

PROCUREMENT SERVICES DEPARTMENT
NOTICE OF INTENT TO AWARD

Request for Proposals: 24101-RFP-DST Public Safety and Emergency Preparedness Equipment and Related Products and Services

Date: August 27, 2024

As to the above-mentioned Invitation to Bid, pursuant to §§ 287.057(1)(a) and 120.57(3), Florida Statutes, Hillsborough County Public Schools (“HCPS”) posts its Notice of Intent to Award to the vendors identified in Attachment A. The awarded vendor(s) must meet all mutually agreed qualification requirements prior to the provision of the goods and services.

Failure to file a protest within the time prescribed in § 120.57(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes. Any protest concerning HCPS’ decision must be timely received via courier, the General Manager of Procurement Services.

Protests may be filed by courier, hand delivery, or regular mail at: Hillsborough County Public Schools, Procurement Services Department, Office of the General Manager, 901 East Kennedy Boulevard, Tampa, Florida 33602. Protests may also be filed by email at corey.murphy@hcps.net. It is the filing party’s responsibility to meet all filing deadlines.

The Cone of Silence, HCPS policy 6320 – Procurement, prohibits any communication regarding an active competitive solicitation between any HCPS employee or School Board member and any third party, representative, or lobbyist of that party, in effect from the time of release of the competitive solicitation until awarded by The School Board of Hillsborough County, Florida.

Procurement Services appreciates all vendors’ interest in doing business with HCPS and encourage participation in future bidding opportunities. Any questions regarding the competitive solicitation process may be forwarded to the Procurement Services Department representative, below.

Sincerely,



Christy Perales, Procurement Officer
christy.perales@hcps.net
Phone: (813) 272-4683



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Proposals Received

Company	Status	Submission Date
AeroClave, LLC 4001 Forsyth Road Winter Park, Florida 32792 Patrick Mull Phone: (407) 278-6355 Fax: pmull@aeroclave.com	Submitted	6/6/2024 8:37:47 AM
Axon Enterprise, Inc. 17800 North 85th Street Scottsdale, Arizona 85255 Sales Ops Phone: (800) 978-2737 Fax: contracts@axon.com	Submitted	6/10/2024 11:16:31 AM
*Dana Safety Supply 4809 West Koger Street Greensboro, North Carolina 27407 Dana Safety Supply Bids Phone: (813) 348-4866 Fax: bids@danasafetysupply.com	Submitted	6/10/2024 2:54:50 PM
Ecovasive Infection Control 243 Mossland Drive Perry, Georgia 31069 Jeff Pickren Phone: (404) 558-7425 Fax: jeffpickren@ecovasive.com	Submitted	6/7/2024 3:07:33 PM

GovConnection, Inc. 732 Milford Road Merrimack, New Hampshire 03054 Eric Stanton Phone: (800) 800-0019 Fax: (603) 683-2482 sledcontracts@connection.com	Submitted	6/10/2024 2:23:18 PM
*Jan San Supply Inc. 6401 Badger Drive Tampa, Florida 33610 Daniel Tapia Phone: (813) 626-3219 Fax: (813) 626-3230 dan@jansansupply.biz	Submitted	6/10/2024 2:06:58 PM
Linev Systems US, Inc. 13631 Poplar Circle Conroe, Texas 77304 Emily Fain Phone: (936) 588-2064 Fax: (936) 249-0318 efain@linevsystems.com	Submitted	6/10/2024 2:53:57 PM
MGT of America, LLC 4320 West Kennedy Boulevard Tampa, Florida 33609 Malony Allen G. Phone: (888) 302-0899 Fax: rcvrfp@mgtamer.com	Submitted	6/10/2024 2:26:10 PM
*Refuge Industries 807 Broadway Street Spiro, Oklahoma 74959 Forrest Stump Phone: (917) 817-9217 Fax: Forrest@RefugeMedical.com	Submitted	5/30/2024 3:14:22 PM
Safeware, Inc. 4403 Forbes Boulevard Lanham, Maryland 20706 Mary Pelfrey Phone: (301) 683-1234 Fax: mpelfrey@safewareinc.com	Submitted	6/4/2024 4:43:32 PM
ThunderCat Technology 11190 Sunrise Valley, Suite 200 Reston, Virginia 20191 Matthew East Phone: (703) 402-9929 Fax: meast@thundercattech.com	Submitted	6/10/2024 9:35:55 AM

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Evaluation Committee Members

Member Role	Last Name	First Name	Position	Site	Email
Voter	Newman	John	Chief	HCPS Security & Emergency Management	john.newman@hcps.net
Voter	Ode	Zamir	Major	HCPS Security & Emergency Management	zamir.ode@hcps.net
Voter	Marcano	Ana	Lieutenant	HCPS Security & Emergency Management	ana.marcano@hcps.net
Voter	Gafner	Scott	General Manager	HCPS Technology Division	scott.gafner@hcps.net
Voter	Knott	Oscar	Purchasing Director	Henrico County, Virginia	kno008@henrico.gov
Voter	Philyaw	Andrea	Director, Procurement and Risk Management Services	Loudon County Public Schools, Virginia	andrea.philyaw@lcps.org
Voter	Tryan	Trey	Purchasing Coordinator	Forsyth County Schools, Georgia	ttryan@forsyth.k12.ga.us
Voter	Craig	Timothy	Lieutenant	HCPS Security & Emergency Management	timothy.craig@hcps.net
Voter	Ward	Mia	Analyst, Senior Security	Technology Division	mia.ward@hcps.net
Advisor	Kidd	David	Consultant	GovMVMT Cooperative	dkidd@govmvt.org
Advisor	McCall	Tyler	Consultant	GovMVMT Cooperative	tmccall@govmvt.org
Facilitator	James	Erika	Senior Procurement Officer	HCPS Procurement Services	erika.james@hcps.net
Facilitator	Perales	Christy	Procurement Officer	HCPS Procurement Services	christy.perales@hcps.net

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Criteria Phase I

Description	Weight
Scope of Services. This section shall provide HCPS with information regarding the Proposer's understanding of the required scope of work (tasks and service levels) and their ability to provide deliverables within the required timeframe, and (if applicable) submit an optimal timeline with milestone payment information for the completion of deliverables and provide optimal customer service.	15
Qualifications and Experience. The Proposer proves they meet the minimum requirements. Cover Letter - Provide a summary of the Proposer's qualifications including related skills and market strengths. If applicable, include subcontractors' qualifications. Provide information regarding past working relationships on similar projects.	20
Minimum Qualifications. The Proposal must include proof that the Proposer meets the minimum qualifications. The Proposer must prove the validity of the stated documents to be in effect at the time of the Proposal's due date.	5
Reference Forms (Filled in by Referenced Customer). The Proposer must provide a minimum of three (3) of their largest clients or completed projects (filled in). Preferably within the previous three (3) years.	5
Supplier Qualifications and Supplier Information (Attachment A / Exhibits A-I). Suppliers are required to meet specific qualifications for national cooperative program consideration.	30
Cost/ Best Value. Prices and rates are provided for the requested commodities and contractual services. The price Proposal shall be evaluated to determine the overall best value.	25

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**Phase I
Evaluations**

Criteria	Scope of Services	Qualifications & Experience	Minimum Qualifications	Reference Forms (Filled in by Referenced Customer)	Supplier Qualifications and Supplier Information (Attachment A / Exhibits A-I)	Cost/ Best Value	Total
Weight	15	20	5	5	30	25	100
AeroClave, LLC	6.67	9.44	2.50	1.11	15.00	11.11	45.83
Axon Enterprise, Inc.	7.50	11.11	2.64	2.92	14.17	11.11	49.44
Ecovasive Infection Control	5.83	8.89	2.22	2.50	15.00	11.11	45.56
GovConnection, Inc.	8.75	11.11	2.92	3.06	16.67	11.81	54.31
Linev Systems US, Inc.	7.08	9.44	2.08	2.36	15.83	9.72	46.53
MGT of America, LLC	7.92	10.00	2.78	2.78	16.67	11.81	51.94
Safeware, Inc.	12.92	17.78	3.33	4.31	24.17	21.53	84.03
ThunderCat Technology	8.33	10.56	2.78	3.06	15.83	11.81	52.36

Notes: *Non-responsive

* Dana Safety Supply – The vendor did not submit a cover letter, no ratings and signature on the business references submitted and Attachment A -Exhibit C-H were missing.

* Jan San Supply Inc. – The vendor did not submit the requested bid documents other than the price sheet.

* Refuge Industries – The vendor did not submit the requested bid documents other than the price sheet.

**Recommendation for Award:
Safeware, Inc.**