

COUNTY OF ROCKLAND  
Department of General Services  
Purchasing Division



## CONTRACT AWARD

Title: **Public Safety and Emergency Preparedness Equipment and Related Products and Services**

Contract Period: October 1, 2024 – September 30, 2029

Original Date of Issue: October 1, 2024

Date of Revision:

Solicitation No: **GOVMVMT Cooperative Solicitation - RFP#24101-RFP-DST**

Lead Agency: **Hillsborough County Public Schools**

EPC Contract No: **0000314**

Authorized Users: All Political Subdivisions (Piggyback under GML 103.16)

Address Inquiries To:

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Title: Director of Purchasing  
Phone: 845-364-3820  
E-mail: brennanp@co.rockland.ny.us

**Description**  
**Public Safety and Emergency Preparedness Equipment and Related Products and Services**

Contract #	Vendor Number	Contractor & Address	Telephone No.
EPC Contract No:  Hillsborough County Public Schools RFP#24101-RFP-DST		Safeware Inc. 4403 Forbes Boulevard Lanham, Maryland 20706 Brad Prol, Territory Manager	301-683-1234 973-477-1165 bprol@safewareinc.com

**RFP#24101-RFP-DST**

**Public Safety and Emergency Preparedness  
Equipment, and Related Products and  
Services**

## **Attachment B Safeware, Inc. Pricing**

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<b>ATTACHMENT B</b>		
<b>HILLSBOROUGH COUNTY SCHOOLS, FL</b>		
<b>24101-RFP-DST Public Safety and Emergency Preparedness Equipment and Related Products and Services</b>		
<b>Pricing Sheet - REQUIRED FORM</b>		
<b>Vendor Name: Safeware, Inc.</b>		
<b>Proposers must complete all information below per the instructions included in this RFP. Proposer is responsible for verifying all information</b>		
<b>Item #</b>	<b>Product Category</b>	<b>Fixed Discount % from Safeware Catalog Price</b>
1	Personal Protective Equipment	41% Discount for Products 10% Discount on Services and Training
2	Explosive Device Mitigation and Remediation Equipment	41% Discount for Products 10% Discount on Services and Training
3	Air Purification	41% Discount for Products 10% Discount on Services and Training
4	Information Technology	41% Discount for Products 10% Discount on Services and Training
5	Cyber Security Enhancement Equipment and Services	41% Discount for Products 10% Discount on Services and Training
6	Interoperable Communications Equipment	41% Discount for Products 10% Discount on Services and Training
7	Metal Detection Equipment	41% Discount for Products 10% Discount on Services and Training
8	Detection Equipment	41% Discount for Products 10% Discount on Services and Training
9	Decontamination Equipment	41% Discount for Products 10% Discount on Services and Training
10	Medical Supplies	41% Discount for Products 10% Discount on Services and Training
11	Power Equipment	41% Discount for Products 10% Discount on Services and Training
12	Classroom Cleanliness/Hygiene Products	41% Discount for Products 10% Discount on Services and Training
13	Physical Security	41% Discount for Products 10% Discount on Services and Training
14	Window Film	41% Discount for Products 10% Discount on Services and Training
15	Inspection and Screening Systems	41% Discount for Products 10% Discount on Services and Training
16	CBRNE Equipment, Training, Reference Material	41% Discount for Products 10% Discount on Services and Training
17	Intervention Equipment	41% Discount for Products 10% Discount on Services and Training
18	Perimeter Security	41% Discount for Products 10% Discount on Services and Training
19	Law Enforcement Equipment	41% Discount for Products 10% Discount on Services and Training
20	Vehicles and Vehicle Upfitting	41% Discount for Products 10% Discount on Services and Training
21	Related Products and Services	41% Discount for Products 10% Discount on Services and Training
22	All Other Non-Listed Emergency and Public Preparedness, Law Enforcement, and Fire Equipment	41% Discount for Products 10% Discount on Services and Training
<b>To Access Any Published Safeware Catalogs:</b>		
<p>Customers may request a login to access the password protected portion of Safeware's website to find Safeware catalogs. Customers may also request PDF copies of individual price files from from their sales or customer success representative via email.</p> <p>A direct link to our file-sharing website can also be shared upon request so customers can access the latest price files without logging into our website.</p>		

Public Safety and Emergency Preparedness Equipment, and Related Products and Services

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## #

120WaterAudit, LLC  
20/20 Genesystems  
343 Fire  
3M Fall Protection/ DBI-  
Capital Safety  
3M Occupational Health &  
Safety  
5.11 INC  
8:12 Illumination  
908 Devices Inc.

## A

A P Buck Inc  
AARON Environmental  
ABUS LOCK COMPANY  
Accuform Manufacturing  
ACE K9  
Acme United Corporation  
(First Aid Only)  
Acme Whistles  
Action Target  
(Law Enforcement Targets)  
Activu Corporation  
Advanced Entertainment  
Technology  
Advanced Security  
Technologies LLC  
Advantage Environmental  
Lighting  
ADVNT Biotechnologies  
AEMC Instruments  
Aero Healthcare  
AERVOE INDUSTRIES  
Affordable Drill Towers  
Agile Mesh  
Agilent Technologies  
AGM Global Vision  
Ahlborn Equipment

AHS Rescue LLC  
Aimpoint  
Air Shelters (*prev. Zumro*)  
Air Systems International  
AirBoss Defense Group  
Aircraft Dynamics Corp.  
Airdata UAV, Inc  
Airpower Inc.  
Airstar Safety  
Airworx Unmanned  
Solutions  
Aker Leather  
Akron Brass  
Alco Target Company  
Alexeter Technologies  
All Hands Fire Equipment  
Allegro Industries  
Allen-Vanguard LLC  
Alpha Tech Pet, Inc.  
ALS  
Alternate Force  
Altor Safety  
Ambry Equipment  
American Defense  
Structures LLC  
American Legion Flags  
Alliance Fire and Rescue  
American Signal  
Corporation  
American Technologies  
Network  
Ameripack  
AmeriQual Group LLC  
Ampco Safety Tools  
Analytical Technology  
Anchor Industries Inc.  
Anderson Rescue Solutions  
Angel Armor, LLC  
Ansell Edmont  
Apple, Inc

Archangel Device  
ArcTeryx Equipment Inc.  
Arctic Compressor  
Argon Electronics  
ARI  
Arizona Instrument LLC  
Armadillo Tactical Gear  
Armor Express  
Armor Guys  
Arrowhead Forensics  
ASP, Inc.  
Astral Buoyancy  
Astrophysics Inc.  
Asylon Robotics  
Atlenco TruSpec  
Atlantic Safety Products  
Atlantic Signal  
ATN  
Augmented Training  
Systems  
Austin Air Systems, LTD  
Autel  
Auto Body Innovations Inc.  
Autoclear  
Avenge, Inc.  
Avon Protection

## B

B and H Photo Video  
Badger Ordnance  
B-Air Blowers  
Banom Brand  
Baroness  
Bates  
Batteries, Inc.  
Bayco Products Inc.  
BC3 Technologies  
Benchmade Knives  
Berkeley Nucleonics Corp.

**GovMVM T Supplier List**

Safeware, Inc.  
RFP #24101-RFP-DST

*Public Safety and Emergency Preparedness Equipment and Related  
Products and Services*

2024

Bertin Envirionics  
Better Way Inc  
Big Ass Fans  
Bianchi  
Bio Shield Technologies  
BioFire Defense, LLC  
Biomeme  
Black Diamond Equipment  
Black Diamond Group  
Blackhawk Industries  
    Product Group  
Blackline  
Blaze Defense  
Blauer MFG Co, Inc  
Blue 360 Media  
Blueguns  
BlueLink  
Bluewater Ropes  
Bolle  
Bone Clones, Inc.  
Bone Safety Signs  
Boston Leather  
Bounce Imaging  
Boyt Tactical  
Bramic Creative Business  
    Products  
Brady Worldwide, Inc.  
Break Free  
Breathing Air Systems  
Bridgehill  
Brief Relief  
Brinc Drones  
Brita  
Brite Strike  
Broco  
Brownells  
Bruker  
BTNX  
Buckeye Fire Equipment  
    Company  
Buckingham  
    Manufacturing Co  
Bullard

Bulwark  
Bushnell  
Bust A Cap, Inc.  
Butler Creek  
BW Technologies

**C**

C&S Supply  
Call 2 Recycle  
Camelbak Products, LLC  
Camero-Tech  
Canberra Industries  
Canon  
Cardiac Science  
Carter Bag Inc  
Cascade Designs, Inc.  
Cascade Rescue  
Castle K-9 Inc  
CavCom  
CDW  
CEIA USA  
Cellblock FCS, LLC  
Certified Safety Mfg  
ChemPacs  
Chewy.com  
Chicago Protective Apparel  
Chinook Medical Gear  
Cintel LLC  
CMC Rescue Inc.  
CMMG  
Coastal Environmental  
    Systems  
Coaxsher  
Code Red Headsets  
Cold Cut Systems  
Cold Fire Tactical  
Cold Steel  
Combat Support Products  
Combat Medical Systems  
Combined Systems  
Command Arms

Communications Vehicle  
    Service  
Complete Canine Training  
Complete Environmental  
    Products  
Condor Outdoor Products  
Conterra  
Cordova Safety Products  
CORE Survival, Inc.  
Coretex Products, Inc.  
Cortina Safety Products  
Covenant Security  
    Equipment  
Coverttrack Group, Inc.  
CrewBoss  
Crime Point, Inc.  
Crimson Trace  
Crowcon Detection  
    Instruments  
Critical RF, Inc.  
Crye Precision  
CTL Scientific Supply Corp  
CTS Thompson Handcuffs  
    & Restraints  
Cyalume Technology Inc.  
Custom Armor Group  
Custom Canine Unlimited

**D**

D4H Technologies  
Damascus Worldwide Inc.  
Daniel Defense LLC  
Daniels Equipment  
Danner  
Dataminr, Inc  
Dayton Armor  
Decon7 Systems LLC  
Defco  
Defense Technology  
Defibtech  
Delta McKenzie Targets  
Deployed Logix (DLX)

DeSantis  
 DetectaChem LLC  
 Detection Services, Inc.  
 Dexsil Corp  
 DFND Technologies, LLC  
 DH Wireless Solutions  
 DHS Systems LLC  
 Diamond Wipes  
     International  
 Diamondback Fire &  
     Rescue, Inc.  
 Dicke Safety Products  
 Disc-O-Bed  
 Dive Rescue International  
 Diving Unlimited  
     International (*DUI*)  
 DJI Industrial Inc.  
 DMS Protective Equipment  
 Dogsport Gear  
 Done Hume  
 Draeger Safety, Inc.  
 Dragon Rescue  
 Drone Nerds  
 Dronesense  
 Dunlop Protective  
     Footwear  
 Duo-Safety Ladder Corp.  
 DuPont Personal  
     Protection  
 Dupont RelyOn Products

**E**

E& I Sales Co.  
 Earhugger Safety  
 Eastcom Associates, Inc.  
 Eberlestock  
 E-Collar Technologies, Inc.  
 Edge Eyewear (*Wolf Peak*)  
 Edwards & Cromwell Mfg.  
 EGW  
 Elbeco  
 Elga

Elite K-9  
 Elkhart Brass  
     Manufacturing Company  
 Ellwood Safety Appliance  
 Emesent  
 Emergent Devices  
 EMI  
 Encon Safety  
 Energy Product  
 EOTech Inc.  
 ERB/Delta-Plus (*prev. Elvex*)  
 Ergodyne Corporation  
 ESS, Inc.  
 ESSCOE, LLC  
 Euramco Safety Inc.  
 Evac Systems Fire &  
     Rescue Equip  
 Everbridge, Inc.  
 Evident, Inc  
 Exertis NA  
 Exxel/Kelty  
 E-Z Up

**F**

FallTech  
 Faro Technologies, Inc.  
 Fast Rescue Solutions  
 FD Company Identifiers  
 Feld Fire  
 Fenix Tactical  
 Field Controls LLC  
 Field Forensics  
 Fire Hooks Unlimited  
 Fire Suppression Solutions  
 FireCraft  
 Fire-Dex (*TECGEN*)  
 Firehouse Innovations  
 Firehouse Systems, Inc.  
 Firehouse Technology  
 Firewipes  
 First Line Technology, LLC  
 First Tactical

FirstSpear, LLC  
 Firstwatch  
 Fisher Healthcare  
 FIST - Training Suits  
 FIX IT STICKS  
 Flame Fighter  
 Flash Fire Industries  
 Flashpoint Fire Equipment  
 FLEX FIT  
 Fly Motion  
 Florian Industries, Inc. dba  
     JNJ Roof Prop  
 Fluke  
 FlyAbility  
 Flying Cross  
 FN America  
 Fobus  
 Fol-Da-Tank  
 Force 1 Decon  
 Force 6 Worldwide, Inc.  
 Fortem Technologies  
 Foster & Freeman USA Inc.  
 Forensics Source  
 Fox Labs  
 Fox40 USA Inc.  
 FoxFury  
 Franklin  
 Fraser Optics  
 Fred Marvin Associates  
 Frogg Toggs (*Guntersville  
     Breathables*)  
 Fruit of the Loom  
 FSI NORTH AMERICA  
 Fytertech Nonwovens (*NPS  
     Corporation*)

**G**

Galco Gunleather  
 Galvion Ballistics  
 Gardaworld Federal  
     Services  
 Garmin



Garrett Electronics, Inc.  
Gas Clip Technologies  
Gasco  
Gatorz Eyewear  
Gear Wash (*prev. Minerva  
Bunker Gear Cleaners*)  
Gemtor Inc.  
Genasys Inc. (*LRAD  
Corporation*)  
Generac Power Systems  
Genesis Rescue Systems  
Gentex  
Gerber Blades  
Gerson (*Louis M Gerson Co*)  
Getz Manufacturing  
GFG Instrumentation  
GH Armor Systems  
Gibson & Barnes  
Gladiator Protective  
Glo Germ  
Global Assets Integrated  
Global Glove & Safety Mfg  
Global Industrial  
Glove Guard  
Gloves For Professionals  
(*GFP*)  
Goal Zero LLC  
Gorrie-Regan, Inc.  
Golden Engineering  
Gould & Goodrich  
GOVRED Technology, Inc  
GPC, Inc  
(*Go Professional Cases*)  
Grace Industries  
Graphene Composites  
Gresco Utility Supply, Inc.  
Groves Inc/Ready Rack  
Guardian Fall Protection  
Gulf Highway Equipment  
GVS North America

**H**

H&H Medical Corporation

HAIX North America Inc.  
Hallmark K9  
Haltz Gloves  
Hardwire  
Harken  
Harris Industries  
Hatch  
Hawk Analytics  
Haws Corporation  
HAZ/MAT DQE INC  
HAZARD3 LLC  
HazSim, LLC  
HAZTECH SYSTEMS INC  
HDT Expeditionary  
Systems, Inc  
HeartStarts, LLC  
Helly Hansen, Inc.  
HemoStat Laboratories  
Heros Pride  
Hesco Armor, Inc.  
Hex Armor  
Higgins Corporation  
High Sierra Electronics  
High Speed Gear  
Highcom Armor Solutions  
Hill's Pet Nutrition  
Hilti  
Holmatro, Inc.  
Holosun  
Honeywell Analytics Dist.  
Honeywell Safety  
Hook-Fast Specialties  
Hoppe's  
Hoque Grips  
Horace G Ilderton  
Horace Small  
Hoss Boots  
Hurd's Custom Machinery  
Husqvarna Construction  
Products  
Husqvarna Lawn & Garden  
Huxwrx Safety Co.  
HWI Gear, Inc.

Hyde Tools  
Hygiena

**I**

I.Miller Precision Optical  
ICOM  
Icor Technologies  
Ideal Blasting Supply  
Ideal Products  
Impacto Protective Prod  
Implus, LLC  
In Our Gear  
Indian Springs  
Industrial Scientific  
Inert Products, LLC  
Inficon  
Inka  
Inmar Marine Group  
Innovent  
Innovotronics  
Inova  
Integrity Medical Solutions  
Intelegard  
Intermountain Specialty  
Gases  
International Satellite  
Services  
INTOXIMETERS INC  
Intrepid Networks  
Invisio Communications  
Iridium Satellite  
Communications  
Ironwear  
Isolation Systems Inc

**J**

J&N Tactical LLC  
Jameson, LLC  
Jan Gunworks  
Jackson Safety  
JBC Corp.

Jersey Tactical Corp.  
JME Ellsworth  
John Tillman  
Jones & Bartlett Learning  
Jotto Desk  
Junkin Safety Appliance  
Justrite Manufacturing Co.

**K**

K-9 Defense  
K9Power  
KA-BAR  
Kappler  
Kask America  
Kershaw Knives  
Key Fire Hose  
Keystone Adjustable Cap  
Kidde Fire Fighting  
Kidde Fire Trainers Inc  
Kiesler's Police Supply  
Kimberly Clark Safety  
Kimtek Corporation  
Kinco International Inc.  
King Training Innovations  
Kirila Fire Training  
Facilities  
Knight's Armament Co.  
Koehler-Bright Star, Inc.  
Koolmore Supply  
Krackeler Scientific  
Kratos Public Safety  
Kromek eV Products  
Kunz Glove  
Kustom Signals Inc  
KwikSafety

**L**

L.O.C.T. Associates  
L2 Defense  
L3 Harris  
Lacrosse Footwear

Lafferty Equipment  
Manufacturing, Inc.  
Lakeland Industries  
Lansky Sharpener  
Laurus System  
Lavi Industries  
Lawrence Factor  
LDV, Inc.  
Leatherman  
Leavitt Communications  
Leeds Precision  
Instruments  
Leader North America, Inc  
Leica  
Lenco Industries  
Leupold  
Liberty Safety  
Life Fitness  
Life Jacket  
LINEV Systems (prev. ADANI)  
Lion Apparel  
LIQUID I.V.  
Little Giant Ladder  
Logos Imaging LLC  
Long Range Accuracy (LRA)  
Ludlum  
Lund Industries, Inc.  
Lyman Brands  
Lynn Peavey Company

**M**

M+A Matting LLC  
Mace  
Magda International  
Mag-Lite  
Majestic Fire Apparel  
Majestic Glove  
Mantis  
Mantis Tech LLC  
Mapa Professional  
Masimo  
Massif

Master Lock Co.  
MasterTent USA Inc.  
Max Pro  
McMaster-Carr Supply  
MCR Safety  
MDI WorldWide  
MDG  
Mec-Gar  
Mechanix  
Medcognition, Inc.  
MedEng  
Medify Air  
Medline Industries, Inc  
MEDTECH FORENSICS, INC.  
Meggitt Training Systems  
Mehler Law Enforcement  
Meltblown Technologies  
Meret  
Meridian Medical  
Metrohm USA, Inc.  
Merrell  
MesaLabs  
Metrasens Inc  
Mexpedition  
Micro Essential Laboratory  
Micro-Distributing  
Micronel Safety  
Mid Atlantic Rescue  
Systems, Inc.  
Millet  
Milwaukee  
Mine Safety Appliances  
Mirion Technologies  
Mistral Security  
Misty Mountain  
Threadworks, Inc.  
Mithix Pro  
Mitico  
Mitigation Technologies  
ML Kishigo Co  
Mobile Specialty Vehicles  
Mobotix  
MOD Armory



Moldex-Metric, Inc.  
Monadnock  
Morovision Night Vision  
Morphix Technologies  
Morpho Detection Inc  
Mountain Horse Solutions  
MPH  
Mpower Electronics  
MSDSonline  
Mustang Survival Inc.  
Mutual Industries  
Myers Mini Barns  
Mystery Ranch Backpacks

**N**

Nanuk  
National Band & Tag  
Company  
National Foam / Kidde Fire  
Fighting  
National Marker Company  
National Towelette  
Natural Animal Nutrition  
Nautics Technical  
Surveillance Corp  
New Pig  
NEXTTEQ  
Night Flight Concepts  
Night Optics USA, Inc.  
Night Vision Devices  
NightOps Tactical Inc.  
Nitecore Store  
NIITEK, Chemring  
Nite-Ize  
NOIR Laser Company  
Nomad Global  
Communications Solutions  
Norma Precision  
North American Rescue  
North American Signal Co.  
Northwest Hazmat  
NOV-8 Safety

NowForce  
NRS  
NSA (*National Safety  
Apparel*)  
Nupla  
**O**  
O2 Tactical  
Oberon Company  
Occunomix International  
Ocean Technology  
Systems (*OTS*)  
Oceanid Water Rescue  
Craft  
OEL Worldwide Industries

OHD LLC  
Oil-Dri Corporation  
OK Fine Productions  
OneRain Inc.  
Onguard Industries, LLC  
Original SWAT  
Orion Management, LLC  
Orion Safety Products  
(*Standard Fusees*)  
Osborne Pet Supply  
Osen-Hunter Group LLC  
Otis  
OTTE Gear  
Otter Box  
Own the Night

**P**

P&I Supply  
PACT INC. (*Practical Applied  
Computer Technology*)  
Paladin Defense Services  
Paraclete  
Paratech Incorporated  
Paris Corporation (*Weego*)  
Parrot  
Patriot3 Inc.  
Paulson MFG Corporation  
Peerless

Pelican Products, Inc.  
Pendar Technologies  
Pepperball  
PerSys Medical  
Petzl  
PF Distribution Center, Inc.  
PGI, INC  
Philips  
PHILLIPS PET FOOD  
Phokus  
Photonis  
Physio-Control  
PI VARIABLES, INC. (*PI-LIT*)  
PIP (*Protective Industrial  
Products*)  
Plum Laboratories  
PMI (*Pigeon Mountain  
Industries Inc.*)  
Polariod  
Polaris  
Polimaster, Inc.  
Polymath Interscience  
Porta Gas  
Posse-Box  
Potters Industries  
Premier Crown  
Primary Weapons Systems  
Princeton Tec  
Pro Hands  
Pro Warrington  
Procom Incorporated  
Proengin Inc.  
Pro-gard Products  
Progressive Emergency  
Products LLC  
Pro-Line Safety Products  
Pro-Lok  
ProPac Inc  
Propper International  
Pro-Safe Fire Training  
System  
Props America Inc  
Prospan Manufacturing

Protech Armor Systems  
Protech Tactical  
Protech VIP LTD  
PTC Instruments  
PV Stop  
Pyramex Safety

## Q

QinetiQ  
Quicksilver Analytics  
QuiqLite

## R

R & B Fabrications, Inc.  
R&R Lotion  
RADeCO, Inc.  
Radians, Inc.  
RAE Systems  
Rainbow Technology  
Rainwear  
RAISE3D Technologies  
Rapiscan Systems  
Rave Mobile Safety  
Raven Concealment  
Systems  
Ray Allen Mfg.  
Ray-Ban  
Recon Power Bikes  
Red Head Brass LLC  
Red Kap  
Red Line Oil  
Red Stitch Tactical  
Redline Communications  
RedMan Training Gear  
RedTail LiDAR Systems  
Redwave Technology  
REFLECTIVE APPAREL  
REFRIGIWEAR INC.  
REI  
Remington  
Remotec, Inc.  
Rescom Sales Inc

Rescue 42  
Rescue Essentials  
Rescue in Color  
Rescue Intellitech  
Rescue Northwest  
Rescue ONE Boats  
Rescue Source  
Rescue Technology  
Resilience Tactical  
Response Biomedical Corp  
Reusable Transport  
Packaging  
Revision Military Ltd  
Rex Specs  
Rice Hydro Equipment Mfg  
Rigaku Analytical Devices  
Ringers Gloves  
RIT Rescue & Escape  
Systems  
Rite in the Rain  
RKI Instruments, Inc.  
Roadside Safety Supply Inc  
Roberts Oxygen Company  
Rock Exotica  
Rock-N-Rescue by J.E.  
Weinel  
Rogue Fitness  
Rologard  
Rothco  
Royal Arms International  
RPB Safety  
RSR Group  
Ruggon

## S

S & J Entrance & Window  
Specialist Inc  
S Freedman & Sons  
S&S Precision  
Sabre (Security Equipment  
Corporation)  
Safariland  
Safeguard Medical

Safehouse Signs Inc.  
Safetec of America, Inc.  
Safety Lamp of Houston  
Safety Vision  
Safran/Optics1 (PRG USA)  
Sage Control Ordnance  
Saint Gobain  
Salisbury Electrical Safety  
Salomon  
SAM Medical  
Samuel Broome Uniform  
Accessories  
SAN HITEC  
Sandoval Custom  
Creations, Inc.  
SAS Safety Corp.  
Satcom Direct  
Saunders  
Savox Communications  
Sawyer Products, Inc.  
SC Johnson Professional  
SceneDoc Inc.  
Schaefer Ventilation  
School Safety Solution, LLC  
Schrade Knives & Tools  
Scott Aerator Co  
Scott Safety  
Second Chance  
SecureTech Systems, Inc.  
Seek Thermal, Inc.  
Seeker Metal Detectors  
SEER Technology  
Selex ES, Inc.  
Sellmark  
Sempermed USA  
Sensidyne  
Sensit Technologies  
SENVA  
Serengeti Eyewear  
SERICORE TECHNOLOGIES  
Serstech AB  
SET Breaching  
Setcom Corporations

SHARPLOGIXX, LLC  
Shelby Gloves  
Shokz  
Showa Best Glove  
Signetix  
Sigtronics  
Silent Partner  
Technologies  
Silicon Forensics  
Silynx Communications  
Simmons  
Simulaids, Inc  
Sirchie  
SKB Cases  
Skydio  
SKYFISH  
Skylotec  
SkySafe  
SmartWater CSI  
SMC International Corp  
SMC Seattle  
Manufacturing  
Corporation  
Smith & Wesson  
Smith and Warren  
Smith Optics  
Smith's Detection Inc.  
Snugpak  
SOG Knives  
Sons of Liberty Gun Works  
Sorinex Exercise  
Equipment  
SolGreen Solutions Corp.  
Sound Room Solutions  
Speakman Safety  
Special Operations Bunker  
Spencer Manufacturing  
Spiewak & Sons, Inc.  
Spiritus Systems  
Spilldam Environmental  
Spyderco  
Sqwincher Corporation  
SRN Systems, Inc.

Stalker Radar  
(Applied Concepts, Inc)  
Stallion Leather  
Stanco Safety Products  
Starchase  
Starlink  
StatPacks  
Steck Manufacturing  
Company, Inc.  
Steel Grip  
Steiner Binoculars  
Sterling  
Stewart R. Browne Mfg  
Company  
Stop Stick, LTD.  
Stratus Support Systems  
STRAX Americas  
Streamlight  
Strong Leather Company  
Stryker EMS  
Summit Racing Equipment  
Super Seer Corporation  
Superior Glove Works  
Supervac  
SureFire  
SureWerx  
SV3 Solutions  
SW Safety Solutions  
SwabTek (VERITEQUE USA)  
Symetrica Inc.

## T

Tab Gear  
TacMed Solutions  
Tactical Command  
Industries  
Tactical Electronics  
TAPCO  
Tasco  
Task Force Tips Inc.  
Taylortec, Inc  
Team Equipment

Team Wendy  
Techline Technologies, Inc.  
Techniche International  
TechOps Specialty Vehicles  
Teel Technologies  
Teledyne FLIR Commercial  
Systems Inc.  
Teledyne FLIR Defense  
Teledyne FLIR Detection  
Teledyne FLIR Unmanned  
Ground Systems  
Teleflex (prev. Z-Medica)  
Tele-Lite Inc.  
Tempest Technology  
TemPure Scientific  
Teufelberger  
The Janz Corporation  
The Lockdown Company  
The Marvel Group  
The Safety Zone  
The Vestige Group LLC  
Thermo Fisher Eberline  
Thermo Scientific PAI, Inc.  
Thorogood by LION  
Ti Training  
Timberland Pro  
Tingley Rubber  
Corporation  
Tisch Scientific  
TMDE Calibration Labs.  
Tomahawk Live Trap  
Trailerlogic  
Transland  
TRELLEBORG  
Tool Logic  
Total Safety Solutions B.V.  
Toxic Suppression  
Trademark  
Traffix Devices  
Trijicon  
Trikke Tech  
Tritech Forensics  
Triton Sensors

Troy Sheet Metal Works  
Truckvault Inc.  
True North Gear LLC  
Truetech, Inc.  
TSI Incorporated  
TufLoc  
Tyco Fire Protection  
Products  
TYR Tactical

## U

UF Pro  
Uline  
Ultratech International  
Uncle Mike's  
Under Armor  
Underwater Kinetics  
Uniphos Envirotronic Inc  
United Shield International  
United Site Services of MD  
Unity Tactical  
US Night Vision  
Corporation  
US21, Inc.  
UTM Ultimate Training  
Munitions

## V

V.H. Blackinton & Co. Inc.  
Vaness K9  
Vanguard  
Velocity Systems  
Veridian Limited  
Vertx (*Fechheimer*)  
Viavi Solutions  
Vetted Security Solutions  
Victory Innovations Co.  
Vigilant Solutions  
Viken Detection  
Viking  
VIKTOS LLC  
Vinylworks

VirTra Systems, Inc.  
VizCon LLC  
Vohne Liche  
Vorbeck  
Vortex Optics  
VUGate

## W

W B Johnson and  
Associates  
Walter A Wood Supply  
Wanco  
Warwick Mills / Turtleskin  
WaterShed  
Watson Gloves  
Warwood Tool Co  
Weather Control Inc  
Wells Lamont Industry  
Group  
West Chester Holdings Inc.  
West Marine Products dba  
Port Supply  
Western Shelter Systems  
Wilcox Industries Corp.  
Wiley X Inc  
Willard Packaging Co.  
Williams Direct Dryers  
Wolfpack Gear Inc.  
Workrite  
Workwear Outfitters

## X

Xcel Wetsuits  
Xenex Disinfection  
Services Inc.  
XGO /Longworth  
Industries  
Xpower Manufacture, Inc.

## Y

Yaffy Protective

Yale Cordage  
Yates Gear Inc

## Z

Zak Tool  
Zanfel Laboratories, Inc.  
Zeiglers Distributor  
Zero Point  
Zero Water  
Ziamatic Corporation  
Zodi Outback Gear  
Zodiac of North America  
Zoll Medical

**HILLSBOROUGH COUNTY PUBLIC SCHOOLS  
PROCUREMENT SERVICES DEPARTMENT**

This Agreement is entered into by and between The School Board of Hillsborough County, Florida, a public body corporate acting for Hillsborough County Public Schools, whose principal address is 901 East Kennedy Boulevard, Tampa, Florida 33602 (hereinafter referred to as "HCPS") and Safeware, Inc., whose principal place of business is 4403 Forbes Boulevard, Lanham, Maryland 20706 (hereinafter referred to as the "Contractor"), collectively, the "Parties" and each individually a "Party".

**WHEREAS** Hillsborough County Public Schools ("HCPS") issued this competitive solicitation ("solicitation"), in accordance with Rule 6A-1.012, F.A.C., to accept proposals from all qualified firms or individuals interested in providing the services as described herein. The proposer must demonstrate by their qualifications, experience, availability, approach, and work plan that they will best serve the overall needs of HCPS; and

**WHEREAS** HCPS, on behalf of itself and all states, local governments, school districts and higher education institutions in the United States of America, and other government agencies and nonprofit organizations (herein "Participating Public Agencies") solicited proposals from qualified suppliers to enter into a Master Agreement for a complete offering of Public Safety and Emergency Preparedness Equipment, and Related Products and Services (herein "Products and Services"); and

**WHEREAS** the Contractor submitted a proposal to HCPS' solicitation, 24101-RFP-DST for Public Safety and Emergency Preparedness Equipment and Related Products and Services; and

**WHEREAS** after verification of the proposals, HCPS has accepted the Contractor's proposal as the highest ranked and best value to The School Board of Hillsborough County, Florida and enters into this Agreement in accordance with the terms and conditions of the solicitation:

**NOW, THEREFORE**, the parties hereto agree as follows:

**Initial Term.** The Initial Contract Term will be for five (5) years. The Initial Contract Term shall begin on October 2, 2024, or the last date upon which this Contract is signed by all Parties.

**Renewal Term(s).** Upon mutual written agreement, HCPS and the Contractor may renew this agreement, in whole or in part, for a Renewal Term not to exceed the Initial Contract Term of five (5) years, pursuant to the incorporated Scope of Work.

**Agreement.** As used in this document, the term "Agreement" (whether or not capitalized) shall, unless the context requires otherwise, be considered to be references to this Agreement, including all Exhibits attached, which set forth the entire understanding of the Parties and supersedes all prior agreements, whether written or oral, with respect to such subject matter. All Exhibits attached to this Agreement are incorporated in their entirety into, and form part of, this Agreement. The Agreement has the below Exhibits. In case of conflict, the terms of this Agreement shall control. If a conflict exists among any of the attached documents, the documents shall have priority in the order listed:

- Exhibit A: Request for Proposal 24101-RFP-DST: Public Safety and Emergency Preparedness Equipment and Related Products and Services, all attachments and posted addenda, and the Safeware, Inc. submitted Proposal.
- Exhibit B: Price Sheet(s)
- Exhibit C: Market Basket Pricing Analysis

**Rebate Programs.** Many Contractors' customers have rebate and incentive programs based on customer requirements. Rather than offering a single program for all public agencies, the Contractor will continue following individual customer incentives. Such rebates are not formulaic; the Contractor will work with each specific entity to offer rebates tailored to their purchase.

**Amendments.** No oral modifications to this Agreement are acceptable. All modifications to this Agreement must be in writing and signed by all Parties. Any future amendments of this Agreement which alter the definition of the Statement of Services shall define the Services or Solution in the same format as the Scope of Services.

[INTENTIONALLY BLANK. THE SIGNATURE PAGE FOLLOWS.]

IN WITNESS THEREOF, the Parties hereto have caused this Agreement, which includes any referenced attachments, to be executed by their undersigned officials as duly authorized. This Agreement is not valid until signed and dated by the Parties.

Safeware, Inc.

Hillsborough County Public Schools

As approved by The School Board of Hillsborough County,  
FL, on October 1, 2024, agenda #7.03.



Signature



Corey Murphy (Jan 13, 2025 15:56 EST)

Corey A. Murphy, General Manager  
Procurement Services

Mary Pelfrey

Print Name

Jan 13, 2025

Date

CHRO and Company Secretary

Title

01/13/2025

Date








# Safeware Inc. 24101-RFP-DST Public Safety and Emergency Preparedness Equipment and Related Products and Services Rev 011325 (002)

Final Audit Report

2025-01-13

Created:	2025-01-13
By:	Ivan Viamontes (ivan.viamontes@hcps.net)
Status:	Signed
Transaction ID:	CBJCHBCAABAAA5117dylI3PluwRhq8PocuZH2Q3fWHoj

## "Safeware Inc. 24101-RFP-DST Public Safety and Emergency Preparedness Equipment and Related Products and Services Rev 011325 (002)" History

-  Document created by Ivan Viamontes (ivan.viamontes@hcps.net)  
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-  Document e-signed by Corey Murphy (corey.murphy@hcps.net)  
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-  Agreement completed.  
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Adobe Acrobat Sign



## COOPERATIVE CONTRACTS JUSTIFICATION AND COMPLIANCE FORM

Cooperative Contracts can be beneficial because the competitive process has already taken place, and as a result, cooperative purchases eliminate the need for public bidding above the bid threshold.

This form may be utilized as a resource to document the justification as to why the particular cooperative purchase is most advantageous to the [Your Agency], cost, and other factors considered. This may include but is not limited to:

- a) Additional proposals/quotes or other methods used for price comparison.
- b) Documenting the market research that was completed.
- c) The ability to avoid the cost and time of a separate procurement process.
- d) Why competition cannot be obtained (if that is the case).
- e) Other factors such as rebates offered and unique needs to a particular situation.

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### Cooperative Purchasing Organization:

**Lead Agency Name** (if applicable)

**Contract Number:**

**Supplier Name:**

**Item or Service:**

**Price/Cost:**

*Provide a justification regarding why the particular cooperative purchase being considered is most advantageous to [Your Agency], cost and other factors considered. Attach additional documentation as necessary.*



Determining Compliance with NYS Comptroller's Guidance on "Piggybacking" Law – Exception to Competitive Bidding – October 2021.

- |  |   |
|--|---|
| <input type="checkbox"/> Yes <input type="checkbox"/> No | Was the contract let and awarded by the United States or any agency thereof, any state or any other political subdivision or district therein?  |
| <input type="checkbox"/> Yes <input type="checkbox"/> No | The contract must have been made available for use by other government entities. The contract includes a clause extending the terms and conditions of the contract to other government entities.  |
| <input type="checkbox"/> Yes <input type="checkbox"/> No | The contract must have been let to the lowest responsible bidder or on the basis of best value in a manner consistent with General Municipal Law § 103 (and related case law).  |
| <input type="checkbox"/> Yes <input type="checkbox"/> No | Public solicitation (advertising consistent with GML § 103)   |
| <input type="checkbox"/> Yes <input type="checkbox"/> No | Submission of sealed bids or offers, or analogous procedures to secure and preserve the integrity of the process and confidentiality of the bids or offers submitted.   |
| <input type="checkbox"/> Yes <input type="checkbox"/> No | Preparation of specifications, or a similar document that provides a common standard for bidders or offerers to compete fairly.   |
| <input type="checkbox"/> Yes <input type="checkbox"/> No | Award to the lowest bidder who materially or substantially meets the bid specifications and is determined to be a responsible bidder, or in the case of a best value process, an award to the responsive and responsible offerer which optimizes quality, cost and efficiency, reflecting objective and quantifiable analysis, whenever possible. Multiple award contracts do not satisfy this requirement. |
| <input type="checkbox"/> Yes <input type="checkbox"/> No | The terms and conditions of the contract have been reviewed, in consultation with the agency's attorney, as necessary, to determine if the terms and conditions of the contract are in conflict with other New York State laws or regulations.  |
| <input type="checkbox"/> Yes <input type="checkbox"/> No | Cost Savings Justification – A cost-benefit analysis has been performed. The analysis should demonstrate that "Piggybacking" is cost effective and should consider all pertinent cost factors, including any potential savings on the administrative expense that would be incurred if the local government initiated its own competitive bidding process. (Attach to form)                                 |



☐ Yes ☐ No

Documentation – Proof of Advertisement, copy of the contract, Analysis of the contract and award process, cost savings analysis, and consideration of other procurement methods will be maintained.

APPROVAL FOR USE OF PIGGYBACK CONTRACT: ☐ Yes ☐ No

Procurement Official Signature: \_\_\_\_\_

Procurement Official Name: *Paul Brennan, FNIGP, NIGP-CPP, CPPO  
Director of Purchasing*

**DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION**

Dr. Robert L. Yeager Health Center  
50 Sanatorium Rd, Building A  
Pomona, New York 10970  
Phone: (845) 364-3820 Fax: (845) 364-3809  
Email: purchasing@co.rockland.ny.us

**Paul Brennan, FNIGP, NIGP-CPP, CPPO**  
*Director of Purchasing*

**TO:** Note to File – EPC – GOVMVMT – Hillsborough County Public Schools Contract for PUBLIC SAFETY AND EMERGENCY PREPAREDNESS EQUIPMENT, AND RELATED PRODUCTS AND SERVICES - SAFEWARE

**FROM:** Paul J. Brennan, FNIGP, NIGP-CPP, CPPO  
Director of Purchasing

**DATE:** February 10, 2025

**SUBJECT:** Cost-Benefit Analysis of using Cooperative Contract Under NYS GML 103(16)

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**Introduction** The County is evaluating the benefits of utilizing the GOVMVMT Cooperative Contract for purchases from Safeware, particularly in comparison to the NYS HIRE Contract. While the NYS HIRE Contract provides a structured procurement process, limitations in contract updates and coverage create challenges for County departments, especially law enforcement and emergency service agencies seeking cutting-edge technology and equipment. This analysis compares the costs and benefits of using the GOVMVMT Cooperative Contract to determine its overall value.

**Benefits of the GOVMVMT Cooperative Contract**

**1. Expanded Product and Service Availability**

- The NYS HIRE Contract is updated periodically, meaning new products and services may not be available when needed.
- Law enforcement and emergency service agencies require the latest technology and equipment, and delays in contract updates can hinder public safety.
- The GOVMVMT Cooperative Contract allows immediate access to new products and services without waiting for periodic contract updates.

**2. Cost Savings on Procurement Administration**

- When a product or service is not available on the NYS HIRE Contract, the County must issue its own competitive bid, incurring additional administrative and advertising costs.
- NYS General Municipal Law mandates specific advertising requirements for competitive bids, adding to the County's procurement expenses.
- Utilizing the GOVMVMT Cooperative Contract eliminates the need for these additional procurement processes, saving both time and money.

**3. Consistent Discount Structure**

- The 41% discount offered on the GOVMVMT Cooperative Contract matches the discount available under the NYS HIRE Contract.

## **Page 2**

- This ensures that the County receives the same level of cost savings while gaining the flexibility of a broader product and service selection.

### **Costs of Utilizing the GOVMVMT Cooperative Contract**

#### **1. Contract Compliance and Review**

- The County has confirmed that participation in the GOVMVMT Cooperative Contract aligns with procurement policies and regulations.

#### **2. Potential Transition and Training**

- County procurement staff may require minor training to familiarize themselves with the cooperative contract's ordering process.
- Vendors may need to adjust their invoicing and reporting processes to meet County requirements.

**Conclusion** The GOVMVMT Cooperative Contract provides significant advantages over the NYS HIRE Contract, particularly in terms of product and service availability, procurement efficiency, and cost savings. The elimination of administrative and advertising expenses associated with issuing separate competitive bids results in operational efficiencies. Additionally, maintaining the 41% discount ensures that the County continues to receive competitive pricing. Given these benefits, the GOVMVMT Cooperative Contract presents a compelling option for streamlining procurement processes while supporting public safety and operational needs.