



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #011221
Entitled

Body Armor with Related Accessories, Equipment, and Services

The following advertisement was placed November 17, 2020 in Utah's *The Salt Lake Tribune*, 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 18, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Body Armor with Related Accessories, Equipment, and Services 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 12, 2021, 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:

911 SUPPLY & ADVENTURE GEAR, INC.	Lawmen's Distribution, LLC
ABC FIRE & SAFETY EQUIPMENT LIMITED	M D CHARLTON COMPANY, LTD
ADS, INC.	Mandaree Enterprises
AEGIX Global	NP Aerospace (Canada), Limited
Angel Armor, LLC	Office of General Services
ATC Advance Technology Company	Pacific Safety Products
Atlantic Diving Supply, Inc.	Paratore Enterprises, Inc.
Bethel Industries, Inc.	Paysse Arms, LLC
Bitars Services, Inc.	PeP, Inc.
Bluegrass Cut and Sew, LLC	POINT BLANK ENTERPRISES, INC.
C BOND SYSTEMS	Proforce Marketing, Inc.
Cancom Security, Inc.	Rampart International
Capital Well Corporation	RG Beck AZ, Inc.

Central Lake Armor	Safariland, LLC
Climb2Glory, LLC	Sarkar Tactical, Inc.
Covert Armor International, LLC	Select Engineering Services, LLC
DANA SAFETY SUPPLY, Inc.	SOUTHERN POLICE EQUIPMENT COMPANY, INC.
Drellishak & Drellishak	Survival Armor, Inc.
Elite Textile Trading, LLC	Twins Contracting and Supplies, LLC
eRepublic, Inc.	TYR Tactical Canada, ULC
Galls, LLC	U.S. Armor Corporation
GH Armor Systems, Inc.	United Shield International
Griffin Logistics, LLC	US PATRIOT, LLC
HighCom Armor Solutions, Inc.	USIQ, Inc.
Konoval, LLC	Valley Associates - Global Security Corporation
L.N. Curtis & Sons	White Horse R&D
Laser Bridge Industries, LLC	ZEMITA, INC.

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 12, 2021 at 4:32:00 pm CT. Proposals were received from the following:

911 SUPPLY & ADVENTURE GEAR, INC.
 AEGIX Global
 Atlantic Diving Supply, Inc.
 Capital Well Corporation
 Climb2Glory, LLC
 Covert Armor International, LLC
 Galls, LLC
 GH Armor Systems, Inc.
 HighCom Armor Solutions, Inc.
 Konoval, LLC
 L.N. Curtis & Sons
 Mandaree Enterprises
 NP Aerospace (Canada), Limited
 Proforce Marketing, Inc.
 Select Engineering Services, LLC
 U.S. Armor Corporation
 United Shield International

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst
 Chris Robinson, CPSM, Procurement Manager
 Greg Grunig, Procurement Lead Analyst
 Craig West, 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 offered in the proposal response from Select Engineering Services, LLC, fell 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 a distributor that has been providing body armor solutions in the United States and Canada for over 23 years. They are offering customers a wide range of body armor products, bomb or blast resistant suits and K-9 protective gear. Their customer service team is available 24/7 to answer questions and receive orders. An e-commerce site available to Sourcewell Participating Entities is also an option to order the products that you need. Atlantic Diving Supply offers Sourcewell Participating Entities solid pricing discounts.

Galls, LLC, provides an extensive selection of soft armor and carriers, hard armor plates, plate carriers, tactical armor, ballistic helmets, ballistic shields, stab armor and armor accessories. They currently have 80 branch locations throughout the United States that will serve Sourcewell Participating Entities. Products can also be ordered through their customized online eEquip ordering system. Galls, LLC, products come with a strong warranty that is highlighted by their "No Hassle Guarantee." Galls, LLC, is offering a competitive discount off their list pricing to Participating Entities.

Highcom Armor Solutions, Inc., offers a robust product selection to Sourcewell Participating Entities in the United States and Canada, including hard and soft armor, overt and covert carriers, plate carriers, helmets, shields, and rifle armor kits. HighCom Armor Solutions offers a recycling program of body armor vests and other aramid personal protection textiles at no charge to Sourcewell Participating Entities. A significant discount off MSRP price list is included.

NP Aerospace (Canada), Limited, manufactures armor solutions including ballistic helmets, shields, explosive ordnance disposal suits, and body armor plates. NP Aerospace's products are available to Sourcewell Participating Entities through their United States and Canadian sales networks. They are also designated as a Canadian First Nation owned company. NP Aerospace offers a solid discount to Sourcewell Participating Entities.

U.S. Armor Corporation offers a wide selection of soft armor vests, tactical vest, plate and insert carriers, armor plates, K-9 protective gear, and other protective armor solutions. Their robust dealer network is prepared to provide sales and service to Sourcewell Participating Entities in the United States and Canada. U.S. Armor Corporation also offers certain products incorporating 3D Spacer Fabric which assists in regulating the wearer's body temperature. Their pricing proposal provides a significant discount off of list price.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #011221 to:

Atlantic Diving Supply, Inc	011221-ADS
Galls, LLC	011221-GAL
HighCom Armor Solutions, Inc	011221-HCM
NP Aerospace (Canada) Limited	011221-NPA
U.S. Armor Corporation	011221-URM

The preceding recommendations were approved on February 15, 2021.

DocuSigned by:

James Voelker

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James Voelker, CPCM, CFCM, Procurement Lead Analyst

DocuSigned by:

Chris Robinson

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Chris Robinson, CPSM, Procurement Manager

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Greg Grunig

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Greg Grunig, Procurement Lead Analyst

DocuSigned by:

Craig West

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Craig West, Procurement Analyst

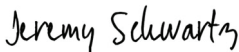
STATEMENT OF COMPLIANCE

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 #011221 for Body Armor with Related Accessories, Equipment, and Services**.

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.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer