Group Information

Ultimate Holding Company

Company Name	Country	Safe Number	Score	DBT	Credit Limit	Legal Count
SAFEWARE INC	(US)	US45147355	87	4	\$1M	N/A

View Group

Trade Payment Dashboard

Days Beyond Terms	Total Trade Lines	Active Trade Lines	Total Balance	Last Updated	Recent High Credit	Average Credit Amount
4	121	121	\$326.7K	10/28/2020	\$379.5K	\$2.7K
% Past Due	Past Due	Severely Past Due	Highest \$ Past Due	Highest \$ Severely Past Due	Industry Performance	Credit Ratio
10%	\$31.5K	\$13.7K	\$53.3K	\$19.4K		

Do you want to join the world's largest payment data program?

Join Now

Trade Payment Information

Total Trade Lines	Current	1 - 30	31 - 60	61 - 90	91 +	Total
121	\$295,280	\$11,470	\$6,318	\$2,866	\$10,813	\$326,747
	90.37%	3.51%	1.93%	0.88%	3.31%	100.00%

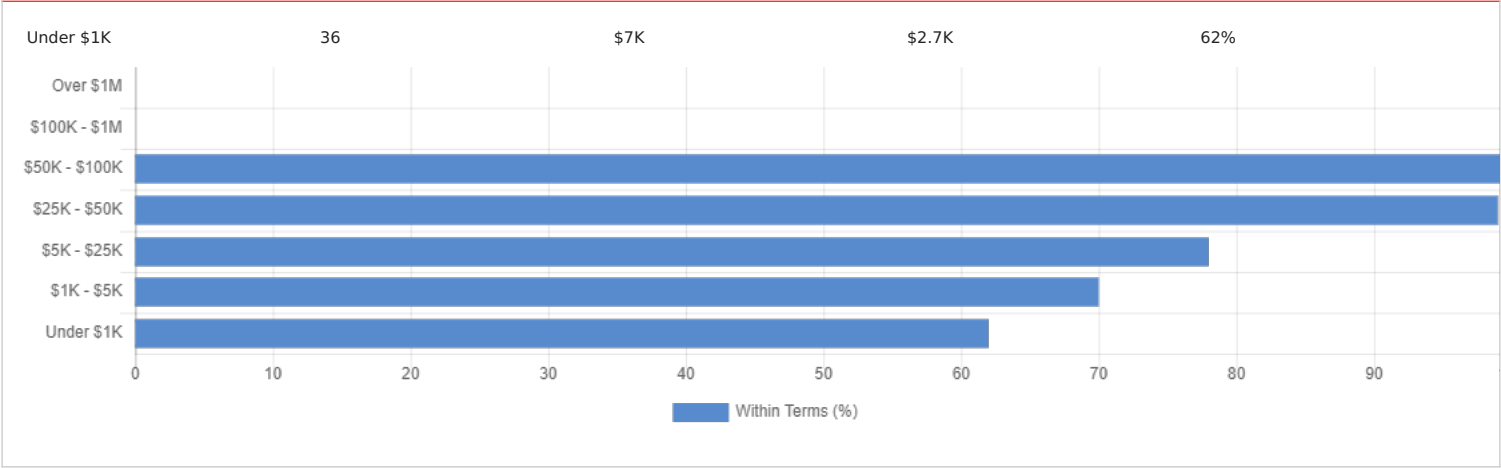
Historical Trade Information



	Current	1-30	31-60	61-90	91+	Total
October 2020	\$1,702	\$291	\$0	\$0	\$0	\$1,993
September 2020	\$19,039	\$3,398	\$338	\$0	\$7	\$22,782
August 2020	\$42,622	\$1,466	\$0	\$0	\$7	\$44,095
July 2020	\$25,657	\$4,704	\$2,787	\$2,830	\$2,810	\$38,788
June 2020	\$136,056	\$7,017	\$2,830	\$3,995	\$392	\$150,290
May 2020	\$136,089	\$3,641	\$8,465	\$19,374	\$7	\$167,576
April 2020	\$188,434	\$14,623	\$10,143	\$6,415	\$3,621	\$223,236
March 2020	\$128,173	\$29,693	\$6,970	\$2,496	\$222	\$167,554
February 2020	\$63,520	\$32,887	\$3,551	\$1,106	\$170	\$101,234
January 2020	\$10,460	\$2,561	\$0	\$7	\$7	\$13,035
December 2019	\$217,914	\$39,224	\$14,044	\$0	\$0	\$271,182
November 2019	\$262,202	\$35,486	\$259	\$0	\$0	\$297,947

Trade Payments By Credit Extended

Credit Extended	Trade Lines	Total Amount	Past Due	Within Terms
Over \$1M	0	\$0	\$0	0%
\$100K - \$1M	0	\$0	\$0	0%
\$50K - \$100K	1	\$85K	\$36	100%
\$25K - \$50K	2	\$51.4K	\$586	99%
\$5K - \$25K	6	\$65.6K	\$14.2K	78%
\$1K - \$5K	13	\$30.3K	\$9.2K	70%

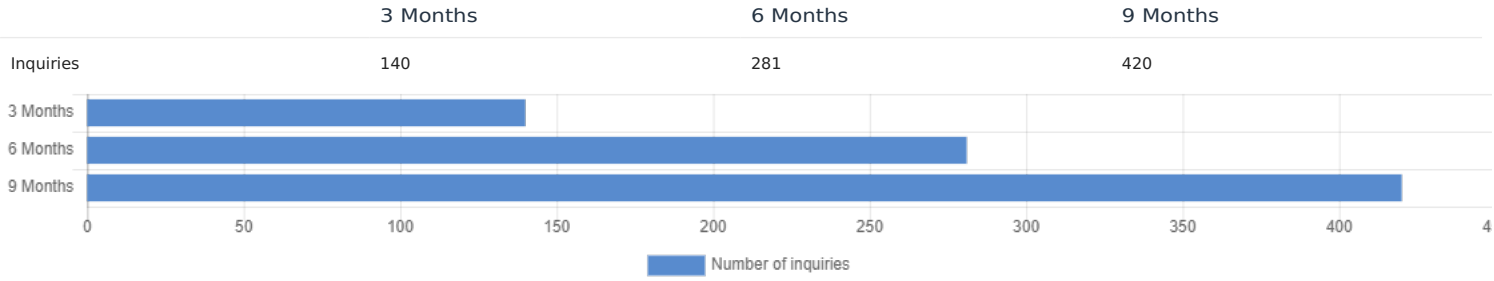
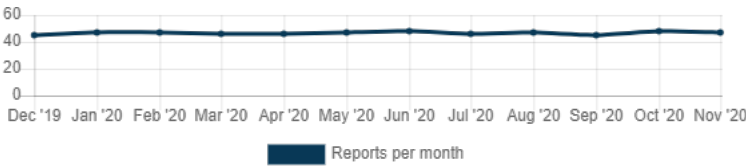


Inquiries Trend

Last Inquiries Date
11/01/20

Inquiries (past 12 months)
559

Avg Reports per month
47



Score/Limit

Risk Score

Today's Score

87

Score Description	Score
Very Low Risk	71 - 100
Low Risk	51 - 70
Moderate Risk	30 - 50
High Risk	21 - 29
Very High Risk	1 - 20
No Score / Recent Bankruptcy	This includes bankruptcies, insufficient information, negative press, and other special cases.

Definition

The Creditsafe Score works on a scale of 1-100 and predicts the likelihood that a business's payment performance will become seriously delinquent, defined as 90-plus days beyond terms within the next 12 months or that the business will go bankrupt.

Credit Limit

Today's Limit

\$1M

Definition

The Creditsafe recommended credit limit is calculated using information from a company's payment record and from the payment records of similar companies. The company credit limit is our recommendation of the total maximum amount of credit that should be outstanding at any one time.

International Score

Creditsafe International Score

A

International Score Description

Very Low Risk

International Score Definition

The Creditsafe International Score is a standardized score derived from the Creditsafe score. It enables credit risk comparison between companies that are registered in different countries.

Score	Score Description	US Risk Score
A	Very Low Risk	71 - 100
B	Low Risk	51 - 70
C	Moderate Risk	30 - 50
D	High Risk	21 - 29
D	Very High Risk	1 - 20
E	No Score / Recent Bankruptcy	This includes bankruptcies, insufficient information, negative press, and other special cases.

Risk Percentiles

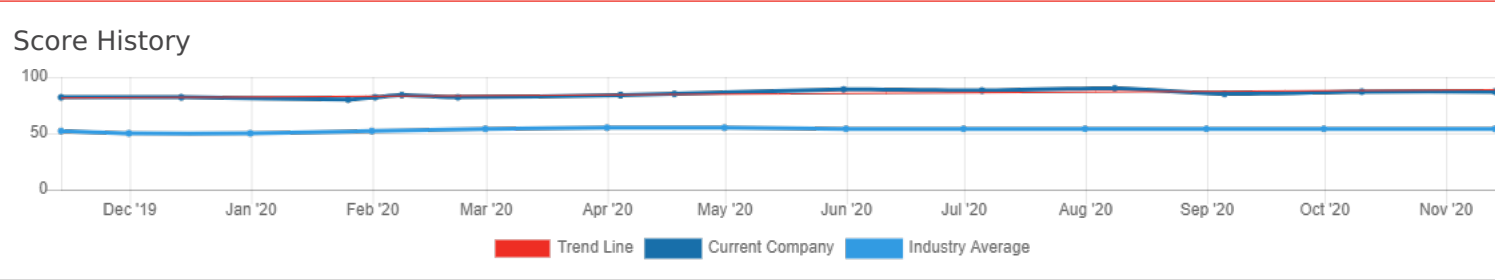
US Percentile

This company is in the 99th percentile of companies in the United States. This means that their Score is better than 99% of all other rated US companies in the Creditsafe universe.

0% 25% 50% 75% 100%

Commentaries

- The company has been in business for 41 years.
- The DBT Trend has remained stable over the last four months.
- The company has UCC filings.
- The company is part of a group.
- ⊕ The local score for this company has increased from 85 to 87.
- ⊕ The credit limit for this company has increased from \$155,000 to \$1,000,000.



Payment Data

Payment Data

Trade Payment Dashboard

Days Beyond Terms	Total Trade Lines	Active Trade Lines	Total Balance	Last Updated	Recent High Credit	Average Credit Amount
4	121	121	\$326.7K	10/28/2020	\$379.5K	\$2.7K

% Past Due

10%

Past Due

\$31.5K

Severely Past Due

\$13.7K

Highest \$ Past Due

\$53.3K

Highest \$ Severely Past Due

\$19.4K

Industry Performance

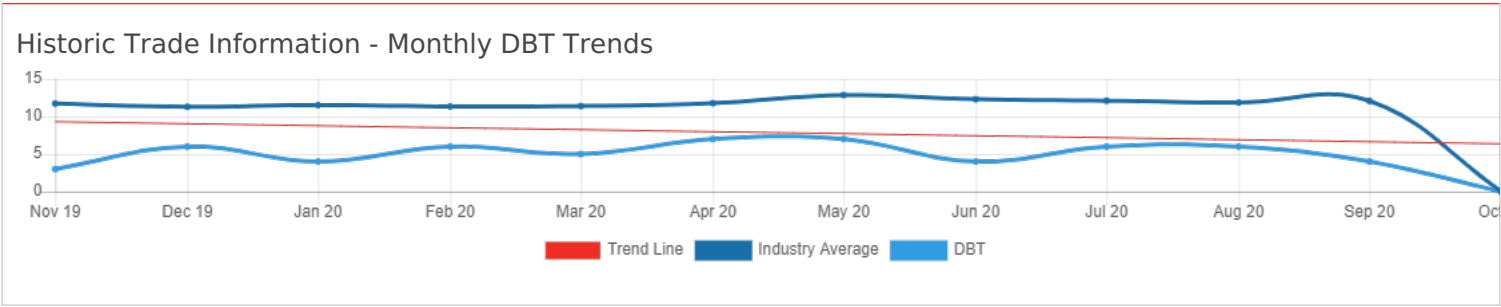
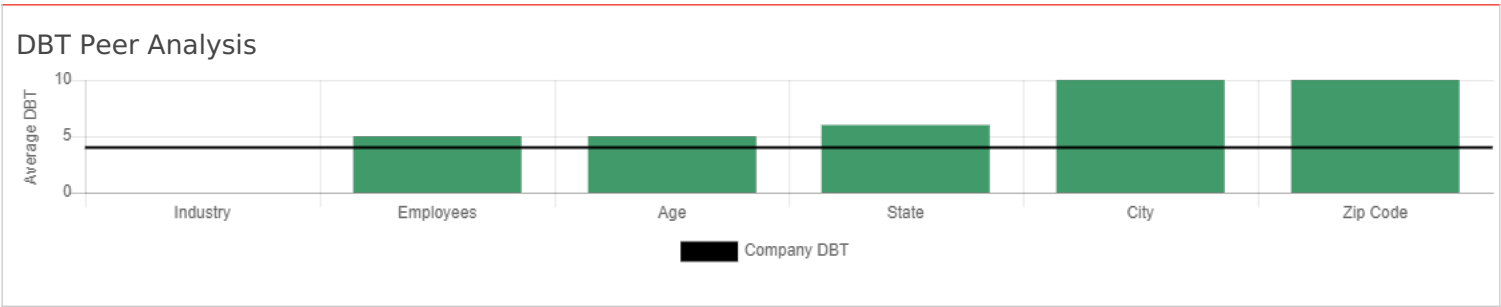
Credit Ratio

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Join Now

Trade Payment Information

Total Trade Lines	Current	1 - 30	31 - 60	61 - 90	91 +	Total
121	\$295,280	\$11,470	\$6,318	\$2,866	\$10,813	\$326,747
	90.37%	3.51%	1.93%	0.88%	3.31%	100.00%

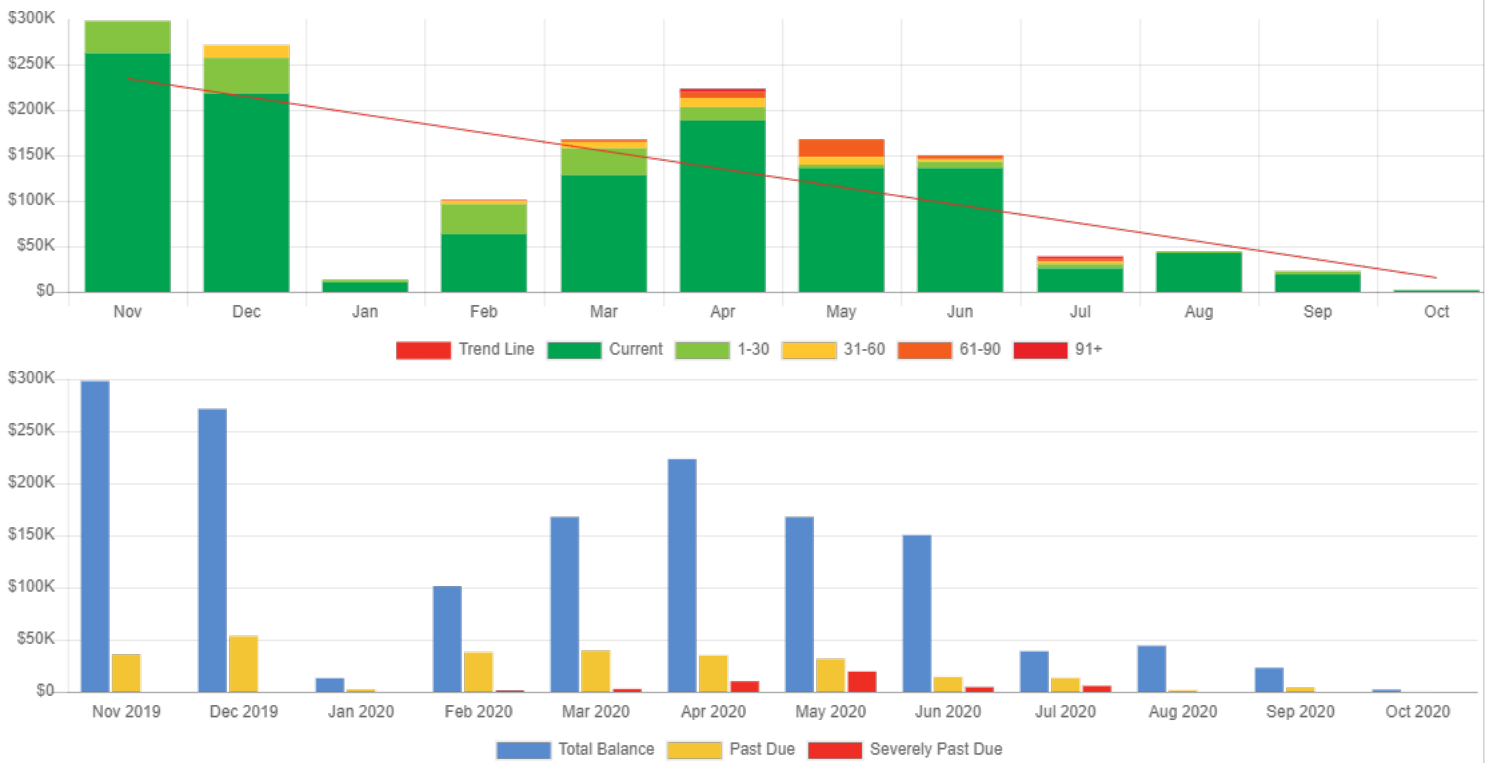


Industry Breakdown

	Trade Lines	Current	1-30	31-60	61-90	91+	Total
Manufacturing	42	\$276,172	\$4,669	\$3,531	\$36	\$505	\$284,913
Transportation & Storage	1	\$4	\$0	\$0	\$0	\$0	\$4
Information & Communication	25	\$10,623	\$5,651	\$2,787	\$2,830	\$2,803	\$24,694
Utilities	1	\$1,410	\$0	\$0	\$0	\$0	\$1,410
Wholesale Trade	18	\$3,578	\$876	\$0	\$0	\$2,010	\$6,464
Financial & Insurance Activities	10	\$2,191	\$0	\$0	\$0	\$0	\$2,191
Real Estate Activities	1	\$0	\$0	\$0	\$0	\$0	\$0
Accommodation & Food Service Activities	1	\$0	\$0	\$0	\$0	\$0	\$0

Administrative & Support Service Activities	6	\$1,033	\$0	\$0	\$0	\$5,375	\$6,408
Professional, Scientific & Technical Activities	3	\$0	\$0	\$0	\$0	\$0	\$0
Non-Classifiable Establishments	13	\$269	\$274	\$0	\$0	\$120	\$663

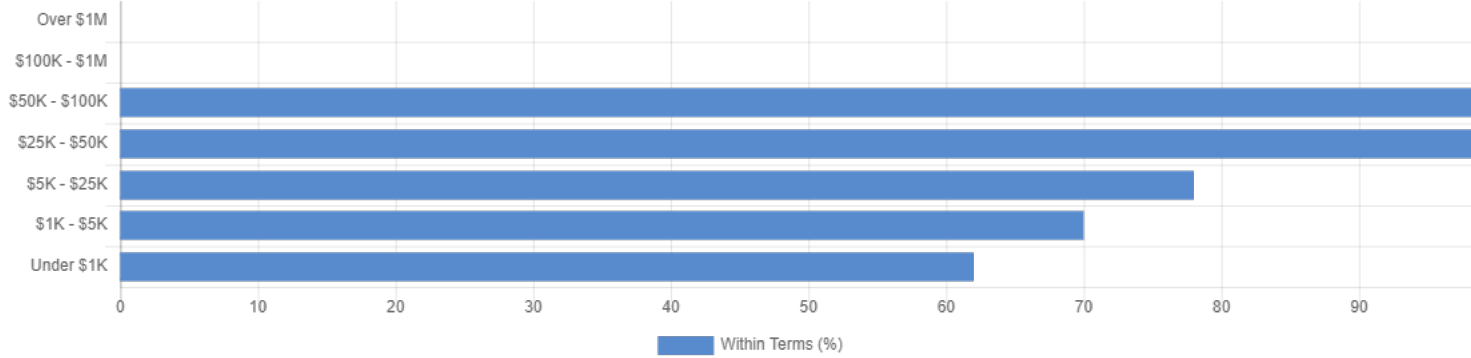
Historical Trade Information



	Current	1-30	31-60	61-90	91+	Total
October 2020	\$1,702	\$291	\$0	\$0	\$0	\$1,993
September 2020	\$19,039	\$3,398	\$338	\$0	\$7	\$22,782
August 2020	\$42,622	\$1,466	\$0	\$0	\$7	\$44,095
July 2020	\$25,657	\$4,704	\$2,787	\$2,830	\$2,810	\$38,788
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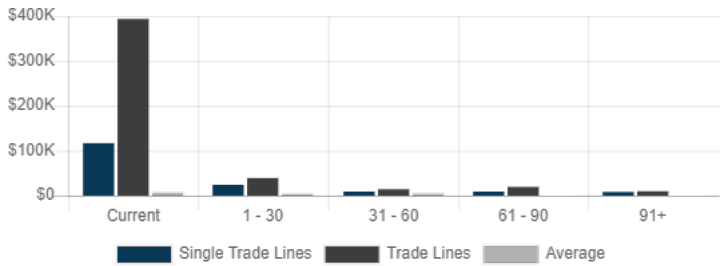
Trade Payments By Credit Extended

Credit Extended	Trade Lines	Total Amount	Past Due	Within Terms
Over \$1M	0	\$0	\$0	0%
\$100K - \$1M	0	\$0	\$0	0%
\$50K - \$100K	1	\$85K	\$36	100%
\$25K - \$50K	2	\$51.4K	\$586	99%
\$5K - \$25K	6	\$65.6K	\$14.2K	78%
\$1K - \$5K	13	\$30.3K	\$9.2K	70%
Under \$1K	36	\$7K	\$2.7K	62%



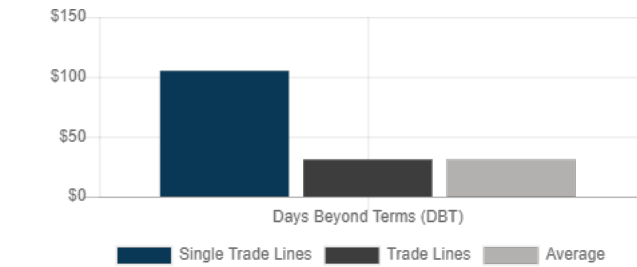
High Credit Balances

Currency view



	Current	1 - 30	31 - 60	61 - 90	91+
Single Trade Lines	\$116.9K	\$23.9K	\$9K	\$9K	\$8K
Trade Lines	\$393.3K	\$39.2K	\$14K	\$19.4K	\$9.7K
Average	\$6.6K	\$3.6K	\$4.2K	\$298	\$173

DBT view



	Days Beyond Terms (DBT)
Single Trade Lines	105
Trade Lines	31
Average	31

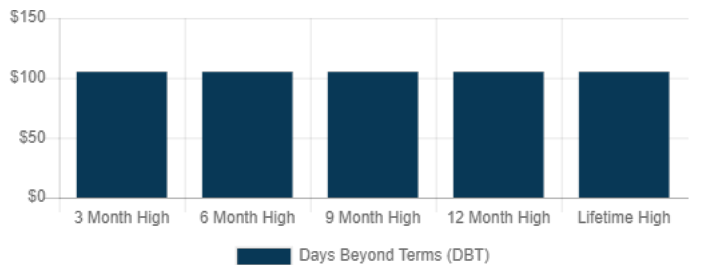
Lifetime Credit Balances

Currency view



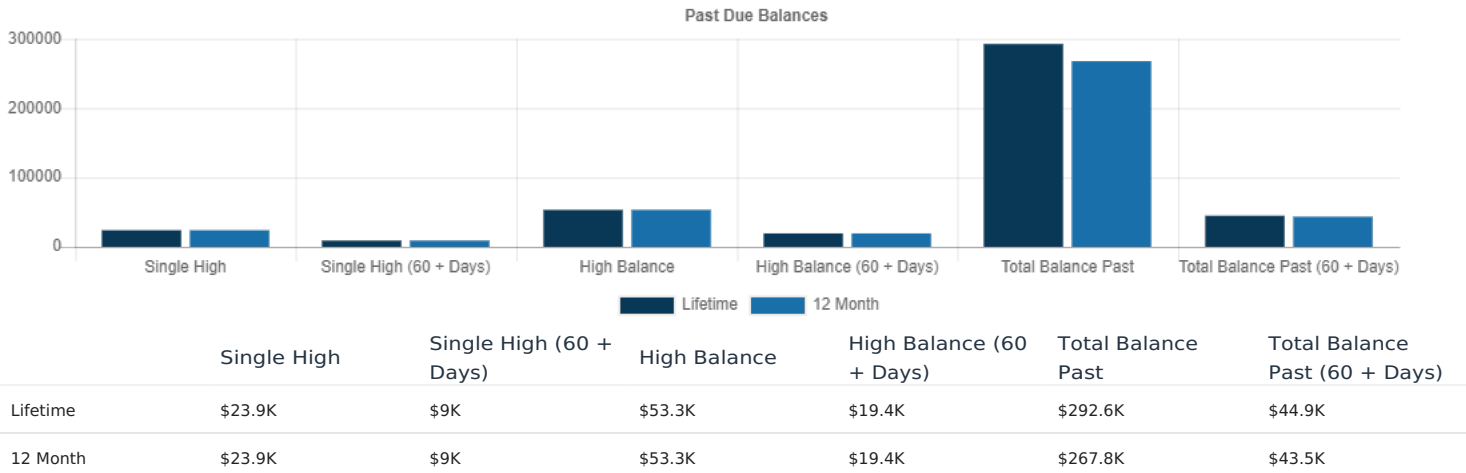
	3 Month High	6 Month High	9 Month High	12 Month High	Lifetime High
Single Trade Lines	\$17.4K	\$117.1K	\$117.1K	\$117.1K	\$117.1K
Trade Lines	\$44.1K	\$210.5K	\$223.2K	\$395.8K	\$418.1K
Average	\$1.4K	\$3.1K	\$2.9K	\$8.2K	\$7.8K

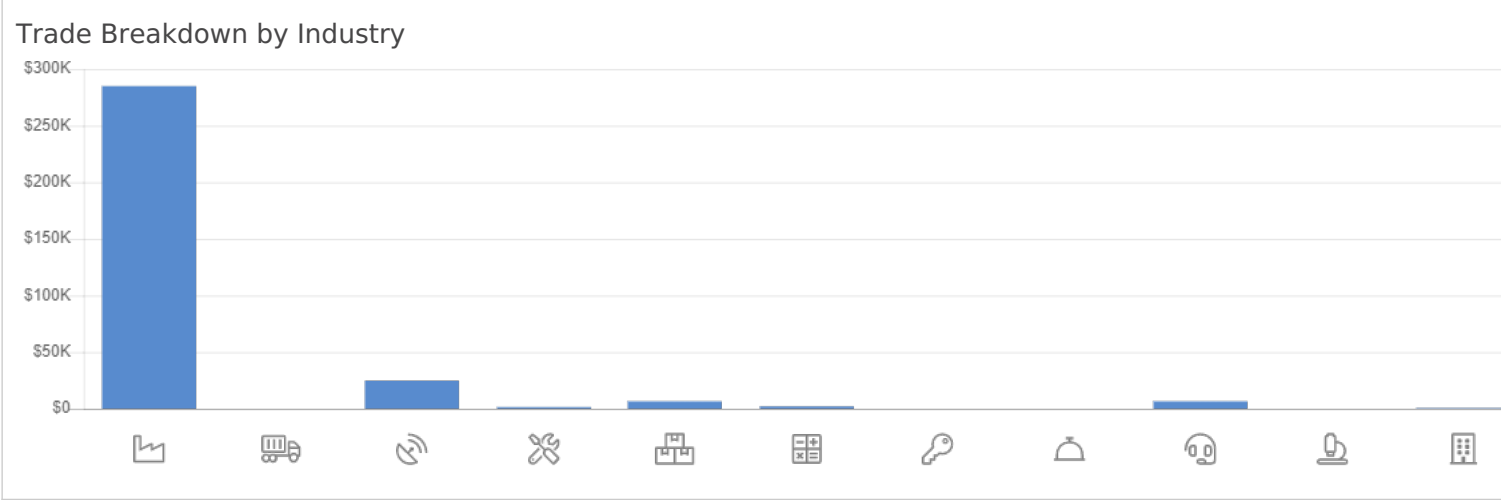
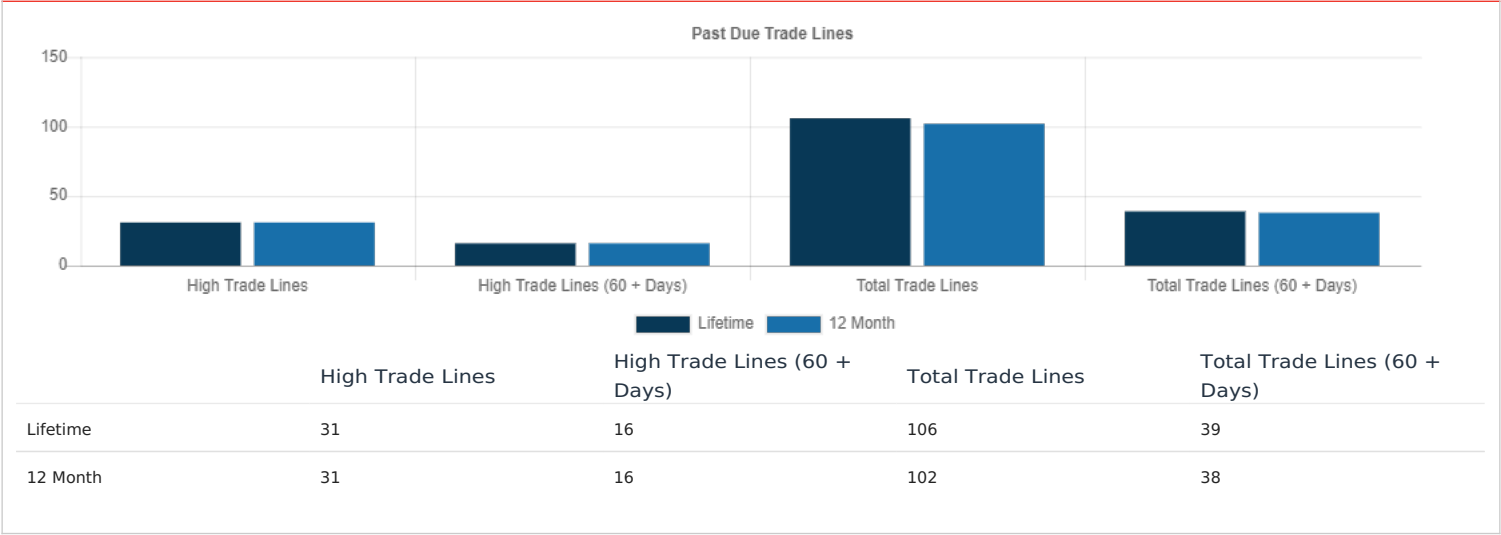
DBT view



	3 Month High	6 Month High	9 Month High	12 Month High	Lifetime High
Days Beyond Terms (DBT)	105	105	105	105	105



Past Due Balances





Group Trade Payment Information						
Total Trade Lines	Current	1 - 30	31 - 60	61 - 90	91 +	Total
121	\$295,280	\$11,470	\$6,318	\$2,866	\$10,813	\$326,747
	90.37%	3.51%	1.93%	0.88%	3.31%	100.00%

Group Industry Breakdown							
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 Accommodation & Food Service Activities	1	\$0	\$0	\$0	\$0	\$0	\$0
 Administrative & Support Service Activities	6	\$1,033	\$0	\$0	\$0	\$5,375	\$6,408
 Professional, Scientific & Technical Activities	3	\$0	\$0	\$0	\$0	\$0	\$0
 Non-Classifiable Establishments	13	\$269	\$274	\$0	\$0	\$120	\$663

Legal Filings

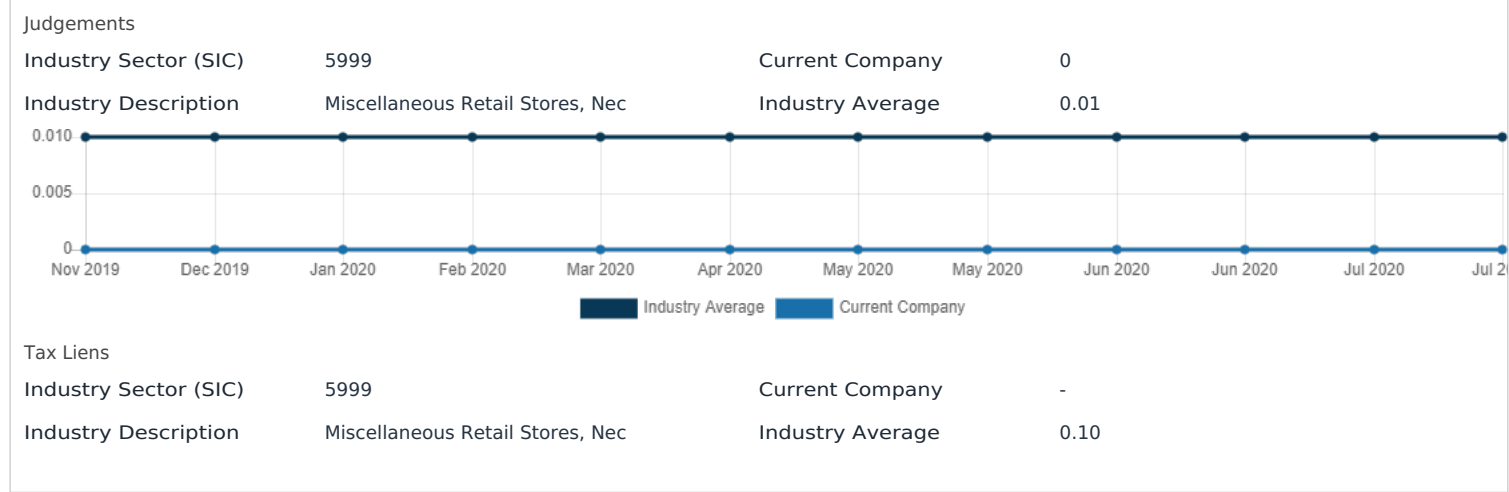
Summary

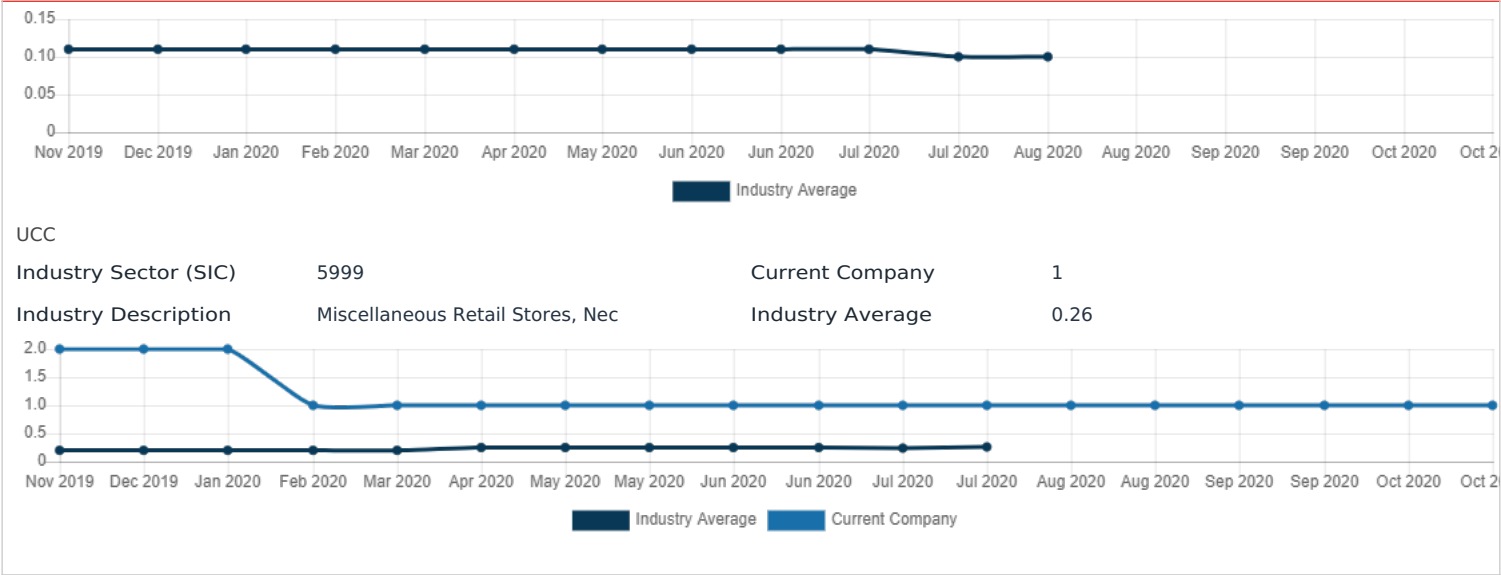
Active Legal Filings Summary							
	Bankruptcy	Judgements	Suits	Tax Lien Filings	Sum	<u>Cautionary UCC Filings</u>	<u>UCC Filings</u>
This Company	No	0	0	0	\$0	0	1
Branches	No	0	1	1	\$1,571	1	4

Most Recent Filings

Legal Filing	Date Filed	Filing Type	Case/Filing Number	Status	Released Date
UCC	10/02/2018	-	181002-1531003	Active	-

Industry Comparison





UCCs

Summary					
Total	Cautionary UCCs	UCCs			
1	0	1			

Uniform Commercial Code (UCC) Filings					
Date Filed	Expiration Date	Filing Number	Jurisdiction	Collateral	Status
10/02/2018	-	181002-1531003	SEC OF STATE MD	UNDEFINED, AFTER ACQUIRED PROP	FILED
Related Document Number		Filing Type	Filing Office		
181002-1531003		FILED	SEC OF STATE MD 301 W PRESTON ST RM 809 BALTIMORE MD 21201		
Debtor Information			Secured Party Information		
Name	SAFEWARE INC		Name	WELLS FARGO BANK NATIONAL ASSOCIATION	
Street	4403 FORBES BLVD		Street	1100 ABERNATHY ROAD SUITE 1600	
City, State	LANHAM, MD		City, State	ATLANTA, GA	
ZIP	20706		ZIP	30328	

Company Details

Company Details

Company Information			
Company Type	Corporation	Years in Business	35+ years
Address Type	Street Address	Estimated Annual Revenue	\$125,000,000

Estimated Number of Employees	99	Location Type	Headquarters
Primary SIC Code Industry Classification	Miscellaneous Retail		

Activities

Classification	Code	Description
NAICS	453998	ALL OTHER MISCELLANEOUS STORE RETAILERS (EXCEPT TOBACCO STORES)
NAICS	315220	MEN'S AND BOYS' CUT AND SEW APPAREL MANUFACTURING
U.S. Standard Industrial Classification 1987	5999	Miscellaneous Retail Stores, Nec
U.S. Standard Industrial Classification 1987	5699	Miscellaneous Apparel and Accessories

Government Information

Trucking/Carrier Information

MC#	0
USDOT#	USDOT432963
DBA Name	-
Entity Type	Carrier
Cargo Type	Construction
Hazmat Indicator	N
Classification	Interstate Carrier
Fleet Size	4 to 6
Safety Rating	No Safety/Compliance Review has been conducted on the Motor Carrier.
Safety Effective Date	-
Last Review Date	-
Revoked Flag	Y
Revoked USDOT#	USDOT432963

This information is provided by the federal motor carrier safety association, department of transportation, the FMCSA primary mission is to prevent commercial motor vehicle-related fatalities and injuries

Loan Summary

Number of Loans	Total Gross Approval	Total SBA Guaranteed Approval	Longest Term In Months	Total Gross Charge Off Amount
1	\$1.5M	-	-	-

Loan Information


Bank Name	PPP PRGM - WELLS FARGO BANK, NATIONAL ASSOCIATION		
Street	ACTUAL APPROV AMT AS REPORTED BY SBA: C \$1-2 MILLION	City	
State		ZIP	NA

Approval Date	Gross Approval	SBA Guaranteed Approval	Initial Interest Rate	Term (Months)	Charge Off Date	Gross Charge Off Amount
05/03/2020	\$1,500,000	-	undefined %	-	-	-

Corporate Record

Corporate Record

Business Name	SAFEWARE PA, INC
Address	4821 E STREET RD, TREVOSE, PA, 19053
Business Legal Name	SAFEWARE PA, INC
Filing Date	11/12/2006
SOS Charter Number	2559473
Status	Active
Incorporation Date	12/20/1993
Incorporation State	Pennsylvania (PA)
Foreign/Domestic	Domestic
Profit/Non-Profit	Undetermined

 This data is for information purposes only. Certification of the information can only be obtained through the government agency that is the source of this information

Officers

Corporate Officers

Corporate Officers

Contact Name	Contact Title	Address	City	State	ZIP
ANNE T PETRENKO	SECRETARY	4821 E STREET RD	TREVOSE	Pennsylvania (PA)	19053
ANNE T PETRENKO	TREASURER	4821 E STREET RD	TREVOSE	Pennsylvania (PA)	19053
BOBBI BORGES	PRESIDENT	4821 E STREET RD	TREVOSE	Pennsylvania (PA)	19053
MARY ANNE PETRENKO	SECRETARY	9475 LOTTSFORD RD STE 150	UPPER MARLBORO	Maryland (MD)	20774
MARY ANNE PETRENKO	TREASURER	9475 LOTTSFORD RD STE 150	UPPER MARLBORO	Maryland (MD)	20774
RICHARD L BOND	PRESIDENT	9475 LOTTSFORD RD STE 150	UPPER MARLBORO	Maryland (MD)	20774

Possible Links

Summary

All Domestic Matches	12
Same Name	3
Same Address	3
Same Name and Address	0
Same Name and State	0
Same Name and City	0
Same Name and Zip	0
Same Telephone	2
Same Web Address	6
Same Name with Bankruptcy	0
Same Name Internationally	43



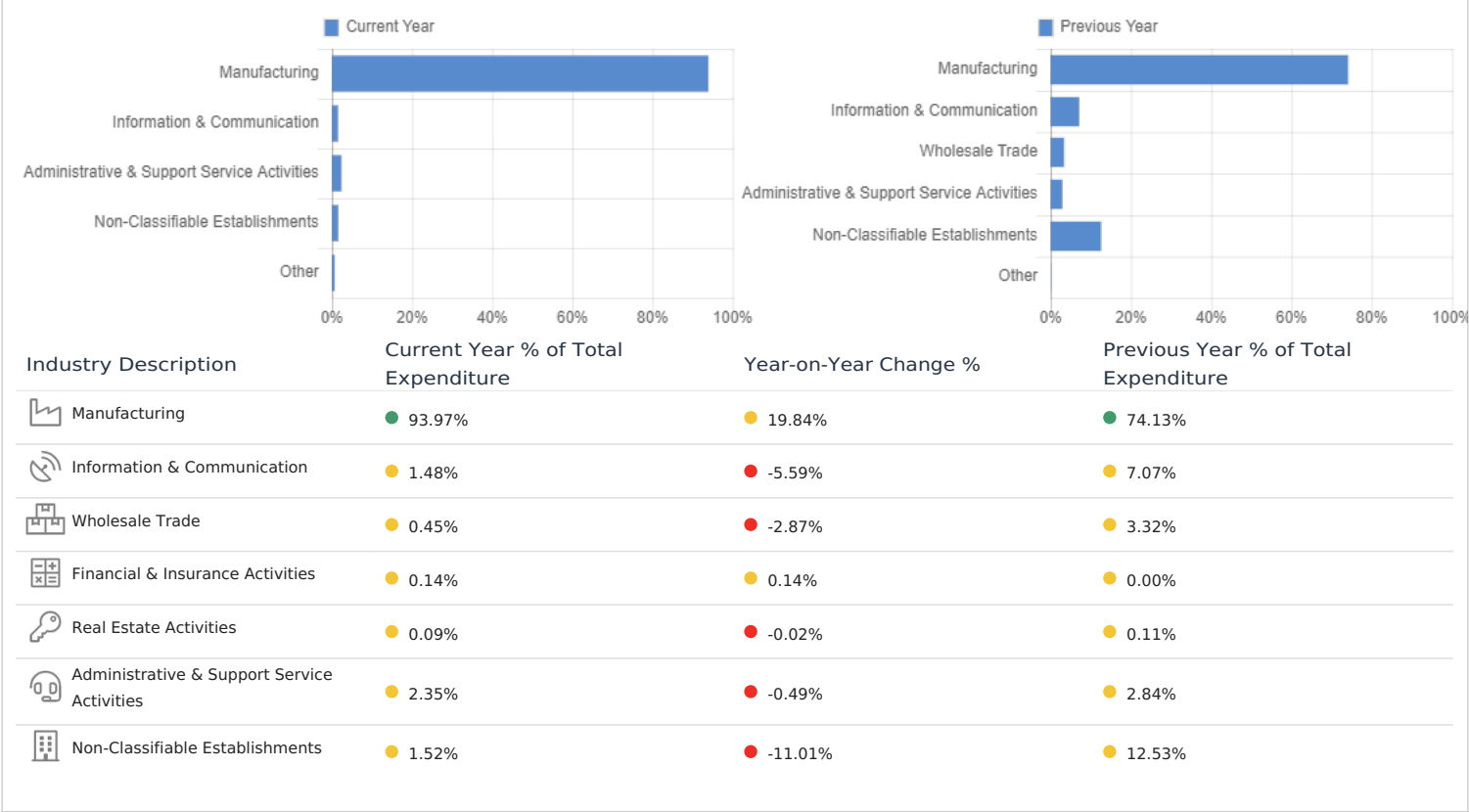
Domestic Possible Links - (12 results) - All Domestic Matches

Company Name	Address	Safe Number	Risk Score	DBT	Limit	Legal Count	
SAFEWARE	2445 HILTON DR, GAINESVILLE, GA, 30501	US84212451	64	0	\$12K	0	
SAFEWARE INC	7079 OAKLAND MILLS ROAD, COLUMBIA, MD, 21046	US78401851	55	28	\$6.5K	0	
TRI-COR INDUSTRIES INC	4403 FORBES BLVD, LANHAM, MD, 20706	US45864220	74	10	\$45K	0	
AUTOMATED INFORMATION MGMT.	4403 FORBES BLVD, LANHAM, MD, 20706	US44482990	86	0	\$110K	0	
CAROLINA FIRE SVC. INC.	4403 FORBES BLVD, LANHAM, MD, 20706	US79640792	81	0	\$2K	0	
SAFEWARE	1107 WONDER ST STE 101, ROUND ROCK, TX, 78681	US55023601	50	0	\$28K	0	
SAFEWARE	5700 PERIMETER DR STE E, DUBLIN, OH, 43017	US86750823	76	0	\$8K	0	
FIRST CHOICE SAFEWARE LLC	3200 HUBBARD RD #150, LANDOVER, MD, 20785	US04595847	38	0	\$1K	0	
SAFEWARE, INC	922 HURRICANE SHOALS RD NE, LAWRENCEVILLE, GA, 30043	US68660375	64	0	\$375K	0	
SAFEWARE INC.	8141 N I 70 FRONTAGE RD STE 1, ARVADA, CO, 80002	US22308090	56	0	\$1M	0	
SAFEWARE INC	1601 REPUBLIC RD STE 105, HUNTINGDON VALLEY, PA, 19006	US45147354	62	0	\$14.5K	0	

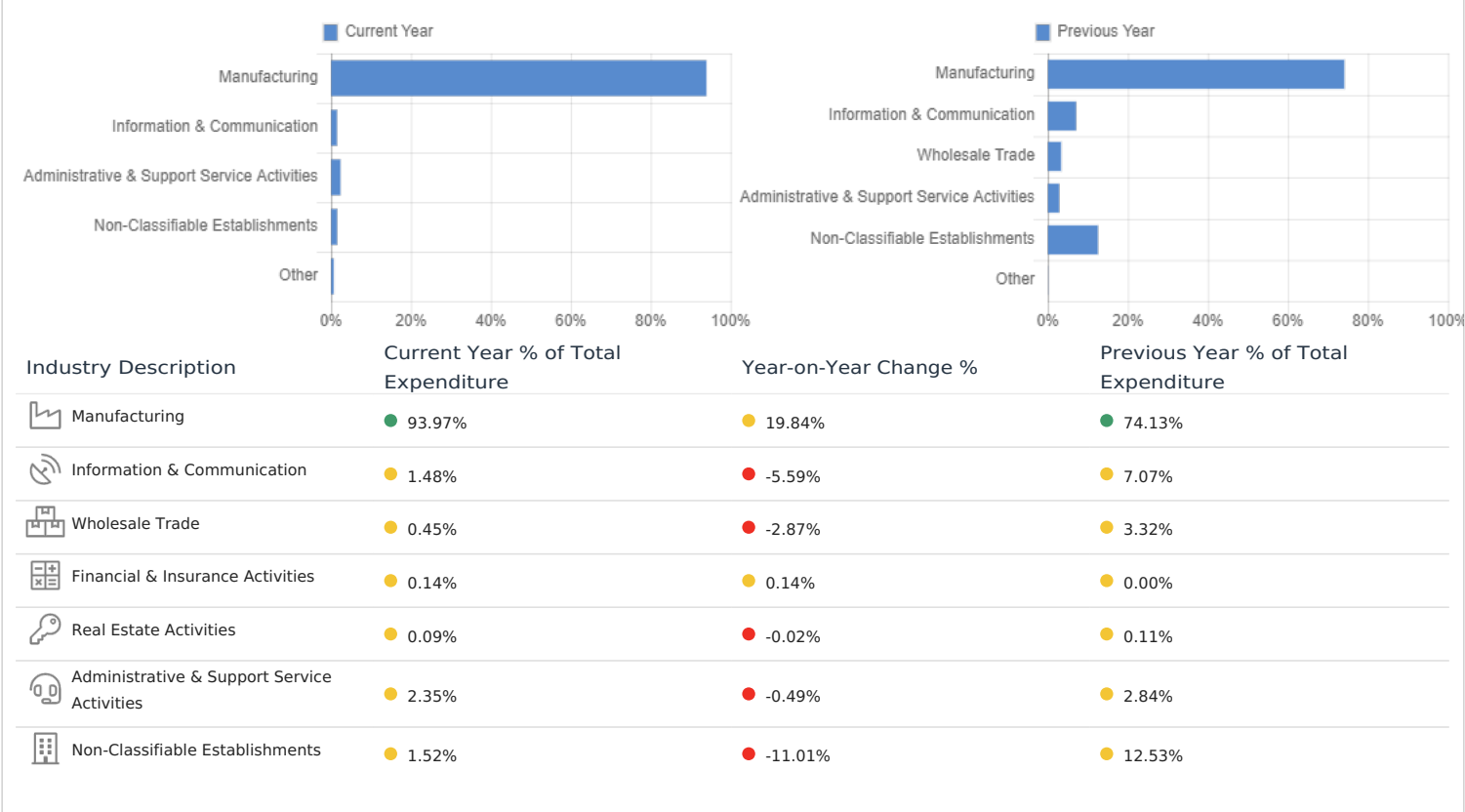
SAFEWARE INSURANCE	5641 S LABURNUM AVE, HENRICO, VA, 23231	US83688740	75	0	\$68K	0	
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International Possible Links

Company Name	Local Number	Safe Number	Address	Date of Accounts	Status
(FR)SAFEWARE	388715351	FR23097699	32B BOULEVARD HAUSSMANN	12/31/2017	Active
(NL)Safeware	28059744	NL01599650	Landauerdrift 32	-	Active
(NL)Safeware	32073194	NL01852945	Leonard Roggeveenstraat - 18	-	Non-active
(FR)SAFEWARE	388715351	FR16565990	177 AVENUE GEORGES CLEMENTEAU	12/31/2017	Active
(CA)SAFEWARE	-	CA07493040	9475 LOTTSFORD RD	-	Active
(CA)SAFEWARE ENTERPRISES INC	-	CA02600242	260 SPINNAKER WAY	-	Active
(SG)SAFEWARE SUPPLIES	-	SG90552426	-	-	Non-active
(GB)SAFEWARE LIMITED	02050363	UK01715517	234 SOUTHCHURCH ROAD	02/28/1992	Non-active
(BE)SAFEWARE NV	421610005	BE01549682	FOTOGRAFIELAAN 14	-	Active
(GB)SAFEWARE LIMITED	07813297	UK08045728	24 PICTON HOUSE	-	Non-active
(BR)SAFEWARE LTDA	00576797000170	BR0044199738	R SCOTT, 69 -A	-	-
(GB)SAFEWARE LIMITED	09645500	UK13763558	20 SHAVINGTON AVENUE	03/31/2019	Active
(SG)TECHNIK SAFEWARE	-	SG90069564	-	-	Non-active
(IE)SAFEWARE LIMITED	IE211645	IE00205777	2 CLANWILLIAM TERRACE	-	Non-active
(BE)UTIMACO SAFEWARE AG BO	480226313	BE00516881	HOHEMARKSTRASSE 22	-	Non-active
(GB)SAFEWARE SYSTEMS LTD	05257465	UK04902642	1 QUEEN STREET	10/31/2006	Non-active
(GB)SAFEWARE SYSTEMS LIMITED	02439038	UK02101180	BROOKLYN HOUSE	-	Non-active
(BR)SAFEWARE LTDA ME	00576797000170	BR0000603418	R SCOTT, 69 -A	-	-
(BR)SAFEWARE TECNOLOGIA LTDA ME	08103165000109	BR0008513810	AV MINAS GERAIS, 160 - QUADRA0000B LOTE 00011 SALA	-	-
(FI)Safeware Components Oy	24664063	FI03410754	-	-	Non-active
(SE)Safeware P & K AB	5566051065	SE01000414	Älvsborgsleden 7	12/31/2019	Active
(GB)SAFEWARE DESIGN LIMITED	05319412	UK04964386	13 CLIFTON DRIVE	12/31/2006	Non-active
(BE)UTIMACO SAFEWARE AG	852062846	BE02267522	HOHEMARKSTRASSE 22	-	Active
(JE)SAFEWARE INTERNATIONAL LIMITED	-	JE90101638	First Floor	-	Non-active
(BE)UTIMACO SAFEWARE BELGIUM NV	447339353	BE01503937	INTERLEUVENLAAN 15	06/29/2001	Non-active



Group Business Spend



A search of public records has been conducted at the Local, State and Federal levels.

Do you see anything on this report that you believe could be improved? Don't hesitate to request updates by calling or emailing a customer support representative.

ATTACHMENT 4
OMNIA ADMINISTRATION AGREEMENT

ADMINISTRATION AGREEMENT

THIS ADMINISTRATION AGREEMENT (this “**Agreement**”) is made this 1st day of April 2021, between National Intergovernmental Purchasing Alliance Company, a Delaware corporation d/b/a OMNIA Partners, Public Sector (“**OMNIA Partners**”), and Safeware, Inc. (“**Supplier**”).

RECITALS

WHEREAS, the Port of Portland, OR (the “**Principal Procurement Agency**”) has entered into a Master Agreement effective April 1, 2021, Agreement No TBD, by and between the Principal Procurement Agency and Supplier, (as may be amended from time to time in accordance with the terms thereof, the “**Master Agreement**”), as attached hereto as Exhibit A and incorporated herein by reference as though fully set forth herein, for the purchase of Public Safety and Emergency Preparedness Products and Services (the “**Product**”);

WHEREAS, said Master Agreement provides that any or all public agencies, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (collectively, “**Public Agencies**”), that register (either via registration on the OMNIA Partners website or execution of a Master Intergovernmental Cooperative Purchasing Agreement, attached hereto as Exhibit B) (each, hereinafter referred to as a “**Participating Public Agency**”) may purchase Product at prices stated in the Master Agreement;

WHEREAS, Participating Public Agencies may access the Master Agreement which is offered through OMNIA Partners to Public Agencies;

WHEREAS, OMNIA Partners serves as the contract administrator of the Master Agreement on behalf of Principal Procurement Agency;

WHEREAS, Principal Procurement Agency desires OMNIA Partners to proceed with administration of the Master Agreement; and

WHEREAS, OMNIA Partners and Supplier desire to enter into this Agreement to make available the Master Agreement to Participating Public Agencies and to set forth certain terms and conditions governing the relationship between OMNIA Partners and Supplier.

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, OMNIA

Partners and Supplier hereby agree as follows:

DEFINITIONS

1. Capitalized terms used in this Agreement and not otherwise defined herein shall have the meanings given to them in the Master Agreement.

TERMS AND CONDITIONS

2. The Master Agreement and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement. Supplier acknowledges and agrees that the covenants and agreements of Supplier set forth in the solicitation and Supplier's response thereto resulting in the Master Agreement are incorporated herein and are an integral part hereof.

3. OMNIA Partners shall be afforded all of the rights, privileges and indemnifications afforded to Principal Procurement Agency by or from Supplier under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to OMNIA Partners, its agents, employees, directors, and representatives under this Agreement including, but not limited to, Supplier's obligation to obtain appropriate insurance.

4. OMNIA Partners shall perform all of its duties, responsibilities and obligations as contract administrator of the Master Agreement on behalf of Principal Procurement Agency as set forth herein, and Supplier hereby acknowledges and agrees that all duties, responsibilities and obligations will be undertaken by OMNIA Partners solely in its capacity as the contract administrator under the Master Agreement.

5. With respect to any purchases by Principal Procurement Agency or any Participating Public Agency pursuant to the Master Agreement, OMNIA Partners shall not be: (i) construed as a dealer, re-marketer, representative, partner or agent of any type of the Supplier, Principal Procurement Agency or any Participating Public Agency; (ii) obligated, liable or responsible for any order for Product made by Principal Procurement Agency or any Participating Public Agency or any employee thereof under the Master Agreement or for any payment required to be made with respect to such order for Product; and (iii) obligated, liable or responsible for any failure by Principal Procurement Agency or any Participating Public Agency to comply with procedures or requirements of applicable law or the Master Agreement or to obtain the due authorization and approval necessary to purchase under the Master Agreement. OMNIA Partners makes no representation or guaranty with respect to any minimum purchases by Principal Procurement Agency or any Participating Public Agency or any employee thereof under this Agreement or the Master Agreement.

6. OMNIA Partners shall not be responsible for Supplier's performance under the Master Agreement, and Supplier shall hold OMNIA Partners harmless from any liability that may arise from the acts or omissions of Supplier in connection with the Master Agreement.

7. Supplier acknowledges that, in connection with its access to OMNIA Partners confidential information and/or supply of data to OMNIA Partners, it has complied with and shall continue to comply with all laws, regulations and standards that may apply to Supplier, including, without limitation: (a) United States federal and state information security and privacy statutes, regulations and/or best practices, including, without limitation, the Gramm-Leach-Bliley Act, the Massachusetts Data Security Regulations (201 C.M.R. 17.00 et. seq.), the Nevada encryption statute (N.R.S. § 603A), the California data security law (Cal. Civil Code § 1798.80 et. seq.) and California Consumer Privacy Act (Cal. Civil Code § 1798.100 et. seq.); and (b) applicable industry and regulatory standards and best practices (collectively, "**Data Regulations**").

With regard to Personal Information that Supplier collects, receives, or otherwise processes under the Agreement or otherwise in connection with performance of the Agreement, Supplier agrees that it will not: (i) sell, rent, release, disclose, disseminate, make available, transfer, or otherwise

communicate orally, in writing, or by electronic or other means, such Personal Information to another business or third party for monetary or other valuable consideration; or (ii) retain, use, or disclose such Personal Information outside of the direct business relationship between Supplier and OMNIA Partners or for any purpose other than for the specific purpose of performance of the Agreement, including retaining, using, or disclosing such Personal Information for a commercial purpose other than for performance of the Agreement. By entering into the Agreement, Supplier certifies that it understands the specific restrictions contained in this Section 7 and will comply with them. For purposes hereof, "**Personal Information**" means information that identifies, relates to, describes, is reasonably capable of being associated with, or could reasonably be linked, directly or indirectly, with a particular consumer or household, and includes the specific elements of "personal information" as defined under Data Regulations, as defined herein. Supplier will reasonably assist OMNIA Partners in timely responding to any third party "request to know" or "request to delete" (as defined pursuant to Data Regulations) and will promptly provide OMNIA Partners with information reasonably necessary for OMNIA Partners to respond to such requests. Where Supplier collects Personal Information directly from Public Agencies or others on OMNIA Partners' behalf, Supplier will maintain records and the means necessary to enable OMNIA Partners to respond to such requests to know and requests to delete.

8. WITHOUT LIMITING THE GENERALITY OF THE FOREGOING, OMNIA PARTNERS EXPRESSLY DISCLAIMS ALL EXPRESS OR IMPLIED REPRESENTATIONS AND WARRANTIES REGARDING OMNIA PARTNERS' PERFORMANCE AS A CONTRACT ADMINISTRATOR OF THE MASTER AGREEMENT. OMNIA PARTNERS SHALL NOT BE LIABLE IN ANY WAY FOR ANY SPECIAL, INCIDENTAL, INDIRECT, CONSEQUENTIAL, EXEMPLARY, PUNITIVE, OR RELIANCE DAMAGES, EVEN IF OMNIA PARTNERS IS ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

TERM OF AGREEMENT; TERMINATION

9. This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the provisions of Sections 3 – 8 and 11 – 22, hereof and the indemnifications afforded by the Supplier to OMNIA Partners in the Master Agreement, to the extent such provisions survive any expiration or termination of the Master Agreement, shall survive the expiration or termination of this Agreement.

NATIONAL PROMOTION

10. OMNIA Partners and Supplier shall publicize and promote the availability of the Master Agreement's products and services to Public Agencies and such agencies' employees. Supplier shall require each Public Agency to register its participation in the OMNIA Partners program by either registering on the OMNIA Partners website (www.omniapartners.com/publicsector), or executing a Master Intergovernmental Cooperative Purchasing Agreement prior to processing the Participating Public Agency's first sales order. Upon request, Supplier shall make available to interested Public Agencies a copy of the Master Agreement and such price lists or quotes as may be necessary for such Public Agencies to evaluate potential purchases.

11. Supplier shall provide such marketing and administrative support as set forth in the solicitation resulting in the Master Agreement, including assisting in development of marketing materials as reasonably requested by Principal Procurement Agency and OMNIA Partners. Supplier shall be responsible for obtaining permission or license of use and payment of any license fees for all content and images Supplier provides to OMNIA Partners or posts on the OMNIA Partners website.

Supplier shall indemnify, defend and hold harmless OMNIA Partners for use of all such content and images including copyright infringement claims. Supplier and OMNIA Partners each hereby grant to the other party a limited, revocable, non-transferable, non-sublicensable right to use such party's logo (each, the "**Logo**") solely for use in marketing the Master Agreement. Each party shall provide the other party with the standard terms of use of such party's Logo, and

such party shall comply with such terms in all material respects. Both parties shall obtain approval from the other party prior to use of such party's Logo. Notwithstanding the foregoing, the parties understand and agree that except as provided herein neither party shall have any right, title or interest in the other party's Logo. Upon termination of this Agreement, each party shall immediately cease use of the other party's Logo.

ADMINISTRATIVE FEE, REPORTING & PAYMENT

12. An "Administrative Fee" shall be defined and due to OMNIA Partners from Supplier in the amount of percent (**2 %**) ("**Administrative Fee Percentage**") multiplied by the total purchase amount paid to Supplier, less refunds, credits on returns, rebates and discounts, for the sale of products and/or services to Principal Procurement Agency and Participating Public Agencies pursuant to the Master Agreement (as amended from time to time and including any renewal thereof) ("**Contract Sales**"). From time to time the parties may mutually agree in writing to a lower Administrative Fee Percentage for a specifically identified Participating Public Agency's Contract Sales.

13. Supplier shall provide OMNIA Partners with an electronic accounting report monthly, in the format prescribed by OMNIA Partners, summarizing all Contract Sales for each calendar month. The Contract Sales reporting format is provided as Exhibit C ("**Contract Sales Report**"), attached hereto and incorporated herein by reference. Contract Sales Reports for each calendar month shall be provided by Supplier to OMNIA Partners by the 10th day of the following month. Failure to provide a Contract Sales Report within the time and manner specified herein shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement, at Principal Procurement Agency's sole discretion, and/or this Agreement, at OMNIA Partners' sole discretion.

14. Administrative Fee payments are to be paid by Supplier to OMNIA Partners at the frequency and on the due date stated in Section 12, above, for Supplier's submission of corresponding Contract Sales Reports. Administrative Fee payments are to be made via Automated Clearing House (ACH) to the OMNIA Partners designated financial institution identified in Exhibit D. Failure to provide a payment of the Administrative Fee within the time and manner specified herein shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement, at Principal Procurement Agency's sole discretion, and/or this Agreement, at OMNIA Partners' sole discretion. All Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one and one-half percent (1 1/2%) per month or the maximum rate permitted by law until paid in full.

15. Supplier shall maintain an accounting of all purchases made by Participating Public Agencies under the Master Agreement. OMNIA Partners, or its designee, in OMNIA Partners' sole discretion, reserves the right to compare Participating Public Agency records with Contract Sales Reports submitted by Supplier for a period of four (4) years from the date OMNIA Partners receives such report. In addition, OMNIA Partners may engage a third party to conduct an independent audit of Supplier's monthly reports. In the event of such an audit, Supplier shall provide all materials reasonably requested relating to such audit by OMNIA Partners at the location designated by OMNIA Partners. In the event an underreporting of Contract Sales and a resulting underpayment of Administrative Fees is revealed, OMNIA Partners will notify the Supplier in writing. Supplier will have thirty (30) days from the date of such notice to resolve the discrepancy to OMNIA Partners' reasonable satisfaction, including payment of any Administrative Fees due and owing, together with interest thereon in accordance with Section 13, and reimbursement of OMNIA Partners' costs and expenses related to such audit.

GENERAL PROVISIONS

16. This Agreement, the Master Agreement and the exhibits referenced herein supersede any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereto and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained or incorporated herein shall be valid or binding. In the event of any conflict between the provisions of this Agreement and the Master Agreement, as between OMNIA Partners and Supplier, the provisions of this Agreement shall prevail.

17. If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement or to recover any Administrative Fee and accrued interest, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which it may be entitled.

18. This Agreement and OMNIA Partners' rights and obligations hereunder may be assigned at OMNIA Partners' sole discretion to an affiliate of OMNIA Partners, any purchaser of any or all or substantially all of the assets of OMNIA Partners, or the successor entity as a result of a merger, reorganization, consolidation, conversion or change of control, whether by operation of law or otherwise. Supplier may not assign its obligations hereunder without the prior written consent of OMNIA Partners.

19. All written communications given hereunder shall be delivered by first-class mail, postage prepaid, or overnight delivery on receipt to the addresses as set forth below.

A. OMNIA Partners:

OMNIA Partners
Attn: President
840 Crescent Centre Drive Suite 600
Franklin, TN 37067

B. Supplier:

Safeware, Inc.
Attn: OMNIA Partners Program Manager
4403 Forbes Blvd.
Lanham, MD 20706

20. If any provision of this Agreement shall be deemed to be, or shall in fact be, illegal, inoperative or unenforceable, the same shall not affect any other provision or provisions herein contained or render the same invalid, inoperative or unenforceable to any extent whatever, and this Agreement will be construed by limiting or invalidating such provision to the minimum extent necessary to make such provision valid, legal and enforceable.

21. This Agreement may not be amended, changed, modified, or altered without the prior written consent of the parties hereto, and no provision of this Agreement may be discharged or waived, except by a writing signed by the parties. A waiver of any particular provision will not be deemed a waiver of any other provision, nor will a waiver given on one occasion be deemed to apply to any other occasion.

22. This Agreement shall inure to the benefit of and shall be binding upon OMNIA Partners, the Supplier and any respective successor and assign thereto; subject, however, to the limitations contained herein.

23. This Agreement will be construed under and governed by the laws of the State of Delaware, excluding its conflicts of law provisions and any action arising out of or related to this Agreement shall be commenced solely and exclusively in the state or federal courts in Williamson County Tennessee.

24. This Agreement may be executed in counterparts, each of which is an original but all of which, together, shall constitute but one and the same instrument. The exchange of copies of this Agreement and of signature pages by facsimile, or by .pdf or similar electronic transmission, will constitute effective execution and delivery of this Agreement as to the parties and may be used in lieu of the original Agreement for all purposes. Signatures of the parties transmitted by facsimile, or by .pdf or similar electronic transmission, will be deemed to be their original signatures for any purpose whatsoever.

[INSERT SUPPLIER ENTITY NAME]



Signature

Mary Pelfrey

Name

Sr. Director, Government Contracts

Title

02/01/2021

Date

**NATIONAL
INTERGOVERNMENTAL
PURCHASING ALLIANCE
COMPANY, A DELAWARE
CORPORATION D/B/A OMNIA
PARTNERS, PUBLIC SECTOR**

Signature

Sarah Vavra

Name

Sr. Vice President, Public Sector

Contracting

Title

Date

EXHIBIT F
FEDERAL FUNDS CERTIFICATIONS

FEDERAL CERTIFICATIONS
ADDENDUM FOR AGREEMENT FUNDED BY U.S. FEDERAL GRANT

TO WHOM IT MAY CONCERN:

Participating Agencies may elect to use federal funds to purchase under the Master Agreement. This form should be completed and returned.

DEFINITIONS

Contract means a legal instrument by which a non-Federal entity purchases property or services needed to carry out the project or program under a Federal award. The term as used in this part does not include a legal instrument, even if the non-Federal entity considers it a contract, when the substance of the transaction meets the definition of a Federal award or subaward

Contractor means an entity that receives a contract as defined in Contract.

Cooperative agreement means a legal instrument of financial assistance between a Federal awarding agency or pass-through entity and a non-Federal entity that, consistent with 31 U.S.C. 6302–6305:

- (a) Is used to enter into a relationship the principal purpose of which is to transfer anything of value from the Federal awarding agency or pass-through entity to the non-Federal entity to carry out a public purpose authorized by a law of the United States (see 31 U.S.C. 6101(3)); and not to acquire property or services for the Federal government or pass-through entity's direct benefit or use;
- (b) Is distinguished from a grant in that it provides for substantial involvement between the Federal awarding agency or pass-through entity and the non-Federal entity in carrying out the activity contemplated by the Federal award.
- (c) The term does not include:
 - (1) A cooperative research and development agreement as defined in 15 U.S.C. 3710a; or
 - (2) An agreement that provides only:
 - (i) Direct United States Government cash assistance to an individual;
 - (ii) A subsidy;
 - (iii) A loan;
 - (iv) A loan guarantee; or
 - (v) Insurance.

Federal awarding agency means the Federal agency that provides a Federal award directly to a non-Federal entity

Federal award has the meaning, depending on the context, in either paragraph (a) or (b) of this section:

- (a)(1) The Federal financial assistance that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability; or
- (2) The cost-reimbursement contract under the Federal Acquisition Regulations that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability.
- (b) The instrument setting forth the terms and conditions. The instrument is the grant agreement, cooperative agreement, other agreement for assistance covered in paragraph (b) of § 200.40 Federal financial assistance, or the cost-reimbursement contract awarded under the Federal Acquisition Regulations.
- (c) Federal award does not include other contracts that a Federal agency uses to buy goods or services from a contractor or a contract to operate Federal government owned, contractor operated facilities (GOCOs).
- (d) See also definitions of Federal financial assistance, grant agreement, and cooperative agreement.

Non-Federal entity means a state, local government, Indian tribe, institution of higher education (IHE), or nonprofit organization that carries out a Federal award as a recipient or subrecipient.

Nonprofit organization means any corporation, trust, association, cooperative, or other organization, not including IHEs, that:

- (a) Is operated primarily for scientific, educational, service, charitable, or similar purposes in the public interest;
- (b) Is not organized primarily for profit; and
- (c) Uses net proceeds to maintain, improve, or expand the operations of the organization.

Obligations means, when used in connection with a non-Federal entity's utilization of funds under a Federal award, orders placed for property and services, contracts and subawards made, and similar transactions during a given period that require payment by the non-Federal entity during the same or a future period.

Pass-through entity means a non-Federal entity that provides a subaward to a subrecipient to carry out part of a Federal program.

Recipient means a non-Federal entity that receives a Federal award directly from a Federal awarding agency to carry out an activity under a Federal program. The term recipient does not include subrecipients.

Simplified acquisition threshold means the dollar amount below which a non-Federal entity may purchase property or services using small purchase methods. Non-Federal entities adopt small purchase procedures in order to expedite the purchase of items costing less than the simplified acquisition threshold. The simplified acquisition threshold is set by the Federal Acquisition Regulation at 48 CFR Subpart 2.1 (Definitions) and in accordance with 41 U.S.C. 1908. As of the publication of this part, the simplified acquisition threshold is \$250,000, but this threshold is periodically adjusted for inflation. (Also see definition of § 200.67 Micro-purchase.)

Subaward means an award provided by a pass-through entity to a subrecipient for the subrecipient to carry out part of a Federal award received by the pass-through entity. It does not include payments to a contractor or payments to an individual that is a beneficiary of a Federal program. A subaward may be provided through any form of legal agreement, including an agreement that the pass-through entity considers a contract.

Subrecipient means a non-Federal entity that receives a subaward from a pass-through entity to carry out part of a Federal program; but does not include an individual that is a beneficiary of such program. A subrecipient may also be a recipient of other Federal awards directly from a Federal awarding agency.

Termination means the ending of a Federal award, in whole or in part at any time prior to the planned end of period of performance.

The following certifications and provisions may be required and apply when Participating Agency expends federal funds for any purchase resulting from this procurement process. Pursuant to 2 C.F.R. § 200.326, all contracts, including small purchases, awarded by the Participating Agency and the Participating Agency's subcontractors shall contain the procurement provisions of Appendix II to Part 200, as applicable.

APPENDIX II TO 2 CFR PART 200

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

Pursuant to Federal Rule (A) above, when a Participating Agency expends federal funds, the Participating Agency reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does offeror agree? YES



_____ Initials of Authorized Representative of offeror

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

Pursuant to Federal Rule (B) above, when a Participating Agency expends federal funds, the Participating Agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror as detailed in the terms of the contract.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

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

Pursuant to Federal Rule (C) above, when a Participating Agency expends federal funds on any federally assisted construction contract, the equal opportunity clause is incorporated by reference herein.

Does offeror agree to abide by the above? YES  _____ Initials of Authorized Representative of offeror

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

Pursuant to Federal Rule (D) above, when a Participating Agency expends federal funds during the term of an award for all contracts and subgrants for construction or repair, offeror will be in compliance with all applicable Davis-Bacon Act provisions.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

(E) Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708). Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Pursuant to Federal Rule (E) above, when a Participating Agency expends federal funds, offeror certifies that offeror will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act during the term of an award for all contracts by Participating Agency resulting from this procurement process.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

(F) Rights to Inventions Made Under a Contract or Agreement. If the Federal award meets the definition of “funding agreement” under 37 CFR §401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small

business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

Pursuant to Federal Rule (F) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (F) above.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

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

Pursuant to Federal Rule (G) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency member resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (G) above.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

(H) Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the Executive Office of the President Office of Management and Budget (OMB) guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains 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.

Pursuant to Federal Rule (H) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency. If at any time during the term of an award the offeror or its principals becomes debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency, the offeror will notify the Participating Agency.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

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

Pursuant to Federal Rule (I) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term and after the awarded term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

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

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

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

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS

When federal funds are expended by Participating Agency for any contract resulting from this procurement process, offeror certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The offeror further certifies that offeror will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When Participating Agency expends federal funds for any contract resulting from this procurement process, offeror certifies that it will comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18).

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS

To the extent purchases are made with Federal Highway Administration, Federal Railroad Administration, or Federal Transit Administration funds, offeror certifies that its products comply with all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Agency upon request. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror


CERTIFICATION OF ACCESS TO RECORDS – 2 C.F.R. § 200.336

Offeror agrees that the Inspector General of the Agency or any of their duly authorized representatives shall have access to any documents, papers, or other records of offeror that are pertinent to offeror's discharge of its obligations under the Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to offeror's personnel for the purpose of interview and discussion relating to such documents.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

CERTIFICATION OF APPLICABILITY TO SUBCONTRACTORS

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror
Version December 1, 2020

Offeror agrees to comply with all federal, state, and local laws, rules, regulations and ordinances, as applicable. It is further acknowledged that offeror certifies compliance with all provisions, laws, acts, regulations, etc. as specifically noted above.


Offeror's Name: Safeware, Inc

Address, City, State, and Zip Code: 4403 Forbes Blvd., Lanham, MD 20706

Phone Number: 301-683-1212 Fax Number: 410-683-1200

Printed Name and Title of Authorized Representative: Mary Pelfrey, Sr. Director Government Contracts

Email Address: mpelfrey@safewareinc.com

Signature of Authorized Representative:  Date: 02/01/2021

FEMA SPECIAL CONDITIONS

Awarded Supplier(s) may need to respond to events and losses where products and services are needed for the immediate and initial response to emergency situations such as, but not limited to, water damage, fire damage, vandalism cleanup, biohazard cleanup, sewage decontamination, deodorization, and/or wind damage during a disaster or emergency situation. By submitting a proposal, the Supplier is accepted these FEMA Special Conditions required by the Federal Emergency Management Agency (FEMA).

"Contract" in the below pages under FEMA SPECIAL CONDITIONS is also referred to and defined as the "Master Agreement".

"Contractor" in the below pages under FEMA SPECIAL CONDITIONS is also referred to and defined as "Supplier" or "Awarded Supplier".

Conflicts of Interest

No employee, officer, or agent may participate in the selection, award, or administration of a contract supported by a FEMA award if he or she has a real or apparent conflict of interest. Such a conflict would arise when the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of these parties, has a financial or other interest in or a tangible personal benefit from a firm considered for award. 2 C.F.R. § 200.318(c)(1); See also Standard Form 424D, ¶ 7; Standard Form 424B, ¶ 3. i. FEMA considers a "financial interest" to be the potential for gain or loss to the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of these parties as a result of the particular procurement. The prohibited financial interest may arise from ownership of certain financial instruments or investments such as stock, bonds, or real estate, or from a salary, indebtedness, job offer, or similar interest that might be affected by the particular procurement. ii. FEMA considers an "apparent" conflict of interest to exist where an actual conflict does not exist, but where a reasonable person with knowledge of the relevant facts would question the impartiality of the employee, officer, or agent participating in the procurement. c. Gifts. The officers, employees, and agents of the Participating Public Agency nor the Participating Public Agency ("NFE") must neither solicit nor accept gratuities, favors, or anything of monetary value from contractors or parties to subcontracts. However, NFE's may set standards for situations in which the financial interest is de minimus, not substantial, or the gift is an unsolicited item of nominal value. 2 C.F.R. § 200.318(c)(1). d. Violations. The NFE's written standards of conduct must provide for disciplinary actions to be applied for violations of such standards by officers, employees, or agents of the NFE. 2 C.F.R. § 200.318(c)(1). For example, the penalty for a NFE's employee may be dismissal, and the penalty for a contractor might be the termination of the contract.

Contractor Integrity

A contractor must have a satisfactory record of integrity and business ethics. Contractors that are debarred or suspended as described in Chapter III, ¶ 6.d must be rejected and cannot receive contract awards at any level.

Public Policy

A contractor must comply with the public policies of the Federal Government and state, local government, or tribal government. This includes, among other things, past and current compliance with the:

- a. Equal opportunity and nondiscrimination laws
- b. Five affirmative steps described at 2 C.F.R. § 200.321(b) for all subcontracting under contracts supported by FEMA financial assistance; and FEMA Procurement Guidance June 21, 2016 Page IV- 7
- c. Applicable prevailing wage laws, regulations, and executive orders

Affirmative Steps

For any subcontracting opportunities, Contractor must take the following Affirmative steps:

- 1. Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
- 2. Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;
- 3. Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
- 4. Establishing delivery schedules, where the requirement permits, which encourage participation by small

and minority businesses, and women's business enterprises; and

5. Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce.

Prevailing Wage Requirements

When applicable, the awarded Contractor (s) and any and all subcontractor(s) agree to comply with all laws regarding prevailing wage rates including the Davis-Bacon Act, applicable to this solicitation and/or Participating Public Agencies. The Participating Public Agency shall notify the Contractor of the applicable pricing/prevailing wage rates and must apply any local wage rates requested. The Contractor and any subcontractor(s) shall comply with the prevailing wage rates set by the Participating Public Agency.

Federal Requirements

If products and services are issued in response to an emergency or disaster recovery the items below, located in this FEMA Special Conditions section of the Federal Funds Certifications, are activated and required when federal funding may be utilized.

2 C.F.R. § 200.326 and 2 C.F.R. Part 200. Appendix II. Required Contract Clauses

1. Termination for Convenience:

The right to terminate this Contract for the convenience of the Participating Public Agency is retained by the Participating Public Agency. In the event of a termination for convenience by the Participating Public Agency, the Participating Public Agency shall, at least ten (10) calendar days in advance, deliver written notice of the termination for convenience to Contractor. Upon Contractor's receipt of such written notice, Contractor immediately shall cease the performance of the Work and shall take reasonable and appropriate action to secure and protect the Work then in place. Contractor shall then be paid by the Participating Public Agency, in accordance with the terms and provisions of the Contract Documents, an amount not to exceed the actual labor costs incurred, the actual cost of all materials installed and the actual cost of all materials stored at the project site or away from the project site, as approved in writing by the Participating Public Agency but not yet paid for and which cannot be returned, and actual, reasonable and documented demobilization costs, if any, paid by Contractor and approved by the Participating Public Agency in connection with the Scope of Work in place which is completed as of the date of termination by the Participating Public Agency and that is in conformance with the Contract Documents, less all amounts previously paid for the Work. No amount ever shall be owed or paid to Contractor for lost or anticipated profits on any part of the Scope of Work not performed or for consequential damages of any kind.

2. Equal Employment Opportunity:

The Participating Public Agency highly encourages Contractors to implement Affirmative Action practices in their employment programs. This means Contractor should not discriminate against any employee or applicant for employment because of race, color, religion, sex, pregnancy, sexual orientation, political belief or affiliation, age, disability or genetic information.

During the performance of this contract, the contractor agrees as follows:

(1) The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual orientation, gender identity, or national origin. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, sex, sexual orientation, gender identity, or national origin. Such action shall include, but not be limited to the following: Employment, upgrading, demotion, or transfer, recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the contracting officer setting forth the provisions of

this nondiscrimination clause.

(2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.

(3) The contractor will not discharge or in any other manner discriminate against any employee or applicant for employment because such employee or applicant has inquired about, discussed, or disclosed the compensation of the employee or applicant or another employee or applicant. This provision shall not apply to instances in which an employee who has access to the compensation information of other employees or applicants as a part of such employee's essential job functions discloses the compensation of such other employees or applicants to individuals who do not otherwise have access to such information, unless such disclosure is in response to a formal complaint or charge, in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or is consistent with the contractor's legal duty to furnish information.

(4) The contractor will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice to be provided by the agency contracting officer, advising the labor union or workers' representative of the contractor's commitments under section 202 of Executive Order 11246 of September 24, 1965, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

(5) The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.

(6) The contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by the rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.

(7) In the event of the contractor's non-compliance with the nondiscrimination clauses of this contract or with any of such rules, regulations, or orders, this contract may be canceled, terminated or suspended in whole or in part and the contractor may be declared ineligible for further Government contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.

(8) The contractor will include the provisions of paragraphs (1) through (8) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as may be directed by the Secretary of Labor as a means of enforcing such provisions including sanctions for noncompliance: *Provided*, however, that in the event the contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction, the contractor may request the United States to enter into such litigation to protect the interests of the United States.

3. "During the performance of this contract, the contractor agrees as follows:

- (1) The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, or national origin. Such action shall include, but not be limited to the following: Employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.
- (2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive considerations for employment without regard to race, color, religion, sex, or national origin.
- (3) The contractor will send to each labor union or representative of workers with which he has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the contractor's commitments under this section, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
- (4) The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
- (5) The contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.
- (6) In the event of the contractor's noncompliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and the contractor may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions as may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided bylaw.
- (7) The contractor will include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (7) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as the administering agency may direct as a means of enforcing such provisions, including sanctions for noncompliance: Provided, however, That in the event a contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the administering agency the contractor may request the United States to enter into such litigation to protect the interests of the United States."

4. Davis Bacon Act and Copeland Anti-Kickback Act.

- a. Applicability of Davis-Bacon Act. The Davis-Bacon Act only applies to the emergency

Management Preparedness Grant Program, Homeland Security Grant Program, Nonprofit Security Grant Program, Tribal Homeland Security Grant Program, Port Security Grant Program, and Transit Security Grant Program. **It does not apply to other FEMA grant and cooperative agreement programs, including the Public Assistance Program.**

- b. All prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. §§ 3141-3144 and 3146-3148) as supplemented by Department of Labor regulations at 29 C.F.R. Part 5 (Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction)). See 2 C.F.R. Part 200, Appendix II, ¶ D.
- c. In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week.
- d. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.
- e. In contracts subject to the Davis-Bacon Act, the contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations at 29 C.F.R. 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 Copeland Anti- Kickback Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to FEMA.
- f. The regulation at 29 C.F.R. § 5.5(a) does provide the required contract clause that applies to compliance with both the Davis-Bacon and Copeland Acts. However, as discussed in the previous subsection, the Davis-Bacon Act does not apply to Public Assistance recipients and subrecipients. **In situations where the Davis-Bacon Act does not apply, neither does the Copeland “Anti-Kickback Act.”** However, for purposes of grant programs where both clauses do apply, FEMA requires the following contract clause:

“Compliance with the Copeland “Anti-Kickback” Act.

- (1) Contractor. The contractor shall comply with 18 U.S.C. § 874, 40U.S.C. § 3145, and the requirements of 29 C.F.R. pt. 3 as may be applicable, which are incorporated by reference into this contract.
- (2) Subcontracts. The contractor or subcontractor shall insert in any subcontracts the clause above and such other clauses as the FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses
- (3) Breach. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a contractor and subcontractor as provided in 29 C.F.R. § 5.12.”

5. Contract Work Hours and Safety Standards Act.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. Where applicable (see 40 U.S.C. § 3701), all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations at 29 C.F.R. Part 5. See 2 C.F.R. Part 200, Appendix II, ¶ E.
- c. Under 40 U.S.C. § 3702, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek.
- d. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.
- e. The regulation at 29 C.F.R. § 5.5(b) provides the required contract clause concerning compliance with the Contract Work Hours and Safety Standards Act:

“Compliance with the Contract Work Hours and Safety Standards Act.

- (1) Overtime requirements. No contractor or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.
- (2) Violation; liability for unpaid wages; liquidated damages. In the event of any violation of the clause set forth in paragraph (1) of this section the contractor and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such contractor and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (1) of this section, in the sum of \$10 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (1) of this section.
- (3) Withholding for unpaid wages and liquidated damages. The (write in the name of the Federal agency or the loan or grant recipient) shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the contractor or subcontractor under any such contract or any other Federal contract with the same prime contractor, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime contractor, such sums as may be determined to be necessary to

satisfy any liabilities of such contractor or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (2) of this section.

- (4) Subcontracts. The contractor or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (1) through (4) of this section and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (1) through (4) of this section."

6. Rights to Inventions Made Under a Contract or Agreement.

- a. Stafford Act Disaster Grants. This requirement **does not apply to the Public Assistance, Hazard Mitigation Grant Program, Fire Management Assistance Grant Program, Crisis Counseling Assistance and Training Grant Program, Disaster Case Management Grant Program, and Federal Assistance to Individuals and Households – Other Needs Assistance Grant Program, as**

FEMA awards under these programs do not meet the definition of "funding agreement."

- b. If the FEMA award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the non-Federal entity wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the non-Federal entity must comply with the requirements of 37 C.F.R. 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 FEMA. See 2 C.F.R. Part 200, Appendix II, ¶ F.
 - c. The regulation at 37 C.F.R. § 401.2(a) currently defines "funding agreement" as any contract, grant, or cooperative agreement entered into between any Federal agency, other than the Tennessee Valley Authority, and any contractor for the performance of experimental, developmental, or research work funded in whole or in part by the Federal government. This term also includes any assignment, substitution of parties, or subcontract of any type entered into for the performance of experimental, developmental, or research work under a funding agreement as defined in the first sentence of this paragraph.
7. Clean Air Act and the Federal Water Pollution Control Act. Contracts of amounts in excess of \$150,000 must contain a provision that requires the contractor 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 FEMA and the Regional Office of the Environmental Protection Agency. See 2 C.F.R. Part 200, Appendix II, ¶ G.

- a. The following provides a sample contract clause concerning compliance for contracts of amounts in excess of \$150,000:

"Clean Air Act

- (1) The contractor agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. § 7401 et seq.
- (2) The contractor agrees to report each violation to the (name of the state agency or local or Indian tribal government) and understands and agrees that the (name of the state agency or local or Indian tribal government) will, in turn, report each violation as required

to assure notification to the (name of recipient), Federal Emergency Management Agency, and the appropriate Environmental Protection Agency Regional Office.

- (3) The contractor agrees to include these requirements in each subcontract exceeding \$150,000 financed in whole or in part with Federal assistance provided by FEMA.

Federal Water Pollution Control Act

- (1) The contractor agrees to comply with all applicable standards, orders or regulations issued pursuant to the Federal Water Pollution Control Act, as amended, 33 U.S.C. 1251 et seq.
- (2) The contractor agrees to report each violation to the (name of the state agency or local or Indian tribal government) and understands and agrees that the (name of the state agency or local or Indian tribal government) will, in turn, report each violation as required to assure notification to the (name of recipient), Federal Emergency Management Agency, and the appropriate Environmental Protection Agency Regional Office.
- (3) The contractor agrees to include these requirements in each subcontract exceeding \$150,000 financed in whole or in part with Federal assistance provided by FEMA."

8. Debarment and Suspension.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. Non-federal entities and contractors are subject to the debarment and suspension regulations implementing Executive Order 12549, *Debarment and Suspension* (1986) and Executive Order 12689, *Debarment and Suspension* (1989) at 2 C.F.R. Part 180 and the Department of Homeland Security's regulations at 2 C.F.R. Part 3000 (Non procurement Debarment and Suspension).
- c. These regulations restrict awards, subawards, and contracts with certain parties that are debarred, suspended, or otherwise excluded from or ineligible for participation in Federal assistance programs and activities. See 2 C.F.R. Part 200, Appendix II, ¶ H; and *Procurement Guidance for Recipients and Subrecipients Under 2 C.F.R. Part 200 (Uniform Rules): Supplement to the Public Assistance Procurement Disaster Assistance Team (PDAT) Field Manual* Chapter IV, ¶ 6.d, and Appendix C, ¶ 2 [hereinafter *PDAT Supplement*]. A contract award must not be made to parties listed in the SAM Exclusions. SAM Exclusions is the list maintained by the General Services Administration that contains 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. SAM exclusions can be accessed at www.sam.gov. See 2 C.F.R. § 180.530; *PDAT Supplement*, Chapter IV, ¶ 6.d and Appendix C, ¶ 2.
- d. In general, an "excluded" party cannot receive a Federal grant award or a contract within the meaning of a "covered transaction," to include subawards and subcontracts. This includes parties that receive Federal funding indirectly, such as contractors to recipients and subrecipients. The key to the exclusion is whether there is a "covered transaction," which is any non-procurement transaction (unless excepted) at either a "primary" or "secondary" tier. Although "covered transactions" do not include contracts awarded by the Federal Government for purposes of the non-procurement common rule and DHS's implementing

regulations, it does include some contracts awarded by recipients and subrecipient.

- e. Specifically, a covered transaction includes the following contracts for goods or services:
 - (1) The contract is awarded by a recipient or subrecipient in the amount of at least \$25,000.
 - (2) The contract requires the approval of FEMA, regardless of amount.
 - (3) The contract is for federally required audit services.
 - (4) A subcontract is also a covered transaction if it is awarded by the contractor of a recipient or subrecipient and requires either the approval of FEMA or is in excess of \$25,000.
- d. The following provides a debarment and suspension clause. It incorporates an optional method of verifying that contractors are not excluded or disqualified:

"Suspension and Debarment

- (1) This contract is a covered transaction for purposes of 2 C.F.R. pt. 180 and 2 C.F.R. pt. 3000. As such the contractor is required to verify that none of the contractor, its principals (defined at 2 C.F.R. § 180.995), or its affiliates (defined at 2 C.F.R. § 180.905) are excluded (defined at 2 C.F.R. § 180.940) or disqualified (defined at 2 C.F.R. § 180.935).
- (2) The contractor must comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C and must include a requirement to comply with these regulations in any lower tier covered transaction it enters into.
- (3) This certification is a material representation of fact relied upon by (insert name of subrecipient). If it is later determined that the contractor did not comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C, in addition to remedies available to (name of state agency serving as recipient and name of subrecipient), the Federal Government may pursue available remedies, including but not limited to suspension and/or debarment.
- (4) The bidder or proposer agrees to comply with the requirements of 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C while this offer is valid and throughout the period of any contract that may arise from this offer. The bidder or proposer further agrees to include a provision requiring such compliance in its lower tier covered transactions."

9. Byrd Anti-Lobbying Amendment.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. Contractors that apply or bid for an award of \$100,000 or more must file the required certification. See 2 C.F.R. Part 200, Appendix II, ¶ I; 44 C.F.R. Part 18; *PDAT Supplement*, Chapter IV, 6.c; Appendix C, ¶ 4.
- c. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. § 1352. Each tier must also disclose any lobbying

with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. See PDAT Supplement, Chapter IV, ¶ 6.c and Appendix C, ¶ 4.

d. The following provides a Byrd Anti-Lobbying contract clause:

“Byrd Anti-Lobbying Amendment, 31 U.S.C. § 1352 (as amended)

Contractors who apply or bid for an award of \$100,000 or more shall 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 shall also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the recipient.”

APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements (To be submitted with each bid or offer exceeding \$100,000)

The undersigned [Contractor] certifies, to the best of his or her knowledge, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form- LLL, “Disclosure Form to Report Lobbying,” in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not

more than \$100,000 for each such failure.

The Contractor, Safeware, Inc., certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 3801 *et seq.*, apply to this certification and disclosure, if any.



Signature of Contractor's Authorized Official

Mary Pelfrey, Sr. Director Government Contracts

Name and Title of Contractor's Authorized Official

02/01/2021

Date"

10. Procurement of Recovered Materials.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. A non-Federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, Pub. L. No. 89-272 (1965) (codified as amended by the Resource Conservation and Recovery Act at 42 U.S.C. § 6962). See 2 C.F.R. Part 200, Appendix II, ¶ J; 2 C.F.R. § 200.322; *PDAT Supplement*, Chapter V, ¶ 7.
- c. The requirements of Section 6002 include procuring only items designated in guidelines of the EPA at 40 C.F.R. 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 by 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.
- d. The following provides the clause that a state agency or agency of a political subdivision of a state and its contractors can include in contracts meeting the above contract thresholds:

"(1) In the performance of this contract, the Contractor shall make maximum use of products containing recovered materials that are EPA- designated items unless the product cannot be acquired—

- (i) Competitively within a timeframe providing for compliance with the contract performance schedule;
- (ii) Meeting contract performance requirements; or
- (iii) At a reasonable price.

(2) Information about this requirement, along with the list of EPA- designate items, is available at EPA's Comprehensive Procurement Guidelines web site, <https://www.epa.gov/smm/comprehensive-procurement-guideline-cpg-program>."

11. Additional FEMA Requirements.

- a. The Uniform Rules authorize FEMA to require additional provisions for non- Federal entity contracts. FEMA, pursuant to this authority, requires or recommends the following:

- b. Changes.

To be eligible for FEMA assistance under the non-Federal entity's FEMA grant or cooperative agreement, the cost of the change, modification, change order, or constructive change must be allowable, allocable, within the scope of its grant or cooperative agreement, and reasonable for the completion of project scope. FEMA recommends, therefore, that a non-Federal entity include a changes clause in its contract that describes how, if at all, changes can be made by either party to alter the method, price, or schedule of the work without breaching the contract. The language of the clause may differ depending on the nature of the contract and the end-item procured.

- c. Access to Records.

All non-Federal entities must place into their contracts a provision that all contractors and their successors, transferees, assignees, and subcontractors acknowledge and agree to comply with applicable provisions governing Department and FEMA access to records, accounts, documents, information, facilities, and staff. See DHS Standard Terms and Conditions, v 3.0, ¶ XXVI (2013).

- d. The following provides a contract clause regarding access to records:

"Access to Records. The following access to records requirements apply to this contract:

(1) The contractor agrees to provide (insert name of state agency or local or Indian tribal government), (insert name of recipient), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

(2) The Contractor agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

(3) The contractor agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract."

12. DHS Seal, Logo, and Flags.

- a. All non-Federal entities must place in their contracts a provision that a contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. See DHS Standard Terms and Conditions, v 3.0, ¶ XXV (2013).

- b. The following provides a contract clause regarding DHS Seal, Logo, and Flags: "The contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses

of DHS agency officials without specific FEMA pre- approval.”

13. Compliance with Federal Law, Regulations, and Executive Orders.

- a. All non-Federal entities must place into their contracts an acknowledgement that FEMA financial assistance will be used to fund the contract along with the requirement that the contractor will comply with all applicable federal law, regulations, executive orders, and FEMA policies, procedures, and directives.
- b. The following provides a contract clause regarding Compliance with Federal Law, Regulations, and Executive Orders: “This is an acknowledgement that FEMA financial assistance will be used to fund the contract only. The contractor will comply will all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.”

14. No Obligation by Federal Government.

- a. The non-Federal entity must include a provision in its contract that states that the Federal Government is not a party to the contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract.
- b. The following provides a contract clause regarding no obligation by the Federal Government: “The Federal Government is not a party to this contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract.”

15. Program Fraud and False or Fraudulent Statements or Related Acts.

- a. The non-Federal entity must include a provision in its contract that the contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to its actions pertaining to the contract.
- b. The following provides a contract clause regarding Fraud and False or Fraudulent or Related Acts: “The contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the contractor’s actions pertaining to this contract.”

Additional contract clauses per 2 C.F.R. § 200.325

For applicable construction/reconstruction/renovation and related services: A payment and performance bond are both required for 100 percent of the contract price. A “performance bond” is one executed in connection with a contract to secure fulfillment of all the contractor’s obligations under such contract. A “payment bond” is one executed in connection with a contract to assure payment as required by law of all persons supplying labor and material in the execution of the work provided in the contract.

Offeror agrees to comply with all terms and conditions outlined in the FEMA Special Conditions section of this solicitation.

Offeror's Name:

Safeware, Inc.

Address, City, State, and Zip Code:

4403 Forbes Blvd, Lanham, MD 20706

Phone Number: 301-683-1212

Fax Number:

410-683-1200

Printed Name and Title of Authorized

Representative: Mary Pelfrey, Sr. Director Government Contracts

Email Address:

mpelfrey@safewareinc.com

Signature of Authorized Representative:

02/01/2021



Date:

EXHIBIT G NEW JERSEY BUSINESS COMPLIANCE

NEW JERSEY BUSINESS COMPLIANCE

Suppliers intending to do business in the State of New Jersey must comply with policies and procedures required under New Jersey statutes. All offerors submitting proposals must complete the following forms specific to the State of New Jersey. Completed forms should be submitted with the offeror's response to the RFP. Failure to complete the New Jersey packet will impact OMNIA Partners' ability to promote the Master Agreement in the State of New Jersey.

DOC #1	Ownership Disclosure Form
DOC #2	Non-Collusion Affidavit
DOC #3	Affirmative Action Affidavit
DOC #4	Political Contribution Disclosure Form
DOC #5	Stockholder Disclosure Certification
DOC #6	Certification of Non-Involvement in Prohibited Activities in Iran
DOC #7	New Jersey Business Registration Certificate

New Jersey suppliers are required to comply with the following New Jersey statutes when applicable:

- all anti-discrimination laws, including those contained in N.J.S.A. 10:2-1 through N.J.S.A. 10:2-14, N.J.S.A. 10:5-1, and N.J.S.A. 10:5-31 through 10:5-38;
- Prevailing Wage Act, N.J.S.A. 34:11-56.26, for all contracts within the contemplation of the Act;
- Public Works Contractor Registration Act, N.J.S.A. 34:11-56.26; and
- Bid and Performance Security, as required by the applicable municipal or state statutes.

STATEMENT OF OWNERSHIP DISCLOSURE

N.J.S.A. 52:25-24.2 (P.L. 1977, c.33, as amended by P.L. 2016, c.43)

This statement shall be completed, certified to, and included with all bid and proposal submissions. Failure to submit the required information is cause for automatic rejection of the bid or proposal.

Name of Organization: Safeware, Inc

Organization Address: 4403 Forbes Blvd. Lanham, MD 20706

Part I Check the box that represents the type of business organization:

- ☐ Sole Proprietorship (skip Parts II and III, execute certification in Part IV)
- ☐ Non-Profit Corporation (skip Parts II and III, execute certification in Part IV)
- ☒ For-Profit Corporation (any type) ☐ Limited Liability Company (LLC)
- ☐ Partnership ☐ Limited Partnership ☐ Limited Liability Partnership (LLP)
- ☐ Other (be specific): _____

Part III DISCLOSURE OF 10% OR GREATER OWNERSHIP IN THE STOCKHOLDERS, PARTNERS OR LLC MEMBERS LISTED IN PART II

If a bidder has a direct or indirect parent entity which is publicly traded, and any person holds a 10 percent or greater beneficial interest in the publicly traded parent entity as of the last annual federal Security and Exchange Commission (SEC) or foreign equivalent filing, ownership disclosure can be met by providing links to the website(s) containing the last annual filing(s) with the federal Securities and Exchange Commission (or foreign equivalent) that contain the name and address of each person holding a 10% or greater beneficial interest in the publicly traded parent entity, along with the relevant page numbers of the filing(s) that contain the information on each such person. **Attach additional sheets if more space is needed.**


Website (URL) containing the last annual SEC (or foreign equivalent) filing	Page #'s
N/A	

Please list the names and addresses of each stockholder, partner or member owning a 10 percent or greater interest in any corresponding corporation, partnership and/or limited liability company (LLC) listed in Part II **other than for any publicly traded parent entities referenced above.** The disclosure shall be continued until names and addresses of every noncorporate stockholder, and individual partner, and member exceeding the 10 percent ownership criteria established pursuant to N.J.S.A. 52:25-24.2 has been listed. **Attach additional sheets if more space is needed.**

Stockholder/Partner/Member and Corresponding Entity Listed in Part II	Home Address (for Individuals) or Business Address

Part IV Certification

I, being duly sworn upon my oath, hereby represent that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I acknowledge: that I am authorized to execute this certification on behalf of the bidder/proposer; that the **<name of contracting unit>** is relying on the information contained herein and that I am under a continuing obligation from the date of this certification through the completion of any contracts with **<type of contracting unit>** to notify the **<type of contracting unit>** in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I am subject to criminal prosecution under the law and that it will constitute a material breach of my agreement(s) with the, permitting the **<type of contracting unit>** to declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print):	Mary Pelfrey	Title:	Sr. Director Government Contracts
Signature:		Date:	02/01/2021

DOC #2

NON-COLLUSION AFFIDAVIT

STANDARD BID DOCUMENT REFERENCE	
	Reference: VII-H
Name of Form:	NON-COLLUSION AFFIDAVIT
Statutory Reference:	No specific statutory reference State Statutory Reference N.J.S.A. 52:34-15
Instructions Reference:	Statutory and Other Requirements VII-H
Description:	The Owner's use of this form is optional. It is used to ensure that the bidder has not participated in any collusion with any other bidder or Owner representative or otherwise taken any action in restraint of free and competitive bidding.

NON-COLLUSION AFFIDAVIT

State of New Jersey

County of _____

ss:

I, Mary Pelfrey _____ residing in City of Charlotte _____
(name of affiant) (name of municipality)

in the County of Mecklenburg _____ and State of North Carolina _____ of full
age, being duly sworn according to law on my oath depose and say that:

I am Sr. Director Government Contracts _____ of the firm of Safeware, Inc. _____
(title or position) (name of firm)

_____ the bidder making this Proposal for the bid

entitled Public Safety, Emergency Preparedness, Safety Equipment and Solutions _____, and that I executed the said
proposal with

(title of bid proposal)

full authority to do so that said bidder has not, directly or indirectly entered into any agreement,
participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in
connection with the above named project; and that all statements contained in said proposal and in this
affidavit are true and correct, and made with full knowledge that the Port of Portland, Oregon _____
relies upon the truth of the statements contained in said Proposal

(name of contracting unit)

and in the statements contained in this affidavit in awarding the contract for the said project.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such
contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent
fee, except bona fide employees or bona fide established commercial or selling agencies maintained by
_____.

Subscribed and sworn to

before me this day

Nathan G. Neville
Signature

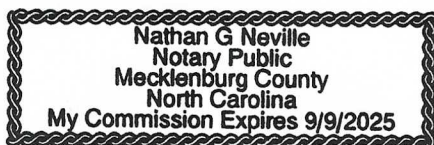
January 28th, 2021

Nathan G. Neville
(Type or print name of affiant under signature)

Mecklenburg County
Notary public of

My Commission expires 09-09-2025

(Seal)



Mary Pelfrey
Mary Pelfrey

**AFFIRMATIVE ACTION AFFIDAVIT
(P.L. 1975, C.127)**

Company Name: Safeware, Inc
Street: 4403 Forbes Blvd
City, State, Zip Code: Lanham, MD 20706

Proposal Certification:

Indicate below company's compliance with New Jersey Affirmative Action regulations. Company's proposal will be accepted even if company is not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Vendors must submit with proposal:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval

OR
2. A photo copy of their Certificate of Employee Information Report

OR
3. A complete Affirmative Action Employee Information Report (AA302) _____

Public Work – Over \$50,000 Total Project Cost:

- A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the
- B. Approved Federal or New Jersey Plan – certificate enclosed

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

02/01/2021

Date



Sr. Dir. Government Contracts

Authorized Signature and Title

CERTIFICATE OF EMPLOYEE INFORMATION REPORT

Certification 30423

CERTIFICATE OF EMPLOYEE INFORMATION REPORT RENEWAL

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of 15-MAR-2019 to 15-MAR-2022

SAFEWARE, INC.
4403 FORBES BLVD.
LANHAM

MD 20706



Elizabeth Maher Muoio
ELIZABETH MAHER MUOIO
State Treasurer

P.L. 1995, c. 127 (N.J.A.C. 17:27)
MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT PROFESSIONAL AND SERVICE
CONTRACTS

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

Signature of Procurement Agent

C.

271 POLITICAL CONTRIBUTION DISCLOSURE FORM**Public Agency Instructions**

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 (http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html). Please refer back to these instructions for the appropriate links, as the Local Finance Notices include links that are no longer operational.

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a. The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at <http://www.nj.gov/dca/divisions/dlgs/programs/lpcl.html#12>. They will be updated from time-to-time as necessary.
 - b. A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c. Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d. The form may be used “as-is”, subject to edits as described herein.
 - e. The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f. The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract (See Local Finance Notice 2006-7 for additional information on this obligation at http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html). A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. NOTE: This section is not applicable to Boards of Education.

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

- any State, county, or municipal committee of a political party
- any legislative leadership committee*
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
 - of the public entity awarding the contract
 - of that county in which that public entity is located
 - of another public entity within that county
 - or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county

The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs).

When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure.

Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report.

The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement.

The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act.

The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law. **NOTE: This section does not apply to Board of Education contracts.**

* N.J.S.A. 19:44A-3(s): “The term “legislative leadership committee” means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

List of Agencies with Elected Officials Required for Political Contribution Disclosure
N.J.S.A. 19:44A-20.26

County Name:

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

{County Executive}

County Clerk

Surrogate

Sheriff

Municipalities (Mayor and members of governing body, regardless of title):

**USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD
FROM THE PAY TO PLAY SECTION OF THE DLGS WEBSITE A
COUNTY-BASED, CUSTOMIZABLE FORM.**

Subscribed and sworn before me this 28 day of January,
2021

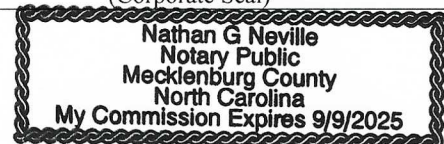
(Notary Public) Nathan G. Neville

My Commission expires: 09-09-2025

[Signature]
(Affiant)

Sr. Dir. Government Contracts, Mary Pelfrey
(Print name & title of affiant)

(Corporate Seal)



Certification of Non-Involvement in Prohibited Activities in Iran

Pursuant to N.J.S.A. 52:32-58, Offerors must certify that neither the Offeror, nor any of its parents, subsidiaries, and/or affiliates (as defined in N.J.S.A. 52:32 – 56(e) (3)), is listed on the Department of the Treasury’s List of Persons or Entities Engaging in Prohibited Investment Activities in Iran and that neither is involved in any of the investment activities set forth in N.J.S.A. 52:32 – 56(f).

Offerors wishing to do business in New Jersey through this contract must fill out the Certification of Non-Involvement in Prohibited Activities in Iran here:

http://www.state.nj.us/humanservices/dfd/info/standard/fdc/disclosure_investmentact.pdf.

Offerors should submit the above form completed with their proposal.

**STATE OF NEW JERSEY -- DIVISION OF PURCHASE AND PROPERTY
DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN**

Quote Number: _____

Bidder/Offeror: _____

PART 1: CERTIFICATION

BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX.

FAILURE TO CHECK ONE OF THE BOXES WILL RENDER THE PROPOSAL NON-RESPONSIVE.

Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury's Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at <http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Bidders **must** review this list prior to completing the below certification. **Failure to complete the certification will render a bidder's proposal non-responsive.** If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party

PLEASE CHECK THE APPROPRIATE BOX:

☐ I certify, pursuant to Public Law 2012, c. 25, that neither the bidder listed above nor any of the bidder's parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. **I will skip Part 2 and sign and complete the Certification below.**

OR

☐ I am unable to certify as above because the bidder and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 list. **I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below.** Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.

PART 2: PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below.

EACH BOX WILL PROMPT YOU TO PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, CLICK THE "ADD AN ADDITIONAL ACTIVITIES ENTRY" BUTTON.

Name _____ Relationship to Bidder/Offeror _____

Description of Activities _____

Duration of Engagement _____ Anticipated Cessation Date _____

Bidder/Offeror Contact Name _____ Contact Phone Number _____

ADD AN ADDITIONAL ACTIVITIES ENTRY

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the above-referenced person or entity. I acknowledge that the State of New Jersey is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of any contracts with the State to notify the State in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreement(s) with the State of New Jersey and that the State at its option may declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print): _____

Signature: _____

Title: _____

Date: _____

**NEW JERSEY BUSINESS REGISTRATION CERTIFICATE
(N.J.S.A. 52:32-44)**

Offerors wishing to do business in New Jersey must submit their State Division of Revenue issued Business Registration Certificate with their proposal here. Failure to do so will disqualify the Offeror from offering products or services in New Jersey through any resulting contract.

<https://www.njportal.com/DOR/BusinessRegistration/>

STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE		DEPARTMENT OF TREASURY/ DIVISION OF REVENUE PO BOX 252 TRENTON, N J 08646-0252
TAXPAYER NAME: SAFEWARE INC	TRADE NAME:	
ADDRESS: 4403 FORBES BLVD LANHAM MD 20706	SEQUENCE NUMBER: 0093615	
EFFECTIVE DATE: 08/28/89	ISSUANCE DATE: 03/01/19	
FORM-BRC This Certificate is NOT assignable or transferable. It must be continuously displayed at above address.		<i>James J. Gersione</i> Director New Jersey Division of Revenue

EEOAA EVIDENCE

Equal Employment Opportunity/Affirmative Action
Goods, Professional Services & General Service Projects

EEO/AA Evidence

Vendors are required to submit evidence of compliance with N.J.S.A. 10:5-31 et seq. and N.J.A.C. 17:27 in order to be considered a responsible vendor.

One of the following must be included with submission:

- Copy of Letter of Federal Approval
- Certificate of Employee Information Report
- Fully Executed Form AA302
- Fully Executed EEO-1 Report

See the guidelines at: http://www.state.nj.us/treasury/contract_compliance/pdf/pa.pdf for further information.

I certify that my bid package includes the required evidence per the above list and State website.

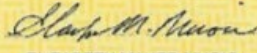
Name: Mary Pelfrey

Title: Sr. Dir. Government Contracts

Signature: 

Date: 02/01/2021

CERTIFICATE OF EMPLOYEE INFORMATION REPORT

		Certification	30423
CERTIFICATE OF EMPLOYEE INFORMATION REPORT			
<small>RENEWAL</small>			
This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of			
		15-MAR-2019	to 15-MAR-2022
SAFEWARE, INC. 4403 FORBES BLVD. LANHAM		MD 20706	
			 ELIZABETH MAHER MUOIO State Treasurer

MCBRIDE-PRINCIPLES


**STATE OF NEW JERSEY DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY**
**33 WEST STATE STREET, P.O. BOX 230
TRENTON, NEW JERSEY 08625-0230**
MACBRIDE PRINCIPALS FORM
BID SOLICITATION #: 2020-9189
VENDOR/BIDDER: Safeware, Inc.
**VENDOR'S/BIDDER'S REQUIREMENT
TO PROVIDE A CERTIFICATION IN COMPLIANCE WITH THE MACBRIDE PRINCIPALS
AND NORTHERN IRELAND ACT OF 1989**

Pursuant to Public Law 1995, c. 134, a responsible Vendor/Bidder selected, after public bidding, by the Director of the Division of Purchase and Property, pursuant to N.J.S.A. 52:34-12, must complete the certification below by checking one of the two options listed below and signing where indicated. If a Vendor/Bidder that would otherwise be awarded a purchase, contract or agreement does not complete the certification, then the Director may determine, in accordance with applicable law and rules, that it is in the best interest of the State to award the purchase, contract or agreement to another Vendor/Bidder that has completed the certification and has submitted a bid within five (5) percent of the most advantageous bid. If the Director finds contractors to be in violation of the principals that are the subject of this law, he/she shall take such action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

I, the undersigned, on behalf the Vendor/Bidder, certify pursuant to N.J.S.A. 52:34-12.2 that:


CHECK THE APPROPRIATE BOX

The Vendor/Bidder has no business operations in Northern Ireland; or



OR

The Vendor/Bidder will take lawful steps in good faith to conduct any business operations it has in Northern Ireland in accordance with the MacBride principals of nondiscrimination in employment as set forth in section 2 of P.L. 1987, c. 177 (N.J.S.A. 52:18A-89.5) and in conformance with the United Kingdom's Fair Employment (Northern Ireland) Act of 1989, and permit independent monitoring of its compliance with those principals.

CERTIFICATION

I, the undersigned, certify that I am authorized to execute this certification on behalf of the Vendor/Bidder, that the foregoing information and any attachments hereto, to the best of my knowledge are true and complete. I acknowledge that the State of New Jersey is relying on the information contained herein, and that the Vendor/Bidder is under a continuing obligation from the date of this certification through the completion of any contract(s) with the State to notify the State in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification. If I do so, I will be subject to criminal prosecution under the law, and it will constitute a material breach of **my** agreement(s) with the State, permitting the State to declare any contract(s) resulting from this certification to be void and unenforceable.

02/01/2021

Signature

Date

Mary Pelfrey, Sr. Director Government Contracts

Print Name and Title

ATTACHMENT 7

SAFEWARE LINE CARDS



NATIONAL LEADER IN PUBLIC PREPAREDNESS

800.331.6707 | safewareinc.com

VACCINE HEALTH STATION SUPPLIES



PUBLIC HEALTH COMPLEX STRUCTURES



DEPLOYED LOGIX SHELTER SYSTEM

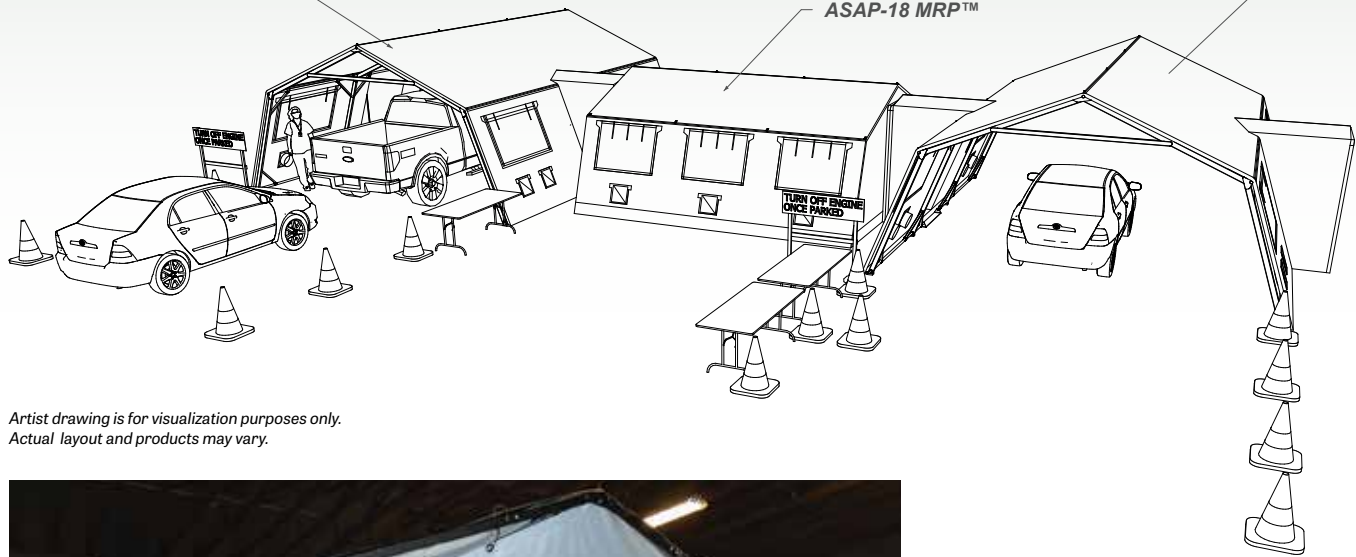
- Two-person, 60 second set-up
- Lightweight durability
- Mil Spec blackout vinyl with removable endwalls (2)
- Insulation liner with radiant barrier aluminized backing and removable endwalls (2)
- Waterproof vinyl floor with sealable exterior berm (4")

DLX SMRPA18SW (16' x 18')

X-Series X-24 Side Connect

ASAP-18 MRP™

X-Series X-24 Side Connect



Artist drawing is for visualization purposes only.
Actual layout and products may vary.



X-SERIES SIDE CONNECT SHELTER

- Maximize the footprint of your shelter complex.
- Connects to any model of ASAP® or X-Series
- Grow in any direction.

X-Series 24' Side Connect DLX X-24SC

X-Series 40' Side Connect DLX X-40SC

ASAP-18 MRP SHELTER

- The first one up – every time.
- Two-person, 60-second setup.
- Lightweight durability.
- Goes wherever you're needed most.
- For base camps, field hospitals, disaster relief, and more.

MRP/ASAP-18 Shelter (16' x 18').....DLX MRP1806



TRAFFIC SAFETY CONES

JBC™ Revolution Series Cones are the leader in the traffic safety industry. Revolution Series Cones are made from an innovative injection molded design that holds up in all temperatures and maintains color in difficult UV situations.

Traffic Cone w/ 2 Retroreflective Collar, 14 x 28 in, Orange/Black SAF 99095

Traffic Cone w/ 1 Retroreflective Collar, 10-1/2 x 18 in, Orange/Black JBC RS45015C3M6

Traffic Cone w/ 2 Retroreflective Collar, 14-1/2 x 36 in, Orange/Black..... SAF 99595

PHARMACY VACCINE REFRIGERATOR

- Temperature controlled microprocessor with digital display & built in audible/visible alarm including remote dry contacts. Designed specifically for storing and protecting your fragile vaccine lots.
- Gas filled insulated hinge two pane thermally dynamic glass doors designed to minimize heat penetration and maintain clear visibility. Includes locks.

10 Cubic Ft., 40°F	TEM V-10-HC-TPE
12 Cubic Ft., 41°F	TEM V-12-HG-TPE
15 Cubic Ft., 41°F	TEM V-15-HC-TPE



TPS V-10-HC-TPE

TPS V-15-HC-TPE



VACCINE UNDER COUNTER FREEZER - ADA COMPLIANT

- Temperature controlled microprocessor with two probes, an air probe and a buffered probe (product simulated) for accurate and secure function. Built in Audible/Visual H/L alarms and remote dry contacts
- Free Standing Thermometer w/ Three (3) year certificate of calibration Certified by an ILAC Accredited Laboratory
- Vaccine Toolkit
- UL/C-UL Listed

4.2 Cubic Ft., -5°F to 13°F	TEM VUCF-4-S-HC-ADA
-----------------------------------	---------------------

VACCINE UNDER COUNTER FREEZER

- Temperature controlled microprocessor with two probes, an air probe and a buffered probe (product simulated) for accurate and secure function. Built in Audible/Visual H/L alarms and remote dry contacts
- Free Standing Thermometer w/ Three (3) year certificate of calibration
- Data Logger w/ Three (3) year NIST Traceable ISO 17025 certificate of calibration

4.2 Cubic Ft., -5°F to 13°F	TEM VUCF-4.2-S-HC-SS
-----------------------------------	----------------------

IN STOCK
& READY TO SHIP



E-Z UP UTILITY SHELTER SYSTEM (10' X 10')

- Ultra durable utility walls
- Easy to deploy and move
- Dual roll-up doors can be completely closed
- Mesh roll-up windows can be unzipped for visibility or closed for containment
- Utility port provides duct access for heating and cooling
- Power ports
- Water repellent ground flaps secure your walls in place

Black, with flaps	SFW EZE-BLK-GF
Black, no flaps	SFW EZE-BLK-NF
Gray, with flaps	SFW EZE-GRY-GF
Gray, no flaps	SFW EZE-GRY-NF

MEDICAL SURGE BEDS

- Consists of 2 cots that can be stacked as a bunk
- Bunk weight:
 - 60 lbs. (Large)
 - 62.5 lbs. (XL)
- Weight tolerance – 500 lbs. per single cot
- 28" wide (Large)/35" wide (XL)
- Can be quickly disassembled and stored in the included compact carry bag

LG, Camo	DOB 30701B0
XL, Green/Tan	DOB 30002B0
XL, Black	DOB 30502B0
2X, Black	DOB 30507B0



INFECTIOUS DISEASE CONTROL SHIELD

- Face shield measures 9" / 228.6 mm x 11.5" / 292.09 mm (One Size)
- Visor is constructed of Polyethylene Terephthalate and has a thickness of 0.02" / 0.51 mm
- Optically clear wrap around face shield
- 1" / 25.4 mm foam headband holds shield away from the face while the elastic strap provides a secure fit
- Offers secondary protection and should be worn with primary PPE (face mask) to protect the face against direct splatter
- Do not use in the presence of high intensity heat source or flammable gas
- 5/BG
- 100/CS

Adult USI IDC/F-100-US
 Child Sizes (9 x 7.5") USI IDC/F-100AD Child Sizes



COTTON FACE MASK

- Non-surgical, non-medical, reusable face mask
- 3-ply 100% cotton
- One size fit most (5" from nose to chin and 7" ear to ear)
- 5/PK

FOL CFM WHT



NON-SURGICAL MASK

- Procedural level 1
- 3 ply with ear loops
- FDA Registered
- 50/PK

CHILD SIZES AVAILABLE

Adult SFW M-NSEL-50
 Child SFW M-NSEL-50-PED



DISPOSABLE MASK W/ EAR LOOPS

- 3-layer, non-woven polypropylene
- Size: 6.9 in (17.6cm) W x 3.7 in (9.5cm) H
- Weight: 3 grams
- Premium elastic, non-woven ear-loops
- 50/PK

USI SFM-LV1



SERIES 6000 HALF-FACEPIECE REUSEABLE RESPIRATOR

- Comfort and convenience
- Comfortable soft, lightweight facepiece with easy-to-adjust head straps
- NIOSH approved for negative pressure air purifying and supplied air dual airline applications
- Can be disassembled, cleaned and reused



ADVANTAGE® 200 LS HALF-MASK REUSEABLE RESPIRATOR

- Lightweight, cost-efficient
- Thermoplastic rubber increases softness and decreases weight
- Multiflex system equalizes facial pressure
- AnthroCurve conforms to each user's face

3M

6000 Series (SM) 3M 6100
 6000 Series (MD) 3M 6200
 6000 Series (LG) 3M 6300
 P100 Particulate Filters 3M 2091

MSA
 The Safety Company

Advantage 200 Mask (SM) MSA 815448
 Advantage 200 Mask (MD) MSA 815444
 Advantage 200 Mask (LG) MSA 815452
 Advantage P100 Flexi-Filters MSA 818342



HAIR COVER

- Material: PE+PP 70g/m2
- One size fit all
- 10/BG
- 250/Carton

SFW VT-HC-201



SHOE COVER

- Material: PE+PP 70g/m2
- One size fit all
- 5 PR/BG
- 100 PR/Carton

SFW VT-SCF-201



LEVEL 1 DISPOSABLE ISOLATION GOWN

Material:

- Material: PE+PP 35g/m2
- Knit Wrist Cuffs
- 10/BG
- Waist and neck tie
- 100/CS

SFW VT-GO-202 LG

SFW VT-GO-202 XL



INFECTIOUS DISEASE CONTROL GOGGLE

- Complete foam cushion goggle assembly with elastic strap attachment
- Designed for splash, smoke & particulate protection for the eyes

PAU IDC/GAF



CHEMICAL SPLASH GOGGLE

- Vent caps restrict influx of fluids
- Scratch resistant polycarbonate lens provides 99% UVA/B/C protection

PYR G205



SAFETY GLASSES

- Clear lens with clear temples
- Soft nose piece provides comfort fit
- Rubber temples provide non-slip comfort
- Economical lightweight glasses offer superior protection
- Scratch resistant polycarbonate lens provides 99% UVA/B/C protection
- 12/BX
- 25 BX/CS

PYR S7210S

CHEMICAL PROTECTIVE COVERALLS

Coverall, 3-piece hood, single zipper with re-sealable storm flap, thumb loops and chin strap. Elasticated waist, tunnelled elasticated wrists, hood and ankles.

- Optimized body fit, improving wearer comfort and safety
- Anti-static, tested according to EN 1149-5
- Silicone free, critical in spray painting applications
- Tunnelled elasticated hood, wrists and ankles
- 25 EA/CS

SmallANS WH20-T-92-111-02

MediumANS WH20-T-92-111-03

X LargeANS WH20-T-92-111-05

2X LargeANS WH20-T-92-111-06

3X LargeANS WH20-T-92-111-07

4X LargeANS WH20-T-92-111-08



**CALL FOR
AVAILABILITY**

NFPA 1999: EMERGENCY OPERATIONS

COMMERCIALLY LAUNDERABLE & REUSEABLE CERTIFIED GARMENTS & ENSEMBLES



BIO-99™ COVERALL

- » 20 Year Shelf Life
- » Barrier-GORE® CROSSTECH® fabric
- » NFPA 1999, Multiple Use Garment*

Adjustable Sleeve CuffBLR BI099F

Attached Glove & Over GloveBLR BI099FG

BRN-94® ENSEMBLE

- » 10 Year Shelf Life
- » Barrier-GORE® CROSSTECH® fabric
- » NFPA 1999, Multiple Use Ensemble*
- » NFPA 1994, Class 4

BRN-94 EnsembleBLR WZ9440F-2

HOMELAND DEFENDER® SIZING GUIDE

Chest Size	32-34 XS	36-38 S	40-42 M	44-46 L	48-50 XL	52-54 2XL	56-58 3XL	60-62 4XL	64-66 5XL
Height Size Length	5'6" and shorter Short			5'7" - 6'0" Regular		6'1" + Tall		6'4" + XTall	

OPERATIONAL SUMMARY

Domestically produced multiple use NFPA 1999 certified PPE is a viable supplement to high volume disposable PPE programs:

- » Increased durability and protective performance for higher risk response scenarios
- » Contingency capacity option to insure availability of PPE when disposable PPE supply chains are inadequate.

Benefits Over Disposable PPE & AAMI Level 3 Gowns

- » Increased protection
 - NFPA 1999 Multiple use certification
 - ASTM F1671
 - 360° barrier coverage
- » Higher level of comfort
- » Durable & commercially washable between uses
- » Extended shelf life
- » Stable domestic supply chain



INFRARED NO-TOUCH FOREHEAD THERMOMETER

- Measurement distance: 1.2 in - 3 in (3 cm - 5cm)
- Recalls the last 32 temperature readings
- Audible alarm if temperature is over 100° F (38° C)
- Requires 2 AA batteries (not included)
- Engineered to last approximately 100,000 reading

SFW JXB-178



ALCOHOL CLEANING WIPES

- 70% alcohol formula
- 100 towelettes per dispenser
- 10 dispensers per case

MAG ST100DNA



MULTI-PURPOSE ALCOHOL WIPES

- Ingredients: 75% Ethanol Alcohol, Aqua, Benzalkonium Chloride, Glycerin, Aloe Barbendis Leaf Extract
- 15 wipes per pack
- 32 packs/case

INN G01442



HAND SANITIZER 70% ALCOHOL

CRX PRM21008
(8 oz. gel bottle)

DECON7 DECONTAMINANT

- EPA APPROVED LIST N
- D7 kills similar viruses and therefore can be used against Coronavirus (COVID-19) when used in accordance with the directions for use against Norovirus on hard, non-porous surfaces

4 Quart Kit Case	DC7 7001702.2
4 Gal Kit Case	DC7 7001706
10 Gal Kit (need all 3 parts)	DC7 70001720-STD-PT
30 Gal Kit (comes w/ all 3 parts)	DC7 7999701-KIT
102 Gal Kit (need all 3 parts)	DC7 7001704-STD-PT & 7001799-2G
510 Gal Kit (need all 3 parts)	DC7 7001705-STD-PT



SIGNS

Entrance Guidelines



AL 14 x 10 NMC NGA39AB
PSV 14 x 10 NMC NGA39PB
RB 14 x 10 NMC NGA39RB



AL 14 x 10 NMC ESN523AB
PSV 14 x 10 NMC ESN523PB
RB 14 x 10 NMC ESN523RB



PBR 14 x 10 NMC ESN520PBR
RB 14 x 10 NMC ESN520RB
AL 14 x 10 NMC ESN520AB



PBR 14 x 10 NMC M0155PBR
RB 14 x 10 NMC M0155RB



PBR 14 x 10 NMC M0155PBRSP
RB 14 x 10 NMC M0155RBSP



AL 14 x 10 NMC M614AB
PSV 14 x 10 NMC M614PB
RB 14 x 10 NMC M614RB



AL 10 x 14 NMC N523AB
PSV 10 x 14 NMC N523PB
RB 10 x 14 NMC N523RB



AL 10 x 14 NMC SPNGA37AB
PBR 10 x 14 NMC SPNGA37PBR
RB 10 x 14 NMC SPNGA37RB

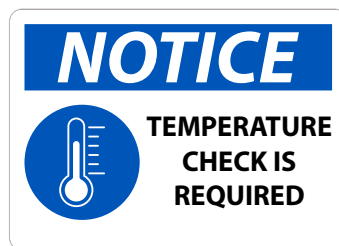


AL 10 x 14 NMC NGA37AB
PBR 10 x 14 NMC NGA37PBR
RB 10 x 14 NMC NGA37RB

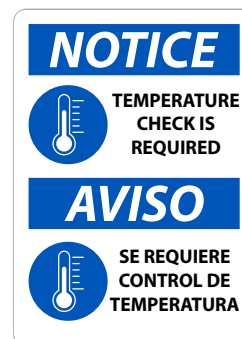
Temperature Check



AL 10 x 14 NMC M613AB
PSV 10 x 14 NMC M613PB
RB 10 x 14 NMC M613RB



AL 10 x 14 NMC N522AB
PSV 10 x 14 NMC N522PB
RB 10 x 14 NMC N522RB



AL 14 x 10 NMC ESN522AB
PSV 14 x 10 NMC ESN522PB
RB 14 x 10 NMC ESN522RB



PSV 14 x 10 NMC M621PB
RB 14 x 10 NMC M621RB

Material Reference Chart:

PSV	Pressure Sensitive Vinyl
PBR	Removable Adhesive Backed Vinyl
RB	Rigid Plastic
AL	Aluminum

PERSONAL PROTECTIVE EQUIPMENT KITS

COMPLETE PPE KITS!



SCHOOL NURSE
PPE KIT

SFW CK-CV-BTW-SN-01



OFFICE BUILDING
PPE KIT

SFW CK-CV-BTW-O-01



MAINTENANCE
PPE KIT

SFW CK-CV-BTW-M-011



SCREENER
PPE KIT

SFW CK-CV-BTW-S-01



BUS DRIVER / RIDE FOR HIRE
PPE KIT

SFW CK-CV-RFH-01

PERSONAL PROTECTION EQUIPMENT KITS



BUS DRIVER / RIDE FOR HIRE PPE KIT

INCLUDES:

- (1) Infectious Disease Control Faceshield
- (5) Masks
- (1) Hand Sanitizer
- (20) Surface Wipes
- (2) Exam Gloves, Pair
- (1) Biohazard Bag

Bus Driver / Ride For Hire PPE Kit SFW CK-CV-RFH-01

SCHOOL NURSE PPE KIT

INCLUDES:

- (1) Infectious Disease Control Faceshield
- (1) Bib Apron
- (1) Booties, Pair
- (1) Exam Gloves, Pair
- (3) Surface Wipes
- (1) Biohazard Bag
- (1) N95 Disposable Mask

SCHOOL NURSE PPE KIT SFW CK-CV-BTW-SN-01



ORDER YOUR COMPLETE PPE KITS TODAY!



OFFICE BUILDING PPE KIT

INCLUDES:

- (1) Infectious Disease Control Faceshield
- (1) Mask
- (1) Hand Sanitizer
- (10) Surface Wipes
- (2) Exam Gloves, Pair
- (1) Biohazard bag

OFFICE BUILDING PPE KIT SFW CK-CV-BTW-0-01

MAINTENANCE PPE KIT

INCLUDES:

- (1) Coverall
- (1) Infectious Disease Control Faceshield
- (1) Mask
- (1) Hand Sanitizer
- (2) Exam Gloves, Pair
- (1) Biohazard Bag

MAINTENANCE PPE KIT SFW CK-CV-BTW-M-01



SCREENER PPE KIT

INCLUDES:

- (1) Gown
- (1) Booties, Pair
- (5) Masks
- (1) Hand Sanitizer
- (10) Surface Wipes
- (5) Exam Gloves, Pair
- (1) Biohazard Bag
- (1) Infectious Disease Control Faceshield

SCREENER PPE KIT SFW CK-CV-BTW-S-01



SIGNS

FACILITY SIGNAGE KITS

Key Products kitted to address your immediate re-opening needs.

Kits provide the essentials you need to begin properly identifying your facility as the doors open to patients, staff, contractors, vendors and others. Choose from three kits geared towards small, medium, or large facilities.

Each kit contains applicable products in a variety of quantities to communicate important health and safety measures from lobby to loading dock.

- Be ready to re-open your campus
- Provide clear, professional messaging
- Product assortments based on best sellers
- Kits contain handwashing signs, posters, floor tapes and social distancing floor signs



SMALL KIT

NMC BWK01



INCLUDES:

- » (1) 5/Pack of 6" dia. clear PSV, NO HANDSHAKE labels
- » (1) 10 x 14 Rigid Plastic, NOTICE PRACTICE SOCIAL DISTANCING sign
- » (1) 14 x 10 PSV, NOTICE FACE MASK REQUIRED sign
- » (2) Rolls of 2 x 108' Yellow 6-mil Floor Tape
- » (2) 5/Packs of 3 x 5 PSV, NOTICE WASH YOUR HANDS BEFORE RETURNING TO WORK labels
- » (4) 7 x 10 Rigid Plastic, WASH YOUR HANDS signs
- » (1) 18 x 24 Heavy-Duty Poster Paper, WASH YOUR HANDS posters
- » (1) 24 x 18 Heavy-Duty Poster Paper, STOP THE SPREAD OF GERMS poster
- » (2) 12 x 12 SOCIAL DISTANCING floor signs in Walk-On™ material
- » (2) 12 x 12 PLEASE KEEP A SAFE DISTANCE floor signs in Walk-On™ material

SIGNS

MEDIUM KIT

NMC BWK02



- (2) 5/Packs of 6" dia. Clear PSV, NO HANDSHAKE labels
- (2) 10 x 14 Rigid Plastic, NOTICE PRACTICE SOCIAL DISTANCING signs
- (2) 5/Packs of 3 x 5 PSV, NOTICE WASH YOUR HANDS BEFORE RETURNING TO WORK labels
- (6) 7 x 10 Rigid Plastic, WASH YOUR HANDS signs
- (4) 14 x 10, PSV, NOTICE FACE MASK REQUIRED signs
- (1) 5/Pack of 18 x 12, Paper, USE OF CLOTH FACE COVERINGS posters
- (1) 5/Pack of 18 x 12, Paper, GUIDELINES FOR WEARING A MASK posters
- (4) 12 x 18 Unrippable Vinyl, WASH YOUR HANDS posters
- (2) 24 x 18 Heavy-Duty Poster Paper, STOP THE SPREAD OF GERMS poster
- (3) Rolls of 2 x 108' Yellow 6-mil Floor Tape
- (2) 12 x 12 SOCIAL DISTANCING floor signs in Walk-On™ material
- (2) 10/Packs of 2.25 x 20 THANK YOUR FOR PRACTICING SOCIAL DISTANCING floor strips in of Temp-Step™ material
- (2) 12 x 12 PLEASE KEEP A SAFE DISTANCE floor signs in Walk-On™ material
- (2) 6 x 9 Plastic HAND SANITIZING STATION 3D wall signs

LARGE KIT

NMC BWK03



- (2) 5/Packs of 6" dia. clear PSV, NO HANDSHAKE labels
- (4) 10 x 14 Rigid Plastic, NOTICE PRACTICE SOCIAL DISTANCING signs
- (4) 5/Packs of 3 x 5 Removable PSV, NOTICE WASH YOUR HANDS BEFORE RETURNING TO WORK labels
- (6) 7 x 10 Rigid Plastic, WASH YOUR HANDS signs
- (2) 14 x 10 Rigid Plastic, TEMPERATURE CHECK STATION signs
- (6) 14 x 10, PSV, NOTICE FACE MASK REQUIRED signs
- (4) 5/Packs of 18 x 12 Paper, USE OF CLOTH FACE COVERINGS posters
- (2) 5/Packs of 8 x 12 Paper, GUIDELINES FOR WEARING A MASK posters
- (2) 18 x 12 Unrippable Vinyl, WELCOME NO HAND SHAKES posters
- (2) 18 x 24 Heavy Duty Poster Paper, WASH YOUR HANDS posters
- (4) 18 x 24 Heavy Duty Poster Paper, STOP THE SPREAD OF GERMS posters
- (4) Rolls of 2 x 108' Yellow 6-mil Floor Tape
- (4) 12 x 12 SOCIAL DISTANCING floor signs in Walk-On™ material
- (3) 10/Packs of 2.25 x 20 THANK YOUR FOR PRACTICING SOCIAL DISTANCING floor strips in Temp-Step™ material
- (4) 12 x 12 PLEASE KEEP A SAFE DISTANCE floor signs in Walk-On™ material
- (4) 6 x 9 Plastic HAND SANITIZING STATION 3D wall signs

SIGNS

Post signs in key locations identifying the importance of, and best tips for hand washing, as well as other safeguards for preventing illness.

Directional



RB 10 x 14 NMC M515RB
PSV 10 x 14 NMC M515PB



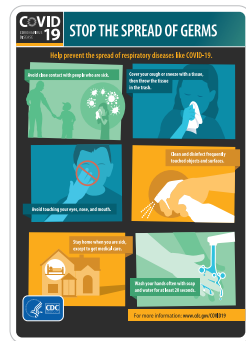
RB 10 x 14 NMC M516RB
PSV 10 x 14 NMC M516PB



Material Reference Chart:

PSV Pressure Sensitive Vinyl
PBR Removable Adhesive Backed Vinyl
RB Rigid Plastic
AL Aluminum

Visitor Precautions



PBR 10 x 14 NMC M0139PBR
RB 10 x 14 NMC M0139RB



PBR 10 x 14 NMC M0140PBR
RB 10 x 14 NMC M0140RB

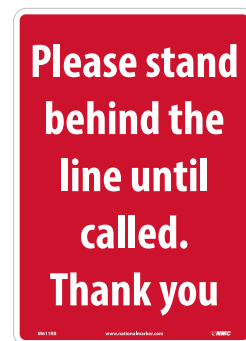


PBR 10 x 14 NMC M0141PBR
RB 10 x 14 NMC M0141RB



PBR 10 x 14 NMC M0142PBR
RB 10 x 14 NMC M0142RB

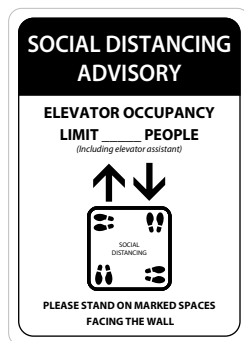
Social Distancing



PBR 10 x 14 NMC M611PBR
RB 10 x 14 NMC M611RB



PSV 10 x 14 NMC M615PB
RB 10 x 14 NMC M615RB



PSV 10 x 14 NMC M616PB
RB 10 x 14 NMC M616RB



AL 10 x 14 NMC NGA38AB
PSV 10 x 14 NMC NGA38PB
RB 10 x 14 NMC NGA38RB





CONTRACT SOLUTIONS FOR AMERICA'S HEROES | SINCE 1979

LAW ENFORCEMENT/TACTICAL/ESU/SOD



OMNIA[®]
P A R T N E R S

Contract# 4400008468

Public Safety and Emergency
Preparedness Equipment

AVON
PROTECTION

LRAD

United Shield International

Timberland **PRO**

ANGEL ARMOR[™]

5.11

TacticID
By. **BW**TEK

STREAMLIGHT

FLIR[®]
The World's *Sixth Sense*[®]

MISTRAL
INC.
Member of Mistral Group

COLD FIRE
TACTICAL

KUSTOM SIGNALS, INC.[®]

ACCESSORIES

- B-Square
- Blackinton
- Break-Free
- Hoppe's
- KleenBore
- M-PRO 7
- Smith & Warren
- Speedfeed

AERIAL DRONES

- Aeryon
- DJI
- FLIR

APPAREL

- 5.11 Tactical
- Arc'teryx
- Bulwark
- Elbeco
- Horace Small
- LION
- PROPPER
- Spiewak
- TRU-SPEC

BAGS, CASES & PACKS

- 5.11 Tactical
- BLACKHAWK!
- Crye Precision
- Hatch
- OK-1
- Pelican
- Plano
- R&B Fabrications
- Wolfpack Gear

BALLISTIC SHIELDS

- Hatch
- Paulson Mfg.
- PROTECH Tactical
- United Shield

BATONS

- ASP
- Monadnock

BODY ARMOR & HELMETS

- 3M
- ABA
- Angel Armor
- Armor Express
- Crye Precision
- Custom Armor Group
- FirstSpear
- HESCO
- PROPPER
- PROTECH Tactical
- Second Chance
- Team Wendy
- United Shield

BODY CAMERAS

- Kustom Signals
- HauteSpot Networks

BUNKERS & BARRICADES

- Mitigation Technologies
- Special Ops Bunker

COMMUNICATIONS

- Atlantic Signal
- Con-Space

- LRAD
- NowForce
- Peltor
- Tactical Electronics

CRIME SCENE INVESTIGATION

- DetectaChem
- EVI-PAQ
- Forensics Source
- FoxFury
- Identicator
- Lightning Powder
- Mistral Security
- NIK Public Safety
- ODV
- TacticID by B&W Tek

DECONTAMINATION

- Decon7
- DuPont
- Force1Decon
- Kappler
- Lakeland
- TrueTech

DUTY GEAR

- Bianchi
- BLACKHAWK!
- Boston Leather
- Gould & Goodrich
- Safariland
- Uncle Mike's

EOD

- ADS
- BAHIA 21
- Inert Products
- Lindon Defense
- Med-Eng
- Mistral Security
- Tactical Electronics
- TacticID by B&W Tek
- United Shield

EYEWEAR

- 3M
- Crossfire Safety
- Edge Eyewear
- ESS
- MSA
- Paulson Mfg.
- Pyramex Safety
- Radians
- Revision Military
- Smith Optics
- Wiley X

FIELD TESTING, DRUG & ALCOHOL

- DetectaChem
- Field Forensics
- Intoximeters
- Mistral Security
- TacticID by B&W Tek
- Thermo Fisher
- TrueTech

FIRE SUPPRESSION

- Cold Fire Tactical

FIRST AID & TRAUMA

- Combat Medical

- Systems
- H&H Medical
- North American Rescue
- Tactical Medical Solutions
- Z-Medica

FLASHLIGHTS & ILLUMINATION

- BLACKHAWK!
- Brite-Strike
- Cyalume
- Eflare
- FoxFury
- Nightstick by Bayco
- Pelican
- Streamlight
- SureFire

FOOTWEAR

- 5.11 Tactical
- Black Diamond
- BLACKHAWK!
- Danner
- HAIX
- Onguard Industries
- Timberland PRO
- Tingley Rubber

GLOVES & ACCESSORIES

- 5.11 Tactical
- Ansell
- Best Glove
- Hatch
- HexArmor
- Honeywell

HANDCUFFS & RESTRAINTS

- CTS Thompson
- Hiatt
- Monadnock

HAZARDOUS ENVIRONMENT APPAREL

- Blauer
- DuPont
- Kappler
- Kimberly-Clark
- Lakeland
- LION
- Radiation Shield Technologies

HAZARDOUS ENVIRONMENT MONITORING

- ADVNT Biotechnologies
- Biosystems
- Bruker Detection Corp.
- BW Technologies
- Chemring
- Draeger
- GFG Instrumentation
- Honeywell
- MSA
- Proengin
- RAE Systems
- Response Biomedical/RAMP
- Scott Safety

HEAD PROTECTION

- CMC Rescue
- Custom Armor Group
- Hatch
- Revision Military
- Team Wendy
- United Shield

HEARING PROTECTION

- Howard Leight
- MSA
- Peltor

HYDRATION & COOLING

- CamelBak
- TechNiche

K-9

- Castle's K-9
- Vohne Liche Kennels

KNIVES

- Benchmade

LESS LETHAL

- Combined Systems
- Defense Technology
- FNH
- Royal Arms
- Sage Control Ordnance

LICENSE PLATE RECOGNITION

- 3M
- Cintel
- Vigilant Solutions

OPTICS, THERMAL & NIGHT VISION

- Aimpoint
- Argus
- ATN
- Bushnell
- Dueck Defense
- FLIR/Armasight
- Fraser Optics
- Holosun
- ITT Night Vision
- L3-EOTech
- Morovision
- Night Optics USA
- Vortex Optics
- Wilcox

RESPIRATORY

- 3M
- Avon Protection
- Draeger
- Honeywell
- MSA
- North
- Scott Safety

RIOT CONTROL

- Argus
- Armadillo Merino
- Cold Fire Tactical
- Damascus
- DMS
- FirstSpear
- Hatch
- Mehler Law Enforcement

- Original S.W.A.T.
- Yaffy

ROBOTS

- ICOR Technology
- Mistral Security
- Northrop Grumman
- Robotex
- QinetiQ

SECURITY

- ADANI Systems
- CEIA
- Garrett
- Rapiscan Systems

TOOLS & TACTICAL ENTRY EQUIPMENT

- Armadillo Tactical Gear
- BLACKHAWK!
- Broco
- HURST Jaws Of Life
- J&N Tactical
- Mistral Security
- Osen-Hunter
- Wilcox

TRAFFIC SAFETY & SPEED DETECTION

- Bone Safety Signs
- Eflare
- Harris Industries
- JBC Safety
- Kustom Signals
- ML Kishigo
- MPH Industries
- Stalker Radar
- Wanco

TRAINING EQUIPMENT

- Monadnock
- UTM

TRAINING SERVICES

- Blackthorne Services Group
- Safariland
- Survival Edge Tactical Systems

VEHICLES

- ICS
- LDV
- Lenco
- Nomad
- Polaris

VIDEO & SURVEILLANCE

- AgileMesh
- Camero
- Kustom Signals
- Tactical Electronics

WEAPON ACCESSORIES

- Badger Ordnance
- FirstSpear
- SureFire
- TAB Gear

WEAPON SECURITY

- Auto Vault

THIS IS A PARTIAL LISTING OF THE MANUFACTURERS WE REPRESENT. IF YOU DON'T SEE WHAT YOU NEED, JUST ASK!

FIRE & RESCUE/HAZMAT/WATER RESCUE



OMNIA®
P A R T N E R S

Contract# 4400008468

Public Safety and Emergency

Preparedness Equipment



The World's Sixth Sense®



AEDS

- Cardiac Science
- ZOLL Medical

AIR COMPRESSORS

- BAUER Compressors
- Scott Safety

CBRNE - BIOLOGICAL

- ADVNT Biotechnologies
- Bio Shield Technologies
- Field Forensics
- FLIR Detection
- MSA
- RAE Systems
- Response Biomedical
- Smiths Detection

CBRNE - CHEMICAL

- Arizona Instrument
- Biosystems
- BW Technologies
- B&W Tek
- CANBERRA
- Chemring
- Crowcon
- Draeger
- FLIR Detection
- GFG Instrumentation
- Morphix Technologies
- MSA
- NEXTTEQ
- Proengin
- RAE Systems
- RKI Instruments
- Scott Instruments
- SEER Technology
- SENSIT Technologies
- Smiths Detection
- TrueTech
- WB Johnson

CBRNE - EXPLOSIVE

- B&W Tek
- DetectaChem
- Field Forensics
- FLIR Detection
- Morphix Technologies
- Morpho Detection
- MSA
- RAE Systems
- Smiths Detection
- WB Johnson

CBRNE - RADIOLOGICAL

- Berkeley Nucleonics
- CANBERRA
- FLIR Detection
- Kromek
- Mirion Technologies
- MSA
- POLIMASTER
- RAE Systems
- Smiths Detection
- WB Johnson

COMMUNICATIONS

- 3M
- Atlantic Signal
- CavCom
- LEADER
- MSA

- Peltor
- Savox
- Scott Safety
- Silynix

DECONTAMINATION SYSTEMS

- Decon7
- DuPont
- Force1Decon
- Intelagard
- TrueTech

EMS EQUIPMENT

- Ambu
- Reeves EMS
- Skedco
- Stryker EMS

EQUIPMENT STORAGE

- 5.11 Tactical
- BLACKHAWK!
- Evac Systems
- Hallowell
- OK-1
- Pelican
- R&B Fabrications
- Ready Rack
- Ziamatic

EYEWEAR

- Crossfire Safety
- Edge Eyewear
- ESS
- Paulson Mfg.
- Pyramex Safety
- Radians
- Uvex
- Wiley X
- Wolf Peak

FIRE EXTINGUISHERS

- Buckeye
- Cold Fire Tactical
- Intelagard
- Kidde
- North American Rescue

FIRE TRAINERS

- Draeger
- Kidde Fire Trainers

FIRST AID & TRAUMA

- Certified Safety
- H&H Medical
- North
- North American Rescue

FLASHLIGHTS & ILLUMINATION

- Aircraft Dynamics
- Airstar Safety
- Air Systems
- Brite-Strike
- FoxFury
- Pelican
- Streamlight
- UK International
- Will-Burt

FOAM & SUPPRESSANTS

- ANSUL
- Combat Support Products

- Intelagard
- Kidde Dual Spectrum
- Kidde Fire Fighting
- National Foam

FOOTWEAR

- 5.11 Tactical
- Danner
- Diamondback Fire & Rescue
- Fire-Dex
- HAIX
- Onguard Industries
- Tingley Rubber

GLOVES & ACCESSORIES

- Alliance Fire & Rescue
- HexArmor
- MCR Safety
- Mechanix Wear
- North
- Shelby Gloves
- Valeo

HAZMAT PPE

- Ansell Protective
- DuPont
- Kappler
- Kimberly-Clark
- Lakeland
- RST

HEAD PROTECTION

- Bullard
- Cairns Helmets
- KASK
- LEADER
- Pacific
- Team Wendy

HEAT DETECTION

- FLIR/Exttech
- Metris Instruments

HOODS

- Alliance Fire & Rescue
- Chicago Protective Apparel
- National Safety Apparel
- PGI

HYDRATION & COOLING

- CamelBak
- Ergodyne
- TechNiche International

INCIDENT COMMAND & MANAGEMENT

- Activu
- D4H
- NowForce
- Salamander
- SceneDoc

LADDERS

- Duo-Safety
- Little Giant

LEATHER PRODUCTS

- 5.11 Tactical
- Aker Leather
- Boston Leather

MASS COMMUNICATIONS

- 308 Systems
- Everbridge
- LRAD

NOZZLES & FITTINGS

- ANSUL
- Elkhart Brass
- Kocheck
- Niedner
- Red Head Brass
- Task Force Tips

OPTICS

- Armasight
- Bushnell
- FLIR

RESCUE EQUIPMENT

- CMC Rescue
- PGI
- Prospan

SCBA

- Avon Protection
- Draeger
- MSA
- Scott Safety

SPILL CONTROL

- CEP
- Edwards & Cromwell
- Imbibitive Technologies
- MBT
- NPS
- SPC
- UltraTech International

SURVEILLANCE & AERIAL MONITORING

- FLIR
- Lepton

TECHNICAL RESCUE

- BlueWater Ropes
- CMC Rescue
- Junkin Safety
- Paratech
- Phoenix Rescue
- PMI Rope
- Yale Cordage

THERMAL IMAGING CAMERAS

- FLIR
- MSA

TOOLS

- 5.11 Tactical
- Ampco
- BLACKHAWK!
- Fire Hooks Unlimited
- Husqvarna
- Nicol Hose Hook Co.
- Nupla
- Paratech
- Power Hawk
- RIT Rescue & Escape Systems

TRAFFIC SAFETY & HI-VIZ

- Eflare
- Lakeland
- ML Kishigo

TRAINING EQUIPMENT

- Simulaid

TURNOUT GEAR

- Fire-Dex
- Lakeland
- Veridian

UNIFORMS & APPAREL

- 5.11 Tactical
- Benchmark
- DRIFIRE
- Elbeco
- Lakeland
- LION
- Spiewak
- TECGEN
- TRU-SPEC
- Workrite

USAR

- LEADER
- TECGEN
- True North
- Wolfpack Gear

VEHICLE LIGHTS & LIGHTBARS

- North American Signal
- Will-Burt

VEHICLES

- ICS
- Polaris

VENTILATION

- LEADER
- Tempest Technology

WATER & SWIFT WATER RESCUE

- Ansell Protective
- Aquabotix Technology
- CMC Rescue
- Mustang Survival
- NRS
- Rescue ONE Boats
- Stearns
- Switlik
- Zodiac

WEATHER MONITORING

- Airmar
- Coastal Environmental

WILDLAND GEAR

- 5.11 Tactical
- Lakeland
- Nupla
- PGI
- TECGEN
- True North
- TRU-SPEC
- Wolfpack Gear

THIS IS A PARTIAL LISTING OF THE MANUFACTURERS WE REPRESENT. IF YOU DON'T SEE WHAT YOU NEED, JUST ASK!

GOVERNMENT SAFETY



OMNIA®
P A R T N E R S

Contract# 4400008468

Public Safety and Emergency

Preparedness Equipment

ALLEGRO®
INDUSTRIES

3M

DUPONT®

Timberland PRO

Honeywell

JUSTRITE®

PIP

MSA
The Safety Company

ergodyne
WORK GEAR
est. 1983



**NATIONAL
SAFETY APPAREL®**

COMMUNICATIONS

- MSA
- 3M/Peltor
- Savox

CONFINED SPACE

- 3M
- Air Systems
- Allegro Industries
- BW Technologies
- 3M/Capital Safety
- CMC Rescue
- Draeger
- E.D. Bullard
- FallTech
- Guardian Fall Protection
- Industrial Scientific
- Honeywell/Miller
- MSA
- Honeywell/RAE Systems
- RKI
- Savox
- 3M/Scott Safety/GMI

ELECTRICAL SAFETY/ARC FLASH

- Lakeland
- National Safety Apparel
- Neese Industries
- PIP
- Salisbury
- Stanco
- Steel Grip
- Stewart R. Browne Manufacturing
- Tingley Rubber
- Workrite/Bulwark

ERGONOMICS & MATTING

- The Andersen Co.
- Ergodyne
- Impacto
- Occunomix
- Superior Matting/NoTrax

EYE/FACE PROTECTION

- 3M
- Chums
- Elvex
- Kimberly-Clark
- MCR Safety
- MSA
- Honeywell/North
- PIP
- Pyramex Safety
- Radians
- Uvex

EYEWASH/SHOWERS

- Bradley
- Haws
- Speakman

FACILITY ID/SIGNS

- Accuform Signs
- Brady
- National Marker

FALL PROTECTION

- 3M
- 3M/Capital Safety
- FallTech
- Guardian Fall Protection
- Honeywell/Miller
- MSA

FIRST AID/AEDS

- First Aid Only
- H&H Medical
- Junkin Safety
- Honeywell/North
- Philips
- ZOLL Medical

FOOT/LEG PROTECTION

- Danner
- Dunlop
- Honeywell/North/Muck
- Impacto
- Thorogood
- Timberland PRO
- Tingley Rubber

HAND/ARM PROTECTION

- Armor Guys
- Banom
- Best Glove
- Ergodyne
- Impacto
- Kimberly-Clark
- MAPA Spontex
- MCR Safety
- Mechanix Wear
- Honeywell/North
- Occunomix
- PIP
- The Safety Zone
- Stockhausen
- Superior Glove
- Wells Lamont
- West Chester

HEAD PROTECTION

- 3M
- CMC Rescue
- E.D. Bullard
- Elvex
- Honeywell/Fibre-Metal
- KASK
- MSA
- Honeywell/North
- PIP

HEARING PROTECTION

- 3M
- Elvex
- Honeywell/Howard Leight
- Moldex
- MSA
- 3M/Peltor
- PIP
- Radians
- Savox

HI-VISIBILITY

- Ergodyne
- ML Kishigo
- Occunomix
- PIP
- Tingley Rubber

HYDRATION/COOLING

- Camelbak
- Ergodyne
- Igloo Products
- Occunomix
- PIP
- Sqwincher

INDUSTRIAL HYGIENE

- FLIR
- GrayWolf
- Sensidyne-Gilian
- SVANTEK
- Testo

INSTRUMENTATION/TESTING

- Draeger
- Gasco
- Honeywell Analytics (BW Technologies/RAE Systems)
- Industrial Scientific
- MSA
- RKI
- 3M/Scott Safety/GMI
- SVANTEK

LIGHTING & BATTERIES

- Duracell
- Eflare
- Energizer
- FoxFury
- Pelican
- Rayovac
- Streamlight
- Underwater Kinetics

LOCKOUT/TAGOUT

- Accuform Signs
- Brady
- Master Lock
- National Marker

MATERIAL HANDLING/FLAMMABLE STORAGE

- Eagle Manufacturing
- Justrite Manufacturing
- UltraTech

OUTDOOR & SEASONAL

- ARI
- CoreTex Products
- Zanfel

PROTECTIVE CLOTHING

- DuPont
- Elvex
- Kappler
- Kimberly-Clark
- Lakeland
- MCR Safety
- National Safety Apparel
- PIP
- Tingley Rubber
- Workrite/Bulwark

RESPIRATORY PROTECTION

- 3M
- Air Systems
- Allegro Industries
- Avon Protection
- Draeger
- E.D. Bullard
- Moldex
- MSA
- Honeywell/North
- 3M/Scott Safety

SPILL CONTROL

- CEP
- Meltblown Technologies
- Oil-Dri
- SPC
- UltraTech

TOOLS

- Ampco Safety Tools
- Husqvarna
- Jameson

TRAFFIC CONTROL

- Bone Safety Signs
- Checkers Industrial Products
- Cortina Safety Products
- Dicke Safety Products
- JBC Safety
- VizCon
- Wanco

WELDING

- 3M
- Honeywell/Fibre-Metal
- MSA
- Honeywell/North
- PIP

WORKWEAR

- Arborwear
- Carhartt
- Dickie's
- Helly Hansen
- Red Kap
- Timberland PRO
- Wrangler/Riggs
- Workrite/Bulwark

This is a partial listing of the manufacturers we represent. If you don't see what you need, just ask!

All Departments - One SAFETY Contract.



Public Safety and Emergency
Preparedness Equipment and
Related Services
Contract#: 4400008468
Lead Public Agency: Fairfax County, VA

Proud Supplier Partner of:



Offering Safety Solutions & Services Including:

- Personal Protective Equipment (PPE)
- Explosive Device Mitigation and Remediation Equipment
- Environmental Monitoring
- CBRNE Search & Rescue Equipment
- Interoperable Communications Equipment
- Detection Equipment
- Decontamination Equipment
- Hazardous Materials Storage
- Spill Control and Containment
- Physical Security Enhancement Equipment
- Surveillance, Warning, Access/Intrusion Control
- Explosion Protection
- Fire and Emergency Response
- Traffic Safety
- Facility Safety and Maintenance
- Fall protection and Confined Space
- Medical and First Aid Supplies
- CBRNE Reference Materials
- Automated External Defibrillators (AEDs)
- Ammunition/Less than Lethal Munitions
- Civil Disturbance Gear
- Dive Gear/Underwater Recovery/Water Safety
- Police Fleet Management Products
- Law Enforcement Software
- Public Safety Aviation- Helicopters
- Public Safety Uniforms
- Vehicles
- Trainers and Training Equipment
- Vending Solutions
- Related Services
- Other Non-Listed Public Safety, Law Enforcement and Fire Equipment

Distributing the Leading Brands in Safety and Response including:



Public Safety and Emergency Preparedness Equipment

All Departments - One SAFETY Contract.



WHAT

Safeware is proud of our experience with national cooperative contracts for public safety supplies and services. Safeware currently holds a cooperative contract available through the OMNIA Partners cooperative. Prior to this contract, and including this contract, Safeware has enjoyed multiple terms on national cooperative agreements through competitively solicited contracts that have been awarded and owned by lead public agencies.

WHO

There are over 97,000 eligible public and nonprofit agencies in the United States that can access this contract.

Generally, the following agencies are eligible to use the program:

- Counties, Cities, Towns and Villages
- Special Districts (e.g., Fire, Sewer, Water, etc.)
- Public Schools including: K-12, Community Colleges, Universities, Technical and Vocational
- State Agencies
- Other Local Governments
- Nonprofit Corporations (including Private K-12, Private Colleges and Universities)

WHY

Safeware's cooperative contract with Fairfax County, Virginia, is a result of a national competitive solicitation on behalf of 50,000 actively participating public agencies with an estimated annual spend of over \$100 million. The resulting contract offers reduced costs on goods and services to participating public agencies. Public Agencies can access this contract through their intergovernmental agreement with the lead agency, thus eliminating the need to recreate the bid process.

HOW

Registration to access these cooperative agreements is simple and free. If you are not currently participating in a Safeware cooperative contract, please contact your local representative to guide you through the process.

If you are already participating in a cooperative program and would like to purchase from Safeware, please visit www.safewareinc.com/contracts/home.



SAFWARE

Safeware, Inc. founded in 1979 just outside the nation's capital in Maryland, is a leader in the Safety Distribution Industry providing products and services to customers in a broad range of markets, including: government, manufacturing, construction, military, transportation, and public safety. We are a *safety* company not only supplying products that save lives and protect employees and public servants, but we supply solutions as well. Unlike other large companies that simply sell safety, we have the knowledge and expertise to help solve problems.

Service comes in many forms but is the backbone of our company. Our value to all customers is the elevated level of service we provide, from a professional sales force working directly with customers, to our efficient and knowledgeable customer service team, down to our prompt shipping and delivery, and accurate billing. We also have a dedicated Technical Services Department that services equipment such as gas detection, NFPA self-contained breathing apparatus (SCBA), cylinder hydrostatic testing, and Level-A suit testing to name a few. Our in-house repair centers and on-site service trucks offer multiple ways of meeting customers' mission critical requirements.

Safety and service is what we do but *Response* is who we are. Safeware has a well established reputation as the "go-to" company when customers need us most. We responded to the events of 9/11 with personnel and material arriving on scene in New York City and at the Pentagon within hours. We are proud of our ability to play such a significant role in supporting our country's first responders. Safeware has also provided material and support for many other crises including multiple anthrax incidents, oil spills, bombings, and natural disasters. No matter the size of an emergency, we work hard to help our customers in their times of need.

Public Safety and Emergency Preparedness Equipment

National Leader in Public Preparedness

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PERSONAL PROTECTION EQUIPMENT KITS

ORDER YOUR COMPLETE PPE KITS TODAY!

SCHOOL NURSE PPE KIT

INCLUDES:

- (1) Infectious Disease Control Faceshield
- (1) Bib Apron
- (1) Booties, Pair
- (1) Exam Gloves, Pair
- (3) Surface Wipes
- (1) Biohazard Bag
- (1) N95 Disposable Mask

SFW CK-CV-BTW-SN-01



OFFICE BUILDING PPE KIT

INCLUDES:

- (1) Infectious Disease Control Faceshield
- (1) Mask
- (1) Hand Sanitizer
- (10) Surface Wipes
- (2) Exam Gloves, Pair
- (1) Biohazard bag

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MAINTENANCE PPE KIT

INCLUDES:

- (1) Coverall
- (1) Infectious Disease Control Faceshield
- (1) Mask
- (1) Hand Sanitizer
- (2) Exam Gloves, Pair
- (1) Biohazard Bag

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SCREENER PPE KIT

INCLUDES:

- (1) Gown
- (1) Booties, Pair
- (5) Masks
- (1) Hand Sanitizer
- (10) Surface Wipes
- (5) Exam Gloves, Pair
- (1) Biohazard Bag
- (1) Infectious Disease Control Faceshield

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RIDE FOR HIRE PPE KIT

INCLUDES:

- (1) Infectious Disease Control Faceshield
- (5) Masks
- (1) Hand Sanitizer
- (20) Surface Wipes
- (2) Exam Gloves, Pair
- (1) Biohazard Bag

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