



# PORTFOLIO MAP

**PORTFOLIO TITLE:** FIRE TRUCKS & FIRE APPARATUS

**LEAD STATE:** Mississippi

## OVERVIEW:

The Master Agreements in this portfolio provide a variety of fire trucks and fire apparatus at a discount from manufacturer's suggested retail price.

**INITIAL TERM:** 01/01/2022 - 12/31/2024

**RENEWALS:** Two 1-year Renewals

**TOTAL POSSIBLE TERMS:** Five (5) years

*\*Due to differences in the date of execution and other factors, individual master agreement terms may vary. Buyers should review the applicable master agreement and associated addenda to verify the term.*

## PRODUCT CATEGORIES:

- Aircraft Rescue & Fire Fighting (ARFF)
- Aerial
- Pumper
- Rescue
- Tanker
- Wildland Fire

## PRICING:

The new solicitation has produced discount rates of **5% to 17%** off MSRP.

## SUPPLIERS AVAILABLE

- HME, Ahrens-Fox Inc.
- Ferrara Fire Apparatus, Inc.
- Sutphen Corporation
- Deep South Fire Trucks
- Pierce Manufacturing Inc.
- Rosenbauer South Dakota, LLC.
- E-One Inc.
- Skeeter Brush Trucks, LLC
- Spartan Fire, LLC
- Danko Emergency Equipment

## KEY BENEFITS:

- Various types of fire apparatus available for purchasing entities.
- Multiple manufacturers to choose from for each category of apparatus.
- Competitive pricing based on a discount for each category that will allow apparatus to be built to meet the needs of the purchasing entity.
- Deeper discounts from previous agreements from some suppliers

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### PROCUREMENT BACKGROUND:

The State of Mississippi released the RFP for Fire Trucks and Fire Apparatus on June 21, 2021. The Sourcing Team conducted evaluations remotely and finalized the evaluations on October 27, 2021.

### STATES ON SOURCING TEAM:

- Mississippi – Lead State
- Pennsylvania
- Oklahoma
- New Mexico

### SOLICITATION INFORMATION:

#### TYPE: REQUEST FOR PROPOSAL (RFP)

- Solicitation Number: 3120002260
- Released: 06/21/2021
- Closed: 08/02/2021
- Number of Days Publicly Posted: 43
- Number of Amendments Posted: none

### PUBLIC OPENING:

The solicitation closed on August 2, 2021. Proposals remained confidential until evaluations and awards were complete.

### VENDOR RESPONSES:

- Vendor Responses Received: 10
- Non-Responsive Vendor Responses: 0
- Vendor Responses Evaluated: 10

### EVALUATIONS:

The due date to submit Responses was August 2, 2021. The Responses were provided to the evaluators shortly thereafter and they began their reviews in their respective home states. The members of the Sourcing Team submitted their evaluations to the lead state and confirmed award recommendations on October 27, 2021.

### EVALUATION CRITERIA:

#### Responses were evaluated based on the following Evaluation Criteria:

1. References
2. Offeror Profile
3. Scope of Work
4. Customer Service
5. Cost

### SCORING:

Responses were scored according to the RFP's Evaluation Criteria. A tabulation of the scoring is available on the portfolio's NASPO ValuePoint website. Anyone interested in receiving additional information regarding the evaluation and scoring of this RFP should contact the Lead State as identified on the portfolio's NASPO ValuePoint website.

### AWARD:

The RFP authorized the State of Mississippi to award up to six (6) National and four (4) Regional Master Agreements in each category with multiple contractors, at the State's discretion. The highest ranked proposals would be eligible for award if they met the mandatory requirements. Since the number of offerors meeting mandatory requirements did not exceed the number that were eligible for award, the State of Mississippi recommended awards to all.