



## Legislation Text

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**File #:** 20-1669, **Version:** 1

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**STRATEGIC PRIORITY:** Government Performance and Financial Management  
**AGENDA DATE:** September 23, 2020  
**COUNCIL DISTRICT(S):** All  
**DEPARTMENT:** Office of Procurement Services  
**EXECUTIVE:** Elizabeth Reich

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### **SUBJECT**

Authorize a three-year master agreement for self-contained breathing apparatus and thermal imagers for the Fire-Rescue Department - Safeware, Inc. in an estimated amount of \$4,968,987.26 and Delta Fire & Safety Inc. dba Delta Industrial Service & Supply in an estimated amount of \$342,949.00, most advantageous proposers of five - Total estimated amount of \$5,311,936.26 - Financing: Master Lease Equipment Funds

### **BACKGROUND**

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement.

This master agreement will provide for the purchase, service, parts, and labor of self-contained breathing apparatus (SCBA) and thermal imagers for the Fire-Rescue Department. The SCBA is a backpack like device worn to provide breathable air in environments that are immediately dangerous to life and health.

Each SCBA is comprised of the following components:

- Full face mask
- Pressure regulator
- Air cylinder containing filtered compressed air and a cylinder pressure gauge
- Heads-up display that allows the firefighter to visually see the amount of air left in the cylinder at all times
- Harness with adjustable shoulder straps and a waist belt
- Water-resistant electronics housings

The SCBA equipment being purchased is compliant with the requirements outlined in the National Fire Protection Association 1981: Standard on Open-Circuit Self-Contained Breathing Apparatus 2018 Edition. The Fire-Rescue Department currently has approximately 700 SCBAs and 1,250 air bottles in-service and are repaired when possible or taken out of service when defective or unrepairable. Since the last purchase in 2007, several SCBA units have been retired and replaced with SCBA units in Dallas Fire-Rescue's inventory.

Infrared thermal imagers assist Fire-Rescue personnel in performing rapid search and rescue operations by detecting hidden fire or heat sources that are critical in the tactical decision-making process. Thermal imagers provide firefighters visibility on a thermal level, by detecting emitted heat energy, enhancing safety for Fire-Rescue personnel. This emergency response equipment has proven to be a vital tool in assessing the thermal variances of objects and surrounding environments, locating the hottest areas of the fire, and raising the awareness of impending hostile fire events (backdraft or flashover) that could injure or kill firefighters.

Currently, Fire-Rescue has thermal imagers assigned to every engine, two trucks, and a battalion chief apparatus. The additional imagers are needed for emergency response equipment to be added to the existing Fire-Rescue fleet and to replace aging units. The City currently has 58 fire stations and responds to over 300,000 emergency calls per year.

A twenty-two-member committee from the following departments reviewed and evaluated the qualifications:

- Fire-Rescue Department (20)
- Office of Business Diversity (1)\*
- Office of Procurement Services (1)\*

\*The Office of Procurement Services only evaluated cost and the Office of Business Diversity only evaluated the Business Inclusion and Development Plan.

The committee selected the successful respondent on the basis of demonstrated competence and qualifications under the following criteria:

- Cost 30 points
- Field Evaluation 40 points
- Technical Evaluation 15 points
- Business Inclusion and Development Plan 15 points

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors. Additionally, in an effort to secure more competition, the Office of Business Diversity sent notifications to chambers of commerce and advocacy groups to ensure maximum vendor outreach.

**PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

The Public Safety Committee will be briefed by memorandum regarding this matter on September 14, 2020.

**FISCAL INFORMATION**

Fund	FY 2020	FY 2021	Future Years
Master Lease Equipment Funds	\$5,311,936.26	\$0.00	\$0.00

**M/WBE INFORMATION**

In accordance with the City's Business Inclusion and Development Plan adopted on October 22, 2008, by Resolution No. 08-2826, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Category	M/WBE Goal	M/WBE %	M/WBE \$
\$5,311,936.26	Goods	N/A	N/A	N/A
<ul style="list-style-type: none"> <li>• M/WBE goal waived due to no M/WBE availability</li> <li>• Safeware, Inc. - Non-Local; Workforce - 0.00% Local</li> <li>• Delta Fire &amp; Safety Inc. dba Delta Industrial Service &amp; Supply - Non-Local; Workforce - 0.00% Local</li> </ul>				

**PROCUREMENT INFORMATION**

Method of Evaluation for Award Type:

Request for Competitive Sealed Proposal	<ul style="list-style-type: none"> <li>• Utilized for high technology procurements, insurance procurements, and other goods and services</li> <li>• Recommended offeror whose proposal is most advantageous to the City, considering the relative importance of price, and other evaluation factors stated in the specifications</li> <li>• Always involves a team evaluation</li> <li>• Allows for negotiation on contract terms, including price</li> </ul>
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The Office of Procurement Services received the following proposals from solicitation number BD19-00011553. We opened them on November 15, 2019. We recommend the City Council award this master agreement in its entirety to the most advantageous proposers.

\*Denotes successful proposers

**Proposers****Address****Score**

\*Safeware, Inc.

4403 Forbes Blvd.  
Lanham, MD 20706

Group 1 - 80.75  
Group 2 - No bid

*Delta Fire & Safety Inc. dba Delta Industrial Service & Supply	3159 Summit Dr. Port Neches, TX 77651	Group 1 - No bid Group 2 - 80.94
Casco Industries, Inc	1517 West Carrier Pkwy. Suite 118 Grand Prairie, TX 75050	Group 1 - 80.21 Group 2 - 51.46
Municipal Emergency Services, Inc.	12 Turnberry Ln. 2nd Floor Sandy Hook, CT 06482	Group 1 - 75.79 Group 2 - Multiple Scores
Metro Fire Apparatus Specialists, Inc.	17350 State Highway 249 Suite 250 Houston, TX 77064	Group 1 - 74.81 Group 2 - Multiple Scores
Hoyt Enterprises, Inc. dba Hoyt Breathing Air Products	252 State Highway 276 West Tawakoni, TX 75474	Group 1 - 72.25 Group 2 - Multiple Scores

### **OWNERS**

#### **Safeware, Inc.**

Edward Simons, President  
Keith Hyatt, Vice President

#### **Delta Fire & Safety Inc. dba Delta Industrial Service & Supply**

Eric Currie, President  
Marissa Guerra, Vice President  
Jacqui Currie, Secretary