

PORTFOLIO TITLE: SECURITY AND FIRE PROTECTION SERVICES (2023-2028)
LEAD STATE: NEVADA

OVERVIEW:

Master Agreements have been established with a qualified awarded Supplier to provide Security and Fire Protection Services to eligible entities.

INITIAL TERM: 5 Years

RENEWALS: 2 Renewals of 2 Years each

TOTAL TERM POSSIBLE: 9 Years

PRODUCT AND SERVICE CATEGORIES:

- | | |
|---|--|
| Category 1: Backflow Prevention System | Category 9: New Portable Fire Extinguishers |
| Category 2: Sandpiper Inspections – Fire Hose | Category 10: Kitchen Fire Suppression Commercial Hood System |
| Category 3: Automatic Fire Pumps | Category 11: Commercial Hood System Cleaning |
| Category 4: Fire Sprinkler Systems | Category 12: Access Control Systems |
| Category 5: Fire Detection – Fire Alarm Systems | Category 13: Burglar Alarm Systems |
| Category 6: Emergency Lighting | Category 14: Surveillance Services and Equipment |
| Category 7: Special Hazard Fire Suppression Systems | Category 15: High Security Controls Systems |
| Category 8: Portable Fire Extinguisher Inspection – Service and Testing | Category 16: Inspections & Monitoring |

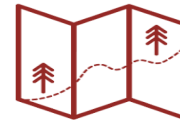
SUPPLIERS AWARDED:

1. A3 Communications, Inc.
2. ADT Commercial LLC
3. Advance Security Integration LLC (Security 101)
4. Convergent Technologies
5. Electronic Contracting Company
6. Environmental Systems Corporation
7. Harris Mountain West LLC
8. Integrated Security Technologies, Inc.
9. IntraWorks
10. Johnson Controls Fire Protection LP
11. Justice Systems Corporation
12. Mobile Communications America, Inc.
13. Stone Security
14. Systems Engineering, Inc.

KEY BENEFITS:

1. Nationwide Coverage
2. Multiple Supplier Award
3. Eight Incumbents Awarded, Minimizing Transition To New Suppliers
4. Pricing Guaranteed For The First Two Years Of The Master Agreement
5. Fixed-Fee Project Pricing Available
6. Added Seven Categories Of Products And Services

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PRICING:

The new solicitation has produced discount rates of 12 to 41%.

PROCUREMENT BACKGROUND:

The State of Nevada released the RFP for Security and Fire Protection Services on December 21, 2022. The Sourcing Team conducted individual evaluations from February 28, 2023, through March 20, 2023. The Team held in-person meetings on March 21, 22, and 23, 2023, in Reno, Nevada to discuss and finalize the evaluation scores. An additional virtual meeting was held on April 12, 2023 to finalize award recommendations.

STATES ON SOURCING TEAM:

1. Nevada (lead state)
2. Florida
3. New Mexico
4. Oklahoma
5. Texas

SOLICITATION INFORMATION:

Type: Request for Proposal (RFP)

Solicitation Number: 99SWC-S1820

Date Released: 12/21/2022.

Date Closed: 02/23/2023

PUBLIC POSTING OF SOLICITATION:

Solicitation was Publicly Advertised from 12/21/2022 to 02/23/2023.

- Website Posted On: Nevada EPro
- Posting Link:
<https://nevadaepro.com/bso/external/bidDetail.sdo?docId=99SWC-S1820&external=true&parentUrl=close>
- Number of Days Solicitation was Publicly Posted: 64
- Number of Amendments Posted: 1

PUBLIC OPENING

Sealed responses were publicly opened on February 23, 2023, at 2:00 pm ET, in Carson City, Nevada.



VENDOR RESPONSES:

- Number of Vendor Responses Received: 35
- Number of Non-Responsive Vendor Responses: 11
- Number of Vendor Responses Evaluated: 24

EVALUATIONS:

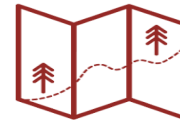
The due date to submit Responses was February 23, 2023. The evaluators reviewed and evaluated Proposals from February 23, 2023 through March 21, 2023 in their respective home states. The members of the Sourcing Team met in Reno on March 21, 22, and, 23, 2023, to discuss and finalize scores and award recommendations.

EVALUATION CRITERIA:

Each evaluation committee member scored each technical evaluation factor on a 0-10 scale. After finalizing technical scores, individual scores were averaged together to create a single 0-10 score for each technical evaluation factor. Each 0-10 evaluation factor was multiplied by the relative weight below to create a weighted score. Then the weighted scores for each evaluation factor were added together to determine the score of a proposal.

The factors below were assigned the following relative weights.

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- A. Demonstrated Competence - 20
- B. Experience in Performance of Comparable Engagements - 20
- C. Conformance with the Terms of This RFP - 10
- D. Reporting - 20

Cost Evaluation

Offerors were able to offer nationwide coverage or on a state-by-state basis. The costs proposed by each nationwide Offeror were evaluated by category against other nationwide Offerors only. The costs proposed by each state-by-state Offeror for each state were evaluated against both nationwide Offerors and all other state-by-state Offerors providing coverage in that state. This provided a cost score for each proposed category.

SCORING AND AWARD:

It was anticipated that this RFP would result in multiple Master Agreement awards. Awards were determined by category:

Each category cost score was added to the technical score to determine a proposal category score by category by state or nationwide Offeror. The Lead State and Multistate Sourcing Team then determined which proposals were most advantageous to the Lead State and potential Participating Entities and Purchasing Entities. The Team considered the natural break in the combined technical and cost scores as well as the need for multiple suppliers in specific categories with limited Offerors.

Based on the total scores and considering the optimal number of Contractors required to successfully supply Deliverables to Participating Entities and Purchasing Entities in each category, the Lead State and Multistate Sourcing Team determined eight nationwide and six state-by-state Offerors should be provided an award.

Based on the RFP award methodology, awards were extended to the Offerors below in the Coverage Area and Categories listed:

Vendor Name	Coverage Area	Categories Awarded
A3 Communications, Inc.	Nationwide	5, 12, 13, 14, 15, 16
ADT Commercial LLC	Nationwide	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16
Advance Security Integration, LLC (Security 101)	CT, MA, RI, VT, NH, ME	12, 13, 14, 15, 16
Convergent Technologies	Nationwide	5, 12, 13, 14, 16
Electronic Contracting Company	NE, KS, MO, AR	5, 12, 13, 14, 15, 16
Environmental Systems Corporation	CT	5, 12, 13, 14, 15
Harris Mountain West, LLC	UT, ID, WY, MT, WA, AZ, NV, MN, WI, MD, VA	12, 13, 14, 15
Integrated Security Technologies, Inc.	HI	12, 13, 14
IntraWorks	NV, HI, NM, MT, SD, UT	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 12, 13, 14, 15, 16
Johnson Controls Fire Protection LP	Nationwide	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 12, 13, 14, 15, 16
Justice Systems Corporation	Nationwide	12, 13, 14, 15
Mobile Communications America, Inc.	Nationwide	12, 13, 14, 15
Stone Security	Nationwide	12, 13, 14
Systems Engineering, Inc.	Nationwide	12, 13, 14

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