



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #090122
Entitled

Law Enforcement Equipment

The following advertisement was placed July 14, 2022 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, July 15, 2022 in Oregon's *Daily Journal of Commerce*, and on July 14 and July 21, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Law Enforcement Equipment 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 September 1, 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:

5.11 Inc.	Kalispel Tribe of Indians
588088 Saskatchewan, Ltd.	Kee-Lok Security
911 SUPPLY & ADVENTURE GEAR, INC.	Kiesler Police Supply, Inc.
Absolute AutoGuard, Inc.	L.N. Curtis & Sons
Adamson Industries Corp.	Lakeshore Learning Materials
Advanced Electronic Design, Inc.	Laser Technology, Inc.
Advanced Exercise	LaserCAM Fabrication, Inc.
AEA Sports Surfacing, LLC	Learning Environments, LLC
All Traffic Solutions	LensLock, Inc.
Applied Concepts, Inc.	Lunar Contracting
Arkansas Public Safety Solutions, LLC	M & M Extendo, LLC
Armament Systems and Procedures, Inc.	M D CHARLTON COMPANY, LTD
Atlantic Diving Supply, Inc. dba ADS, Inc.	MaxAssure, Inc.
Axon Enterprise, Inc.	Mega Technical Holdings, Ltd.

Brogan Safety Supplies	Melanite Group, Ltd.
Canadian Hospital Specialties, Limited	MINI WING USA
Charles A Ferrucci	Minogue Medical, Inc.
Clyde Armory, Inc.	Municipal Emergency Services, Inc. dba Lawmen Supply Company
Command Sourcing, Inc.	NICE Systems, Inc.
Cooperative Services, LLC	NP Aerospace (Canada), Limited
Courage Tactical, LLC dba CopsPlus	NWPT, LLC
D.P. Associates a division of L3 Technologies, Inc. dba L3 DPA	Panasonic Corporation of North America
DABO, Inc.	Prime Vendor, Inc.
Dasco Storage Solutions, Ltd.	Proforce Marketing, Inc.
Davtech Analytical Services (Canada), Inc.	Progress Solar Solutions
Designer Care Co., Ltd.	PWXPress
Digital Ally, Inc.	Red Warrior Tactical, LLC
Distribution Elite Canda, Inc.	Right Manufacturing Systems, Inc.
DOT40, LLC	Roadsys, Inc.
Drellishak & Drellishak, Inc.	Safariland, LLC
DS Tactical	Sloan Security Group, Inc.
Empire Electronics, Inc.	Southern Computer Warehouse, Inc.
Equipment Works, Inc., LLC	SportsArt America, Inc.
eRepublic, Inc.	SRT Supply, LLC
Evolis, Inc.	STARCHASE, LLC
Field Forensics, Inc.	Structural Metal Fabricators, Inc.
Foster & Freeman USA, Inc.	Terex Corporation
FOX2SIERRA, LLP	The Pathfinder Solutions Group, LLC
GENERAL BODY MANUFACTURING CO., INC.	Tri-Tech Forensics, Inc.
Getac, Inc.	Unifire, Inc.
GHA Technologies, Inc.	Urban Tactical Brantford, Ltd.
Global Trading, Inc.	US PATRIOT, LLC
Goodyear Canada, Inc.	Valley Associates-Global Security Corporation
Guillevin International Co.	Vehicle Service Group, LLC
In-Charge Energy, Inc.	W.W. Grainger
INV Tech Services, LLC	Whelen Engineering Company, Inc.
ISNIPER, 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 September 1, 2022, at 4:33:14 pm CT. Proposals were received from the following:

911 SUPPLY & ADVENTURE GEAR, INC.
All Traffic Solutions
Applied Concepts, Inc. dba Stalker Radar
Arkansas Public Safety Solutions, LLC
Atlantic Diving Supply, Inc. dba ADS, Inc.

Clyde Armory, Inc.
Courage Tactical, LLC dba CopsPlus
D.P. Associates a division of L3 Technologies, Inc. dba L3 DPA
Dasco Storage Solutions, Ltd.
Digital Ally, Inc.
Field Forensics, Inc.
GENERAL BODY MANUFACTURING CO., INC.
Getac, Inc.
Kiesler Police Supply, Inc.
L.N. Curtis & Sons
Learning Environments, LLC
LensLock, Inc.
Municipal Emergency Services, Inc. dba Lawmen Supply Company
NICE Systems, Inc.
NP Aerospace (Canada), Limited
Panasonic Corporation of North America
Proforce Marketing, Inc.
Sloan Security Group, Inc.
STARCHASE, LLC
Unifire, Inc.
W.W. Grainger
Whelen Engineering Company, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst
Brandon Town, CPSM, CPSD, NIGP-CPP, Procurement Analyst
Craig West, Procurement Analyst
Bill Davidson, CPPO, NIGP-CPP, 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 Arkansas Public Safety, D.P. Associates, Learning Environments, LensLock, Inc, and NP Aerospace (Canada) 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.

911 Supply & Adventure Gear Inc. is offering a full line of law enforcement equipment to the Canadian market. Their sales staff will work throughout Canada to serve Sourcewell participating entities. They are active in their community and have a company focus on hiring a diverse workforce. They are offering solid discounts off each brand list price.

All Traffic Solutions, INC provides traffic and safety solutions geared towards law enforcement for over 20 years. Stafford All Traffic's sales and service teams are ready to serve Sourcewell participating entities in the United States and are currently growing into Canada. They are offering Sourcewell participating entities substantially discounted pricing.

Atlantic Diving Supply, Inc. offers a broad array of law enforcement equipment. Their sales staff will work throughout the United States and Canada to serve Sourcewell participating entities. ADS partners with many manufacturers, expanding their ability to sell and serve Sourcewell members. They are offering significant discounts off list price.

Getac, Inc. offers Sourcewell members a strong mix of rugged computing products for law enforcement agencies. They can serve agencies across the United States and Canada. They employ policies to further sustainable practices through their own efforts along with their partners. They are offering participating entities substantial discounts off MSRP.

W.W. Grainger, Inc. provide a full complement of law enforcement equipment and supplies. Grainger's sales and service teams along with their retail locations are ready to serve Sourcewell participating entities in the United States and Canada. They partner with many vendors to increase their ability to offer diverse products. They are offering Sourcewell participating entities solid pricing rates.

L.N. Curtis & Sons has a long history of serving public agencies. They are offering an array of law enforcement equipment. L.N. Curtis' sales and service teams are ready to serve Sourcewell participating entities in 13 western states. Their CurtisCARE program offers members training and product support. They are offering Sourcewell participating entities substantial discounts from list price.

Municipal Emergency Services Inc. is providing a full complement of first responder and public safety equipment. MES' vast sales and service teams and warehouse locations are ready to serve Sourcewell participating entities in the United States. They offer SCBA testing and services to participating entities. They are offering Sourcewell participating entities significant discount from MSRP or list price.

Panasonic Connect North America is offering their line of Toughbook computer systems for public safety and law enforcement agencies. Panasonic's sales and service teams are ready to sell and serve all Sourcewell participating entities in the United States. Panasonic offers consulting along with their hardware. They are offering Sourcewell participating entities solid discounts from MSRP.

Whelen Engineering Company, Inc. has been providing their lights and beacons to public safety and law enforcement for 70 years. Whelen's sales and service teams along with their large distributor network are ready to serve Sourcewell participating entities in the United States and Canada. They have built in features to control their products removing some burden from the operator. They are offering Sourcewell participating entities substantial discounts from MSRP.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #090122 to:

911 Supply & Adventure Gear Inc.	#090122-911
All Traffic Solutions, INC	#090122-ATS
Atlantic Diving Supply, Inc.	#090122-ADS
Getac, Inc.	#090122-GET
W.W. Grainger, Inc.	#090122-WWG
L.N. Curtis & Sons	#090122-LNC
Municipal Emergency Services Inc.	#090122-MES
Panasonic Connect North America	#090122-PNA
Whelen Engineering Company, Inc.	#090122-WHL

The preceding recommendations were approved on October 30, 2022.

DocuSigned by:

Greg Grunig

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Greg Grunig, MS, Procurement Lead Analyst

DocuSigned by:

Brandon Town

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Brandon Town, CPSM, CPSD, Procurement Analyst

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Craig West

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Craig West, Procurement Analyst

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Bill Davison

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Bill Davison, CPPO, NIGP-CPP, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcwell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #090122 for Law Enforcement Equipment**.

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

I hereby certify:

1. Sourcwell 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 Sourcwell’s Procurement Policy.

DocuSigned by:
Jeremy Schwartz
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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer