



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #091924
Entitled**

Body Armor with Related Accessories, Equipment, and Services

The following advertisement was placed August 1, 2024, 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, PublicPurchase.com, and The New York State Contract Reporter www.nyscr.ny.gov. August 2, 2024 in Oregon’s *Daily Journal of Commerce*, and the *Desert News*, August 3 and August 4, 2024 in *The Salt Lake Tribune*, August 1 and August 8, 2024 in *The Oklahoman* and in the *USA Today*:

Sourcewell, a State of Minnesota local government unit 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 September 19, 2024, 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:

306 Tactical Supply, Inc.	Med Design, Inc.
911 Supply & Adventure Gear, Inc	MEX MSF SCO S.A. DE C.V.
Ace Link Industrial, Inc.	Municipal Emergency Services, Inc
Advanced Ballistic Systems, LLC	NP Aerospace (Canada) Limited dba Aerospace, Limited
All Hands Fire Equipment, LLC	Onyx Protective Group, Inc.
Atlantic Diving Supply, Inc. dba ADS, Inc.	Pacific Safety Products
Bitars Services, Inc.	Pinnacle Holdings, Inc.
Black Box Safety	Pre Labs, Inc.
Body Armor Outlet, LLC	Primary Arms, LLC
Botach, Inc.	Prime Armor, LLC
Buffalo Armory Group, LLC	Proforce Marketing, Inc.

Central Lake Armor Express, Inc. dba Armor Express	PWXPress
Climb2Glory, LLC	Ray O'Herron Company, Inc.
Covert Armor International, LLC	RDX INC., Limited
Dana Safety Supply, Inc.	Real Carbon, Inc.
De Lorenzo L Jackson	Resilient Support Services, Inc.
Distribution Elite Canda, Inc.	Rod Flick
Drellishak & Drellishak Inc., dba Pro-Tech Sales	Safariland, LLC
Eagle Supply Services, LLC	Sarkar Tactical, Inc.
Enterprise Technology Solutions, Inc.	Sebright Products, Inc.
Federal Eastern International, LLC	Sellmark Corporation
FSOCLLC	SNLTZR, Inc.
G T Distributors, Inc.	SRT Supply, LLC
Galls, LLC	Survival Armor, Inc.
GH Armor Systems, Inc.	Team Wendy, LLC
HighCom Armor Solutions, Inc.	Tender Impulse
Insight Safety and Sports, Inc.	The Bunker Tricities LLC dba The Bunker
Jonah's Enterprises, Inc.	TINA'S Green Energy Solutions, LLC
Konoval, LLC	Tomahawk Strategic Solutions, LLC
LN Curtis and Sons dba Curtis	TXAT, LLC
LORICA Equipment, Ltd.	U.S. Armor Corporation
Lowe's Companies, Inc.	Uniform Works, Ltd.
Lunar Contracting	US21, Inc.
M&C USA, LLC	Wildflower International, LTD
Marrero Armor, LLC	Xena Distribution, Inc.
McHugh Furnishings, LLC	

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 19, 2024, at 4:30 p.m. Central Time. Proposals were received from the following:

Advanced Ballistic Systems, LLC
All Hands Fire Equipment, LLC
Atlantic Diving Supply, Inc. dba ADS, Inc.
Black Box Safety
Central Lake Armor Express, Inc. dba Armor Express
Covert Armor International, LLC
Dana Safety Supply, Inc.
Drellishak & Drellishak, Inc. dba Pro-Tech Sales
Enterprise Technology Solutions, Inc.
Galls, LLC
GH Armor Systems, Inc.
HighCom Armor Solutions, Inc.
Jonah's Enterprises, Inc.
LN Curtis and Sons dba Curtis
Municipal Emergency Services, Inc.

NP Aerospace (Canada) Limited dba Aerospace, Limited
Proforce Marketing, Inc.
Ray O'Herron Company, Inc.
SRT Supply, LLC
Survival Armor, Inc.
Team Wendy, LLC
The Bunker Tri-Cities, LLC dba The Bunker
TXAT, LLC
U.S. Armor Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Carol Jackson, MA, Senior Procurement Analyst
Mari Vielma, Procurement Analyst II
Neva Crawford, Procurement Analyst I
Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

All Hands Fire Equipment, LLC, is a distributor and service provider for body armor and accessories for many different manufacturers and suppliers. They offer financing options through LCA Bank Corporation. All Hands Fire Equipment offers extensive training courses and have numerous environmental initiatives. They are offering Sourcewell participating entities competitive discounts off list prices and volume discounts.

Atlantic Diving Supply, Inc. is a distributor that has been providing body armor solutions in the United States and Canada for over 25 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.

Black Box Safety, Inc., is a distributor of law enforcement equipment. Their subject matter expert sales network has a demonstrated history of working with SLED agencies. Shipping is included in their pricing offer. They offer competitive pricing discounts to Sourcewell entities.

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.

GH Armor Systems Inc is a 40-year manufacturer of high-performance protectives solutions. Their distribution network includes 140 distributors with over 300 locations throughout the United States with a partner in Canada. They offer a program to recycle body armor that is being replaced. GH offers solid pricing discounts with multiple pricing model options.

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.

U.S. Armor Corporation offers a wide selection of soft armor vests, tactical vests, 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 following awards of Sourcewell (**RFP #091924**) are recommended:

All Hands Fire Equipment, LLC	#091924-ALH
Atlantic Diving Supply, Inc. dba ADS, Inc.	#091924-ADS
Black Box Safety, Inc.	#091924-BBS
Galls, LLC	#091924-GAL
GH Armor Systems, Inc.	#091924-GHA
HighCom Armor Solutions, Inc.	#091924-HCM
U.S. Armor Corporation	#091924-URM

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Carol Jackson

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Carol Jackson, MA, Senior Procurement Analyst

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Mari Vielma

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Neva Crawford

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Scott Dobereiner

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Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II

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 #091924 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 master agreements.
2. The procurement process and resulting master agreements 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.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on **January 21, 2025**.

Signed by:



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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer