



County of Fairfax, Virginia

NOTICE OF AWARD

Date: **JUN - 7 2018**

CONTRACT TITLE: Public Safety and Emergency Preparedness Equipment and Related Services

RFx NUMBER: RFP2000002547

CONTRACT NUMBERS: 4400008468 – Safeware, Inc.
4400008495 – Mallory Safety and Supply LLC.

NIGP CODES: 34020, 34054, 34072, 34080, 34087, 34540, 34574,
68008, 68068, 68067, 99029

CONTRACT PERIOD: October 1, 2018 through September 30, 2023

RENEWALS: Five (5) One-Year Options
(or a combination of the years)

SUPERSEDES CONTRACTS: 4400001839 (Safeware, Inc.);
4400001840 (Mallory Safety and Supply LLC.)

CONTRACTOR:

Safeware, Inc.
4403 Forbes Blvd
Lanham, MD 20706

Contact: Rick Bond, Vice President of Sales
Phone: 301-542-3258
E-mail: rbond@safewareinc.com

For ordering, go to www.safewareinc.com

SUPPLIER CODE:

1000011775

Mallory Safety and Supply, LLC
1040 Industrial Way
Longview, WA 98632

1000017276

Contact: Allison Windsor, Director of Government Sales
Phone: 818-644-9484
E-mail: allison.windsor@malloryco.com

Department of Procurement & Material Management

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/dpmm

Phone (703) 324-3201, TTY: 1-800- 828-1140, Fax: (703) 324-3228

DELIVERY: N/A

TERMS: Net 30 Days

FOB: Destination

PRICES: See Attached Pricing Schedule

DPSM CONTACT: Jamie Pun, VCO, CPPB, Contract Specialist II
Telephone: 703-324-3653
Fax: 703-324-3228
E-mail: Jamie.Pun@fairfaxcounty.gov

ORDERING INSTRUCTIONS:

Any county department may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10K) will be routed to DPMM and a purchase order will be executed.



Jamie Pun, VCO, CPPB
Contract Specialist II

DISTRIBUTION:

Finance – Accounts Payable/e

FRD – Jason Stanley/e

FCPD – Mike Estelle/e

FCPD – Kerene Gordon/e

DPSC – Robert Turner/e

DPWES, Noman Control Pollution Plant – Cliff Davis/e

Sheriff's Office – Kevin Burns/e

COG – Rick Konrad (rkonrad@mwkog.org)

U.S. Communities – Alexis Turner (aturner@uscommunities.org)

Contractor - rbond@safewareinc.com

Contract Specialist – J. Pun

ACS, Team 1 – J. Waysome-Tomlin

Description	% Discount from Safeware & Mallory's List Price
Personal Protective Equipment (PPE)	41%
Explosive Device Mitigation and Remediation Equipment	41%
Environmental Monitoring	41%
CBRNE Search & Rescue Equipment	41%
Interoperable Communications Equipment	41%
Detection Equipment	41%
Decontamination Equipment	41%
Hazardous Materials Storage	41%
Spill Control and Containment	41%
Physical Security Enhancement Equipment	41%
Fire and Emergency Response	41%
Traffic Safety	41%
Facility Safety and Maintenance	41%
Fall protection and Confined Space	41%
Medical and First Aid Supplies	41%
CBRNE Reference Materials	41%
Automated External Defibrillators (AEDs)	41%
Ammunition/Less than Lethal Munitions	41%
Civil Disturbance Gear	41%
Dive Gear/Underwater Recovery/Water Safety	41%
Police Fleet Management Products	41%
Law Enforcement Software	41%
Public Safety Aviation – Helicopters	41%

Description	% Discount from Safeware & Mallory's List Price
Public Safety Uniforms	41%
Vehicles	41%
Trainers and Training Equipment	41%
Vending Solutions	41%
Related Services	41%
Other Non-listed Public Safety, Law Enforcement and Fire Equipment	41%

The attached technical service, rental and training price lists are added and Contractor agrees that the pricing is the maximum rate and/or pricing allowed under this contract. In addition, pricing may be negotiated to a lower rate and/or price.

Technical Services Rates

Contract 4400008468
Contract 4400008495

Service Type	Description	Details	Unit Price	Discount	USC Price	Qty
Flow Testing	Posichex Bench Test for the following Manufacturer's; Avon, Draeger, MSA, Scott & Survivair	Repairs & Batteries Not Included, Onsite Service fees may apply	\$ 65.00	10%	\$ 58.50	ea
Flow Testing-Interspiro	Posichex 3 Bench Test for the following Manufacturer's; Interspiro	Repairs & Batteries Not Included, Onsite Service fees may apply	\$ 95.00	10%	\$ 85.50	ea
Hydrostatic Testing	Pressure testing up to 4500 psi, includes devalving & o-ring replacement	Excludes refill; Pick-up and delivery fees may apply	\$ 27.00	10%	\$ 24.30	ea
Cylinder Refill 4500 psi	Breathable air cylinders up to 4500 psi	Hazmat shipping fees apply to refilled cylinders, Pick-up & delivery fees may apply	\$ 8.00	10%	\$ 7.20	ea
DOT Hydrostatic Testing	Hydrostatic testing 6000 lb	Hydro Testing	\$ 75.00	10%	\$ 67.50	ea
Cylinder Refill 6000 psi	Breathable air cylinders up to 6000 psi	Hazmat shipping fees apply to refilled cylinders, Pick-up & delivery fees may apply	\$ 32.00	10%	\$ 28.80	ea
Compressor Service 1 & 50 Maintenance	Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models	Operational evaluation, Parts & labor for 50hr preventative maintenance, (1) ea. Air sample, calibration & certification service. Additional repair fees not included.	\$ 2,470.00	10%	\$ 2,223.00	ea
Compressor Service 4 & 50 Maintenance	Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models	Operational evaluations performed quarterly, Parts & labor for 50hr preventative maintenance, (4) ea. Air samples, calibration & certifications service. Additional repair fees not included.	\$ 3,895.00	10%	\$ 3,505.50	ea
Compressor Service 12 & 50 Maintenance	Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models	Operational evaluations performed monthly, Parts & labor for 50hr preventative maintenance, (4) ea. Air samples, calibration & certifications service. Additional repair fees not included.	\$ 5,415.00	10%	\$ 4,873.50	ea
Air Sample	Breathable Air Testing, Grade D Air Quality	Air Sample Draw	\$ 285.00	10%	\$ 256.50	ea

Technical Services Rates

Contract 4400008468
Contract 4400008495

Service Type	Description	Details	Unit Price	Discount	USC Price	Qty
Fit Testing , Qualitative	Respiratory Manual fit test service; Bitrex	Per Mask	\$ 45.00	10%	\$ 40.50	ea
Fit Testing, Quantitative	Respiratory Computer aided fit test service	Per Mask	\$ 45.00	10%	\$ 40.50	ea
Mask Cleaning	Cleaning & disinfecting of face mask only	Replacement parts not included	\$ 50.00	10%	\$ 45.00	ea
SCBA Cleaning	Clean, disinfect & inspection service includes Case	Replacement parts not included	\$ 95.00	10%	\$ 85.50	ea
Fire Hose Testing	Pressure Testing	Price per linear foot up to 4" hose	\$ 0.95	10%	\$ 0.86	LF
Fire Hose Repair	Nozzle & appliance repair	Call for Quote			\$ -	ea
Fire Hose Coupling Repair	Hose recouping	Call for Quote			\$ -	ea
Breather Box	Air Systems Breather Box service: Function test	(1) each Air sample certification & Calibration service	\$ 350.00	10%	\$ 315.00	ea
Level A Suit Testing	Pressure testing with annual certification	A Letter of decontamination certification must be attached to each suit prior to service	\$ 105.00	10%	\$ 94.50	ea
Evaluation	Evaluation Fee for Gas Detection service only- refused repair	Fee is waived if new instrument is purchased through Safeware	\$ 75.00	10%	\$ 67.50	ea
Calibration Service	Portable Gas Detection service to include preventative maintenance, calibration & software upgrades	Price based on standard 4 gas mix, Repair parts & labor not included	\$ 95.00	10%	\$ 85.50	ea
Fixed System Gas Detection	Preventative Maintenance , calibration & software upgrade	Price per sensor site; Onsite Service Fee will apply to this service, Repair parts & labor not included; Call for Quote			\$ -	ea
Emergency Shelter Cleaning Small	Clean & disinfect; less then 350 sq foot deployment area	Pick up & delivery fees not included	\$ 670.00	10%	\$ 603.00	ea
Emergency Shelter Cleaning Medium	Clean & disinfect; 351 to 499 sq foot deployment area	Pick up & delivery fees not included	\$ 950.00	10%	\$ 855.00	ea
Emergency Shelter Cleaning Large	Clean & disinfect, 500+ sq foot deployment area	Pick up & delivery fees not included	\$ 1,170.00	10%	\$ 1,053.00	ea
Fixed Fall Protection Systems	Design, install & training service for Horizontal Lifeline/fixed system	Call for Quote			\$ -	ea

Technical Services Rates

Contract 4400008468
Contract 4400008495

Service Type	Description	Details	Unit Price	Discount	USC Price	Qty
Labor	Hourly Technician rate	Price per hour; billed in 15 minute increments	\$ 95.00	10%	\$ 85.50	ea
Rush Charge	Expedited repair service; per unit fee	Service is dependent upon part and technician availability. This charge is in addition to other applicable fees	\$ 100.00	10%	\$ 90.00	ea
Pick up/Delivery Fee	Per Occurrence Fee	Call for Availability	\$ 150.00	10%	\$ 135.00	ea
On-Site Service- Daily Rate	Customer site; per occurrence	Travel & accommodation fees not included. Please Call for availability	\$ 650.00	10%	\$ 585.00	ea
After Hour Response	After standard business hours: Emergency Hourly Response Fee	This charge is in addition to other applicable fees	\$ 125.00	10%	\$ 112.50	ea
Travel Rate	Hourly Travel Rate	Price per hour, per technician	\$ 95.00	10%	\$ 85.50	ea
Travel/ Lodging	Lodging Fee	Per night /Per technician	\$ 200.00	10%	\$ 180.00	ea
TRAVEL MILEAGE	Mileage Charge	Per Mile over 60 mile radius from Service Center	\$ 0.62	10%	\$ 0.56	ea
PLEASE NOTE THAT ALL SERVICES MAY NOT BE AVAILABLE IN ALL LOCATIONS. ONSITE SERVICE FEES MAY APPLY TO SERVICES LISTED. CONTACT YOUR LOCAL SERVICE CENTER FOR DETAILS.						
Standard or Expedited Shipping costs are not included. Some material may require hazardous material shipping. Other rental equipment available, call for information						

28. TRAINERS AND TRAINING EQUIPMENT

Training Equipment – 41% off List Price

Training Classes – 10% off List Price – see below

30. RELATED SERVICES

Classroom or Onsite Training	Published Price	Discount	USC Price
Half Day	\$ 975.00	10%	\$ 877.50
Full Day	\$ 1,500.00	10%	\$ 1,350.00
Travel Rate Half Day	\$ 487.50	10%	\$ 438.75
Travel Rate Full Day	\$ 750.00	10%	\$ 675.00
SET Public Order Training*	\$ 788.89	10%	\$ 710.00

*SET Public Order Training - Foundation Course for Public Order & Crowd Management Policing (Basic/Intermediate) 4 day class. Price per student, minimum of 32 students per class.

Training Classes:

- Aerial Work/Lift Platforms
- Back Safety
- Bloodborne Pathogens
- Bucket Truck Safety
- Chainsaw Safety
- Confined Space Entry Awareness
- Confined Space Entry Operations
- Confined Space Rescue
- Cranes, Hoists & Lifts
- Crane Safety Awareness
- Defensive Driver (National Safety Council Certification)
- Developing Effective Safety Action Teams
- Do Your Own OSHA Inspection
- Electrical Safe Work Practices
- Emergency Action Plans
- Evacuation Plans that Work
- Ergonomics Hazard Assessment
- Establishing a Safety & Health Committee
- Fall Protection Awareness
- Fall Protection Competent Person
- Fire Prevention & Fire Extinguishers
- First Aid CPR AED (National Safety Council Certification)
- Flagger Certification (National Safety Council Certification)
- Forklift Operator (industrial/warehouse)
- Forklift Train the Trainer
- Hand & Portable Power Tools
- Hazard Communication/Right to Know
- Hazard Identification
- Hazardous Materials Awareness (initial and refresher)
- Hazardous Materials Operations / Spill Response Team (initial and refresher)
- Hazardous Materials 24 Hour Technician (initial and refresher)
- Hazardous Waste Management (initial and refresher)
- Hearing Conservation
- High Voltage Electrical Safety
- Hoists & Overhead Cranes
- Job Safety Analysis/Job Hazard Analysis
- Ladder Safety
- Lead Safety
- Lockout/Tagout Electrical Safety (authorized, affected and other)
- Law Enforcement Public Order Civil Unrest
- Law Enforcement Public Order Command Foundation Course
- Machine Guarding
- Material Handling
- Mobile Cranes & Rigging
- NFPA70E
- OSHA 10-hour General Industry
- OSHA 10-hour Construction
- OSHA 30-hour General Industry
- OSHA 30-hour Construction
- OSHA Overview for HR Managers
- OSHA Recordkeeping Requirements
- Overhead Crane Operator
- Personal Protective Equipment

- Power Tool Safety
- PPE Hazard Assessments
- Respirator Fit-Tester Course
- Respiratory Protection
- Respiratory Protection Program Administrator
- Safe Lifting
- Safety Orientation Programs
- Scaffold User
- Scaffold Competent Person
- Slings and Rigging
- Spill Response Team Training
- TB & Airborne Pathogens
- Trenching & Excavation Competent Person
- Work Zone Safety Supervisor

Training Classes Terms:

Maximum quantity of student varies with course.

Customized classes available.

Basic Training material included.

Additional equipment may be required and is not included in the rates.

Travel and Accommodations not included.

Half-day minimum.

Training facilities provided by customer.

Some courses may require multiple days.