

## EXECUTIVE SUMMARY



04/08/2016

To: NASPO ValuePoint Management Board

From: Tim Hay for the Fire Apparatus Sourcing Team

RE: Evaluation/Award Summary and Recommendation for NASPO ValuePoint RFP 3120000620, Fire Trucks and Fire Apparatus

This executive summary was prepared by NASPO ValuePoint staff for use by the Management Board. The official award documents are maintained by the Lead State in accordance with its procurement laws.

**Background:** The NASPO ValuePoint Management Board approved conducting a re-solicitation for Fire Trucks and Fire Apparatus. The resulting commodities would allow states to have a master agreement for Fire Trucks and Fire Apparatus. The Fire Trucks and Fire Apparatus Sourcing Team has concluded the RFP evaluation process and has made recommendations regarding the resulting proposed contract award. Accordingly, the team is seeking approval of the award by the NASPO ValuePoint Management Board. In this re-solicited contract portfolio for NASPO ValuePoint, the sourcing team recommends a potential term up to five years.

**Sourcing Team:** The RFP was led by Mississippi and was developed with sourcing team involvement with members from three states: Idaho, New Jersey and New Mexico. NASPO ValuePoint staff provided project oversight.

**RFP Information:** The RFP was issued on February 10, 2016. The RFP was amended one time. The RFP closed March 30, 2016.

**Proposal Information:** There are approximately 43 fire apparatus manufacturers in the United States and seven proposals were received. The Sourcing Team met on April 4-7 in Jackson, MS to complete evaluation and scoring of each offeror's proposal. Evaluation was based on company background, references, response to technical requirements and cost.

**Evaluations:** The RFP allowed for multiple vendor awards based on the seven highest scoring proposers in each of the six truck categories: Pumpers, Aerials, Brush, Special, Tenders and Aircraft/Airport. The seven were split to award to four national and three regional companies in each category. There were not proposals received from seven proposers for all six truck categories.

**Current and new supplier makeup:** This is a new NASPO ValuePoint contract for this commodity. Consistent with the RFP evaluation criteria, the sourcing team recommends award to the following vendors: Deep South, Ferrara, E-One, KME, HME, Pierce and Rosenbauer for a total of seven contractors. Since each truck manufacturer specializes in certain categories of trucks, the sourcing team recommends awarding to all the responsible offerors to ensure there is coverage for each of the six truck categories solicited for.

**Key benefits of new agreements:** Below are some highlights of the benefits from the prospective contract awards:

1. Various types of fire apparatus available for cooperative purchasing participants.

2. Multiple manufacturers to choose from for each category of apparatus for each cooperative purchasing participants needs.
3. Competitive pricing based on a discount for each category that will allow apparatus to be built to the cooperative purchasing participants needs.

**Conclusion:** The State of Mississippi management has reviewed and approved these award recommendations. I endorse the excellent work and analysis of the sourcing team and recommend your approval of the proposed awards and ask that we permit Mississippi to move ahead with the recommended NASPO ValuePoint awards.



Fire Apparatus Score  
Sheet