



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #011822
Entitled

Public Safety Training and Simulation Equipment and Technology

The following advertisement was placed November 18, 2021 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and November 19, 2021 in Oregon's *Daily Journal of Commerce*, and on November 18 and November 25, 2021 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 18, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

American Fire Training Systems, Inc.	Minogue Medical, Inc.
Associated Fire Safety Group, Ltd.	NEC DISPLAY SOLUTIONS OF AMERICA
Atlantic Diving Supply, Inc. dba ADS, Inc.	North America Fire Equipment Co., Inc.
Braskey Products, LLC	Paysse Arms, LLC
Brightline Interactive	Performance Health Supply, Inc.
CAE Healthcare	Pocket Nurse Enterprises, Inc.
CCI Worldwide	PowerDMS, Inc.
Cooperative Services, LLC	Prime Vendor, Inc.
D.P. Assoc., division of L3 Technologies, Inc.	Proforce Marketing, Inc.
Doron Precision Systems, Inc.	Rubicon Elite Performance
Draeger Safety Canada, Ltd.	Safeguard US Holdco, Inc.
Education Management Solutions, LLC	Safeware, Inc.

Electronic Design Company	Saskatchewan Safety Council
END TO END COMPUTING	Serigor
Environmental Tectonics Corporation	Sled Consulting, LLC
eRepublic, Inc.	STARCHASE, LLC
Excel Driver Services, LLC dba Sim-Tech	Sufian Munir, Inc.
FAAC, Incorporated	Systems Engineering, Inc.
Fire Facilities, Inc.	TargetSolutions Learning, LLC dba Vector Solutions
Fireblast Global	Ti Training LE, LLC
Fonroche Lighting America	TSG Industries, LLC
HP, Inc.	Unifire, Inc.
iSniper	Valley Associates-Global Security Corporation
Jahnke & Sons Construction, Inc. dba WHP Trainingtowers	Verbal Transactions
JHB Group, Inc.	Verta, LLC
KFT Fire Trainer, LLC	Virage Simulation, Inc.
Kirila Fire Training Facilities, Inc.	VirTra, Inc.
L.N. Curtis & Sons	VortalSoft, Inc.
Laerdal Medical Corporation	W.S.Darley & Co.
Lakeshore Learning Materials	Walls Equipment Co., LLC
Lexipol, LLC	Winbourne Consulting, LLC
LION First Responder PPE, Inc.	Working on Fire Training Academy
Maestrovision	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on January 18, 2022, at 4:31:58 pm CT. Proposals were received from the following:

Atlantic Diving Supply, Inc., dba ADS, Inc.
CAE Healthcare Inc.
Doron Precision Systems, Inc.
Excel Driver Services, LLC, dba Sim-Tech
FAAC, Incorporated
Fire Facilities, Inc.
Fireblast Global
Jahnke & Sons Construction, Inc., dba WHP Trainingtowers
JHB Group, Inc.
Laerdal Medical Corporation
Lexipol, LLC
LION First Responder PPE, Inc.
Pocket Nurse Enterprises, Inc.
PowerDMS, Inc.
TargetSolutions Learning, LLC, dba Vector Solutions
TSG Industries, LLC
Virage Simulation, Inc.
W.S. Darley & Co.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
Carol Jackson, Procurement Analyst
Craig West, Procurement Analyst
Nick Scholer, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from PowerDMS, Inc., fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Atlantic Diving Supply, Inc., is offering a selection of virtual reality simulators, training supplies, and related equipment for law enforcement and military applications. Their sales and distribution network can serve Sourcewell participating entities in the United States and Canada. ADS is offering significant discounts from MSRP.

CAE Healthcare Inc. is a manufacturer and service provider offering medical simulation training solutions and training services. They also offer a variety of training services, programming alternatives, and extended warranty options. CAE has a robust sales force throughout the United States and Canada. Their proposal reflects a solid discount off list price.

Doron Precision Systems, Inc., designs, manufactures, and services a line of driving simulators for law enforcement and municipality training and assessment needs. Equipment maintenance training, warranty service, and on-site maintenance contracts are available to maximize product operational time. Doron's sales and service force are available to Sourcewell participating entities in the United States and Canada. They are offering competitive discounts from commercial rates with available volume purchase savings.

Jahnke & Sons Construction, Inc., dba WHP Trainingtowers, designs, fabricates, delivers, and installs metal fire training towers and modular fire training systems in the United States, and supplies materials for installation by local professionals in Canada. They also provide maintenance and repair services, along with optional training courses for customer staff development. WHP is offering Sourcewell participating entities significant discounts from list pricing on materials and services.

JHB Group, Inc., a certified Small Business Entity, manufactures training/education equipment and mobile platforms for fire, police, military, emergency management and healthcare departments. JHB's sales and service forces will directly serve Sourcewell participating entities throughout the United States and Canada. Their mobile platforms are designed to be wheelchair accessible and are equipped with solar-powered charging and dual fuel generators. JHB are offering a solid discount off commercial list price with available quantity discounts on the purchase of five or more units.

Laerdal Medical Corporation is a manufacturer offering patient simulators, programmed scenarios simulation learning management systems and services to training students, medical professionals and first responders. Their direct sales and service teams are available to meet the needs of Sourcewell participating entities in the United States and Canada. Laerdal is offering competitive discounts from list prices.

Lexipol, LLC, is the provider of web-based interactive training learning management system solutions, credential tracking capabilities, and customization servers. Their sales and distribution network can serve participating entities in the United States and Canada. Lexipol's pricing reflects a significant discount off subscription list pricing.

LION First Responder PPE, Inc., manufactures simulation and training facilities, equipment, supplies, and props for use in the development of firefighting skills and techniques. They will leverage a distribution network that extends across the United States and Canada to serve Sourcewell participating entities. They are offering a solid percentage discount off list price.

Virage Simulation Inc. designs, manufactures, installs, and supports driving simulator equipment and technology. Their simulators are available for car and truck, snowplow, solid waste equipment, school and transit bus, law enforcement, and ambulance operator training and assessment. The Virage sales and service force are available to Sourcewell participating entities in the United States and Canada. Virage pricing reflects a competitive discount from standard list price, with available quantity discounts on the purchase of multiple units.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #011822 to:

Atlantic Diving Supply, Inc.	#011822-ADS
CAE Healthcare Inc.	#011822-CAE
Doron Precision Systems, Inc.	#011822-DRN
Jahnke & Sons Construction, Inc.	#011822-JHK
JHB Group, Inc.	#011822-JHB
Laerdal Medical Corporation	#011822-LAE
Lexipol, LLC	#011822-LXP
LION First Responder PPE, Inc.	#011822-LIO
Virage Simulation Inc.	#011822-VIR

The preceding recommendations were approved on March 4, 2022.

DocuSigned by:

Greg Grunig

7DDDCFEFD8B3D45D...

Greg Grunig, Procurement Lead Analyst

DocuSigned by:

Carol Jackson

6EE63AEDED5F46E...

Carol Jackson, Procurement Analyst

DocuSigned by:

Craig West

7F41572C858B4BA...

Craig West, Procurement Analyst

DocuSigned by:

Nick Scholer

4513A60DCA01467...

Nick Scholer, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #011822 for Public Safety Training and Simulation Equipment and Technology**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

Jeremy Schwartz

C0FD2A139D06489...

Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer