



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #080922
Entitled

**Public Safety and Emergency Management
Equipment, Tool, and Supply Catalog Solutions**

The following advertisement was placed June 21, 2022 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, June 22, 2022 in Oregon's *Daily Journal of Commerce*, and on June 22 and June 29, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety and Emergency Management Equipment, Tool, and Supply Catalog Solutions 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://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than August 9, 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:

588088 Saskatchewan, Ltd.	Medical Solutions, Inc.
9397-9813 Quebec, Inc.	MSC INDUSTRIAL SUPPLY
ACCU-STEEL, INC.	Nexpro Trucks & Equipment Corp.
Adashi Systems, LLC	Nomad Global Communication Solutions, Inc.
ADT Commercial, LLC	North America Fire Equipment Co., Inc.
AKS Industries, Inc.	O'Reilly Auto Enterprises, LLC
ALPHAPROMED, LLC	Onyx Protective Group, Inc.
APi National Service Group	Pacific Safety Products
Applied Concepts, Inc.	Panasonic Corporation of North America
Armament Systems and Procedures, Inc.	Performance Safety Group I, LP
Atlantic Diving Supply, Inc. dba ADS, Inc.	Prairie Mobile Communications
Avaya, Inc.	Progress Solar Solutions

Axon Enterprise, Inc.	ProLogic ITS, LLC
Badlands Security Group	ProPac, Inc.
BARR Plastics, Inc.	PWXPress
Benchmark Solutions, LLC	Radarsign
Brogan Safety Supplies (Guillevin International; Guillevin Fire & Safety; Brogan Fire & Safety)	Ready2Go Restroom Trailers Sales, LLC
Calian, Ltd.	Real Time Networks, Inc.
Canadian Innovative Protective Solutions, Inc.	Regina Construction Association
Carolina Covertech, Inc. DBA School Safety Solution	RESCUE Intellitech, Inc.
Carrier Truck Centers	Resilient Support Services, Inc.
CCI Worldwide	Rossman Enterprises, Inc. DBA MagneGrip
Command Sourcing, Inc.	Safedesign Apparel, Ltd.
Commercial Surety Consulting Corp.	Safeware, Inc.
Cooperative Services, LLC	Sea Hawk
D & R Electronics, Ltd.	Select Engineering Services, LLC
DANA SAFETY SUPPLY, Inc.	Sid Tool Co., Inc. dba MSC Industrial Supply Co.
Dana Safety Supply, Inc.	Skeeter Brush Trucks, LLC
Digital Ally, Inc.	Sled Consulting, LLC
Drellishak & Drellishak	Sloan Security Group, Inc.
DUMMIES UNLIMITED, INC.	Snap-on Industrial, A Division of IDSC Holdings, LLC
Electrotechnics DBA ELTEC	Solera Holdings, Inc. (Omnitracs, LLC; SmartDrive Systems, Inc.; Spireon Inc.)
eRepublic, Inc.	Sonetics
Evolis, Inc.	Supermax Health Care Canada
FIRE SAFETY INTERNATIONAL, INC.	Synergy Telcom, Inc.
Galls, LLC	Tava Products, LLC
Geo-Comm, Inc.	TecNiq, Inc.
Global Equipment Company, Inc.	Teltex, Inc.
Global Trading, Inc.	Terex USA, LLC
Guillevin International Co. (Guillevin Fire & Safety; Brogan Fire & Safety)	Tessco, Incorporated
Hilti, Inc.	The PlanIT Room
ICI Electrical Engineering, Ltd.	Transfr, Inc.
Impact Power Technologies, LLC	Ty Parker & Son, Inc.
IVS, Inc. dba AngelTrax	Unifire, Inc.
Koola Logistics, LLC	Unipak Corp.
Kustom Signals, Inc.	US Fire Equipment, LLC
KwikTemp Medical	Uweport, LLC
Kyrish Government Group	V-AM.CO, LLC
L.N. Curtis & Sons	Valley Associates-Global Security Corporation
Lakeland Industries, Inc.	W.W. Grainger
Lakeshore Learning Materials	Warshauer Electric Supply
Liberty Supply, LLC	WECSYS, LLC
Makita USA	Wylie & Son, Inc.

Martin & Levesque, Inc.	
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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 August 9, 2022, at 4:31:30 pm CT. Proposals were received from the following:

ALPHAPROMED, LLC
 APi National Service Group
 Atlantic Diving Supply, Inc. dba ADS, Inc.
 Brogan Safety Supplies (Guillevin International, Guillevin Fire & Safety, Brogan Fire & Safety)
 Carolina Coverttech, Inc. DBA School Safety Solution
 Galls, LLC
 Global Trading, Inc.
 Guillevin International Co. (Guillevin Fire & Safety; Brogan Fire & Safety)
 Impact Power Technologies, LLC
 Medical Solutions, Inc.
 Nexpro Trucks & Equipment Corp.
 O'Reilly Auto Enterprises, LLC
 Panasonic Corporation of North America
 Progress Solar Solutions
 Radarsign
 Real Time Networks, Inc.
 Rossman Enterprises, Inc. DBA MagneGrip
 Safeware, Inc.
 Select Engineering Services, LLC
 Sid Tool Co., Inc. dba MSC Industrial Supply Co.
 Sloan Security Group, Inc.
 Snap-on Industrial, A Division of IDSC Holdings, LLC
 Solera Holdings, Inc. (Omnitracs, LLC; SmartDrive Systems, Inc.; Spireon Inc.)
 Unifire, Inc.
 W.W. Grainger

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst
 Michael Muñoz, CPPB, Procurement Analyst
 Brandon Town, Procurement Analyst
 Carol Jackson, 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 responses from Panasonic Corporation, Radarsign, Progress Solar, Rossman Enterprises, Unifire Inc, Select Engineering, Nexpro Trucks, ImpactPower Tech, Sloan Security Group, API National, RealTime Network, Solera Holdings, 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.

W.W. Grainger offers a broad line of public service equipment. Their sales staff and retail locations can serve Sourcewell participating entities throughout the United States and Canada. Their online site offers participating entities access to their catalog and orders can be directly shipped or picked up at a local store. They are offering substantial discounts off list price.

Safeware, Inc. has a strong mix of Public safety products available on this contract. Safeware is a certified small business as well as partnering with multiple other small businesses. Safeware’s sales and service teams are ready to serve Sourcewell participating entities in the United States and Canada through their partnership to serve Canada. They are offering Sourcewell participating entities solid pricing rates.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #080922 to:

W.W. Grainger
Safeware, Inc.

#080922-WWG
#080922-SAF

The preceding recommendations were approved on October 3, 2022.

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Greg Grunig
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Greg Grunig, MS, Procurement Lead Analyst

DocuSigned by:
Michael Muñoz
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Michael Muñoz, CPPB, Procurement Analyst

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Brandon Town
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Brandon Town, CPSM, CPSD, NIGP-CPP, Procurement Analyst

DocuSigned by:
Carol Jackson
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Carol Jackson, Procurement Analyst

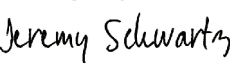
STATEMENT OF COMPLIANCE

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 #080922 for Public Safety and Emergency Management Equipment, Tool, and Supply Catalog Solutions**.

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:

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer