

## AGENDA NOTES

<b>Solicitation Name and Number</b>	(CA) Public Procurement Authority (PPA) Firefighting Equipment RFP No. 1605
<b>Procurement Agent</b>	Michele L. Smith
<b>Date Solicitation bid prices expires.                  (Indicate if vendor has agreed to extend bid date/prices. Include new date.)</b>	N/A
<b>Solicitation Name, Number and Contract Number of expiring/expired contract (If no previous contract, please indicate N/A)</b>	(CA) Public Procurement Authority (PPA) Firefighting Equipment RFP No. 1605
<b>Previous Contract Number, Contractor Name and Award Amount (Include increases and Total Award Amount)</b>	N/A
<b>Previous Amount Spent on Expiring/Expired Contract                  (If multiple award, List Amount Spent per Contract and include Total Amount Spent)</b>	
<b>Prime Contractor Information and LSBE – Sub-contractor (Prime: Company Name, Owner Name and Title, Number of years in business and Number of Years doing business with DeKalb County)</b>  <b>(LSBE: LSBE Type (DeKalb or MSA), Participation Percentage, Company Name, Owner Name and Title, Address, Type of Work Provided and Number of years in business and Previous Business/Contracts and Amounts with DeKalb County)</b>	Municipal Emergency Services, Inc. (MES) Thomas X. Hubregsen, CEO 7 Poverty Road 85H Bennett Square, Southbury, CT, 06482 Years in Business: 13 Years Doing Business with DeKalb: 12
<b>Attachments</b>	UD Recommendation Form Contract Summary

## INTERNAL NOTES

County Fire Rescue (FR) requests to purchase fifty (50) new Self-Contained Breathing Apparatuses (SCBA), accessories and related items required for operation. Not To Exceed \$324,000.00 (General Operating - FR).

Purchase request via National Cooperative Procurement Partners (NPPGov) Contract No. 00000169 competitively let cooperative agreement (CA); DeKalb County Government Member No. M-5695638. The Lead Agency is Public Procurement Authority's (PPA) RFP 1605 for Fire Fighting Equipment sales, service and repair. The CA term is May 29, 2017 through May 29, 2023. PPA's contracted vendor is Municipal Emergency Services, Inc. (MES) with sales offices throughout the United States.

MES's southeastern regional office (Charlotte, NC) has a mobile service technician (Mr. Jeremy L. Adams) who visits FR to service, repair and certify their existing SCBA's in accordance to the National Fire Protection Association (NFPA) standards. MES's products are also accredited by the NFPA.

DeKalb has been doing business with MES for 12 years.

Market research for additional companies netted MES and 3M Scott Safety as the only available manufacturers of SCBA's serving Georgia and the southeast United States. MES distributors include Grainger, Atlanta, GA. 3M Scott Safety distributors include Vallen, Norcross, GA; ARGUS-HAZCO, Norcross, GA; FISHER SCIENTIFIC, Suwanee, GA; STAUFFER GLOVE & SAFETY, Buford, GA; SOUTHERN INSTRUMENTS INC., Peachtree City, GA; Safeware, Gainesville, GA.

1. When was last purchase of SCBA's? How many purchased and the total amount?  
The last purchase of SCBAs was 2013. The purchase was \$2.1 million for 275 SCBAs.

2. What is their current condition?  
About 50 have been decommissioned because they irreparable but parts are used to repair other SCBAs. The remaining left are serviceable but the repair cost to maintain them continues to climb yearly. I would like to purchase about 50 a year to keep the stock of the SCBAs in an average condition constantly refreshing the equipment to attempt to control the cost of repairs yearly. In the first 3 years of ownership the cost is very low. Each year after that it continues to climb. This year we have spent nearly \$75,000 in SCBA repairs despite having 50 less now, than when they were purchased.

3. What is the standard lifespan for SCBA's?

This depends on where they are used. In a place that does not have very much fire activity like incorporated City of Decatur, they will last 10 years or more. In a place like unincorporated DeKalb County where we have high fire activity (every single day) then they do not last that long. NFPA recommends the service life of SCBAs to be limited to 10 years.

## COST ANALYSIS

**MES, Inc. – Qty. Fifty (50) SCBA's @ \$6,480 ea. = Total Cost \$324,000**

**3M Scott Safety - Qty. Fifty (50) SCBA's @ \$8,925 ea. = Total Cost \$446,250**

In summary, BOC approval of this purchase through the use of NPPgov Cooperative Agreement via (Lead) Public Procurement Authority's (PPA) contracted vendor Municipal Emergency Services, Inc. (MES) will rear a **cost savings of \$112,250.00** which is also a **27% cost differential**.