



Attachment B

SCOPE OF WORK

This Scope of Work describes the Deliverables being sought through this RFP and the scope of what Contractors will be expected to offer through a Master Agreement resulting from this RFP. The Scope of Work is intended to provide potential Offerors with sufficient basic information to submit a proposal. It is not intended to limit a proposal's content or exclude any relevant or essential data.

1. OVERVIEW AND DEFINITIONS

The State of South Carolina, Division of Procurement Services (Lead State) is requesting proposals for Rescue and Public Protection Equipment in furtherance of the NASPO ValuePoint Cooperative Purchasing Program.

2. MASTER AGREEMENT OBJECTIVES

The objective of this RFP is to obtain best value, competitive proposal requirements, and to receive collective volume purchasing by all government entities through the NASPO ValuePoint Cooperative Purchasing Program, which creates more favorable pricing than is obtainable by an individual state or local government entities.

3. MASTER AGREEMENT DELIVERABLES

A. Product Categories

1. Products & Supplies for Rescue and Public Equipment

The award of this RFP will cover categories which contain rescue and public protection equipment and supplies which will include:

- Category 1: Rescue Equipment
- Category 2: Hazmat Equipment
- Category 3: Intervention Equipment
- Category 4: Decontamination Equipment

Only the categories descriptions listed below are the only items that can be obtained under this contract. No additional items may be obtained by this contract, including the non-market basket catalog percentage discount.

- a) Personal Protective Equipment (PPE)- Respirator, Self-Contained Breathing Apparatus, Cylinder and Valves, CBRN SCBA and Retrofit, PAPR kit, respiratory protection, hand and foot protection, head, neck and face protection, protective suit, hazmat suit and training, ear protection, eye protection, reflective outerwear, rain wear, rain boots, specialized clothing, padding, riot equipment and clothing, particulate hood, wet suit, fins, personal floatation device, SCUBA equipment, Sarna structural firefighting clothing, and equipment, harness, fall protection
- b) Explosive Device Mitigation and Remediation Equipment- bomb suit, hook and line tool kit, threat assessment tools, inert training aids, render safe tools, protective suits and ensembles, protective helmets, blast tracking



- c) Chemical, Biological, Radiological, Nuclear, and Explosives (CBRNE) Operational and Search and Rescue Equipment -fast rope, non-lethal tools and ammunition, operational vests, binoculars and scopes, range finder, thermal imaging tools, chemical leak control, first aid/trauma kit, lockout/tagout kit, portable area lighting, crash investigation tools, radiation mitigation tools, extinguishers, fire-resistant clothing and balaclava, heat stress monitor, non-sparking tools, volt/ohm meter, hand held lighting, body harness for Fire and Rescue, rope, rappelling / rescue gear, underwater search tools and cameras, airbags, lifting tools, hydraulic equipment, compressor, generators, pneumatic tools, shoring equipment, sprayers, victim location tools, search cameras and lenses, boundary tape and markers, body bags, knives, Fire Hazmat, ladders, cutting shears, medical pouches and tools, dive computers and gauges, sleds, battery safety tools and mitigation, forced entry tools, hydraulic cutting/spreading tools.
- d) Detection Equipment Fire field assay kit, optical detector, DNA/RNA test, evidence collection, chemical classifier strips, flame ion detector, mass spectrometer, high pressure mass spec, Photoionization Detectors (PID), multi-sensor chemical detector, Volatile Organic Compounds detector, Raman spectroscopy, Fourier Transform Infrared Spectroscopy detector, CWA/TIC/TIM detector, indicating paper, indicating tape, colorimetric tape and sampling kits, , single chemical test sensor, spectroscopic laboratory detector, fixed site gas and chemical detection, stand-off chemical detection, vapor detection and analysis, liquid sampling kit, solid sampling kit, explosive detection, trace detector, laser base detector, narcotic sampling and analysis, field ready drug test kits, Personal Radiation Detectors (PRD), dosimeter, mobile radiation detection, fixed radiation detection, survey meter, radionuclide isotope identification, gamma and neutron detection, gas monitoring, air sampling, density meter, density meter, surface thermometer, surface thermometer, heat sensing meter, heat sensing meter, weather station sensor and monitor, calibration service, calibration gases
- e) Decontamination Equipment personal decontamination kit, mass decontamination kit, decontamination lotion, decontamination spray and sprayers, decontamination shelters, decontamination basin and pool, spill containment, liquid containment, victim extraction, decontamination corridor support items, hazmat signs, waste drums, portable decontamination showers, technical decontamination, dry decontamination, decontamination mitts and gloves, disposable blankets, disposable modesty clothing, cadaver bags
- f) Power Equipment (Limited to accessories for items that fall within the four lots only) batteries, fuel cells, solar charging, chargers, electric cords, power chair chargers
- g) CBRNE Reference Materials (Excluded – CBRNE Databases) CBRNE reference books, databases, field reference guides, non-CBRNE reference materials, battery safety guides and training
- h) Physical Security Enhancement Equipment (Limited to Blast Resistant Receptacles) blast-resistant receptacles, long range acoustic warning device, radar detection, hardened doors and barriers, shock/blast/ballistic window film, bollards, gates
- i) CBRNE Aviation Equipment (Limited to Night Vision Equipment, Forward Looking Infrared Equipment (FLIR), and Aircraft Mounted CBRNE Detection Equipment Only), specialized aircraft for CBRNE response and surveillance
- j) CBRNE Logistical Support Equipment infant and children equipment and supplies, communication and sensory support equipment, mobility supplies, bedding, bags/packs, breathing air and compressors, fans, cooling/heating equipment, water purification, tents



and shelters, overpack, field carts, hazmat shipping containers, storage containers, air cylinder carts, compressed gas carts, rapid deployment shelters

- k) Intervention Equipment evidence collection equipment, crime scene processing tools and supplies, alternate light source detection, tactical entry tools
- l) Other Authorized Equipment Maintenance & Training for Equipment items that fall within one of the listed categories on this solicitation only.

2. Volume Discounts for Available Products

Attachment I, Cost Proposal allows Offerors to offer volume discounts for available products where they would apply. Many Participating Entity's prefer to make one-time, large quantity purchases rather than many smaller purchases of certain items throughout any given fiscal year. Offering a volume discount for products that they may be available for is a very attractive option to these facilities. Offerors may offer volume discounts on any categories and/or specific products within a category as they are available.

4. CONTRACTOR RESPONSIBILITIES AND TASKS

A. Insurance Offerors shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of A.M. Best's Insurance Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or, at a Participating Entity's option, result in termination of its Participating Addendum.

- 1. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below: (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than \$1 million per occurrence and \$2 Million general aggregate. (2) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.
- 2. Offeror / Contractor shall pay premiums on all insurance policies. Contractor shall provide notice to a Participating Entity who is a state within five (5) business days after Contractor is first aware of expiration, cancellation or nonrenewal of such policy or is first aware that cancellation is threatened or expiration, nonrenewal or expiration otherwise may occur.
- 3. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date to the applicable state Participating Entity. Failure to provide evidence of coverage may, at the sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.
- 4. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

B. Ordering

- 1. No minimum orders will be considered under this Contract. Please see the pricing attachment for value-added incentive volume discount request.



2. Options/Accessories/Attachments on ordered equipment shall include all standard items normally furnished by the Contractor's manufacturer/dealer for the basic equipment being purchased. Contractor shall identify any websites that can be of assistance in determining needs and calculating total cost of items purchased.
3. Any trade-in allowances determined by the Contractor shall be deducted from the established current price before the discount is applied. The formula will be to deduct the discount from the established current price and then take off the trade-in allowance. (Only for those Purchasing Entities allowed to trade-in equipment for new equipment).

C. Changes in Contractor Contact

The Contractor shall notify the Contracting Officer of any changes in the company status, such as mergers, sell offs, discontinuation of equipment, addition of equipment lines and changes in the contact information of the Contract. The Contracting Officer shall be able to contact the Contractor at all times during business hours.

D. Contract Provisions for Orders Utilizing Federal Funds

Pursuant to Appendix II to 2 Code of Federal Regulations (CFR) Part 200, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards, Orders funded with federal funds may have additional contractual requirements or certifications that must be satisfied at the time the Order is placed or upon delivery. These federal requirements may be proposed by Participating Entities in Participating Addenda and Purchasing Entities for incorporation in Orders placed under this Master Agreement.

E. Warranty – Equipment/Options/Accessories/Attachments

1. The Contractor agrees the products furnished under this Contract shall be covered by all commercial warranties the Contractor provides for such products, and rights and remedies provided herein are in addition to and do not limit any rights afforded by any other clause of this Contract.
2. The Contractor warrants that at the time of delivery, all products purchased under this Contract will be free from defects in material or workmanship and will conform to the specifications and all other requirements of this Contract.
3. All warranty work performed, and parts/materials supplied shall meet original equipment manufacturer (OEM) warranty requirements. Equivalent substitutions must be approved by the Purchasing Entity contact person prior to installation.
4. Warranty work performed not meeting specifications or found to be defective, shall not be accepted. The Contractor shall be required to make repairs or corrections at no additional cost to the Purchasing Entity.
5. Offeror shall furnish a copy of their warranty applicable for the equipment. All equipment warranties shall start on the date of delivery and shall be for the full term of said warranty.
6. Before actual warranty work begins, ownership of the products shall be established to ensure the products in need of repair belongs to the Purchasing Entity requesting the service. The following information shall be provided in order to determine ownership of the product: (1) Name of Purchasing Entity and division, if applicable. Make and Model of the product, and Control number of Purchasing Entity (Inventory number).



7. Repairs made that are covered by a warranty shall not be paid for by the Purchasing Entity.
8. The Contractor shall furnish all necessary supervision, labor, equipment, tools, parts, materials, and supplies needed for the warranty repair work.
9. All persons utilized in the performance of this contract shall be authorized by the Contractor and be fully qualified to perform the warranty work required. Warranty work shall be performed by certified or trained or authorized service technicians.
10. Products that will remain in the Contractor's possession overnight and for extended periods shall be stored in a safe and secure location for protection from theft and environmental dangers. The Contractor shall be responsible for the proper care and custody of any state-owned property in the Contractor's possession.

F. Quality of Parts

1. Parts under these specifications should be name brand, nationally advertised merchandise. Equivalent substitutions must be approved by the Purchasing Entity contact person.
2. After Market Repair parts must be equal to or exceed Contractor's original equipment manufacturer's specifications. Repair parts must be packaged and distributed under their respective nationally known name brands.
3. All rebuilt or remanufactured parts must meet the same requirements as listed above.
4. Some repair parts may be required to be original equipment manufactured repair parts. Contractor's dealers' network must carry a complete line of OEM parts for all models of products they carry.
5. Preservation, packaging, and packing and marking will be in accordance with best commercial practice to provide adequate protection against shipping damage.

G. Warranty/Buy Back

Contractor is required to provide any buy-back, trade-in, or exchange policy concerning repair parts sold to Purchasing Entities. Contractor shall correct ordering errors without further cost to the ordering entity. A copy of the Warranty shall be included for replacement parts purchased.

H. Repair Facilities

Repair facilities that will perform the warranty work of items under this Contract shall be identified as authorized by the Contractor to perform such work for the manufacturer. The Contractor is responsible for ensuring that the facilities adhere to the contract requirements for warranty work performance.

I. Freight/Shipping/Set-up Fees

1. Freight from the factory to the customer is the responsibility of the Contractor.
2. Delivery is to be FOB Destination (of ordering entity).
3. Under certain circumstances, additional freight, shipping, and handling costs may be permitted. If so, any Freight, shipping and handling costs and set-up fees paid by the ordering entity are to be annotated on the quote/invoice as a separate line item. All additional fees/costs must appear on the quote and approved by the ordering entity prior to the Contractor accepting the PO.



J. Delivery

1. Delivery of products shall be stated in each quotation. It is preferable to expect delivery within 30 calendar days after receipt of order unless other arrangements are made between the ordering party and the Contractor due to current market status. Earlier deliveries are encouraged however there shall be no change in contract price or discount terms because of the earlier delivery.
2. All products shall be delivered new, unused and ready for immediate use, unless otherwise requested by the Purchasing Entity. Liability for product delivery remains with the Contractor until delivered and accepted.
3. Delivery shall be made in accordance with instructions on the purchase order from each Purchasing Entity. If there is a discrepancy between the purchase order and what is listed on the contract, the Contractor shall seek clarification from the ordering party and/or the Contracting Officer.
4. If applicable, one operating manual, an illustrated parts manual or List, and the warranty shall be furnished for each new item purchased at no additional cost.

K. Price Adjustments

The Contract price shall be the most current Contractor's Manufacturer's Suggested Retail Price (MSRP) in effect at the time the order is placed less the discount percentage offered. This allows for market fluctuations to take place while the discount percentage must remain stable.

An adjustment to the contracted percent discount will require approval by the Lead State. The Contractor is responsible for providing sufficient documentation and justification to support the request. Documentation may include but is not limited to: the manufacturers national price increase announcement letter, a complete and detailed description of what products are increasing and by what percentage, a complete and detailed description of what raw materials and/or other costs have increased and provide proof of increase, index data and other information to support and justify the increase.

The price increase must not produce a higher profit margin than the original contract and must be accompanied by sufficient documentation and nationwide notice of price adjustment to the published commercial price list.

Price Established at Time of Order. Pricing is established at the time an order is placed by a public entity with the Contractor. No retroactive price increases will be allowed, nor will price increases be allowed at time of delivery.

Price Reductions. In the event of a price decrease in any category of product at any time during the contract in an OEM's published commercial price list, including renewal options, the Lead State shall be notified immediately. All published commercial price list price reductions shall be effective upon the notification provided to the Lead State.

L. New Products

New Products may be added to the awarded categories as they are introduced as long as the products remain within the scope of that category. The quoted discount cannot be lowered throughout the Contract period.



M. Discontinued Products

Contractor is to notify the Contracting Officer of any changes in their schedule of equipment such as discontinued products or replacement models to continue proper presentation on contract award posting.

N. Price

The purpose of this competitive solicitation is to develop a category / catalog discount contract structure to provide for equipment to be made available for purchase. This allows for the most current model of equipment to be covered under this contract as equipment is introduced to stay with available market trends. The pricing matrix is a percentage discount subtracted from the Contractor's Suggested Retail Price. Contractor can submit actual pricing schedules for their equipment with the percentage discount already figured, as long as the Contractor list price is stated first, then the discount, then the final discount price.

The quoted discount percentage will be in affect the entire contract period. Additional or deeper discounts will be accepted, but original discount rates cannot be lowered.

O. Product Volume Discounts

Product Volume Discounts have been included with Attachment I, Cost Proposal:

- Product Volume Discount

Many Participating Entities prefer to place single, larger orders rather than many smaller orders throughout the year. As a value-added option, the Offeror may provide volume discounts for larger single orders of products and supplies.

Due to the large variance of products available, and as the subject matter expert, the vendor may choose the items to offer.

This product listing will allow the vendor to represent the type, style, quality, and breadth of products available if awarded.

This list will remain firm for the initial base year, with the option to refresh or revise the listing of contract special items on an annual basis at contract renewal periods.

Submission of items will be included in the total value-added scoring evaluation.

5. LEAD STATE RESPONSIBILITIES AND TASKS

Participating State Terms and Conditions. (ADMIN) As a courtesy to Offerors, some Participating States' specific Terms and Conditions are provided as Attachments (see Attachment E) to this solicitation. These are for informational purposes only and will be negotiated with other Participating States after award of the Master Agreement. Each State reserves the right to negotiate additional terms and conditions in its Participating Addendums. Offerors shall submit a statement that they understand they may be required to negotiate these additional terms and conditions when executing a Participating Addendum