



Date: September 21, 2021

To: EMSA Board of Trustees

CC: Jim Winham, President & CEO
Lora Conger, CFO
Angela McLain, CRO and Compliance Officer

From: Bryan Jones, Chief- Support Services
Frank Gresh, CIO

Re: Ballistic Vest RFP #SS2021-0001

RFP# SS2021-0001 was released on August 23, 2021. The purpose of the RFP was to solicit proposals from qualified vendors to provide EMSA with ballistic armor panels and carrier vests to be used by EMT's and Paramedics for increased safety of our team members. There were five responses received. The proposers are Konoval, Dana Safety Supply, Galls, Baysingers Uniforms and Equipment and Safe Life Defense.

As we reviewed the proposals, we noted that while most of the bidders met the requirements stated in the RFP, one of the vendors stood out by giving solution that met all of requirements, one of the vendors did not offer specific solution or total bid price, one of the vendor bids was four times higher than that of a comparable acceptable product.

After thoroughly reviewing all proposals, we find that Safe Life Defense is the Lowest Secure Bidder with a proposal that was comprehensive enough to evaluate the company and their responsiveness to our requests. We recommend that we proceed with Safe Life Defense as the vendor. The reasons for this recommendation are as follows:

- Safe Life Defense provided a comprehensive proposal that covered not only the required, but also information about the company so that we could properly evaluate them and their proposal.
- Safe Life Defense provided a solution that met all the requested requirements for both the ballistic armor panel and high visibility carrier vest specifications as well as sizing needs, warranty, accessories, and a replacement feature, at no cost to EMSA, in the event that the vest is compromised during duty use with proper incident documentation.

Attached to this memorandum you will find a review document that covers all our criteria and does a side-by-side cost comparison.

Should you have any additional questions, please feel free to ask.

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Evaluation of responses

Item #	Requirement	Baysingers	Dana Safety Supply	Galls	Konoval	Safe Life Defense
1) Process Overview and Procedures						
1.3	Schedule – were proposals received on time?	Yes	Yes	Yes	Yes	Yes
1.4	No pre-bid conference	N/A	N/A	N/A	N/A	N/A
1.5	Proposals provided in response to the RFP should be valid for a minimum of 180 days	Not stated – No actual bid	Not stated	Not stated	190	Not stated
1.7	Proposals must be organized and indexed in the format identified herein in Sections 2 and 3.	Yes	Yes	Yes	Yes	Yes
1.7	A PDF (or equivalent) electronic copy of the response is required. It must be sent via email by the date and time identified above. The subject line should clearly state that it is a vendor’s proposal and reference this RFP. It should be sent to the contact listed below.	Yes	Yes	Yes	Yes	Yes
2) Proposer Information (responses to each point must be included in proposer’s response)						
2.0	The proposer <u>must provide a history for their company.</u> Information to be included in this section is <u>tax identification number, age of company, number of employees, experience with</u>	Yes	Yes	Partial	Yes	Yes

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	<u>comparable accounts, and a brief description of the existing relationship with EMSA if there is one,</u> including past purchases in excess of \$50,000.					
2.1	All proposals should outline the proposer's and/or manufacturer's customer support methodologies as well as examples of how the customer support is provided. Further information about warranties and support should be outlined in section 3.	Yes	Yes	Yes	Yes	Yes
2.2	References provided and acceptable	Yes	Yes	Yes	Yes	Yes
2.3	Provided contact information for reference	Yes	Yes	Yes	Yes	Yes
2.4	Each proposer <u>must provide financial background of their organization</u> for evaluation of the stability of the company.	Yes	Yes	Yes	Yes	Yes
2.5	The proposer must clearly stipulate that payment is due no earlier than thirty (30) days after invoice and appropriate acceptance by EMSA.	Yes	Yes	Yes	Yes	Yes

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2.6	Provide all pertinent information related to the proposer(s) insurance carriers and levels of coverage, including liability, worker's compensation, etc.	Yes	Yes	Yes	Yes	Yes
2.7	Non-Collusion	Not Stated	Yes	Not Stated	Not Stated	Yes
2.8	Non-Exclusion from Medicare/Medicaid	Not Listed	Yes	Not Listed	Not Listed	Yes
2.9	All shipping, handling, and freight costs should be included the proposal as much as possible.	Unkn	Yes	Yes	Yes	Yes
3) Solution Overview and Requirements						
3.1	Proposals should include information about your firm's solution to meet the requirements for the ballistic vests.	Gave several options from a list but not one specific solution	Yes	Yes	Yes	Yes
3.2	Please describe how your firm will meet the sizing requirements.	Yes	Partial	Yes	States meets sizing requirements, but no specific information listed in bid.	Yes
3.3	Please describe any and all warranties provided by the proposer and the manufacturer as it relates to the carrier and the armor plates. The proposer should be specific as to what is	5-year warranty on soft armor panels 1-year warranty on carrier	5-year warranty on soft armor panels. 2-year warranty on carrier. Replacement program for armor if vest is utilized on duty with	5-year warranty on soft armor panels 3-year warranty on carrier	5-year warranty on soft armor panels. 3-year warranty on carrier.	5-year warranty on soft armor panels. 2-year warranty on carriers. If vest is utilized within 5 years, will be replaced at

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	covered under the warranty and what is not covered.		copy of incident report from agency			no cost with police report provided.

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Pricing Evaluation

	Baysingers*			Dana Safety Supply			Galls			Konoval			Safe Life Defense**		
	Quantity	Unit Price	Total	Quantity	Unit Price	Total	Quantity	Unit Price	Total	Quantity	Unit Price	Total	Quantity	Unit Price	Total
First Responders Ballistic Vest in fitted sizes	500	\$ 225.00	\$ 112,500.00	500	\$ 180.00	\$ 90,000.00	500	\$ 203.00	\$ 101,500.00	500	\$ 887.50	\$ 443,750.00	500	\$ 169.00	\$ 84,500.00
Sets of Front and Rear Patches with EMSA Logo	500	\$ 7.00	\$ 3,500.00	500	\$ 45.00	\$ 22,500.00	500	\$ -	\$ -	500	\$ 20.00	\$ 10,000.00	500	\$ 12.50	\$ 6,250.00
Name Patches with Individual Responder's Names	500	\$ 7.00	\$ 3,500.00	500	\$ 15.00	\$ 7,500.00	500	\$ -	\$ -	500	\$ 10.00	\$ 5,000.00	500	\$ 12.50	\$ 6,250.00
Sets of Level IIIA+ Armor Panels in various sizes	200	\$ 960.00	\$ 192,000.00	200	\$ 340.00	\$ 68,000.00	200	\$ 496.00	\$ 99,200.00	200	\$ 693.50	\$ 138,700.00	200	\$ 470.00	\$ 94,000.00
			\$ -			\$ -			\$ -			\$ -			\$ -
			\$ -			\$ -			\$ -			\$ -			\$ -
Discount			\$ -			\$ -			\$ -			\$ -	1	20%	\$ (38,200.00)
			\$ -			\$ -			\$ -			\$ -			\$ -
Total Proposed Pricing			\$ 311,500.00			\$ 188,000.00			\$ 200,700.00			\$ 597,450.00			\$ 152,800.00

*Baysingers did not provide specific pricing. Pricing was calculated using part numbers 1219803 (both M and U same price), 1303558, 1223589-BS, and 1223589-BL.

**Safe Life Defense included both the EMSA logo patch and the team member name as one line item for \$25.00. I split them (\$12.50 each) for ease of comparison.