

Agenda Item Details

Meeting	Oct 01, 2024 - Regular School Board Meeting
Category	B. Consent Agenda
Subject	7.03 Request for Proposals (RFP) #24101-RFP-DST Public Safety and Emergency Preparedness Equipment and Related Products and Services (Operations)
Access	Public
Type	Action (Consent)
Recommended Action	Approve the highest ranked proposal submitted by Safeware, Inc. – RFP #24101-RFP-DST Public Safety and Emergency Preparedness Equipment and Related Products and Services.
Goals	Fiscal and Operational Responsibility

Public Content

DESCRIPTION:

On May 2, 2024, Procurement Services, in conjunction with Security and Emergency Management, issued a competitive solicitation for public safety and Emergency Preparedness Equipment, and Related Products and services. This RFP was solicited on behalf of our District in addition to government entities nationwide, at a national volume, through GOVMVMT.

GOVMVMT was founded around one basic principle: creating a true, not-for-profit, public-focused program that is centered around providing dependable programs and services with the public’s interest at the forefront. GOVMVMT helps combine the purchasing power of public agencies from across the country into contracts that are competitively solicited, evaluated, and awarded by a lead public agency. The resulting contracts provide compliant and credible procurement vehicles for public agencies to collaborate with highly desired suppliers through established value with pricing based on national demand.

If approved, this will award a master service agreement with Safeware, Inc. as the best overall response to support the District and Participating Public Agencies in protecting the country’s critical infrastructures such as schools, public buildings, hospitals, and other vital public infrastructure with products and services related to public safety and emergency preparedness, including but not limited to, public and health crisis, civil unrest, national disaster, homeland security risks, and general public safety and preparedness.

The initial term of this agreement shall be for five (5) years with five, 1-year renewal options. There is a thirty (30) day termination for convenience clause included in this agreement. This agreement will be reviewed and evaluated annually and may be renewed by the Superintendent, per the terms of the specifications.

GAP ANALYSIS:

To provide access to products, as needed, in support of a safe learning environment.

PREVIOUS OUTCOMES:

This is a new agreement for the district.

EXPECTED OUTCOMES:

Upon approval, the awarded vendor is to supply the required services per the terms listed in the agreement. The awarded vendor shall be identified as:

- Safeware, Inc.

RECOMMENDATION:

Approve RFP #24101-RFP-DST Public Safety and Emergency Preparedness Equipment and Related Products and Services.

CONTACT:

John Newman, Chief of Security & Emergency Management, john.newman@hcps.net, (813) 840-7229

FINANCIAL HISTORIC IMPACT:

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John Newman, Chief of Security & Emergency Management, john.newman@hcps.net, (813) 840-7229

FINANCIAL HISTORIC IMPACT:

This is a new agreement for the District. Purchases will be made if public safety situations arise.

Financial Historic Impact	If Financial Impact is greater than 10% from prior year, explain why.	
2024-25 Financial Impact	Proposed Cost	\$100,000
2023-24 Financial Impact	Former Cost	
2022-23 Financial Impact	Former Cost	
2021-22 Financial Impact	Former Cost	

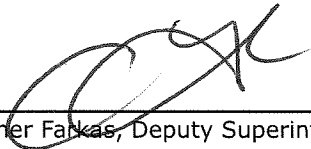
FINANCIAL IMPACT:

Revenue Source: Capital Funds

Expense Account: TBD

Amount: \$100,000 estimated annually

SUBMITTED BY:



Christopher Farkas, Deputy Superintendent of Operations, (813) 272-4004

Administrative Content

Our adopted rules of Parliamentary Procedure, Roberts Rules, provide for a consent agenda listing several items for approval of the Board by a single motion. Most of the items listed under the consent agenda have gone through Board subcommittee review and recommendation. Documentation concerning these items has been provided to all board members and the public in advance to assure an extensive and thorough review. Items may be removed from the consent agenda at the request of any board member. Notice: If a person decides to appeal any decision made by the School Board of Hillsborough County, Florida, with respect to any matter considered at a meeting or hearing, he/she will need a record of the proceedings, and for such purpose, he/she may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based. (Pursuant to Florida Statute 286.0105) Failure to file a protest within the time prescribed in section 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. Article IX of the Florida Constitution states in part, "The education of children is a fundamental value of the people of the State of Florida. It is, therefore, a paramount duty of the state to make adequate provision for the education of all children residing within its orders. "The Article also states that the educational system must be "uniform, efficient, safe, secure, and high-quality," and class size limits must be imposed. Prekindergarten learning opportunities must be made available. There must be a state university system.



Superintendent
Van Ayres

RFP# 24101-RFP-DST Public Safety and Emergency Preparedness Equipment and Related Products and Services

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

RFP# 24101-RFP-DST Public Safety and Emergency Preparedness Equipment and Related Products and Services

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

RFP# 24101-RFP-DST Public Safety and Emergency Preparedness Equipment and Related Products and Services

**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.**