



County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

Date of Award: **JUN - 7 2018**

Safeware, Inc.
4403 Forbes Blvd
Lanham, MD 20706

Attention: Rick Bond, Vice President of Sales

Reference: RFP2000002547; Public Safety and Emergency Preparedness Equipment and Related Services

Dear Mr. Bond:

Acceptance Agreement

Contract Number: 4400008468

This acceptance agreement signifies a contract award for Public Safety and Emergency Preparedness Equipment and Related Services. The period of the contract shall be from October 1, 2018 through September 30, 2023 with renewals of five (5) additional years, one (1) year at a time or a combination of the years, by mutual agreement of both parties.

The contract award shall be in accordance with:

- 1) This Acceptance Agreement; and
- 2) The Attached Memorandum of Negotiations.

Please note that this is not an order to proceed. A Purchase Order, which constitutes your notice to proceed, will be issued to your firm. Please provide your Insurance Certificate according to Fairfax County Special Provisions, Section 1 (Insurance) within ten (10) days after receipt of this letter.

Sincerely,

Cathy A. Muse, CPPO
Director/County Purchasing Agent

Department of Procurement & Material Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/dpmm

Phone 703-324-3201, **TTY:** 1-800-828-1140, **Fax:** 703-324-3228



County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

MEMORANDUM OF NEGOTIATIONS

RFP 2000002547

Public Safety and Emergency Preparedness Equipment and Related Services

The County of Fairfax (hereinafter called the County) and Safeware, Inc. and Mallory Safety and Supply, LLC. (hereinafter called the Contractor) hereby agree to the following in the execution of Contract 4400008468 with Safeware, Inc. and Contract 4400008495 with Mallory Safety and Supply, LLC. (hereinafter called the Contract) for the provision of public safety and emergency preparedness equipment and related services. The final Contract contains the following documents:

- a. The County's Request for Proposal RFP 2000002547 and all Addenda;
- b. The Contractor's Technical Proposal and Cost Proposal dated March 8, 2018;
- c. The Contractor's response to clarification questions dated March 28, 2018.
- d. The Contractor's response to items for negotiation dated April 12, 2018.
- e. This Memorandum of Negotiations;
- f. County's purchase order;
- g. Any subsequent amendments to the Contract.

In addition, the County and the Contractor agree to the following:

1. The parties to this Contract acknowledge that Safeware, Inc. submitted a proposal, on behalf of Safeware, Inc. and Mallory Safety and Supply, LLC., in response to RFP2000002547. Mallory Safety and Supply, LLC. acknowledges and agrees to provide public safety and emergency preparedness equipment and related services to Participating Public Agencies of the states of Alaska, Hawaii, Washington, Oregon, California, Arizona, Nevada, New Mexico, Wyoming, Idaho, Montana, and Utah and to assume all responsibilities and obligations under this Contract for its designated territory. Safeware, Inc. acknowledges and agrees to provide public safety and emergency preparedness equipment and related services to Participating Public Agencies located in all other states of the United States, not identified above and to assume all responsibilities and obligations under this Contract for its designated territory. Contract number 4400008468 has been assigned to Safeware, Inc. and Contract number 4400008495 has been assigned to Mallory Safety and Supply LLC. to facilitate ordering.
2. The Contractor shall provide eCommerce rebates as outlined below:
 - If 30%-69.99% of total invoiced sales are received by website orders at the conclusion of each contract year, a 0.5% rebate will be provided on purchases made through ecommerce.
 - If 70% or greater of total invoiced sales are received by website orders at the conclusion of each contract year, a 1% rebate will be provided on purchases made through ecommerce.
 - o Conditions: The agency total purchases for the annual contract period must be greater than \$20,000. Ecommerce is defined as any order placed through Safeware or Mallory's website or fully integrated third party marketplace where the Participating Public Agency's orders and Safeware-Mallory's invoices are transacted via EDI, XML or cXML. Ecommerce rebates cannot be combined with other rebates, early payment discounts, or where the buying agency or procurement platform charges an administrative or transaction fee.

Department of Procurement & Material Management

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3. Large sales greater than \$20,000 may be eligible for additional price discounts from manufacturers and will be automatically flagged in the Contractor's system to seek additional price concessions from manufacturers.
4. For purchase of services under this Contract, the Contractor shall provide a minimum of 10% discount from Safeware and Mallory's list price. The pricing for services may be negotiated to a lower price.
5. The Contractor acknowledges and agrees that the County and the Participating Public Agencies reserve the right to review and negotiate the license and maintenance terms and conditions prior to any purchase of software under this Contract and that the Contractor will provide full support for executing the negotiated license/maintenance agreement(s) by the County/Participating Public Agencies and the software publisher. The Contractor also agrees to obtain agreement from its software publishers that their shrink wrap, browse wrap, click through, or similar processes are for access purposes only, and any terms and conditions offered in or referenced by those procedures will have no force or effect.
6. The Contractor shall hold the discount rate of 41% for equipment and 10% for services firm for the entire contract term including renewal periods.
7. The parties mutually agree that the first sentence of Paragraph 1.3 of Section 1 titled Insurance (Fairfax County Special Provisions) is deleted and is replaced with the following language:

No change, cancellation, or non-renewal shall be made in any insurance coverage without a thirty-day written notice to the County Purchasing Agent and/or Risk Manager.

8. The parties mutually agree that the Paragraph 1.2 b. of Section 1 titled Insurance (Fairfax County Special Provisions) is deleted and is replaced with the following language:

The contractor agrees to maintain Commercial General Liability insurance in the amount of \$1,000,000 per occurrence/aggregate, to protect the contractor, its subcontractors, and the interest of the County, against any and all injuries to third parties, including bodily injury and personal injury, wherever located, resulting from any action or operation under the contract or in connection with contracted work.

ACCEPTED BY:


Safeware, Inc.

6/6/18
Date

Shawn Murray
Mallory Safety and Supply, LLC.

6/6/18
Date


Cathy A. Muse CPPO
Director/County Purchasing Agent

6/7/18
Date

SAFEWARE-MALLORY

TECHNICAL PROPOSAL FOR

RFP#2000002547

COMPETITIVE SOLICITATION

BY FAIRFAX COUNTY, VA

FOR

**PUBLIC SAFETY AND EMERGENCY PREPAREDNESS EQUIPMENT
AND RELATED SERVICES**

ON BEHALF OF ITSELF AND OTHER GOVERNMENT AGENCIES

AND MADE AVAILABLE THROUGH THE U.S. COMMUNITIES

GOVERNMENT PURCHASING ALLIANCE

COPY

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FAIRFAX COUNTY

DEPARTMENT OF PROCUREMENT & MATERIAL MANAGEMENT

12000 GOVERNMENT CENTER PARKWAY, SUITE 427
FAIRFAX, VIRGINIA 22035-0013

VIRGINIA

TELEPHONE: (703) 324-3201 FAX: (703) 324-3228 TTY: 711

ISSUE DATE: February 6, 2018	REQUEST FOR PROPOSAL NUMBER: RFP2000002547	TITLE: Public Safety and Emergency Preparedness Equipment and Related Services
DEPARTMENT: Various	DUE DATE/TIME: March 13, 2018 / 2:00 P.M.	CONTRACT SPECIALIST: Jamie Pun; 703-324-3653 or Jamie.Pun@fairfaxcounty.gov

Proposals - In accordance with the following and in compliance with all terms and conditions, unless otherwise noted, the undersigned offers and agrees, if the proposal is accepted, to furnish items or services for which prices are quoted, delivered or furnished to designated points within the time specified. It is understood and agreed that with respect to all terms and conditions accepted by Fairfax County the items or services offered and accompanying attachments shall constitute a contract.

Note: Fairfax County does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment in the performance of its procurement activity.

NAME AND ADDRESS OF FIRM:

Telephone/Fax No.:

301-683-1234

E-Mail Address:

Kahya.H@safewareinc.com

Federal Employer Identification No or

52-1152883

Federal Social Security No. (Sole
Proprietor)

N/A

Prompt Payment Discount:

0% for payment within 30 days/net

State Corporation Commission (SCC)
Identification No.

F109145-5

By signing this proposal, Offeror certifies, acknowledges, understands, and agrees to be bound by the conditions set forth in the General Conditions and Instructions to Bidders as described in Appendix C, the Certification Regarding Ethics in Public Contracting set forth in Appendix D, and by any other relevant certifications set forth in Appendix B.

BUSINESS CLASSIFICATION - Described in Appendix D - CHECK ONE:

- ☐ MICRO ☒ SMALL ☐ MINORITY-OWNED ☐ WOMEN-OWNED ☐ VETERAN OWNED
☐ EMPLOYMENT SERVICE ORG ☐ NON PROFIT ☐ GOVERNMENT/PUBLIC BODY

State in which Incorporated: MD

CHECK ONE: ☐ INDIVIDUAL ☐ PARTNERSHIP ☒ CORPORATION

Karla A Hyatt
Vendor Legally Authorized Signature

KARLA A HYATT
Print Name

3-8-18

Date

DIRECTOR OF GOVT CONTRACTS
Title

Sealed proposals subject to terms and conditions of this Request for Proposal will be received by the Fairfax County Purchasing Agent at 12000 Government Center Parkway, Suite 427, Fairfax, Virginia 22035-0013 until the date/time specified above.

AN EQUAL OPPORTUNITY PURCHASING ORGANIZATION



1.0 INTRODUCTION

Safeware is pleased to submit this proposal in formal response to the understood requirements outlined in RFP2000002547 for the County of Fairfax and U.S. Communities. Together, Safeware, Inc. of Lanham, MD and Mallory Safety and Supply of Longview, WA submit this proposal in response to the aforementioned solicitation. For the purposes of this document, the offerors will be referred to as 'Safeware-Mallory'.

Safeware and Mallory are current joint contract holders of the U.S. Communities contract for Homeland Security and Public Safety, contract #4400001839 and #4400001840 respectively. We believe Safeware-Mallory is the premier choice for award of this subsequent contract, which the proposal to follow will demonstrate.

1.1 NAME OF SUPPLIER

COMPANY BACKGROUND

Safeware and Mallory are both nationally recognized industry leaders in the distribution and servicing of Public Safety and Emergency Preparedness Equipment. The two companies have a long history of working together on projects and entered into a teaming agreement for the U.S. Communities RFP in 2011 to provide complete coverage of the entire country. This arrangement proved to be a success in large part due to our shared core values, professionalism, and our deep sense of responsibility to our customers. Over the past 6 years we have been able to develop additional ways to work together by sharing ideas and best practices for both support personnel and outside sales staff, vendor access and operations. The purpose of our efforts was to support and improve our ability to serve the U.S. Communities program for the ultimate benefit of our customers.

Safeware and Mallory will again work together to support the U.S. Communities Public Safety contract and jointly submit this proposal for RFP 2000002547 Public Safety and Emergency Preparedness Equipment and Related Services.

SAFEWARE

Safeware, Inc. founded in 1979 just outside the nation's capital in Maryland is a leader in the Safety Distribution Industry providing products and services to customers in a broad range of markets, including: government, manufacturing, construction, military, transportation, and public safety. Our tag line is Safety, Service, Response and it says a lot about who we are. We are a *safety* company not only supplying products that save lives and protect employees and public servants, but we supply solutions as well. Unlike other large companies that simply sell safety, we have the knowledge and expertise to help solve problems.

Service comes in many forms but is the backbone of our company. Our value to all customers is the elevated level of service we provide, from a professional sales force working directly with customers, to our efficient and knowledgeable customer service team, down to our prompt shipping and delivery, and accurate billing. We also have a dedicated Technical Services Department that services equipment such as gas detection, NFPA self-contained breathing apparatus (SCBA), cylinder hydrostatic testing, and

Level-A suit testing to name a few. Our in-house repair centers and on-site service trucks offer multiple ways of meeting customers' mission critical requirements.

Safety and service is what we do but *Response* is who we are. Safeware has a well established reputation as the "go-to" company when customers need us most. We responded to the events of 9/11 with personnel and material arriving on scene in New York City and at the Pentagon within hours. We are proud of our ability to play such a significant role in supporting our country's first responders. Safeware has also provided material and support for many other crises including multiple anthrax incidents, oil spills, bombings, and natural disasters. No matter the size of an emergency, we work hard to help our customers in their times of need.

MALLORY

Mallory Safety and Supply, LLC. ("Mallory") is a full-line fire and safety product and service supplier headquartered in Longview, Washington. Mallory is an independent family owned business that has been serving the Public Safety sector for over 43 years. The current company is a result of a 2010 merger between The Mallory Co. of Longview and Safety and Supply Company of Seattle. Mallory begins with safety and loves to say yes. We are energized by applying thought and creativity to generate best in class solutions. This energy has contributed to our continued growth which has resulted in our company more than quadrupling in size in the last 7 years. We are the largest independent safety distributor on the West Coast with 15 branches, \$21 million dollars in inventory, and 300 employees.

We have expanded our catalog by going both higher end in safety and wider in product offerings in order to address the strategic procurement initiatives of our customers. Mallory understands the safety issues specific to the west including wildfire and earthquake preparedness. Mallory, like Safeware, maintains an active service department with technicians that are factory certified in gas detection, SCBA, air compressors, fall protection, and other technical services. Mallory's focus is on safety with technical application expertise throughout the organization, a unique approach that is shared with Safeware and is unlike other national companies in their marketplace.

Safeware, Inc. 4403 Forbes Blvd. Lanham, MD 20706 Incorporated in Maryland, 1979 Federal ID: 52-1152883 MD State Registration ID: 02543572 Prince George's County License 16084513	Mallory Safety and Supply, LLC. 1040 Industrial Way Longview, WA Incorporated in Washington, 2010 Federal ID: 27-3905150 WA State ID: 603061535
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1.2 UNDERSTANDING OF THE PROBLEM & TECHNICAL APPROACH

A. STATEMENT & DISCUSSION OF THE REQUIREMENTS

MASTER AGREEMENT

Safeware-Mallory understands that the Fairfax County is acting on behalf of itself and all states, local governments, and other Participating Public Agencies as well as on behalf the U.S. Communities Government Purchasing Alliance, in order to enter into a Master Agreement for a complete line of Public Safety and Emergency Preparedness Equipment and Related Services. We have reviewed the Master Agreement and agree to the details of such without exceptions.

OBJECTIVES

This proposal is designed to achieve the following objectives:

- Provide a comprehensive, competitively solicited Master Agreement offering Products and Services to Participating Public Agencies
- Establish a Master Agreement as Safeware-Mallory's primary offering to Participating Public Agencies
- Achieve cost savings for Safeware-Mallory and Participating Public Agencies through a single competitive solicitation process that eliminates the need for multiple bids or proposals
- Combine the volumes of Participating Public Agencies to achieve cost effective pricing
- Reduce the administrative and overhead costs of Safeware-Mallory and Participating Public Agencies through state of the art ordering and delivery systems
- Provide Participating Public Agencies with environmentally responsible products and services

This proposal will address each of the specific requirements outlined in the RFP, and we will attempt to provide a solution to these requirements that is comprehensive in nature. We also recognize that there may be a particular product or service that we do not address in this proposal and we invite the contracting office to negotiate additional products and services if they are not specifically addressed here.

ACCEPTANCE OF TERMS

We acknowledge that signature of the cover page of this proposal signifies our acceptance and agreement to be bound by the conditions set forth in the County of Fairfax General Conditions and Instructions to Bidders as described in Appendix C of the RFP, all certifications set forth in the additional documents found in Appendix D (to be attached), and by any other relevant certifications set forth in Appendix B, the Master Intergovernmental Cooperative Purchasing Agreement as well as the Fairfax County Special Provisions found on pages 24-29 of the RFP.

We also agree to all terms and conditions of the Administration Agreement, as designated by the submission of the proposal and signed copy found in Attachment A, but to further substantiate our understanding of and compliance to such we offer the following summary of our understanding of these commitments.

PRICING AUDITS

Safeware-Mallory agrees to and will maintain detailed transaction records of all purchases made by Fairfax County and all other Participating Public Agencies under the Master Agreement for the life of the contract in electronic form. We acknowledge that U.S. Communities and Fairfax County both reserve the right to conduct random audits.

FEES AND REPORTING

Safeware will be responsible for providing all reporting for both Safeware and Mallory to U.S. Communities. Mallory agrees to supply Safeware with all required reporting data, and Safeware will report aggregated totals of all reporting to U.S. Communities.

ADMINISTRATIVE FEES

Safeware agrees to pay a monthly administrative fee based upon the total sales price of all purchases shipped and billed under the contract in the amount of 2% of aggregate purchases made during the calendar month. Administrative fees to be paid 30 days after the end of each calendar month for purchases shipped and billed during such calendar month.

SALES REPORTS

Safeware agrees to provide an electronic accounting report within 30 days of the end of each calendar month in the format prescribed by Exhibit B of the RFP. Safeware has significant report capabilities and additional reporting can be provided at the request of Fairfax County or U.S. Communities.

EXCEPTION REPORTING

Sales reporting discrepancies as determined by U.S. Communities and Safeware shall be resolved 30 days after notification. Upon resolution, Safeware agrees to remit payment within 15 calendar days.

USAGE REPORTING

Safeware agrees to deliver to U.S. Communities an electronic usage report of all contract sales within 30 days of the end of each contract year.

SUPPLIER FAILURE TO REPORT

Safeware acknowledges that failure to report or remit payment in a timely manner as prescribed in the agreement, and if not cured within 30 days of written notice, shall be deemed cause for termination of the contract at discretion of Fairfax County or U.S. Communities.

COUNTY OF FAIRFAX GENERAL CONDITIONS AND INSTRUCTIONS TO BIDDERS

We agree to all Terms and Conditions contained in RFP Appendix C.

REQUIRED FORMS – APPENDIX D

We agree to all Terms designated in the forms found in RFP Appendix D. Please see Attachment B for signed copies of these forms.

FEMA STANDARDS – APPENDIX F

Safeware-Mallory agrees to comply with all federal laws and regulations applicable to the receipt of FEMA grants as dictated in RFP Appendix F, FEMA Standard Terms and Conditions Addendum for Contracts and Grants.

APPENDIX G – COMMUNITY BLOCK GRANT

Safeware-Mallory agrees to comply with all terms, conditions, and requirements enumerated by the grant funding source when purchases made under the contract are partially or fully funded with federal grant funds as dictated in RFP Appendix G, Community Development Block Grant Addendum.

APPENDIX I – UNIFORM ADMINISTRATIVE REQUIREMENTS ATTACH & SIGN PG115

Safeware-Mallory agrees to comply with all applicable provisions of the Uniform Administrative Requirements contained in Title 2 C.F.R. §200 et seq. We accept all Federal Grant Terms and Conditions as dictated in Appendix I of the RFP and agree to all certifications made in the Byrd Anti-Lobbying Certification, found in Attachment B.

B. PROPOSED SCOPE OF WORK

Safeware-Mallory's response to this RFP's general product categories attempts to demonstrate our ability to service each element by responding in detail. Though we have made every effort to clearly state our capabilities, it is difficult to relay every scenario where we have serviced customers with the products described in the RFP. Our hope is that the response provides enough detail to give confidence to our current and future efforts to support the categories under the contract.

GENERAL PRODUCT CATEGORIES:

1. **PERSONAL PROTECTIVE EQUIPMENT (PPE)**
2. **EXPLOSIVE DEVICE MITIGATION AND REMEDIATION EQUIPMENT**
3. **ENVIRONMENTAL MONITORING**
4. **CBRNE SEARCH & RESCUE EQUIPMENT**
5. **INTEROPERABLE COMMUNICATIONS EQUIPMENT**
6. **DETECTION EQUIPMENT**
7. **DECONTAMINATION EQUIPMENT**
8. **HAZARDOUS MATERIALS STORAGE**
9. **SPILL CONTROL AND CONTAINMENT**
10. **PHYSICAL SECURITY ENHANCEMENT EQUIPMENT**
11. **SURVEILLANCE, WARNING, ACCESS/INTRUSION CONTROL**
12. **EXPLOSION PROTECTION**
13. **FIRE AND EMERGENCY RESPONSE**
14. **TRAFFIC SAFETY**
15. **FACILITY SAFETY AND MAINTENANCE**
16. **FALL PROTECTION AND CONFINED SPACE**
17. **MEDICAL AND FIRST AID SUPPLIES**
18. **CBRNE REFERENCE MATERIALS**
19. **AUTOMATED EXTERNAL DEFIBRILLATORS (AEDs)**
20. **AMMUNITION/LESS THAN LETHAL MUNITIONS**
21. **CIVIL DISTURBANCE GEAR**
22. **DIVE GEAR/UNDERWATER RECOVERY/WATER SAFETY**
23. **POLICE FLEET MANAGEMENT PRODUCTS**
24. **LAW ENFORCEMENT SOFTWARE**
25. **PUBLIC SAFETY AVIATION- HELICOPTERS**
26. **PUBLIC SAFETY UNIFORMS**
27. **VEHICLES**
28. **TRAINERS AND TRAINING EQUIPMENT**
29. **VENDING SOLUTIONS**
30. **RELATED SERVICES**
31. **OTHER NON-LISTED PUBLIC SAFETY, LAW ENFORCEMENT AND FIRE EQUIPMENT**

1. PERSONAL PROTECTIVE EQUIPMENT (PPE)

Equipment worn to protect the individual from hazardous materials and contamination in the workplace including, a chemical/biological threat environment. Examples include the following: chemical resistant suits, escape masks, gloves, coveralls, helmets, eye protection, hi-visibility clothing, safety footwear, respiratory protective equipment, SCBAs, etc.

Personal protective equipment or (PPE) is at the heart of Safeware-Mallory's core competencies. Safeware and Mallory have a combined 81 years of experience as distributors of PPE serving commercial and government markets and many industries including: auto, chemical, pulp and paper, food production and distribution, aeronautical, energy production and distribution, construction, transportation, communications, utilities, waste management, Federal government, Military, State and local government to name a few. Head to toe protection for use in hazardous environment requires knowledge and expertise to select the correct ensemble and should not be taken lightly. Our staff understands the dangers to workers dealing with chemical/biological threats both in the industrial environment as well as for first responders. We have the depth of experience and the support of top manufacturers to deliver solutions for any situation.

Chemical/Bio Protective Suits & Coveralls	Hand Protection	Respiratory Protection, Escape Masks, SCBAs
Ansell	Best Glove	3M
DuPont	ERB Industries	Air Systems
Elvex	Ergodyne Corporation	Allegro Industries
Kappler	Impacto	Avon Protection
Kimberly Clark	Kimberly Clark	Bullard
Lakeland	MAPA Spontex	Draeger
National Safety Apparel	Mechanix Wear	Honeywell
Onguard	Memphis	Kimberly Clark
River City	North Safety	Moldex
Radiation Shield Technologies	Occunomix	MSA
Stanco	PIP	North Safety
Steel Grip	SAS Safety	Scott Safety
Tingley Rubber	Stockhausen	Sundstrom Safety
West Chester	Superior Glove	
	The Safety Zone	
	Valeo	
	Wells Lamont	
	West Chester	

Head Protection	Eye and Face Protection	Hi-Viz Clothing
3M	3M	Ergodyne
Bullard	Brand X Safety	Lakeland
CMC Rescue	Chums	ML Kishigo
Elvex	Crews	Mutual Industries
Fibre-Metal	Crossfire Safety	Nasco
Kimberly Clark	Elvex	Neese Industries
MSA	ERB Industries	Occunomix
North Safety	Haws	PIP
PIP	Jackson Safety	RamStar Safety
	Kimberly Clark	River City
	MSA	Tingley Rubber
	North Safety	VizCon
	PIP	
	Pyramex Safety	
	Radians	

Foot & Leg Protection	Eye and Face Protection, Con't
Allegro Industries	SAS Safety Corporation
Danner	Sellstrom
Ellwood Safety	Speakman Safety
Impacto	Uvex
LaCrosse	Vision Aid
North Safety	
Onguard	
Servus	
Tingley Rubber	

2. EXPLOSIVE DEVICE MITIGATION AND REMEDIATION EQUIPMENT

Equipment providing for the mitigation and remediation of explosive devices in a CBRNE environment such as:

- a. Bomb Search Protective Ensemble for Chemical/Biological Response
- b. Chemical/Biological Undergarment for Bomb Search Protective Ensemble
- c. Cooling Garments to manage heat stress
- d. Ballistic Threat Body Armor & Helmets (not for riot suppression)
- e. Blast and Ballistic Threat Eye Protection (not for riot suppression)
- f. Blast and Overpressure Threat Ear Protection (not for riot suppression)
- g. Fire Resistant Gloves
- h. Disarmer/Disrupter
- i. Real Time X-Ray Unit; Portable X-Ray Unit
- j. CBRNE Compatible Total Containment Vessel (TCV)
- k. CBRNE Upgrades for Existing TCV
- l. Robot; Robot Upgrades
- m. Fiber Optic Kit (inspection or viewing)
- n. Tents, standard or air inflatable for Chem/bio protection
- o. Inspection Mirrors
- p. Ion Track Explosive Detector

Explosive Ordinance Disposal (EOD) is among the most elite special operations units in the first responder community because of the inherent dangers and complexity of the job they are tasked with. This group does not let in just anyone, you must earn that right. Safeware-Mallory has been servicing this small tight-knit group for many years and had gained the trust and respect as a valued partner. Safeware-Mallory maintains an extensive supplier list that enables us to provide all products listed above specifically designed for EOD as well as all the ancillary items needed for EOD teams to complete their mission. Our offering includes: Personal protective equipment (PPE) including all products from head to toe protection both ballistic and non-ballistic, head protection, eye and face, hearing, hand, body, foot, chemical/biological and explosives detection and disposal products including Total Containment Vessels (TCV), robotic and examination tools utilizing video, X-Ray, Ion and other electronic monitoring, water and explosive disrupters. Safeware-Mallory also has the capability to provide upgrades and retrofitting of TCVs and EOD Robots when necessary for technical upgrades or general service.

EOD
Allen-Vanguard
BAHIA 21
Inert Products
Lindon Defense
MED-ENG
Mistral Security
Tactical Electronics
United Shield
WMD Tech

Portable X-Ray Units
Golden Engineering
Open Vision

Hearing Protection
3M Peltor
Howard Leight
MSA

Robots
Icor Technology
iRobot
Mistral Security
QinetiQ
Recon Robots
Remotec
RoboteX
Tactical Electronics

Ballistic Threat
3M
ABA
Angel Armor
Armor Express
Crye Precision
Gentex Corporation
Gladiator
Propper International
Protech Tactical
Savvy
Second Chance
Team Wendy
United Shield

CBRNE Containment
FFI Tactical
Mistral Security
Mitigation Technologies

FR Gloves
MED-ENG
Memphis
North Safety
Occunomix
PIP
Superior Glove
Valeo
Wells Lamont
West Chester

Disarmer/Disruptors
Combined Systems
Deftech
ICOR
QinetiQ
Sage
Tactical Electronics

Eye Protection
3M
Bolle
Crossfire Safety
Edge Eyewear
ESS
MSA
Paulson
Pyramex
Radians
Revision Military
Smith Optics
Wiley-X

Cooling Products
Ergodyne
Occunomix
PIP
Technique International

3. ENVIRONMENTAL MONITORING

Items such as: chip measurement systems, passive dosimeter badges, diffusion tubes, detector tube systems, air sampling pumps, gas detection monitors, confined space monitors, photo-ionization detectors, and protection against additional unseen hazards (radiation and noise levels).

Environmental monitoring is relevant across multiple markets including general industry, Homeland Security, and first responders. Safeware-Mallory, from the beginning of our respective companies, differentiated ourselves as technical experts in gas detection and technical equipment for environmental monitoring by having an experienced and knowledgeable sales force with multiple service centers and factory trained technicians who service all of this equipment. Safeware-Mallory represents all the top manufacturers in this area who provide CHIP measurement systems, dosimeters, diffusion tubes, detector tubes, air sampling pumps internal or external to gas detection monitors, confined space monitors, and PIDs (photo-ionization detectors). Environmental monitoring is an ever-changing and evolving product category with new technologies coming to market on a continual basis. Safeware-Mallory is committed to keeping our customers apprised of the new products and how they can meet their needs.

Environmental Monitoring
ADVNT Biotechnologies
Alexeter Technologies
B&W Tek
BioFire Defense
Biosystems by Honeywell
Bruker Detection Corporation
BW Technologies
Chemring Detection Systems
Draeger
GFG Instrumentation
Honeywell
MSA
Proengine
RAE Systems
Response Biomedical/RAMP
Rigaku Analytical Devices
Scott Safety

4. CBRNE SEARCH & RESCUE EQUIPMENT

Equipment providing a technical search and rescue capability for a CBRNE environment, such as:

- a. Hydraulic tools; hydraulic power unit
- b. Listening devices; hearing protection
- c. Search cameras (including thermal and infrared imaging)
- d. Breaking devices (including spreaders, saws and hammers)
- e. Lifting devices (including air bag systems, hydraulic rams, jacks, ropes and block and tackle)
- f. Blocking and bracing materials
- g. Evacuation chairs (for evacuation of disabled personnel)
- h. Ventilation fans

Search and rescue is a small niche of large metropolitan fire departments whose mission is to locate and extricate victims from hazardous environments where they encounter structure collapse. These teams require specialized equipment as well as standard equipment found in fire houses or tools from a hardware store. Safeware-Mallory can supply all of this equipment including tools for finding victims

using video and acoustical devices, equipment for extricating victims from the hazard including hydraulic tools, powered and manual breaking devices such as spreaders, saws and hammers, lifting devices such as air bags, rams, jacks, rope and block and tackle devices, equipment for physically moving victims such as stretchers, wire or composite baskets, and evacuation chairs. Safeware-Mallory can also supply both wired and battery powered ventilation fans for clearing hazardous environments. In a CBRNE threat, Safeware-Mallory can also provide full PPE and decontamination equipment to protect both patient and first responder.

Search & Rescue	Hydraulic Tools, Bracing & Lifting Devices	Search Cameras & Listening Devices
Leader North America	Anderson Rescue Solutions	Tactical Electronics
TecGen	Hurst Jaws of Life	
Tempest Technology	PGI	Ventilation
True North Gear	Prospan	Leader North America
Wolfpack Gear		Tempest Technology

5. INTEROPERABLE COMMUNICATIONS EQUIPMENT

Equipment and systems providing connectivity and electrical interoperability between local and interagency organizations to coordinate CBRNE response operations. Includes system design, installation, service and maintenance. Products include:

- a. Land mobile, two-way in-suit communication (secure, hands-free, fully duplex, optional), including air-to-ground capability (as required)
- b. Antenna Systems
- c. Personnel Alert Safety Systems (PASS) – (location and physiological monitoring systems optional)
- d. Personnel Accountability Systems
- e. Individual/portable radios, software radios, portable repeaters, radio interconnect systems, satellite phones, batteries, chargers, and battery conditioning systems
- f. Computer systems designated for use in an integrated system to assist with detection and communication efforts (must be linked with integrated software packages designed specifically for chemical and/or biological agent detection and communication purposes)
- g. Portable Meteorological Station (monitors temperature, wind speed, wind direction and biometric pressure at a minimum)
- h. Commercially available crisis management software
- i. Mobile Display Terminals

Interoperable Communications Equipment supports the critical infrastructure necessary for agencies to effectively, efficiently, and securely communicate across vast networks. Safeware-Mallory provides equipment and systems that support Interoperable Communication. Many solutions include connectivity and electrical interoperability between local and interagency organizations such as needed to coordinate responses in a CBRNE situation. The solutions include system design, installation, service and maintenance. Our areas of concentration include: Land mobile, two-way in-suit communication (secure, hands-free, fully duplex, optional), including air-to-ground capability (as required), Antenna Systems including DAS (Distributed Antenna Systems), Personnel Alert Safety Systems (PASS) – (location and physiological monitoring systems optional), Personnel Accountability Systems, Individual/portable radios, software radios, portable repeaters, radio interconnect systems, satellite phones, batteries, chargers, and battery conditioning systems, Computer systems designated for use in an integrated system to assist with detection and communication efforts (must be linked with integrated software packages designed specifically for chemical and/or biological agent detection and communication purposes), Portable Meteorological Station (monitors temperature, wind speed, wind direction and

biometric pressure at a minimum), Commercially available crisis management software, and Mobile Display Terminals as well as other distributed portable Information Terminals.

Communications	Software
Accordant Communications	BlueLight LLC
iPhone	BriefCam
Atlantic ComTech	CheckVideo
CobHam	CrimeView by TriTech
ComLabs	FootPrint
CON-SPACE	IX Group
Ear Hero	LiveEarth
HipLink	MobilePD
McM Technologies	MPC911
Platinum Networks	Public Safety Corp
Rauland Borg	Shield Group Technologies
SpectraLink	Sight Logix
Vislink	TriTech
Backhaul Engineering	Verint Video Solutions Inc.
AER Consulting	VideoIQ
Cintel	Xerox
	Backhaul Engineering
	AER Consulting
	Cintel

6. DETECTION EQUIPMENT

Equipment to sample, detect, identify, quantify, and monitor for chemical, biological, radiological/nuclear, and explosive agents throughout designated areas or at specific points. Such items include:

- Detection kits/Paper for all chemical agent identification and detection
- Multi-Gas Meters
- Hazard Categorizing (HAZCAT) Kits
- Surface Acoustic Wave Detector
- Spectrometers
- Colormetric Tube/Chip Kit specific for TICs and CBRNE applications
- Leak Detectors (soap solution, ammonium hydroxide, etc)
- pH Paper/pH meter
- Protective cases for sensitive detection equipment storage & transport
- Point Detection System/Kits (Immunoassay or other technology)
- Radiation detection equipment (electronic or other technology that detects alpha, beta, gamma, and high intensity gamma), Personal Dosimeters, Scintillation Fluid (radiological) pre-packaged

Threats from chemical, biological, radiological/nuclear and explosives (CBRNE) incidents can come from many sources including: industrial processes, spills and leaks, transportation hazards, and terrorist activities. Given the wide variety of potential hazard materials there are many different technologies that provide detection, identification and monitoring of hazardous materials in solid or gas state as well as radiation. Safeware-Mallory has been supporting both commercial, military, local and state governments and first responders with technical detection equipment from the largest and top manufacturers in the market. Our experience with detection equipment and servicing extends back to our early days, 35+ years ago when we opened our first service center to repair and calibrate gas detection equipment for construction companies and local subway system. Today we have factory

trained staff for both sales and service with repair centers and mobile units around the county to fix and calibrate most of the equipment we sell.

Detection, identification, and monitoring comes in many forms and technologies. Safeware-Mallory carries top names in equipment manufacturers for both powered and passive detection and identification equipment, fixed and portable. Safeware-Mallory provides detection kits/paper for all chemical agent identification and detection including commercial and weaponized chemicals requiring M-8, M-9 paper, M-265 detection kits and Hazard Categorizing (HAZCAT) kits as well as pH Paper/pH meters. Single and multi-gas meters come in many configurations including fixed systems for continual monitoring and portable, handheld and wearable detection and monitoring. Safeware-Mallory can supply and service top brands of gas detection as well as design and install fixed systems and portable networked units for temporary deployments such as large gatherings.

Surface Acoustic Wave detectors (SAW) detect airborne molecular contamination from unwanted gas-phase materials deposited on a service through molecular migration and can detect various chemicals, gasses and drugs. Safeware-Mallory supplies both fixed and portable SAWs.

Technology surrounding spectrometer technology over the years has produced small, usable handheld units easily taken out into the field used by first responders, law enforcement, hazmat teams and bomb squads. Safeware-Mallory provides a wide spectrum of spectrometers including fiber coupled UV/VIS/NIR, portable NIR, laser induced and Raman technology. Handheld Raman spectrometers are nondestructive, non-contact identifications and verifications of unknown chemicals, narcotics, pharmaceutical drugs and other substances

Safeware-Mallory provides Colormetric Tube/Chip Measurement system (CMS) Kit specific for TICs and CBRNE applications in single applications and kits with a variety of battery powered or manual pumps with electronic displays and data recorders.

Safeware-Mallory has a wide-range of air monitoring and sampling portable leak detectors, soap solution, ammonium hydroxide, etc.

Point Detection System/Kits (Immunoassay or other technology) or Joint Biological Point Detection System (JBPDS) is designed to detect and identification of low levels of airborne bio-hazards and trigger local and remote warning systems and communicate threat information over standard communication systems. These systems can be fixed or placed on vehicles for mobile deployment. Safeware-Mallory offers many Point Detection Systems from top manufacturers in the field.

Radiation detection is an essential part of our country's anti-terrorism strategy and Safeware-Mallory offers a wide range of equipment that detects alpha, beta, gamma, and high intensity gamma. These detectors can be fixed systems, portable handheld units, personal dosimeters, personal radiation detectors or mobile units networked together and scintillation fluid.

Safeware-Mallory offers a wide range of hard plastic cases in many sizes and configurations to meet the needs of our customers.

Chemical Detection	Biological Detection	Radiochemical Detection
Arizona Instrument	ADVNT Biotechnologies	B&W Tek
B&W Tek	Alexeter Technologies	Berkeley Nucleonics
BIO Systems	Bio Shield Technologies	Canberra Industries
BW Technologies	Field Forensics	FLIR Detection
Canberra Industries	FLIR Detection	Mirion Technologies
Chemring	MSA	MSA
Crowcon	RAE Systems	Polimaster
Draeger	Response Biomedical	RAE Systems
FLIR Detection	Smiths Detection	Smiths Detection
GFG Instrumentation		
Morphix Technologies	Nuclear Detection	Explosive Detection
MSA	Berkeley Nucleonics	B&W Tek
NEXTTEQ	MSA	Field Forensics
Proengin	RAE Systems	FLIR Detection
RAE Systems	Smiths Detection	Morphix Technologies
RKI Instruments		Morpho Detection
Scott Instruments	Leak Detection	MSA
SEER Technology	Edwards & Cromwell	RAE Systems
Sensit Technologies	MSA	Smiths Detection
Smiths Detection	Spearhead	
Truetech		
Cases		
5.11		
Blackhawk		
Pelican		

Equipment and material used to clean, remediate, remove or mitigate chemical and biological contamination. Such items include:

- Decontamination is a critical component to any incident where victims and first responders are exposed to hazardous materials. Having the right equipment and proper procedures will help reduce the potential spread of contaminants to other people, the environment and objects. Safeware-Mallory has a long history of supplying decontamination systems and remediation equipment to support industrial applications, hospitals and first responders from small to large mass casualty incidents. These systems include shelters in varying sizes with self-contained HVAC with HEPA filtration systems, litters and roller systems to move patients through the decontamination process, showers with heating systems to wash

contaminates in cold environments, HEPA vacuums for dry contaminants, and interior and exterior lighting. Containment systems are essential to collect contaminated water from the decontamination showers and Safeware-Mallory has many equipment options to perform this function including containment bladders for small showers as well as systems for large multi-unit shelter units utilizing intrinsically-safe pumps, hoses, connectors, scrub brushes and nozzles, over pack drums both metal, and poly and hand carts for moving drums and equipment. Safeware-Mallory also provides a wide range of technical equipment to identify and classify all manner of contaminants including waste water classification kits/strips. When casualties were received, Safeware-Mallory supplies cadaver/body bags to minimize the spread of contaminate.

Decontamination Equipment & Complete Shelter Systems	Spill Containment & Material Handling
Air Shelters USA	3M
Decon7	American Innotek
DHS Systems	Eagle Manufacturing
DuPont	Justrite
Force1Decon	Kimberly Clark
HDT Expeditionary Systems	UltraTech
Imbibers Beads	
Kappler	
Lakeland	
TrueTech	

8. HAZARDOUS MATERIALS STORAGE

Such as: Storage cabinets & Safety Cans

Hazardous materials range from fuels and oil to chemicals used in manufacturing processes and must be handled and stored in a safe manner. Safeware-Mallory provides all types of storage cabinets from small desktop units for fuel or laboratory chemicals to large secure walk or drive-in structures for any type of hazardous material including explosive compounds. When these materials need to be moved or stored in outer containers such as safety cans, Safeware-Mallory has the containment vessel designed for any material.

Hazardous Material Storage
3M
American Innotek
Eagle Manufacturing
Justrite
Kimberly Clark
Quantum Storage Systems
UltraTech

9. SPILL CONTROL AND CONTAINMENT

- a. Spill treatment agents
- b. Infectious materials cleanup kits
- c. Sorbents
- d. Non-sparking tools
- e. Hazardous material vacuums
- f. Environmental containment

When a spill does happen, having the right containment and cleanup products and equipment are essential for mitigating threats to life and environment. Safeware-Mallory provides tools and equipment to stop leaks or spills, contain spills, and clean up or render inert. Stopping leaks and spills require specific tools or kits depending on the application. Safeware-Mallory can match the correct product to the requirement. Containing spills to protect people and the environment also requires matching the correct products to the application including: containment bladders, over pack drums, sorbents, spill berms, dikes, and waste water pools. Safeware-Mallory can supply clean up kits including BBP blood borne pathogen kits for cleaning up from a spill where infectious fluids are present. For dry hazards, vacuums with HEPA filters can be provided. In any explosive environment, intrinsically safe equipment and non-sparking tools are a must. Safeware-Mallory can supply non-sparking tools to protect against unintended explosions.

Spill Control & Containment
CEP
Green Stuff
Imbibor Beads
MBT
Oil-Dri
SPC

Infectious Materials Cleanup
Certified Safety
First Aid Only
Decon7

Non-Sparking Tools
Ampco Tools

10. PHYSICAL SECURITY ENHANCEMENT EQUIPMENT

Category includes equipment and installation necessary to enhance the physical security of critical infrastructure such as: system design, installation, service and maintenance.

Agencies have concerns with protecting personnel (agency and public), hardware, software, networks and data from physical actions and events that could cause serious loss or damage to an enterprise, agency or institution. This includes protection from fire, flood, natural disasters, burglary, theft, vandalism and terrorism. Safeware-Mallory provides a wide-range of physical security capabilities that include the equipment and installation necessary to enhance the physical security of critical infrastructure such as system design, installation, service and maintenance.

Common components include: Security Design and Integration-Engineering-Installation & Service/Maintenance, Supporting Solutions such as Security Operations Centers Including Command & Control Rooms, PSIM (Physical Security Information Management), Interoperable Communications Equipment & Service, Display Walls, Portal Systems such as Access Control & Locks, alarm systems, CCTV (Video Surveillance) standard-Low Light-IR-Auto Detection, Biometrics, Body Camera Solutions, Video Analytics and Management, and storage (On-Site and Cloud SaaS service).

CCTV & Physical Enhancement Equipment
American Dynamics
Arecont
Avigilon
AXIS
Bosch Security Systems Inc.
CONTROP
HanWha/Samsung
Indigo Vision
iRecord
March Networks/Infinova
Marshall Electronics
Mobile Pro Systems
Pelco
VuGate

- a. Motion Detector Systems: Acoustic; Infrared; Seismic; Magnetometers
- b. Barriers: Fences; Jersey Walls
- c. Impact Resistant Doors and Gates
- d. Portal Systems; locking devices for access control
- e. Alarm Systems
- f. Video Assessment/Cameras: Standard, Low Light, IR, Automated Detection
- g. Personnel Identification: Visual; Electronic; Acoustic; Laser; Scanners; Cyphers/Codes
- h. X-Ray Units
- i. Magnetometers
- j. Vehicle Identification – Visual, Electronic, Acoustic, LASER, RADAR

Safeware-Mallory provides design, engineering, installation and maintenance for Vehicle identification and intelligent transportation systems through automatic license plate recognition camera solutions (LPR), CCTV utilizing visual, electronic, acoustic, LASER-RADAR methods for both fixed and portable installations.

Safeware-Mallory has an extensive manufacturer portfolio for visitor management through portable and permanent fences & gates, Jersey Walls, Bullet Proof and impact resistant barriers and doors, along with Enterprise & Communications (Cell, Wireless, Micro, Networking, Downlinks) solutions to Support Surveillance Systems, complex video CCT using standard-Low Light-IR-Auto detection installations for surveillance, assessment conferencing, personal identification systems using visual, electronic, acoustic, scanners, and cyphers/codes. Control of banned items entering restricted facilities including metal weapons, explosive material and biohazards are screened using the latest technology for x-ray, portable biohazard detection and real-time explosives testing.

Printed on Recycled Paper

12. EXPLOSION PROTECTION

- a. Blast/shock/impact Resistant Systems
- b. Protective clothing
- c. Column and Surface Wraps; Breakage/Shatter Resistant Glass; Window Wraps
- d. Robotic Disarm/Disable Systems

Explosive protection is particularly important in and around government buildings and public spaces where large amounts of people pass through such as public transportation hubs, airports, and train stations. Safeware-Mallory has many unique products to help mitigate explosive blasts in and around buildings. A common method for a bomb delivery is depositing in trash receptacles and Safeware-Mallory has trash cans that greatly reduce the explosion impact by absorbing the bulk of the blast. Safeware-Mallory has suppliers to source items used to protect buildings such as surface wraps, shatter resistant glass, and blast resistant window drapes to reduce flying glass and debris. Explosive protective clothing worn by EOD technicians is a core offering from Safeware-Mallory including all PPE from head to toe including eye and face protection, hand protection, body protection, and leg and foot protection. Safeware-Mallory offers multiple robot platforms which include capabilities to disarm or disable explosive devices.

Protective Clothing
Allen-Vanguard
BAHIA 21
Lindon Defense
MED-ENG
Mistral Security
Tactical Electronics
United Shield
WMD Tech

Robotic Arm/Disarm
Icor Technology
iRobot
Mistral Security
QinetiQ
Recon Robots
Remotec
RoboteX
Tactical Electronics

Blast Systems & Structure Wraps
Hesco Bastion
Mitigation Technologies
Spec Ops Bunker
Velocity Systems

13. FIRE AND EMERGENCY RESPONSE

- a. Firefighting/Rescue/EMS - apparel (structural, suspenders, wildland, rescue EMS, station wear, high visibility, gear racks), helmet/hoods, gloves, boots, SCBA/respirators, eyewear, ear plugs/muffs, knee/wrist/back protectors, communications, RIT/RIC/escape devices, accountability, rehab, incident command, bags/packs/web gear, thermal imagers, search cameras/listening systems, flashlights/scene lighting, hand tools, ladders, ventilation, extinguishers, dry chemicals/foam, hoses/nozzle/appliances, rescue tools, rope/rigging, patient care, and traffic safety
- b. Hazmat/WMD: Apparel, gloves, boots, SCBA respirators, instrumentation, lead repair/control, sorbents/neutralizers, overpacks, containment, vacuums, and decon
- c. Law Enforcement: Apparel, eyewear, headsets/ear plugs, gloves, SCBA/respirators, flashlights/scene lighting, thermal imaging, traffic safety
- d. Mass Casualty: Shelters/trailers, incident command, med/surge, decontamination, fatality management, multi-use/temporary housing, environmental controls/support equipment, patient management, and scene management

First responders are the last line of defense when the public is in need of medical support as a result of any event, small or large, in which lives are threatened, be it by fires, incidents involving hazardous materials, acts of terrorism, or natural disasters. As a result, every first responder organization (law enforcement, fire & rescue, EMS) prepares in order to handle responses within their mandate with the equipment and training to successfully execute their mission. Safeware-Mallory has been supporting all first responders for over 70+ years with products and expertise, helping agencies respond when needed.

Firefighting/Rescue/EMS groups require many specialized products to complete their mission. Safeware-Mallory supplies a wide-range of products for personal protective equipment (PPE) including: apparel for structural firefighting such as turnout gear and suspenders; high visibility clothing and vests; hoods and helmets; gloves, boots, hearing protection, eyewear; and ergonomic products such as knee, wrist, and back protectors. PPE products for Wildland firefighting including: clothing, pants, shirts, coats, hoods, helmets, gloves, boots, hearing protection, eyewear and ergonomic products such as knee, wrist, and back protectors. Safeware-Mallory provides station and workwear designed for fire, EMS, and rescue to meet the fire resistant and durability requirements of our customers.

Respiratory protection is a firefighter's lifeline. Safeware-Mallory provides both respiratory protection in the form of particulate filtering devices, half and full-face masks, powered air purifying respirators, and SCBAs. Safeware-Mallory also provides repair and servicing for selected SCBAs and air compressors. Safeware-Mallory provides all type of equipment for within the station such as gear racks, air compressors, air and electric reels, and exhaust and vacuum systems. We also provide critical communications equipment which is a necessity on all first responders' equipment list such as mobile and portable radio units designed for any departments' frequency needs and requirements.

Being prepared to rescue an injured or trapped firefighter is an important part of every fire department. Safeware-Mallory has equipment specifically designed for RIT/RIC and personal escape devices built into turnout gear as well as tools and equipment brought with a firefighter into a dangerous environment. Safeware-Mallory has tools for incident command to maintain accountability including PASS units built into SCBAs, standalone PASS devices to alert of down firefighters, and software/manual kits used by command staff to physically track everyone on the fire scene. Incident command software can also

provide information on location through mapping systems, illustrate unit locations and resources, and access preplans to reduce risk and increase firefighter safety.

Recognizing that rehabilitation for personnel was an important part of firefighting operations, the NFPA established NFPA 1584 in 2008 requiring rehab to be built into the incident scene. Safeware-Mallory provides many products and equipment to support rehab including: hydration drinks, cooling devices and temporary shelters designed for hot or cold environments. Safeware-Mallory provides many options for gear bags and packs designed for carrying gear and other equipment for structural firefighting, wildland fire, rescue and EMS. Our web gear options are used to carry personal equipment close to the body and support belts and packs.

Having proper visibility in any environment helps reduce injuries, find victims in low light or smoky conditions. Safeware-Mallory offers a wide-range of personal flashlights, portable scene lighting, handheld and fixed thermal imaging options, search cameras and listening systems for search and rescue.

For fire ground operations, Safeware-Mallory carries a large variety of hand tools including standard irons, hooks, pike poles, forcible entry, pry-bars, and other specialty tools such as hydra rams and K-tools. For elevated operations and access at height, Safeware-Mallory offers many ladder options including aluminum sectional ladders, collapsible ladders and ropes and rigging for technical rescue. Safeware-Mallory provides several options for portable ventilation including electric, battery powered and gas-powered fans.

At the heart of firefighting operations is the ability to put the fire out. Safeware-Mallory carries a large selection of structural firefighting hoses, wildland firefighting, nozzles for attack and truck mounted and appliances to connect and distribute water flow. In cases of smaller fires, portable fire extinguishers are the preferred method for putting the fire out. Safeware-Mallory carries all types and sizes of fire extinguishers including: dry chemical, wet chemical, dry powder, CO2, water, foam, clean agent and concentrated foam for large applications using induction method or through storage tank.

Specialized tools are needed for auto extrications or heavy rescue operations. Safeware-Mallory provides stabilizing tools, hydraulic hand rescue tools including: cutters, spreaders and rams. For heavy lifting, air cushions, and air bags are also available.

Safeware-Mallory offers a wide variety of patient care options including: EMS first aid supplies and bags, heart monitors and AEDs, respiratory products, stretchers and carrying devices.

Operating in a roadway is a dangerous assignment for firefighters, EMS, and law enforcement. Safeware-Mallory carries a large selection of personal safety devices including: hi-visibility clothing, vests, area lighting, e-flares, and message boards.

Fire & Emergency Response Con't

Structural, Wildland PPE
5.11
Alliance Fire And Rescue
Bullard
Cairns
Chicago Protective Apparel
Crossfire
Danner
Diamondback Fire & Rescue
Edge Eyewear
ESS
FireDex
HAIX
Hex Armor
Honeywell
Lakeland
Leader
Lion Apparel
MCR Safety
Mechanix Wear
National Safety Apparel
North Safety
Onguard Industries
Pacific
Paulson MFG
PGI
Pyramex
Radians
Shelby Gloves
Tingley
Uvex by Honeywell
Valeo
Veridian Limited
Wiley X
Wolf Peak

RIT Equipment
CMC Rescue
Draeger
MSA
RIT Rescue & Escape Systems
Scott Health & Safety

Bags, Packs & Webbing
5.11
EVAC Systems
Ready Rack
Hallowell-List
OK1
Pelican
R & B Fabrications
Blackhawk
Ziamatic

Thermal Imaging Cameras
FLIR
MSA

Wildland Firefighting
5.11
Lakeland
Tru-Spec
TecGen
PGI
Nupla
True North Gear
Wolfpack Gear

Ergonomics
3M
Allegro Industries
Chase Ergonomics
Ergodyne Corporation
Occunomix
Superior Manufacturing
The Andersen Company

Stationwear
5.11
Benchmark
DRIFIRE
Elbeco
Lakeland
Lion Apparel
Propper
Spiewak
TecGen
Tru-Spec

Accountability
Honeywell
MSA
Scott

Incident Command
Activu Corporation
D4H Technologies Ltd
NowForce
Salamander Technologies
SceneDoc Inc

Personal & Area Lighting
8:12 Illumination
Air Systems
Airstar Safety
Batteries Inc.
Bright Star
CMC Rescue
Eflare
FoxFury
Pelican
Rayovac
Streamlight
Underwater Kinetics

Respiratory Protection & SCBAs
3M
Avon Protection
Bullard
Draeger
Honeywell
MSA
North Safety
Scott Safety

Communications
Savox (ConSpace)
Motorola

Equipment Storage, Bags, Packs
5.11
EVAC Systems
Ready Rack
Hallowell-List
OK1
Pelican
R & B Fabrications
Blackhawk
Ziamatic

Ropes and Rigging
Blue Water Ropes
CMC Rescue
Junkin Safety
Paratech
Phoenix Rescue
PMI, Pigeon Mountain
Yale Cordage

Rehab
Air Shelters USA
Camelbak
DHS Systems
Gatorade
Igloo Products
Progressive Emergency Products
Sqwincher

Tools
Akron Brass Company
5.11 INC
Ampco Safety Tools
Vista Outdoor Sales
FireHooks Unlimited
Husqvarna
Nicol Hose Hook Co.
QEP - Nupla Corp.
Paratech Incorporated
Power Hawk
RIT Safety Solutions

Fire & Emergency Response Con't

Hose & Nozzles
Key Fire Hose
Mercedes Textiles Limited
Ansul Incorporated
Akron Brass Company
Elkhart Brass
Kochek Co. Inc.
Niedner
Red Head Brass LLC
Task Force Tips Inc.

Patient Care
AMBU
Cardiac Science
Certified Safety
H&H Medical
North American Rescue
North Safety
Reeves
Skedco
Stryker EMS
Zoll Medical

Search Cameras & Listening Devices
Tactical Electronics

Rescue Tools
Anderson Rescue Solutions
Genesis Rescue Tools
Holmatro
PGI
Prospan
Rock-N-Rescue

Traffic Safety & Message Boards
Accuform Signs
Bone Safety Signs
Checkers
Cortina
Dicke Safety Products
Harris Industries
JBC Safety
Mutual Industries
National Marker
Plasticade
RamStar Safety
VizCon
Wanco

Ladders
Duo Safety
Little Giant

Ropes & Rigging
Blue Water Ropes
CMC Rescue
Junkin Safety
Paratech
Phoenix Rescue
PMI, Pigeon Mountain
Yale Cordage

Fire Extinguishers & Foam
Ansul
Buckeye
Cold Fire Tactical
Combat Support Products
Intelagard
Kidde
Kidde Dual Spectrum
Kidde Fire Fighting
National Foam
North American Rescue

Ventilation
Leader
Tempest Technology

In the years immediately following 9/11, government agencies were tasked with preparing for another terrorist event involving weapons of mass destruction and hazardous material releases. Those primarily responsible for responding included existing HazMat teams who already had experience dealing with various hazards. Safeware-Mallory was instrumental in providing specialized equipment including level A suits and apparel, hazmat gloves and boots, SCBAs and air purifying respirators and instrumentation designed to detect and classify CBRNE materials. When hazardous materials are found, Safeware-Mallory provides the necessary neutralizers, sorbents for absorbing the material, vacuums for dry and wet material, overpacks for disposal and containment devices to prevent the spread of contaminants. Lastly, complete decontamination equipment including; PPE, showers, containment, shelters, and tools for cleaning and protecting both rescuers and victims.

Mass casualty incidents can stretch the capabilities of any agency, but Safeware-Mallory has the equipment to deal with the unique demands of these events for the first responders and hospitals charged with taking care of the patients. Processing large amounts of victims requires facilities that have significant scalability. Our shelters can be increased almost indefinitely and are only restricted to size of the location they are erected on. Trailers for decontamination, lavatories, and housing can be provided but is always preferable that the agency engage Safeware-Mallory to preplan for such contingencies. Safeware-Mallory can develop and maintain prepositioned pods strategically located around an agency or group of agencies such as a metropolitan area and deploy within a short period of time with surge equipment for mass casualty, medical treatment, decontamination, instrumentation for detection, first responder PPE, victim clothing and supplies or any equipment the agency needs to support large incidents that outstrip resources normally carried by first responders.

Fire & Emergency Response Con't

Chemical/Bio Protective Suits & Coveralls
Ansell
DuPont
Kappler
Kimberly Clark
Lakeland
National Safety Apparel
Onguard
River City
Radiation Shield Technologies
Tingley Rubber
West Chester

Foot & Leg Protection
Allegro Industries
Danner
Ellwood Safety
Impacto
LaCrosse
North Safety
Onguard
Servus
Tingley Rubber

Chemical Detection
Arizona Instrument
B&W Tek
BIO Systems
BW Technologies
Canberra Industries
Chemring
Crowcon
Draeger
FLIR Detection
GFG Instrumentation
Morphix Technologies
MSA
NEXTTEQ
Proengin
RAE Systems
RKI Instruments
Scott Instruments
SEER Technology
Sensit Technologies
Smiths Detection
Trueteck

Hand Protection
Best Glove
ERB Industries
Ergodyne Corporation
Impacto
Kimberly Clark
MAPA Spontex
Mechanix Wear
Memphis
North Safety
Occunomix
PIP
SAS Safety
Stockhausen
Superior Glove
The Safety Zone
Valeo
Wells Lamont
West Chester

Spill Control, Sorbents, Neutralizers, Containment & Vacuums
CEP
Green Stuff
Imbiber Beads
MBT
Oil-Dri
SPC

Decontamination Equipment, Complete Shelter Systems, Trailers & Environmental Systems
Air Shelters USA
Decon7
DHS Systems
DuPont
Force1Decon
HDT Expeditionary Systems
Imbiber Beads
Kappler
Lakeland
TrueTech

Explosive Detection
B&W Tek
Field Forensics
FLIR Detection
Morphix Technologies
Morpho Detection
MSA
RAE Systems
Smiths Detection

Respiratory Protection & SCBAs
3M
Air Systems
Allegro Industries
Avon Protection
Bullard
Draeger
Honeywell
Kimberly Clark
Moldex
MSA
North Safety
Scott Safety
Sundstrom Safety

Biological Detection
ADVNT Biotechnologies
Alexeter Technologies
Bio Shield Technologies
Field Forensics
FLIR Detection
MSA
RAE Systems
Response Biomedical
Smiths Detection

Lead Repair & Control
Gillian
Sensidyne

Radiological Detection
B&W Tek
Berkeley Nucleonics
Canberra Industries
FLIR Detection
Mirion Technologies
MSA
Polimaster
RAE Systems
Smiths Detection

Scene and Patient Management
Accuform
Harris Industries
ML Kishigo
Air Shelters USA
DHS Systems
Progressive Emergency Products

Fire & Emergency Response Con't

Incident Command
Accuform
Activu Corporation
D4H Technologies Ltd
ML Kishigo
NowForce
Salamander Technologies
SceneDoc Inc

Temporary Housing/shelters
Air Shelters USA
DHS Systems
Progressive Emergency Products

Nuclear Detection
Berkeley Nucleonics
MSA
RAE Systems
Smiths Detection

Scene and Patient Management
Accuform
Harris Industries
ML Kishigo
Air Shelters USA
DHS Systems
Progressive Emergency Products

Safeware-Mallory provides head to toe personal protective equipment for law enforcement including; apparel, uniforms, head protection, ballistic eyewear, hearing protection with integrated communications, protective and cut resistant gloves, respiratory protection including particulate masks, air purifying respirators and SCBAs for hazardous drug lab environments, individual flashlights and area/scene lighting, handheld and mounted thermal imaging cameras and traffic safety PPE and scene equipment.

LE Apparel
5.11
Arc'Teryx
Champion
Drifire
Elbeco
ML Kishigo
Neese
Propper International
Spiewak
Tru-Spec
XGO
Crewboss

Eyewear
3M
Bolle
Crossfire Safety
Edge Eyewear
ESS
MSA
Paulson
Pyramex
Radians
Revision Military
Smith Optics
Wiley-X

Hearing Protection
3M Peltor
Howard Leight
MSA

Thermal Imaging
FLIR

Respiratory Protection
3M
Avon Protection
Draeger
Honeywell
MSA
Scott Safety

Flashlights & Area Lighting
Airstar Safety
Blackhawk
Brite-Strike
Caylume
Eflare
FoxFury
Night Stick by Bayco
Pelican
Princeton Tec
Streamlight
SureFire

Traffic Safety
Bone Safety Sign
Eflare
Harris Industries
JBC Safety
Kustom Signals
ML Kishigo
MPH Industries
Stalker Radar
Wanco

14. TRAFFIC SAFETY

- a. Traffic safety apparel: Class I, II, and III
- b. Traffic safety tapes (delineator tapes and warning and barricade tapes)
- c. Traffic control products: cones, delineator posts, flags, triangles, signs and the stands that hold them, paddles, vests for road crews, law enforcement, and emergency response personnel, fences, wind socks, and emergency kits
- d. Message boards, flares

Traffic safety, whether you are a worker repairing a road or a first responder operating on a highway, is inherently dangerous for everyone involved and proper notification devices including Hi-Viz apparel is essential equipment. Safeware-Mallory has been working with construction, local and state DOTs, law enforcement and first responders for over 70 years helping to supply traffic safety equipment and apparel. Safety apparel for road use has specific requirements that vary by state and Safeware-Mallory can supply all classes of apparel including I, II, and III in accordance with State and local laws. For temporary location or scene barricades, Safeware-Mallory offers barricade tapes in many styles and materials. Roadway traffic control such as cones, delineator posts, flags, triangles, signs and stands, paddles, fences, wind socks, emergency kits, message boards and flares are core offerings for Safeware-Mallory.

Traffic Control & Message Boards
Accuform Signs
Bone Safety Signs
Checkers
Cortina
Dicke Safety Products
Harris Industries
JBC Safety
Mutual Industries
National Marker
Plasticade
RamStar Safety
VizCon
Wanco

Hi-Vis & Traffic Safety Apparel
Ergodyne
Lakeland
ML Kishigo
Mutual Industries
Nasco
Neese Industries
Occunomix
PIP
RamStar Safety
River City
Tingley Rubber
VizCon

15. FACILITY SAFETY AND MAINTENANCE

- a. Communications
- b. Eyewashes and showers (portable, mounted, combinations, and mixing valves)
- c. Fire extinguishers
- d. Label Makers (portable and benchtop)
- e. Lighting (hand lights, headlamps, personal, and lanterns and area lighting)
- f. Lockout/Tagout (stations, padlock and hasps, electrical, confined space, and valve)
- g. Maintenance (abrasives, adhesives, sealants and tapes, electrical, HVAC and plumbing, janitorial, lubricants and penetrants, MRO, paint, tarps, hand tools, power tools, measuring and leveling, lawn and garden, and welding)
- h. Material handling and storage (bins, bottle carriers, carts, chests and lockers)
- i. Matting (antifatigue and specialty)
- j. Signs and tags
- k. Waste disposal
- l. Wipers

Providing a safe workplace requires a plan, knowledge of the potential hazards, and experience to successfully implement that program. Every business needs a safety program from the small warehouse to a complex manufacturing facility and there are few who are as uniquely qualified to provide support of that plan as Safeware-Mallory. Most supply companies, who supply safety equipment, simply distribute the product with limited support and expertise, whereas Safeware-Mallory's salesforce has been working in the most complex business environments for decades providing solutions to the unique safety needs of our customers. Many of our salesforce are QSSP (Qualified Safety Sales Professional) certified which means that in addition to their field experience, they have been formally trained through an intensive course on technical and regulatory fundamentals of workplace safety and health sponsored by the International Safety Equipment Association (ISEA). Larger customers who face complex safety requirements, invite our sales professionals to play an important role as a member on their safety committee regularly sitting in on meetings to provide direction and material support. In the field Safeware-Mallory sales professionals can participate in comprehensive safety program creation, perform safety audits and supply equipment and recommendations to comply with Federal OSHA regulations and applicable State and local laws for a wide range of hazards including but not limited to: PPE (personal protective equipment) requirements; noise monitoring and personal communication equipment; fixed and portable eyewash station products and strategic placement; fire extinguishers and placement; hazard labeling including label makers; portable lighting both personal and area scene illumination; lockout/tag-out equipment for applications such as electrical circuits, pipe valves confined space applications; material storage and handling for hazardous materials through moving devices such as dollies and carts, bins, bottle carriers, chests and lockers; complete signage and tag requirements from parking lot to bathrooms and all hazard signs and tags; ergonomic matting used for slip protection and anti-fatigue; hazard waste disposal equipment; industrial wipers including cloth, paper and synthetic materials used for any application; welding PPE including head to toe clothing, helmets and goggles, ventilation equipment, air monitoring and respiratory protection equipment.

Safeware-Mallory has a full range of equipment and facility maintenance supplies including: abrasives, adhesives, sealants and tapes, electrical, HVAC and plumbing, janitorial, lubricants and penetrants, MRO, paint, tarps, hand tools, power tools, measuring and leveling, lawn and garden, and welding equipment.

Facility Safety and Maintenance, Con't

Abrasives 3M AutoQuip Inc. Bright Boy Brush Research Mfg. Camel Grinding Wheels Carborundum Abrasives N.A. Clover Compounds Cratex Mfg. Desmond-Stephan Mfg. Diamond Machining Technology Divine Brothers Eze Lap Diamond Flex-Hone Formax Mfg. Granlund Eng. Klingspor Abrasives L. R. Oliver & Co. Merit Abrasives Products Norton Osborn Brush Rex-Cut Products Spartan Felt Standard Abrasives Strauss & Co. Superior Abrasives Surf-Pro United Abrasives Weiler Corp. Wm. Sopko & Sons Radiac Pferd	Janitorial Kimberly Clark GOJO Buffalo Industries simple Green Lagasse Rubbermaid Scrubs CRC Clorox Healthcare Lysol ITW Dymon	Lubricants & Penetrants Aervoe Pacific AGS Amflo Ashburn Chemical B'Laster Chemical Corp. Canode Cedarberg Cimcool CRC Industries Crown Dutton-Lainson Graymills ITW Accu-lube ITW Dykem ITW Dymon ITW LPS ITW Rustlick ITW Safetap ITW Tapmatic Jet Lube Kool Mist Krylon Little Giant Pump Laco/Markal Legacy Loc-Line Loctite Milwaukee Sprayer Mobil Monroe Fluid Technologies National Noga Permatex Precision Brand Relton Ridgid Tool Simple Green Starrett Tap Magic Trico Mfg. Vaughan Chemical Walter Valenite WD-40 Wesco Tool Zebra Skimmers
Communications Savox (ConSpace) CavCom Material Handling & Waste Storage 3M American Innotek Eagle Manufacturing Justrite Kimberly Clark Louisville Ladder Quantum Storage Systems UltraTech	MRO Rubbermaid SPC Brady Accuform Master Lock Abus Stanley Black and Decker Milwaukee Tool Makita Dynabrade Apex Tool Snap On Proto Akro Mills Greenlee Starett	
Measuring & Leveling A & D Weighing Baker Gauge Barcor Bausch and Lomb Blake Blohm Brown & Sharpe	Adhesives, Sealants & Tapes 3M ECHO Adhesive Research Intertape LPS LockTite CRC Nashua Tape Rectoseal Harris Nitto Denko Tesa	Power Tools Air Supreme Air Turbine AMFLO Bogdan/Morse Bosch Chicago-Pneumatic Coilhose
	Hand Tools Alden Corp. Allen Apex Armstrong Tools Arrow Fastening Bahco Bessey	

Donegan Optical
Dyer
Empire Level
Etalon
Fisher Machine
Flexbar
Flynn Machine
Fowler
Gar
Gem Instrument
General Tool
Hawkeye Borescopes
Imada
Indicol
Industrial Press
Interapid
Lisle
Lufkin
Mahr/Federal
Master-View
Mikemaster
Mitutoyo
Noga
Pelouze
Procheck
Products Engineering
Reprorubber
Rex Durometers
S-T Industries
Santronics
Sequoia Publishing
Starrett
Suburban Tool
Teclock
Teco
Tesa
Toolmex
Valtra
Vermont Gage
Versa Holder
VO Scope

Bondhus
C.H. Hanson
CDI
Channellock
Crescent
Dremel
Eklind
Emhart
Fiskars
Garland Mfg.
Gear Wrench
General Tool
Gerber
H.K. Porter
Hackett Brass
Hanson Tools
Heimann
Irwin
Kastar
Lang
Lisle
Lutz
Martronics
Mayhew
MIT
Nicholson
Olfa
Posi-Lock
Red Devil
Rhino
Ridgid Tool
Rite-Mark
SIC Marking
Simonds
Snap-on Bahco
Snap-on CDI
Snap-on Williams
Spellmaco
Starrett
U.S. Blade
Vaughan & Bushnell Mfg.
Vise-Grip
Walton
Weller
Wiha
Wiss
Wright Tool
Young Brothers

Cox Reel
DeWalt
Dremel
Dumore
Dynabrade
Florida Pneumatic
Foredom Electric
Guardair
Hougen
Jet
Legacy Manufacturing Co.
Lisle
Milwaukee Electric
MIT
Morse Metal Devil
Pit-Pro
Porter-Cable
Rapidkut
Reelcraft
Rico
SGS
Skil
Snap-on / Bahco
Starlite Ind.
Steinel
Universal Tool

Welding
3M
Fibre-Metal
Kimberly Clark
MSA
North Safety
Weldas
Tregaskiss
SGS
Jackson
Victor
Arcos
Pennical Alloy
ARCAIR
Hobart
Lincoln Electric

Facility Safety and Maintenance, Con't

Facility Identification, Label Makers & Lockout/Tagout	Personal & Area Lighting	Anti-Fatigue PPE & AF Matting
Accuform Signs	8:12 Illumination	3M
Brady	Air Systems	Allegro Industries
Harris Industries	Airstar Safety	Chase Ergonomics
National Marker	Batteries Inc.	Ergodyne Corporation
Brady	Bright Star	Occunomix
Honeywell	CMC Rescue	Superior Manufacturing
Master Lock	Eflare	The Andersen Company
	FoxFury	
	Pelican	
Fire Extinguishers	Rayovac	Eye Wash & Showers
Buckeye	Streamlight	Fendall
Cold Fire Tactical	Underwater Kinetics	First Aid Only
Intelegard		Haws
Kidde		Honeywell
North American Rescue	Wipers	North Safety
	Kimberly Clark	PAC-KIT
		Speakman Safety

16. FALL PROTECTION AND CONFINED SPACE

Systems and equipment to protect from death and injury when working in a confined space, or working at height aiding in fall arrest, worker positioning, restraint, suspension, rescue. Including, but not limited to items such as: Self-Retracting life lines (SRLs), tripods, blowers, harnesses, rope, carabiners, etc.

Accidental falls can happen from almost any height, from a few feet on a ladder to hundreds of feet working on new construction project or repairing a wind turbine. A 150 pound person falling 6 feet will generate over 1,000 lbs. of force which is why OSHA requires fall protection equipment for employees working on heights 6 feet and above. Safeware-Mallory from our respective beginnings have supporting construction companies, first responders for rescue applications and many other industries supplying a wide range of fall protection equipment and engineered systems including; SRLs (self-retracting lifelines), tripods, harnesses, rope, carabiners, winches, guardrails, anchors, horizontal and vertical systems, belts and netting systems.

Safeware/Mallory has a ISO Certified work at height training division, ENSA North America. ENSA provides work-at-height safety positioning and rescue training, support and rigging services, confined space NFPA 70E and OSHA 10 and 30-hour courses to a variety of customers In Wind Power, Telecom, Fire, Utilities, Energy, Bridges, Solar, Suspended Platforms and Dams. With 10 training facilities located through the US ENSA can facilitate training in any region of the country. Additionally, we have two mobile training towers which allow us to do on-site training for those customers who cannot travel. This isn't standard compliance training but a hands-on training where students practice a variety of skills in a practical training environment.

Confined space is defined as any space that has limited or restricted means for entry or exit and is not designed for continuous occupancy. There are many instances where personnel need to enter a confined space such as a tank, vessel, man hole, tunnels, hoppers etc. either as a construction worker, for repair and service or first responder to pull a victim out of the space. All face the same challenges and need experts to help source and recommend the proper equipment for the specific application.

Safeware-Mallory are experts in confined space preparation and can provide complete equipment packages and training including: fall protection equipment; harnesses, rope, carabiners, tripods, winches, ventilation equipment; blowers, ducting, communications equipment, air monitoring; gas detection and air sampling, lockout/tag-out, and head to toe PPE.

Confined Space Equipment	Fall Protection
3M	3M
Air Systems	Blue Water Ropes
Allegro Industries	CMC Rescue
Biosystems	DBI
Bullard	FallTech
BW Technologies	Guardian Fall Protection
CMC Rescue	Junkin Safety
DBI	Miller by Honeywell
Draeger	MSA
Ergodyne Corporation	Pigeon Mountain
Guardian Fall Protection	Teufelberger
Miller	Yale Cordage
MSA	
RAE Systems	
RKI Instruments	
Savox	
Scott Safety	
Pinnacle Climate Technologies	

17. MEDICAL AND FIRST AID SUPPLIES

- a. First aid kits, refills, and blood borne pathogen response kits
- b. Burn care
- c. Medicinals such as antacids, aspirin and non-aspirin pain relief, cold and sinus medication
- d. Skin care products such as heavy-duty cleansers, medicated and protective skin creams, insect repellents, poison ivy relief, sunscreen
- e. Heat-Stress relief such as fluid replacement drinks and coolers

No matter what the facility, work vehicle, jobsite, police car or ambulance, a comprehensive first aid kit and supplies designed for the correct application and skill level of the user is essential. Safeware-Mallory has been supplying first aid kits and components to businesses and government agencies since our inception. Safeware-Mallory has continually helped our customers keep up with the latest technology and changing ANSI/ISEA standards. Smart first aid cabinets keep track of stock and allow the user to reorder supplies using a phone application. When the ANSI/ISEA standards were updated in 2015, Safeware-Mallory worked with customers to update kits by augmenting or replacing their existing units. Through our suppliers, we offer top quality first aid kits and refills, BBP (blood borne pathogen) kits for cleaning up fluids, burn care dressings, medicinals such as antacids, aspirin and non-aspirin pain relief, cold and sinus medication. For law enforcement, Safeware-Mallory offers tactical first aid kits for rapid response for individual use and mass causality incidents.

Skin care products are a must for many different environments where bare hands are exposed to contaminate and dirt, heavy-duty cleansers are needed. Where continual use of latex or nitrile gloves will dry out hands and medicated and protective skin creams are essential to reduce excessive drying and cracking. Safeware-Mallory offers high-quality cleansers and skin creams for every application.

Medical and First Aid Con't

Working in the outdoors, personnel face many hazards including biting insects, sun and poisonous plants. Safeware-Mallory can supply a wide-range of insect repellents, poison ivy relief and pre-exposure lotion, and sunscreen.

Hot work environments will quickly drain the energy from workers causing fatigue and reduced focus on the activity potentially endangering themselves and others. Safeware-Mallory offers many heat-stress relief including; clothing designed for hot environments, cooling vests and clothing, sports drinks in ready to drink, concentrated liquids, power mix, coolers, bottles, and backpacks.

First Aid & Medicinals
Certified Safety
Chinook Medical Gear
Combat Medical Systems
First Aid Only
H&H Medical
JBC Corp
Junkin Safety
North American Rescue
North Safety
Tactical Medical Solutions

Heat Stress
Camelbak
Ergodyne Corporation
Igloo Products
Occunomix
PIP
Sqwincher
Gatorade

Skin Care & Outdoor Use
ARI
Certified Safety
CoreTex Products
First Aid Only
Gojo
North Safety
Stockhausen

18. CBRNE REFERENCE MATERIALS

Reference materials designed to assist emergency first responders in preparing for and responding to a CBRNE incident. This includes but is not limited to the following:

- a. NFPA Guide to hazardous materials
- b. NIOSH Hazardous Materials Pocket Guide
- c. North American Emergency Response Guide
- d. Jane's Chem-Bio Handbook
- e. First Responder Job Aids

Safeware-Mallory has a large library of reference materials for both first responders and industrial applications including NFPA guide to hazardous materials, NIOSH Hazardous Materials Pocket Guide, North American Emergency Response Guide, Jane's Chem-Bio Handbook, and First Responder Job Aids.

Reference Materials
JJ Keller

19. AUTOMATED EXTERNAL DEFIBRILLATORS (AEDs)

Portable, personal, and medical automatic external defibrillators, AED trainers, accessories and replacement parts.

Safeware-Mallory supplies and supports the top portable AED (automatic external defibrillator) manufacturers for both personal and medical applications including; AED trainers, accessories and replacement parts. In addition to supplying AEDs, accessories and parts, Safeware-Mallory also provides AED program management software that is comprehensive yet simple tracing of all vital components of the program providing interactive reporting and escalating notification system for maintenance, battery and accessory expiration dates.

AEDs	AED Accessories & Cabinets
Cardiac Science	Allegro Industries
Defibtech	Cardiac Science
Physio Control	Defibtech
Philips	Physio Control
Zoll Medical	Philips
	Zoll Medical

20. AMMUNITION/LESS THAN LETHAL MUNITIONS

Including ammunition for police weapons and munitions such as OC Spray, rubber bullets, flash bangs, crowd and riot suppressants.

In the event of a public disturbance, barricaded subject or other law enforcement situation, less lethal means of submission is a preferred response. Safeware-Mallory supplies several of the top manufacturers of aerosols, chemical munitions including OC spray for individual and crowd suppressants, impact munitions including bean bags and rubber bullets, flash bangs, sting-ball grenades as well as 37/38 and 40 mm launchers.

Less Than Lethal
Combined Systems
Defense Technology
FNH
Royal Arms
Sage Control Ordnance

21. CIVIL DISTURBANCE GEAR

All gear necessary for officer protection and control during civil disturbance events/riots. Including, but not limited to: Shields, riot helmets, pad, FR outerwear, FR base layer, boots, gloves, duty belts, batons, animal protection (horses, canine)

Civil disturbance/ public order (PO) has been on the rise in recent years due to public unrest over police actions. Safeware-Mallory has been on the forefront of providing internationally sourced equipment to law enforcement agencies across the country as well as a grass roots effort to teach best practices in public disorder response. A brief history: The US has lagged well behind our European counterparts in public disorder response where countries such as Great Britain has been dealing with deadly riots for many decades and as a result has cultivated best practices for law enforcement protocols and as well as government standards on equipment specific to civil disturbance. Without NIJ standards relating to riot equipment guiding US manufacturers, the level of protection was subject to their discretion resulting in subpar protection compared to equipment used in the European Union. In the absence of viable US manufactured equipment, Safeware-Mallory has directly sourced certain products from Great Britain and Germany providing the highest level of protection which meet or exceeds British Public Order Standard BS 7971.

Safeware-Mallory supplies the complete public order/ civil disturbance package including: shields; solo, 4 and 6 foot interlocking shields, helmets; riot and ballistic, fire resistant clothing; outer pants and jackets, base layer socks, pants, shirts, hoods, specialized Public Order fire resistant gloves, duty belts and harnesses, carrier vests, identification labels and lights, batons, and specialized riot response vehicles. Safeware-Mallory supplies Public Order equipment to outfit both equestrian and canine units.

Safeware-Mallory has teamed up with Survival Edge Tactical Systems to provide comprehensive multi-day training for Public Order response and preparation.

Public Order Gear
Armadillo Merino
Cold Fire Tactical
Damascus
DMS Protective Equipment
FirstSpear
Gentex Corporation
Hatch
Limited Leather & Tool
Magnum Boots
Mehler LE
Original SWAT
S&S Precision
Survival Edge Tactical
Yaffy Protective Clothing
United Shield
5.11

22. DIVE GEAR/UNDERWATER RECOVERY/WATER SAFETY

Dive suits, underwater robots, boats, dry suits, Personal Flotation Devices (PFDs)

Dive teams for law enforcement and fire & rescue are specialized, highly trained and require quality equipment that won't fail during a mission. Safeware-Mallory has been working closely with the dive and maritime community for many years supporting through product, training and regional events. Safeware-Mallory works with each unit, law enforcement dive and recovery, water rescue and swift water rescue, marine patrol and safety by supplying equipment including; dive dry and wet suites, underwater robots for movement and recovery, metal and inflatable rescue boats, ropes and harnesses, and PFD's for water safety used in every application.

Safeware is one of three stocking suppliers in the country for one of the highest regarded water safety manufacturers, Mustang Survival and supplied 55 sets of gear for first responders in the aftermath of hurricane Sandy within 24 hours of the request.

Water Safety & Dive Gear
Ansell
Aqua Lung
CMC Rescue
Demaree Inflatable Boats
Diving Unlimited International
Mistral Security
Mustang
NRS
Stearns
Zodiac

23. POLICE FLEET MANAGEMENT PRODUCTS

Equipment relating to the outfitting and maintenance of vehicles, including but not limited to sirens, lights, speed cameras, RADAR.

When upgrades to law enforcement vehicles are necessary, Safeware-Mallory has the products to meet our customer's needs including; emergency lighting, sirens, ballistic up-fitting, radar and laser speed cameras.

Fleet Management
Kustom Signals
LDV
Lenco Industries
MPH Industries
Nomad Global Communications Solutions
North American Signal
Sound off
Stalker Radar
Troy Products

24. LAW ENFORCEMENT SOFTWARE

Including but not limited to facial recognition products, shot tracking software, license plate recognition, any criminal investigative software.

Technology for law enforcement is continually making great strides in the sophistication and benefit of utilizing big data to help policing at every level. Safeware-Mallory can provide engineering and implementation of hardware and software to support facial recognition, community shot tracking, social media surveillance, crime statistics and analytics, computer aided dispatch, records management, mobile reporting, command/control center operations, and physical and cloud storage.

Safeware-Mallory provides design, engineering, installation and maintenance for Vehicle identification and intelligent transportation systems through automatic license plate recognition camera solutions (LPR) utilizing visual, electronic, acoustic, LASER-RADAR methods for both fixed and portable installations.

Software
AeroComputers
Cognitec
Mark43
SceneDoc

Shot Tracking
Shot Spotter
Shot Detection Systems

License Plate Recognition
3M
Cintel
Vetted Security Solutions
Vigilant Solutions

25. PUBLIC SAFETY AVIATION- HELICOPTERS

Equipment and services related to the purchase of helicopter and associated maintenance, UAV, UAW, and accessories, aviation software, aircraft.

Aviation units are typically reserved for larger departments due to the expense and complexity of running and maintaining readiness. Safeware-Mallory has successfully supported the unique needs of municipal and state aviation units post helicopter purchase with a full suite of electronic upgrades and mission specific equipment for both law enforcement and search and rescue applications. Advancement of technology happens at a blistering pace and keeping up is a challenge, but Safeware-Mallory's suppliers provide the cutting edge in HD video and optics including thermal, infrared and low light. Knowing what you are looking at is critical but equally as important is where you are. Our partner's provide the latest in augmented reality mapping software combing multiple mapping layers reflecting terrain and street maps with addressing.

When manned aircraft is not an option, Safeware-Mallory offers a host of Unmanned Arial Vehicles (UAV) designed for surveillance, search and rescue operations, fire ground situational awareness, wildland fire fighting, utility surveys and law enforcement. Our UAVs include fixed wing and single or multi rotor with a wide range of electronics packages, weight capacities and flight time capabilities to meet the needs of our customers.

Aviation
Avenge, Inc.
Churchill Navigation
Macro-Blue
FLIR
IMT Downlink

UAVs
Aeryon Labs
FLIR
Lepton
RP Flight Systems
Tactical Electronics
Vetted Security Solutions

26. PUBLIC SAFETY UNIFORMS

Class A uniforms, Class B uniforms, BDUs, NFPA compliant footwear.

Uniforms are much more than just looking good, they must include features that support the needs of the wearers from fit to the utilization of specialized materials. Safeware-Mallory offers the latest in uniform technology from many of the top brands supporting all applications including general workers, fire departments, law enforcement, and special operations with Class A for formal events, Class B for station wear or patrol, BDUs for special operations, and footwear including NFPA compliant where a fire hazard is present. Safeware-Mallory offers a large selection of specialized clothing for cold and warm applications, bike patrol, equestrian, NFPA compliant and other special operations. Accessories such as buttons, patches, insignia, belts, ties, hats, name tags can be provided both separately or pre-attached depending on the customer's requirements.

Once uniforms have been selected, Safeware-Mallory can create agency specific programs utilizing the manufacturers of choice to streamline procurement while maintaining the strict guidelines for uniform consistency. Where uniform fitting is required, Safeware-Mallory will partner with local businesses in relation to the specific agency and provide fitting and tailoring services in order to deliver turn-key solutions.

Uniforms & Clothing	Footwear
5.11	5.11
Arc'Teryx	Black Diamond Tactical
Champion	Blackhawk
Crewboss	Danner
Drifire	Haix
Elbeco	Onguard
ML Kishigo	Original SWAT
Neese	Timberland Pro
Propper International	Tingley
Spiewak	
Tru-Spec	
XGO	

27. VEHICLES

Any public safety vehicles including but not limited to: armored vehicles, ATVs, Command vehicles, bomb trucks.

Vehicles designed for public safety have unique requirements common across different agencies however the final product can vary greatly. Safeware-Mallory has a wide range of manufacturers who can engineer, design, build and assemble custom vehicles from the ground up including; armored, command and communications, chief's car, EMS responder, fire trucks, first responder utility, EOD (bomb truck), surveillance, SWAT/ rapid response, CBRN disposal trailers and ATVs.

Vehicles
ICS
LDV
Lenco Industries
Nomad Global Communications Solutions
Polaris
Troy Products

28. TRAINERS AND TRAINING EQUIPMENT

For example fire trainers, simulators, training props.

Training is critical to any organization and Safeware-Mallory has the training aids to fit the needs of our customers. Firefighting simulators range in all sizes including; gas grills, vehicles, tanker trucks, flashover simulators, fixed buildings, mobile trailers, airplanes, helicopters and ships which can be designed and built according to our customers specifications. Ongoing maintenance and support is also provided. Other simulators for firefighting include software applications that teach apparatus driving and incident command and control as well as mannequins used in first aid, CPR and extreme injury training.

Law enforcement simulators supported by Safeware-Mallory include firearm training and active shooter scenarios both utilizing software-based applications as well as live instructor led classes. In live training scenarios, training ammunition and firearms are a capability of Safeware-Mallory. Safeware-Mallory also provides products used by K9 teams for control, bite and take-down and obstacle courses.

Safeware-Mallory offers a wide variety of safety training for both first responders as well as general industry. Through Safeware-Mallory's Safety Management Services division, we specialize in providing degreed safety professionals in a variety of disciplines including but not limited to Safety, Industrial Hygiene, Health Physics, Construction Management, and First Aid for either short or long-term engagements. In addition, our 45 staffed professionals can perform third party safety audits, expert witness, job hazard analysis, accident investigation and safety and health plan reviews.

Training Equipment & Services
Combined Systems
ITTS
LE Targets
Monadnock
Safariland
Simulaids
Survival Edge Tactical
Techline Technologies
UTM
VirTra Systems

K9 Training
Castle K-9
K9 Guardian
Ray Allen

Safeware Training
NFPA
OSHA
HAZMAT

29. VENDING SOLUTIONS

Service and equipment to supply and manage an on-site vending program with contract relevant contents for refill, such as PPE, eyewear, ear plugs, gloves, etc. Solution to include:

- Real time usage reporting by employee, item, department, or cost code
- Low stock/out of stock alert for both supplier and customer
- Ability to restrict items by time, item, employee, or usage
- Ability to dispense both large and small items

We believe so strongly in the potential cost savings of vending we built our own vending company, SNAPVEND. Over 1200 machines have been deployed nationally with hundreds of customers such as Tesla, City of Tacoma, Clearwater Paper and Weyerhaeuser.

Vending programs can save up to 30% in product usage, drastically cut down walk time by placing frequently used items closer to the work, improves accountability and inventory usage and forecasting capabilities.

Unlike some other vending based inventory management solutions, Safeware/Mallory uses modern Web Technologies to provide real-time access to your data. Generating usage reports, setting restrictions on inventory usage, deploying new machines, and most other management operations require nothing more than an internet connection and a modern web browser. No extra software to install or keep updated means that you can focus on what the data means instead of how the system works. Our reporting capabilities include everything in the RFQ Scope of Work and more. A short training sessions empowers our customers to have a much or as little access to the software as they wish. We believe transparency is the foundation of a good vending program. Below is a sample of a few of our key reports.

Item #	Mfg. Name	Item Description	Package Qty	Non-Contained	Count	Critical	Min	Max	Coil	Percent Full
10-G14	MCRSA-LW310AF	MCRSA-LW310AF Foam Lined Safety Glasses, Anti-Fog [PR]	1	0	138	0	42	138	138	100%
24-G4	DM-SG1100CAF-TESLA	DM-SG1100CAF-TESLA Clear Anti-Fog Safety Glasses [EA]	1	0	28	0	14	40	40	70%
28	DM-SG1000C-TESLA	DM-SG1000C-TESLA Clear OTG Safety Glasses [PR]	1	0	10	0	4	10	10	100%
29	CHOCT-RWB-VP	CHOCT-RWB-VP Watch, Ring and Belt cover kit [PK]	1	0	15	0	4	15	15	100%
30	8515	8515 N95 Disposable Respirator [EA]	1	0	9	0	4	9	9	100%
31	TRAFGL-TG3500RT1	TRAFGL-TG3500RT1 3 Digit Fingerless Glove CL3 Size 8 [PR]	1	0	12	0	4	12	12	100%
32	TRAFGL-TG3500RT1	TRAFGL-TG3500RT1 3 Digit Fingerless Glove CL3 Size 9 [PR]	1	0	11	0	4	12	12	91.67%
33	TRAFGL-TG35010T1	TRAFGL-TG35010T1 3 Digit Fingerless Glove CL3 Size 10 [PR]	1	0	12	0	4	12	12	100%
34-G3	SD250-8	MGS-SD250-8 PU Coated Giv CL 2 Sz 8 [PR]	1	0	32	0	12	36	36	88.89%
37-G2	SD250-9	MGS-SD250-9 PU Coated Giv CL 2 Sz 9 [PR]	1	0	20	0	8	24	24	83.33%
39	SD250-10	MGS-SD250-10 PU Coated Giv CL 2 Sz 10 [PR]	1	0	11	0	4	12	12	91.67%
41-G8	OTTIN-83942003E	OTTIN-83942003E MESH BACK [EA]	1	0	44	0	16	48	48	91.67%
57	VPAM-W567	VPAM-W567 Anti Fatigue Insoles Sz W567 [PR]	1	0	9	0	3	9	9	100%
58	VPAM-M67/W89	VPAM-M67/W89 Anti Fatigue Insoles Sz M67/W89 [PR]	1	0	9	0	3	9	9	100%
61	VPAM-H89/W1011	VPAM-H89/W1011 Anti Fatigue Insoles Sz H89/W1011 [PR]	1	0	9	0	3	9	9	100%
63-G2	VPAM-M1011/W1213	VPAM-M1011/W1213 Anti Fatigue Insoles Sz M1011/W1213 [PR]	1	0	18	0	8	18	18	100%
67	VPAM-M1213	VPAM-M1213 Anti Fatigue Insoles Sz M1213 [PR]	1	0	9	0	3	9	9	100%
69	VPAM-M1415	VPAM-M1415 Anti Fatigue Insoles Sz M1415 [PR]	1	0	9	0	3	9	9	100%

Our Machine Health Report tells us the inventory status of each coil in a machine. An alert is sent to both our customers and our Vending team when coil quantities hit yellow or red status. Thus warning us about a potential stock out before it happens.

Our vending solution eliminates the need for on board hard drives and pushes the software to the cloud allowing for lower overall costs, higher up times and less maintenance. The lower cost allows us to deploy vending for FREE to our customers in exchange for a marginal buying commitment.

REPORT: PAR OPTIMIZATION

Machine: [2nd & Pike Sellen - 2nd and Pike - PPE #1 - TBD]
 # of Days To Analyze: [30] Days Between Restock: [3] [Generate Report](#) [Export Report](#) [Transfer Settings to Planogram](#)

Item #	Description	Package Qty.	Average Sales Per Day	Current Max	Inventory Cost	Suggested Max	Projected Cost
DM-SG1100C-V	SAFETY GLASSES 1100 SERIES CLEAR [EA]	1	0.10	20	\$0.00	1	\$0.00
DM-SG1100D-V	DIAMOND M 1100 INDOOR/OUTDOOR [EA]	1	0.13	10	\$0.00	1	\$0.00
DM-SG1100A-V	DIAMOND M 1100 AMBER [EA]	1	0.07	10	\$0.00	1	\$0.00
DM-SG1100S-V	SAFETY GLASSES 1100 SERIES SMOKE LENS [EA]	1	0.03	10	\$0.00	1	\$0.00
DM-SG4200C-V	Glasses Clear [EA]	1	0.20	12	\$0.00	1	\$0.00
DM-SG4200D-V	In/Outdoor Nemesis [EA]	1	0.10	6	\$0.00	1	\$0.00
DM-SG4200A-V	Glasses Amber [EA]	1	0.07	6	\$0.00	1	\$0.00
DM-SG4200SM-V	Smoke Nemesis [EA]	1		6	\$0.00	0	\$0.00
MAJGL-3437-SM-V	Glove Dyneema, Cut 3 - SML [PR]	1	0.03	10	\$0.00	1	\$0.00
MAJGL-3437-MD-V	Dyneema 13 GA seamless knit Size MD [PR]	1	0.07	30	\$0.00	1	\$0.00
MAJGL-3437-LG-V	Dyneema 13 GA seamless knit Size LG [PR]	1	0.27	30	\$0.00	1	\$0.00
MAJGL-3437-XL-V	Dyneema 13 GA seamless knit Size XL [PR]	1	0.13	20	\$0.00	1	\$0.00
MAJGL-3437-2X-V	Majestic cut 3 2XL [PR]	1		10	\$0.00	0	\$0.00
SHOWA-377-07-V	ATLAS FOAM GRIP BLUE GLOVE BLACK PALM ME [PR]	1	0.10	30	\$0.00	1	\$0.00
SHOWA-377-08-V	Atlas Foam Grip Blue Glove Black Palm - Large [PR]	1	0.07	30	\$0.00	1	\$0.00
SHOWA-377-09-V	ATLAS FOAM GRIP XL BLUE GLOVE BLACK PALM [PR]	1		30	\$0.00	0	\$0.00
SHOWA-377-10-V	Glove Foam Grip Blue 2X [PR]	1		10	\$0.00	0	\$0.00
MAJGL-75222-MD-V	Vest Class 2 Medium [EA]	1		6	\$0.00	0	\$0.00
ANSEL-11830-7-V	WHITE NYLON COATED GLOVES SMALL [PR]	1		19	\$0.00	0	\$0.00
ANSEL-11830-8-V	WHITE NYLON COATED GLOVE MEDIUM [PR]	1	0.03	19	\$0.00	1	\$0.00
ANSEL-11830-9-V	WHITE NYLON COATED GLOVE LARGE [PR]	1	0.17	19	\$0.00	1	\$0.00
ANSEL-11830-10-V	WHITE NYLON COATED GLOVE X-LARGE [PR]	1		13	\$0.00	0	\$0.00

The Par Optimization report assists us in establishing refill quantities and frequency needed to maintain a 100% fill rate.

30. RELATED SERVICES

Any related public safety and emergency preparedness products and services offered by supplier.

Safeware-Mallory provides added value services including: SCBA maintenance and repair, SCBA flow testing, cylinder hydrostatic testing, fit testing, CBRNE instrument calibrations and repair, level A suit testing, fire hose testing, PPE cleaning, air compressor repair and maintenance and breathing air testing.

Safeware-Mallory also provides many onsite and online training classes on a wide range of topics including:

- Aerial Work/Lift Platforms
- Back Safety
- Bloodborne Pathogens
- Bucket Truck Safety
- Chainsaw Safety
- Confined Space Entry Awareness
- Confined Space Entry Operations
- Confined Space Rescue
- Cranes, Hoists & Lifts
- Crane Safety Awareness
- Defensive Driver (National Safety Council Certification)
- Developing Effective Safety Action Teams
- Do Your Own OSHA Inspection
- Electrical Safe Work Practices
- Emergency Action Plans
- Evacuation Plans that Work
- Ergonomics Hazard Assessment
- Establishing a Safety & Health Committee
- Fall Protection Awareness
- Fall Protection Competent Person
- Fire Prevention & Fire Extinguishers
- First Aid CPR AED (National Safety Council Certification)
- Flagger Certification (National Safety Council Certification)
- Forklift Operator (industrial/warehouse)
- Forklift Train the Trainer
- Hand & Portable Power Tools
- Hazard Communication/Right to Know
- Hazard Identification
- Hazardous Materials Awareness (initial and refresher)
- Hazardous Materials Operations / Spill Response Team (initial and refresher)
- Hazardous Materials 24 Hour Technician (initial and refresher)
- Hazardous Waste Management (initial and refresher)
- Hearing Conservation
- High Voltage Electrical Safety
- Hoists & Overhead Cranes
- Job Safety Analysis/Job Hazard Analysis
- Ladder Safety
- Lead Safety
- Lockout/Tagout Electrical Safety (authorized, affected and other)
- Law Enforcement Public Order Civil Unrest
- Law Enforcement Public Order Command Foundation Course
- Machine Guarding
- Material Handling
- Mobile Cranes & Rigging
- NFPA70E
- OSHA 10-hour General Industry
- OSHA 10-hour Construction
- OSHA 30-hour General Industry
- OSHA 30-hour Construction
- OSHA Overview for HR Managers
- OSHA Recordkeeping Requirements
- Overhead Crane Operator
- Personal Protective Equipment
- Power Tool Safety
- PPE Hazard Assessments
- Respirator Fit-Tester Course
- Respiratory Protection
- Respiratory Protection Program Administrator
- Safe Lifting
- Safety Orientation Programs
- Scaffold User
- Scaffold Competent Person
- Slings and Rigging
- Spill Response Team Training
- TB & Airborne Pathogens
- Trenching & Excavation Competent Person
- Work Zone Safety Supervisor

31. OTHER NON-LISTED PUBLIC SAFETY, LAW ENFORCEMENT AND FIRE EQUIPMENT

Equipment, supplies and materials (such as general Fire Turn -out gear and Law Enforcement Tactical equipment) that Bidder offers but does not appear specifically in the above categories.

Safeware-Mallory has been providing equipment and services to support the current contract for over 6 ½ years. In preparation for this solicitation we offered feedback relative to the list of categories that included the highest demand for our services. The response provided by Safeware-Mallory in this technical response represents a comprehensive list of our best current capabilities offered. However, in the world of ever-changing threats and challenges, Safeware-Mallory will expand capabilities to include any additional categories and products required by our customers to meet their needs.

C. AWARENESS OF DIFFICULTIES & PLAN TO SURMOUNT

As the current contract holder, Safeware-Mallory is well aware of the difficulties associated with a contract of such an extensive scope and breadth. The challenges with this contract are many but can be broken down into three major factors which include the size of the contract scope, the ability to provide national coverage, and the resources necessary to service the contract.

CONTRACT SCOPE

The current contract includes 19 categories and the new RFP includes 31 diverse groups. This varied list of product categories presents a serious challenge to any single company. Traditional law enforcement distributors do not have the experience in fire departments or general safety. Fire distributors tend to be limited to regional coverage due to fire equipment manufacturers' dealer agreements. Neither group has strong positioning in industrial safety or physical security and computer networking for complex CCTV and access control. Safeware-Mallory has several advantages over other providers and is uniquely positioned to support this contract. First, both companies began as independent safety distributors servicing all manner of commercial manufacturing and construction giving us a broad background in safety. The personal protective equipment (PPE) used in industry is, many instances, the same equipment used by first responders. For example, chemical manufacturers utilize a very high level of PPE including level-A suits, SCBAs, and detection equipment similar to equipment used by HAZMAT teams. Because of this similarity, both companies began to service first responders decades ago becoming recognized as leaders in the FR community today. Over the last 6 ½ years Safeware-Mallory has systematically increased our capabilities in almost every category to our current position today where the current categories reads like a list of our core competencies.

COVERAGE

In preparation for our 2011 response to the current Public Safety contract, we recognized the need for complete country coverage in order to reach out to the 30,000 registered USC customers. Safeware was strong in the Mid-West and East Coast with limited penetration into the West Coast. Mallory Safety and Supply has a strong foot print on the West Coast and Mid-West. As a combined effort over the last 6 ½ years, we have successfully covered the entire US including Alaska, Hawaii, and US Territories and continue to grow our salesforce and marketing efforts to extend our reach.



RESOURCES

A successful organization must have a system in place with both the flexibility to adapt with every changing situations and the rigidity of defined managerial roles that will oversee the execution of the plan and its changes. Commitment to the program from senior management is critical as company-wide adherence to the program is necessary for success.

Safeware and Mallory have worked closely together to ensure a unified approach to contract support by devoting significant financial and personnel resources in support of the contract. Sales management and marketing efforts are combined to ensure unified priorities and approach. Lines of communication have long been established between all levels of the organizations and regular meetings as well as use of collaborative tools have helped us to maintain consistency and development of best practices for contract execution. Use of the same software platform makes operational procedures and reporting straightforward.

PLANT TO SURMOUNT

Our Preliminary Work Plan at the onset of the current contract consisted of three phases beginning with startup and analysis of our current customers, contacting existing users of other U.S. Communities contracts, and ending with converting previously unregistered users. A look at our sales numbers from 2012 shows that this process took some time due to virtually no carry over from the previous contract, but our continuous growth resulting in sales of over \$46 million in 2017 and \$196 million total sales from the start of the contract demonstrates that we have been successful in our efforts and provided the necessary resources and focus enabling this growth.

The continued growth in contract sales will come from the ongoing execution of our current strategy. The strategy consists of multiple parts involving sales analytics, sales representative allocation and expansion, marketing efforts, and laser focus. Our sales strategy has changed over the years as we gained experience and found what works and what does not. Today we take a multi-layered approach with our sales staff where many agencies are supported by several reps who are product experts in a category such as law enforcement or physical security. By working together, we can more fully cover a single agency's needs.

Safeware-Mallory also utilizes sales analytics to determine sales penetration, areas of improvement, and opportunity utilizing cost vs benefit methodology. Safeware and Mallory have invested heavily in marketing activities to provide several functions; first by supporting our name recognition and contract availability to perspective customers, and secondly to engage customer who we might not otherwise be able to contact. This is done through our comprehensive website, email lists, publication advertising and social media capabilities. Trade shows and summits are also an important mechanism for reaching new and existing customers providing a single showcase for new products and services. Safeware and Mallory attend on average over 75 shows per year, not including USC summits, both individually and in jointly shared booth spaces.

THE FIRST SIXTY DAYS

If awarded the contract, our senior management team will meet to execute the notification process to all existing customers and begin to lay the groundwork for creating new bridged contracts with agencies requiring such contracts. We will quickly engage agencies where supervisor or board approval is required and get on schedule for public hearings if needed so that we can have little to no disruption from old to new contract.

Implementation of the new contract will be designed to leverage current relationships with municipal agencies and create a fresh face for the contract in an effort to attract new potential target customers. New contract roll-out will be executed with joint efforts from the Safeware-Mallory and U.S. Communities Marketing teams.

We will energize the marketplace with the following campaign encompassing the first 60 days of the new contract. Elements to include:

- **Initial roll-out call with the U.S. Communities Program Managers**
 - Emphasizing the value of the contract with focus on target customers and opportunities for market growth.
- **Initial roll-out call with Advisory Board Members**
 - Emphasizing target products and campaigns for success
- **Emails to Registered Agencies**
 - Emphasizing the new contract and offering special incentives in the form of special buys for the new contract
- **Webinars**
 - Targeted at both purchasing and agency (fire & police) customers
 - Communicating the breadth of the contract and our offering
- **Update Print Material**
 - Reprints of all catalogs, line cards, business cards, etc. refreshing the look of and announcing the new contract
- **Press Releases**
 - Announcing the contract and emphasizing its benefits
- **Social Media**
 - Posts on various social media channels (Facebook, Twitter, LinkedIn) to announce new contract and emphasize benefits of use

TRAINING

Training will be a huge part of our implementation plan as universal understanding of the contract throughout the company is critical to our success. Contract commitments are made at the executive level, but are carried down to every employee through our levels of management.

- **Employees**
 - In-service USC contract training for all departments respective of their contract role
 - Paired with a fresh understanding of all of the new contract details ensuring all employees have at least basic understanding of contract merits

- Occurring just prior to contract inception to ensure that Safeware-Mallory personnel are up to date and ready for contract kick-off
- **Sales**
 - In-service USC contract training for all sales personnel on new contract details
 - Mandatory training with USC Program Manager to further improve our contract skills
- **Vendors**
 - New focus!
 - Intent to create excitement in the supply chain to create even more lift for our contract
 - Scheduled vendor “Town Halls” during the first 60 day
 - Manufacturer partners will be invited to send sales personnel, in person or via webinar, for contract training
 - Resources will be provided to announce inclusion of their products on U.S. Communities
 - Ex. POS booth materials for trade shows, logos, branding for websites

2.0 TREATMENT OF THE ISSUES

We recognize the scope of work as presented and we feel that it fundamentally represents the important aspects of the contract: to provide a full offering of products for fire and police, to provide to protect every worker in a government agency of any time, and all other eligible U.S. Communities contract customers, and to have a strong fundamental understanding of the procurement of these products.

We understand that we are responsible to consult with government procurement professionals based on a strong understanding of the legal and regulatory issues involved, to promote adoption of the U.S. Communities contract in a way that delivers hard cost savings on the products that they buy, as well as savings in the cost of the procurement process. We find the Request for Proposal to be complete, thorough and relevant in every detail.

3.0 STATEMENT OF QUALIFICATIONS

3.1 ORGANIZATIONAL AND STAFF EXPERIENCE

As the incumbent on this contract, Safeware-Mallory has seven years’ worth of examples of our experience with the subject matter of this contract. Safeware-Mallory hosts a plethora of benefits as both current and future contract holders, which can be summarized by our Dedication, Responsiveness, and ability to be a Solution Provider.

A. DEDICATION

Safeware and Mallory are both family owned and operated businesses with strong dedication to fill the need for public safety equipment. We are proud to supply our first responders and others in the public safety industry with the equipment necessary for them go to work every day and come home safely. Executive leadership of both companies fully supports the commitment of such a contract and serve as an example of dedication to the job. We have many personnel dedicated full time to supporting the contract, and many employees who have experience with U.S. Communities outside of Safeware-Mallory’s current contract. Our teams are knowledgeable concerning grant fulfillment and can support complex requirements with short deadlines. We work closely with procurement and understand their

pain points. This deep dedication to serving our customers is seeded in the corporate culture promoted by our executives.

EXECUTIVE EXPERIENCE

Edward Simons, CEO of Safeware, has made the success of Safeware in the U.S. Communities contract a personal mission. Ed has attended many quarterly reviews, and 6 of the U.S. Communities Annual Conferences. He has hands on role with the U.S. Communities team, the Advisory Board members, and Safeware key U.S. Communities customers. Ed exemplifies Executive involvement and his involvement is directly related to the success of Safeware's U.S. Communities contract.

Rick Bond, Vice President of Sales and Marketing, has been supporting customers in this contract since 2009. Rick worked for the prior contract holder, in his first full year working the U.S. Communities contract there; he grew his territory from 2.6 million in sales to 8.1 million. Why? Rick realized that this contract requires not only purchasing support and education, but also the strong support of the end user customers (as every purchasing professional will tell you!). Rick worked directly with the fire and police customers to earn their business, and continues to enjoy a portfolio of nationwide contacts at the end user level. Rick also understood that large capitol and grant funded projects require tremendous detail and flexibility in pricing, and he delivered lower costs to many government customers. Rick accounted for approximately half of the contract sales of the past contract holder prior to the Safeware award.

Rick flourished in the customer focused atmosphere of Safeware (where he worked for 13 years earlier in his career), and in 2016 he accepted his new role as the VP of Sales. Rick has led several U.S. Communities webinars, including one on emergency procurement where he was able to share his own personal experiences as a supplier during high profile national emergencies spanning several decades. Rick is a hand on leader, with deep and lasting relationships with Government Purchasing Professionals as well as fire and police customers across the country.

COMPANY EXPERIENCE

Everyone in the company currently has a hand in supporting the U.S. Communities contract. Top management regularly attends the annual La Jolla Conference as well as all quarterly sales reviews with U.S. Communities managers. Safeware-Mallory includes U.S. Communities reporting in their company wide sales meetings including information about the progress of the contract's revenue towards our yearly goals, any new manufacturers with training to support the contract's eligible categories of items, sales strategies and pitches, re-education of U.S. Communities benefits and best practices. From the top down, all company members are reminded, well aware of, and involved in supporting the U.S. Communities contract.

Our customer service team is knowledgeable and experienced in supporting government customers. Our quotes always reference relevant contract detail, and customers are assured of receiving the eligible contract pricing. Safeware-Mallory customer service reps are trained on the U.S. Communities contract and receive regular product training to insure the proper support of the contract objectives.

SALES EXPERIENCE

All Safeware sales representatives are trained on government purchasing and the U.S. Communities contract. Each sales representative regularly works in support of the local U.S. Communities Program Manager and attends government purchasing events, obtaining best practice information to help them

consult with government customers in regards to the use of cooperative contracts. All Safeware sales representatives have access to the U.S. Communities UConnect portal and access the U.S. Communities website for important information so that they can be a resource to government purchasing professionals.

- **State and Local Government (NIGP)** – Safeware routinely attends NIGP conferences across the country to support our contract sales
- **State Government National Governors Association** – Safeware was honored to have Rick Bond speak to the Homeland Security Advisory Council of the National Governors Association in 2015. The talk was in regards to Safeware’s U.S. Communities contract and was reinforced with statements from Chris Kelenske of the Michigan State Police, who spoke to the council regarding the benefits of the contract to the State of Michigan. Safeware also attended the annual NGA conference in 2017 in Providence Rhode Island. Safeware is a leading edge contract holder for U.S. Communities at the State level boasting 11 states currently bridged with the Safeware U.S. Communities contract. The states of Michigan, Massachusetts, and Maryland are among our larger success stories.
- **Large Cities** – Safeware has been successful in penetrating large cities. The core commodities on the Safeware contract along with our reputation with the end user customers has driven adoption from Washington DC, Cleveland, and Houston among others.

GRANT FULFILLMENT

We work with customers daily on meeting their complex requirements and critical timeframes due to grant deadlines. The majority of Mallory’s U.S Communities business is funded by grant funds because of the unique solution the contract offers and the diligent job both companies have done making this contract available to agencies in grant-funded regions. All departments throughout Safeware and Mallory are trained and acutely aware of sensitivity of grant deadlines and work together to help ensure all customers receive items on time.

Every December, agencies get notified of leftover funds and must order, purchase and receive equipment eligible on the Approved Equipment List (AEL) from FEMA sometimes in less than two weeks. Safeware-Mallory makes sure they stay abreast of each agency’s leftover grant opportunities and keep them aware of this option of piggybacking on the U.S. Communities contract so both sides can maximize these often large windfalls.

Safeware-Mallory leverages their manufacturer relationships to meet customer’s often tight deadlines to ensure product arrives on time and all paperwork is in order to fulfill grant requirements otherwise the customer loses their funds. The consistent delivery on these critical commitments throughout the span of the U.S. Communities contract period has earned Safeware and Mallory the reliable reputation and trust that agencies depend on to meet their deadlines resulting in repeat large scale purchases.

NATIONAL ELECTIONS

Safeware supported the City of Cleveland in the purchase of public safety equipment in preparation for the 2016 Republican National Convention. Difficulties in the acquisition of federal funds as well as other

hurdles put the City in the challenging position of having to purchase product to protect thousands of officers with only a few short weeks to complete the purchases and have the products delivered. Many products also required fitting and training further increasing the lead time. Fortunately, the City had passed a resolution making the Safeware U.S. Communities contract an option for these purchases. Safeware worked closely with the City Procurement staff as well as the command staff from fire and police assigned to the event to ensure that all of the products were delivered and that training and fitting took place in time for the big event. Safeware was also honored to provide products to the City of Philadelphia for the 2016 DNC, and we also supplied many products to the City of Tampa for the convention which was held there in 2012.

WASHINGTON, DC

Washington DC Office of Contracts and Procurement had a seemingly impossible task in procuring emergency supplies for the January 2017 Presidential Inauguration. Funds became available for long lead time items with only a few short weeks until the big event. Fortunately, DC had been utilizing Safeware and the U.S. Communities contract allowing us to work together to get the mission critical items in the hands of the police department just in time for the Inauguration.

COBB COUNTY

Consider these excerpts from a government publication, regarding the teamwork of Safeware with Cobb County, GA Procurement to address purchases needed in time for the grand opening of SunTrust Park in 2017:

As opening day plans for the new Atlanta Braves Stadium, SunTrust Park, were being finalized, public safety leaders were completing the traffic and security measures to be implemented around the SunTrust Park area. On opening day, April 14th, officials would be implementing their well-planned processes and procedures to ensure traffic flowed smoothly and the safety of the thousands of visitors attending the game was secure.

Critical to the implementation of these plans was a list of items that needed to be purchased and delivered prior to opening day. The Police Department had several meetings with Bill Thomas, Supervisor of General Purchasing for Cobb County to outline their supplies and specifications. Some of the requirements included more than 1,000 safety cones, metal barricades, golf carts, Polaris all-terrain vehicles, safety balloons, generators and covered trailers – representing thousands of dollars.

The first pitch date was approaching and Bill needed to ensure that the procurement of the extensive list proceeded smoothly. To do this, he turned to two U.S. Communities contracts: Safeware for the majority of the public safety items and Club Car for the golf carts.

Joe proposed the cooperative contracts to the public safety team. “Using these contracts would save a lot of time by eliminating the need for an RFP and I knew we would get their lowest pricing,” said Joe. “Everything

that was needed was available through these two contracts which really streamlined the entire process.”

Arriving at opening day without these items was not negotiable. Before proceeding, Joe had several meetings with Safeware to ensure the items they needed were covered under the contract and would be delivered by the designated dates. “I was most concerned with the Polaris vehicles since they were the most expensive items. I wanted absolute confirmation there would be no issues with the purchase. Sometimes when working with a vendor, you start the process and then find out a particular item is not available or can’t be delivered by the needed date.” stated Joe. “Working with Safeware went as smoothly as it could have gone.”

As an Advisory Board member for U.S. Communities, Cobb County is familiar with the advantages of utilizing U.S. Communities contracts. The solicitation process by a lead public agency is similar to the Cobb County purchasing process so the requirements for a competitive bid are met. Being able to utilize a cooperative contract streamlines the entire purchasing process and eliminates the time needed for an RFP. U.S. Communities has rigorous supplier commitments to ensure their supplier partners offer their best government pricing. “Using U.S. Communities, we knew we were getting the most competitive pricing,” said Joe.

Safeware enjoys a good relationship with Cobb County, and SunTrust Park is just another example of our work with procurement professional to meet deadlines with important public safety purchases.

We are constantly engaging regularly with procurement, purchasing managers, and buyers to assist with current and upcoming projects helping bridge the gap between the specific technical needs of the end users and the need for a convenient way to purchase on the procurement side. For example, Los Angeles City Fire has a long standing relationship with both an ambulance company and a helicopter company whose contracts were due to expire. The purchasing department was under the impression that they had to go out to bid to resolicit for these expensive and high profile contracts, but with the help of Mallory’s well trained sales team discovered they were eligible to piggyback onto the U.S. Communities contract. The business for both contracts was transferred over to the contract through Mallory resulting in significant savings in both hard and soft costs.

B. RESPONSIVENESS

Safeware-Mallory is responsive to customer needs of all kinds. When disaster strikes, we are there to help agencies recover. We are on-call 24/7 to respond with product and solutions to rapidly deliver supplies to agencies in need during both natural and homeland safety disasters. Consider the following examples that highlight our ability to respond to emergency.

STATE OF MASSACHUSETTS

Safeware has worked closely with many contacts at the State of Massachusetts since the U.S. Communities contract was bridged in 2016. One recent success was the need for State Emergency

Management to purchase kits and trailers for sheltering residents in an emergency. While the preparations for the purchase had taken place over many years, the money became available in January of this year with a delivery required in April. A meeting took place and fortunately, Safeware has experience with this type of kit and trailers before. Two weeks after the initial meeting, the quotes were finalized, and two days after that, purchase orders were created enabling the State to meet their deadlines.

STATE OF MICHIGAN

Safeware was contacted in August of 2014 by representatives of the State of Michigan Department of Technology, Management and Budget. The state had been surprised by terrible flooding, forcing many residents from their homes and causing widespread damage. The State sent over an equipment list of flood clean up items, hoping that Safeware could somehow source thousands of each of these items. This contact took place on a Saturday morning and volunteers were being mobilized already for the clean-up. Safeware contacted a key contract partner regarding the supplies, and it was immediately recognized that the listed components actually were parts of a kit that listed on the U.S. Communities contract pricing for that vendor, Propac. This kit is manufactured for the American Red Cross and Salvation Army, among others. The State made arrangements for the purchase of a full truckload of kits, which were loaded on a truck in South Carolina and dispatched on Sunday morning to the flood sites in Michigan. Local governments in the affected area also requested kits after speaking with the State, and as registered U.S. Communities customers, the county was able to purchase several pallets on their own to augment the clean-up.

This success story was presented by Safeware, along with a representative of the State of Michigan, to the Homeland Security Advisory Council of the National Governors Association in 2015.

MIAMI DADE

The whole country received a big scare in 2016 with an outbreak of the Zika virus, and in August of that year, cases were reported in South Florida. Miami Dade County, a great customer of Safeware on the U.S. Communities contract, sprang into action and began to procure emergency supplies such as insect repellent, wipes and sprays to protect employees and the public. Safeware was able to source all of the required products and coordinate emergency deliveries to support the response. Safeware also provided Miami Dade with products during the recent hurricanes of 2017, working around the clock with County representatives during the preparations and aftermath.

PRODUCT INNOVATION

Being responsive is more than responding quickly in times of disaster. We also respond to changes in the market, always looking for the latest products to solve today's problems. Safeware-Mallory invites manufacturers to regularly scheduled sales meetings to introduce new technology and product offerings and train our sales teams on presenting the options to our growing customer base. We attend numerous trade shows with the intent not only to make new contacts, but to find new and innovative products that will meet end users' needs. Mallory, for example, has regularly exhibited at Urban Shield and donated new technology to the 72-hour scenario portion of the event during which 40+ SWAT teams test equipment in security type scenarios as a way to discover new technology and develop better tactics for high risk situations.

Both Safeware and Mallory, while attending trade shows independently, also present jointly at various shows and conferences along with manufacturers to aid in product demonstration and customer meetings. These shows are opportunities to increase our customer base, spread our knowledge of the various public safety markets, and promote the U.S. Communities contract vehicle. A full listing of the shows attended in 2017 will be presented later in this proposal.

C. SOLUTION PROVIDERS

Safeware-Mallory has an extensive and diverse vendor base made up of over a thousand individual vendors comprised of safety, law enforcement and Special Forces, fire and rescue, emergency and first aid, surveillance and physical security manufacturers. We utilize these relationships to offer our customers a variety of product to meet their specific needs and preferences. We save our customers time by being a single source for all of their public safety needs, with the ability to combine multi-vendor requirements into one purchase such as when we provided the City of Las Vegas Metro Police Department with a variety of riot gear and Personal Protective Gear from multiple manufactures on a single purchase order. A combination of our unified buying power, along with our market expertise, and our knowledgeable staff make us excellent solution providers.

We are experts in the market with relationships with the most popular brands in public safety as well as specialized vendors. We work with end users to find unique solutions to fit our customers' needs and often work closely with the manufacturer to develop specific items or kits that fit these needs.

DIVERSE VENDOR BASE

Safeware-Mallory identifies and trains with relevant manufacturers on their products in each respective public safety channel and regularly includes manufacturer experts on joint calls, demos, in person meetings and presentations with interested end-users. Trial and Evaluation programs are also made available to the customers with multiple manufacturers on the same product so customers can feel confident with their final purchasing decision. Manufacturers included encompasses virtually Safeware-Mallory's entire catalog including 3M, US Armor, MSA, Avon, Armor Express, United Shield, Crewboss, Mustang Survival, Chinook, Blauer, Lion, Firedex, as well as most PPE manufactures (head, hand, eyes), etc.

Safeware-Mallory consults with its extensive end-user customer base to stay up to date on technology they are using to add to the U.S. Communities contract to make available to other end-users. Safeware-Mallory ensures there are multiple manufacturer options under popular categories to give end-users the best opportunity to make informed decisions to suit their needs specific to their agency.

The Orange County Fire department, the largest Southern California fire agency, was looking for ballistic armor for active shooter incidents. They had a specific budget, needed to outfit 700 seats and also needed solutions for storage. The Safeware-Mallory team was able to present samples of ballistic armor from multiple manufacturers such as US Armor, Armor Express, United Shield, and Safariland so that the customer could choose the right products to fit accommodate their budget. The final deal included free helmet pouches and vest carrier bags as well as the only 7-year warranty available on ballistic armor to amortize their spend more effectively versus the standard 5-year warranty.

UNIFIED BUYING

An excellent example of the benefit of unified buying is with security projects which encompass multiple vendors for cameras, software, storage as well as installation services and labor. Safeware-Mallory offers unique Government Security Solutions combining a myriad of equipment solutions and customizations based on customers very unique needs. These solutions are difficult to procure because due to their sensitive nature, they cannot be advertised in the way that normal goods and services are. The U.S. Communities contract is an excellent resolution to this issue as it saves government purchasing from having to solicit such sensitive projects via open bidding and allows them to utilize a single source for such complex multi-vendor requirements.

PHYSICAL SECURITY & INTEROPERABLE COMMUNICATIONS EQUIPMENT**SUCCESS STORY #1:**

A large Southeastern City was experiencing an extremely high felony crime rate. The City generated Citywide funding and applied for and was awarded multiple security grants (State & Local and Federal) to build out a \$12M Real Time Crime Center for their Public Safety Department in order to gain greater situational awareness and coordinate with ground units and personnel. Besides designing and building out a multi-room security ops center, the Safeware-Mallory team integrated many technologies including and not limited to: Shot Detection, LPR (License Plate Recognition), Intelligent Citywide CCTV, Online Community Tip Line, Online Pawn Shop Stolen Good Activity, Social Site Monitoring, Body Cam Upload Integration, Citywide Network Connectivity, Interoperable Communications, and Multi-Agency Situational Rooms. This "Real Time Crime Center" has become a showcase for many Law Enforcement agencies both state and local as well as Federal and has been of great interest to some of the world's largest corporations as it is being viewed as the benchmark for future "Real Time Crime Centers".

SUCCESS STORY #2:

In 2017, Major League Baseball held their annual All Star Game in the City of Miami and required a physical security system, covert in nature due the extremely high ranking political and celebrity attendees. The Safeware-Mallory team designed and built out a rapid deployable physical security network along with the end-point devices necessary to provide situational awareness across a multi-agency encompassing state, local, Federal Law Enforcement support team. The project was challenging as the original networking design had to be revised multiple times due to constant new high-rise construction changing the "line of sight" requirements. Another large challenge was creating interoperability across multiple platforms as many Federal agencies brought with them their own highly secure networking equipment that had different bandwidth spectrums from the State & Local agency networking equipment. The Safeware-Mallory team was, however, able to configure a design for the secure operation center that brought all law enforcement parties onto a common operating platform.

SUCCESS STORY #3:

A large Northeastern County was operating on outdated (1920's/1950's/1980's) security measures throughout their regional corrections facility. In 2015, the Safeware-Mallory team brought the County up to current security technologies that included CCTV, and Access Control. The County was so pleased with the Safeware-Mallory team that the County subsequently contracted with the Safeware-Mallory team to bring their Prosecutor's Office, County Operation Offices, County Courthouse, and other critical County support facilities under the newly designed Safeware-Mallory security platform. To this day Safeware-Mallory is viewed as a trusted security partner with the County.

SUCCESS STORY #4:

A large Southeastern City was experiencing a high volume of stolen vehicles. Many vehicles were being driven out on City roads. The Safeware-Mallory team designed, configured, and built multiple License Plate Recognition (LPR) trailers with built in cellular connectivity. The intent of the trailers was to alert local law enforcement of stolen car hits. Within the first week of deploying the trailers, the City Police Department was averaging and apprehending over five stolen cars per week just on one main thoroughfare alone. During the next City Commission meeting, the Police Chief was pleased to report their results and out of that meeting started the allocation of nearly \$7M to the Safeware-Mallory team for additional Citywide security measures throughout the City.

SUCCESS STORY #5:

A major Northeastern City was operating on an outdated public safety communications system. They had previously contracted with one of the world's largest communication conglomerates only to end up extremely frustrated as they continued to experience sporadic connectivity between their headquarters and their first responders entering various buildings throughout the City. The Safeware-Mallory team approached the City with a hybrid upgrade approach. We integrated a CAD fusion software solution along with upgrading their entire Distributed Antenna System (DAS) hardware support structure. This implementation of the new hardware has rapidly eliminated dead spots in communication granting the City peace of mind that their systems are operating as intended and helping to keep their first responders safe.

SUCCESS STORY #6:

A large Northeastern County owned the land where a cellular communications tower once stood. This area of the Northeast has vast amounts of open, undeveloped, and environmentally protected lands and their public safety network along with the consumer cellular network was lacking coverage. The Safeware-Mallory team advised the County at no cost on how to best utilize their land and how to bring to the table the largest cellular tower owner operating in the US. The Safeware team also advised the County that it was possible to co-locate their public safety antennas (microwave licensed spectrum and cellular) at one elevation of the proposed tower while allowing the top tier cellular service providers to compete for tower space at other height locations. The County has since entered into their tower lease agreement as outlined by the Safeware-Mallory team.

3.2 REFERENCES

Please see Attachment C

3.3 FINANCIAL STATEMENTS

Please see Attachment D for Safeware financials from 2016. Statements from 2017 have not yet been finalized by our auditors. (CONFIDENTIAL AND PROPRIETARY)

4.0 SUPPLIER QUALIFICATIONS

4.1 SUPPLIER COMMITMENTS

Safeware-Mallory acknowledges U.S. Communities' view of the importance of a successful supplier relationship as a foundation for providing maximum benefit to Participating Public Agencies as well as the Supplier. We therefore agree to the following commitments in order to ensure we provide the highest level of public benefit to Participating Public Agencies:

A. CORPORATE COMMITMENT

- Safeware-Mallory agrees to the terms and conditions of the Master Agreement and acknowledges that the pricing, terms, and conditions shall at all times be our primary Contractual offering of Products and Services to Public Agencies. All of our marketing and sales efforts to Public Agencies will demonstrate that the Master Agreement is our primary offering and not just one of our contract options.
- Safeware-Mallory agrees that our entire sales force shall present the Master Agreement when marketing Products or Services to Public Agencies.
- Safeware-Mallory agrees to advise all existing Public Agency customers as to the pricing and other value offered through the Master agreement.
- Upon authorization by a Public Agency, Safeware-Mallory agrees to transition customer to the pricing, terms, and conditions of the Master Agreement.
- Safeware-Mallory commits that the U.S. Communities program and the Master Agreement will receive the highest level of support from senior management and subordinates.
- Safeware-Mallory asserts that the following contacts have been assigned to support the contract (see National Staffing Plan, section 5.5):
 - **National Accounts Manager** - senior management level personnel with the authority and responsibility to ensure that these Commitments are maintained at all times.
 - **Lead Referral Manager** - responsible for both receiving communications from U.S. Communities concerning new Participating Public Agency registrations as well as for ensuring timely follow-up by staff to requests for contact from Participating Public Agencies.
 - **IT Lead** – responsible for updating and supporting current supplier-based internet web page dedicated to Safeware-Mallory's U.S. Communities program and linked to U.S. Communities' website
- Safeware-Mallory's senior management team, led by Edward Simons, President of Safeware, and Shawn Murray, Chief Operating Officer of Mallory, fully supports and endorses our commitments to the U.S. Communities program and its requirements ensuring long term participation as our primary Public Agency contract vehicle.
- In states where we have an existing Contract for Products and Services, Safeware-Mallory agrees to notify the state of the Master Agreement and will make all efforts to transition the state to U.S. Communities program. Regardless of the state's decision to transition to the

Master Agreement, Safeware-Mallory will continue to primarily offer the Master Agreement to all Public Agencies located within that state.

B. PRICING COMMITMENT

- Safeware-Mallory commits that the pricing offered under the Master Agreement is the lowest overall available pricing on Products and services offered to Public Agencies.
- Contracts Offering Lower Prices – In the case that a pre-existing contract provides one or more Public Agency a lower price than offered under the Master Agreement, Safeware-Mallory agrees to match the lower pricing and inform eligible Public Agencies that the lower pricing is available under the Master Agreement. If the Public Agency requests to be transitioned to the Master Agreement, Safeware-Mallory shall comply and report all future purchases under the U.S. Communities Contract. Examples of these obligations include state contracts, regional cooperative contracts, and contracts with individual Public Agencies.
- Deviating Buying Patterns – Safeware-Mallory understands that we may occasionally encounter a Public Agency with a buying pattern or terms and conditions that considerably deviate from the normal Public Agency patterns causing pricing under the Master Agreement to be higher than an alternative contract held by Safeware-Mallory. In the event of such a situation, Safeware-Mallory will evaluate the unique circumstances to determine if pricing under the contract can be reduced for items that are causing the deviation for that Public Agency.
- Supplier's Options in Responding to a Third Party Procurement Solicitation – Safeware-Mallory understands that Public Agencies may issue their own solicitations, despite it being the objective of U.S. Communities to encourage piggybacking onto the Master Agreement. In the event of such solicitations, Safeware-Mallory recognizes the five available options and will determine on a case-by-case basis which option is best for the U.S. Communities, the Public Agency, and Safeware-Mallory. We recognize the following five available options:
 - We may opt not to respond to the procurement solicitation or make the Master Agreement available to the Public Agency as a comparison.
 - We may respond with the pricing, terms, and conditions of the Master Agreement. If awarded the contract, the sales would be reported as sales under the Master Agreement.
 - If competitive conditions require pricing lower than the standard Master Agreement pricing, Safeware-Mallory may submit lower pricing through the Master Agreement. If awarded, we would report sales as sales under the Master Agreement but would not be required to extend the lower price to other Public Agencies.
 - We may respond to the solicitation with pricing that is higher (net to buyer) than the pricing offered under the Master Agreement. If awarded, we acknowledge that we are still bound by all obligations set forth in Section 3.3 of the Master Agreement including the requirement to advise the awarding Public Agency of the pricing, terms, and conditions of the Master Agreement.

- We may respond to the solicitation with pricing that is higher (net to buyer) than the pricing offered under the Master Agreement and if an alternative response is permitted, Safeware-Mallory may offer the pricing under the Master Agreement as an alternative for consideration.

C. ECONOMY COMMITMENT

Safeware-Mallory understands the benefits of the Master Agreement over alternative options such as competitive solicitation pricing, and agrees to demonstrate these benefits and as well as continue to proactively offer the terms and pricing of the Master Agreement to Public Agencies as a more effective alternative to the cost and time associated with such alternate proposals and solicitations.

D. SALES COMMITMENT

The Safeware-Mallory sales force will be properly trained, engaged, and committed to marketing the Master Agreement as Safeware-Mallory's primary offering to Public Agencies. Compensation for the sales force shall be greater to or equal to their current compensation earned through other Public Agency contracts.

- Supplier Sales – Safeware-Mallory acknowledges responsibility for proactive sales of products and services to qualifying agencies and agrees to timely follow-up on sales leads from U.S. Communities. The program will be marketed aggressively through several approaches including but not limited to targeted advertising, direct mail, and online marketing. We will continue utilizing current methods with a proven track record of success. Regardless of the method of marketing, Safeware-Mallory agrees to include the U.S. Communities logo and agrees to employ its use per the standards defined in this agreement. Though U.S. Communities already has access to logos for Safeware, Mallory, and Safeware-Mallory and standards of use, any new logo or standards shall be provided to U.S. Communities upon award of this new contract and Safeware-Mallory grants U.S. Communities the use of our logos in accordance with our standards and requirements. Safeware-Mallory agrees to convey the following key points concerning the Master Agreement with all sales initiatives and marketing: i) that it was competitively solicited by Fairfax County, ii) it provides Safeware-Mallory's best overall pricing and value to eligible agencies, iii) there is no cost to participating Public Agencies, and iv) it is a non-exclusive Contract.
- Branding and Logo Compliance – Safeware-Mallory agrees to comply with all U.S. Communities branding and logo standards and guidelines. Marketing material designed for U.S. Communities will be submitted for review and approval prior to distribution.
- Sales Force Training – Safeware-Mallory assumes responsibility for training our entire sales staff on the Master Agreement and U.S. Communities program. We are aware of and will utilize U.S. Communities for training on a national, regional, or local level when necessary.
- Participating Public Agency Access – In order to facilitate customer access and communication, Safeware-Mallory will update the current U.S. Communities website with

the new contract information upon award. The website, which is accessible from a link on our homepage, www.safewaremallory.com, at minimum shall include the following: Logos for U.S. Communities and the Founding Co-Sponsor, Copy or original procurement solicitation, copy of Master Agreement and amendments, Summary of products and services pricing, link to U.S. Communities registration and instructions, and Safeware-Mallory marketing material. Safeware-Mallory will also continue to use and promote our dedicated toll-free hotline for U.S. Communities inquires and as well as our email address: uscommunities@safewaremallory.com.

- Electronic Registration – Safeware-Mallory will verify that each Public Agency has completed the U.S. Communities online registration process prior to processing their first sales order.
- Supplier's Performance Review – Safeware-Mallory gladly agrees to participate in regular performance review meetings with U.S. Communities to evaluate our performance and discuss areas for improvement.
- Supplier Content – Safeware-Mallory agrees to provide U.S. Communities with Supplier Content (graphics, media, etc.) for use on U.S. Communities websites and for general marketing purposes. Safeware-Mallory grants to U.S. Communities and its affiliates a non-exclusive, worldwide, free, transferable license to reproduce, modify, distribute, publically perform, publically display, and use Supplier Content in connection with U.S. Communities websites and for general marketing and publicity purposes, with the right to sublicense each and every such right. Safeware-Mallory warrants that it either owns or holds the rights to such material and confirms that the use of such content will not violate, infringe, or misappropriate the intellectual property rights or other rights of any third party.

4.2 USC ADMINISTRATION AGREEMENT

See Attachment A for copy of Administration Agreement that is executed unaltered and signed.

4.3 SUPPLIER WORKSHEET FOR NATIONAL PROGRAM CONSIDERATION

Please see worksheet on next page

SUPPLIER QUALIFICATIONS

SUPPLIER WORKSHEET FOR NATIONAL PROGRAM CONSIDERATION

Suppliers are required to meet specific qualifications for national program consideration. Please respond in the spaces provided after each qualification statement below:

- A. Will pricing for all Products/Services offered be the most competitive pricing offered by your organization to Participating Public Agencies nationally?
YES ☒ NO ☐
- B. Does your company have the ability to provide products and services to any Participating Public Agency in all 50 states?
YES ☒ *NO ☐
(*If no, identify the states where you do not have the ability to provide products and services to Participating Public Agencies.)
- C. Does your company have a national sales force, dealer network or distributor with the ability to call on Participating Public Agencies in at least 35 U.S. states?
YES ☒ *NO ☐
(*If no, identify the states where you have the ability to call on Participating Public Agencies.)
- D. Check which applies for your company sales last year in the United States:
☐ Sales between \$0 and \$25,000,000
☐ Sales between \$25,000,001 and \$50,000,000
☒ Sales between \$50,000,001 and \$100,000,000
☐ Sales greater than \$100,000,001
- E. Will your company assign a dedicated National Account Manager to support the resulting U.S. Communities contract?
YES ☒ NO ☐
- F. Does your company maintain records of your Participating Public Agencies' sales that you can and will share with U.S. Communities to monitor program implementation progress?
YES ☒ NO ☐
- G. Will your company commit to the following implementation schedule?
YES ☒ NO ☐
- H. Will the U.S. Communities contract be your lead public offering to Participating Public Agencies?
YES ☒ NO ☐

Submitted by:

KARLA A HYATT
(Printed Name)

DIRECTOR OF GOV'T CONTRACTS
(Title)

(Signature)

3-8-18
(Date)

5.0 SUPPLIER INFORMATION

5.1 NATIONAL COMMITMENTS

1. UNDERSTANDING OF SUPPLIER COMMITMENTS

Safeware and Mallory both agree with all of the corporate commitments as are represented in the detailed acceptance contained in section 4.1 of this proposal and further acknowledge our acceptance of such in signing of the Administration Agreement. We understand that these terms are to be well understood and carried out at every level of the company.

CORPORATE COMMITMENT

We agree to all terms and conditions of the Master Agreement and pledge that it will be our primary offering to all eligible agencies at all time. All of our marketing material will promote the contract, and our entire sales force will present it as our primary offering not simply an option. We will always advise eligible agencies of the contract and its benefits such as low pre-competed prices, ease of use, etc. We will make every effort to transfer customers to use of the contract, even in instances where we have an existing contract with a state or other entity. We will transfer eligible customers to the contract and all associate accounts will be updated within our system so as to properly report sales. This program will receive the highest level of support the entire company, led by senior management of both Safeware and Mallory. We have assigned specific U.S. Communities contract roles to several people in the company, which can be found in the National Staffing Plan section.

PRICING COMMITMENT

Safeware-Mallory commits that the pricing offered under the Master Agreement, as presented in this cost proposal, is the lowest overall available pricing on products and services offered to Public Agencies, which include all state and local government, school districts, non-profits, etc. If we have any existing contracts that offer lower pricing to specific agencies, we will lower the pricing on this contract to match the best pricing offered.

ECONOMY COMMITMENT

Safeware-Mallory understands the benefits of utilizing the U.S. Communities Master Agreement over alternative options such as competitive solicitation pricing, and we agree to demonstrate these benefits to all of our eligible customers. We will promote use of this contract as an efficient choice which will save customers time and money that alternative proposals and solicitations may accrue.

SALES COMMITMENT

We understand the need for a well-prepared sales force and commit to providing them with proper training and making effort to ensure they are engaged and committed to marketing the Master Agreement as Safeware-Mallory's primary offering to Public Agencies.

5.2 COMPANY

1. SALES FORCE LOCATION

Safeware and Mallory employ a total of 81 Territory Representatives responsible for direct customer contact and support. These following locations designate the assigned office locations of the reps but are not indicative of their territories as many of them travel to multiple regions.

NUMBER OF SALES REPRESENTATIVES	CITY	STATE
1	Phoenix	AZ
1	Brawley	CA
5	Fremont	CA
4	Los Angeles	CA
1	Sacramento	CA
1	San Bernardino	CA
3	San Diego	CA
3	San Francisco	CA
1	Denver	CO
1	New Haven	CT
1	Jupiter	FL
1	Orlando	FL
1	Gainesville	GA
2	Chicago	IL
2	Columbia	MD
7	Lanham	MD
1	Raleigh	NC
2	Las Vegas	NV
2	Reno	NV
1	Albany	OR
2	Eugene	OR
1	Medford	OR
18	Portland	OR
2	Salem	OR
1	Philadelphia	PA
1	Anderson	SC
1	Katy	TX
1	Strasburg	VA
2	Bellingham	WA
1	Longview	WA
7	Seattle	WA

1	Spokane	WA
1	Yakima	WA
1	Milwaukee	WI
Total: 81		

2. SALES FORCE MARKETING

Safeware-Mallory employs a sales team of 81 professionals serving all 50 states each of whom can provide assistance to customers in the scope of this RFP by way of working with all levels of the purchasing process. Every one of our team members are experts in the field, working directly with end users to demonstrate product, communicating with decision makers, and ultimately with purchasing to ensure seamless procurement. Our sales team is well equipped to market the contract to all types of Public Agencies across the country. From the large agency to the smallest, we take the time to understand the individual challenges each face.

Now

Safeware-Mallory outside sales representatives are assigned to specific territories based on their location and knowledge. The size of their territory is also determined on size and density of the market they are serving. They are responsible for direct communications with procurement, decision makers, and end users for the development of both existing and new customers. New customers can be found by a number of proven methods.

Our sales team is experienced and uses their extensive product knowledge to gain access to end users. The first responder community demands that the salesperson who calls on them know the challenges they face out in the field and that only comes with experience and product knowledge. They are adept at leveraging known contacts to find opportunities within an existing agency by getting leads and finding the appropriate decision makers. Developing new agency customers may be accomplished using multiple methods including marketing, trade shows, word of mouth, and cold calling. Safeware-Mallory has created a multi-level marketing strategy utilizing expanded printed material, comprehensive website and social media, and presentation at tradeshow. We also work closely with U.S. Communities attending summits, providing content for periodic website topics and joint calls with program managers.

PRODUCT KNOWLEDGE

All of Safeware's sales representatives are trained to provide product support in the key aspects of public safety. Our reps understand the products we sell and make it a top priority to understand the needs of our end users. Because we carry multiple lines of similar product, our reps demonstrate the merits of each, helping the customer to find the right product to meet their application needs and budget. In addition to simply providing product, Safeware-Mallory field representatives provide added value support to our customers with services to support the product purchases such as seminars on current issues in public safety, respiratory fit testing and fit test training, confined space training, product fitting, and site safety surveys. We are trusted product experts who not only provide products but we provide the knowledge to use them safely.

TRAINING

Safeware sales representatives receive a minimum of a one hour each week of new product training and an additional 2-5 days of offsite training throughout the year in order to remain current on the latest products offered by our manufacturers. Each week, a different vendor is invited to present to the group during a dedicated weekly training hour ensuring our reps are familiarized to a wide variety of lines across our offering. The focus of these training sessions is to support sales of products and services in the following categories:

- Police
 - SWAT
 - Patrol
 - Bomb
 - Traffic
 - Drug Enforcement
 - Crime Scene
 - Dive/Recovery
 - Search and Rescue
 - Canine
- Fire
 - Structural Firefighting
 - Hazmat response
 - Technical Rescue
 - USAR
 - Water Rescue
 - Apparatus small parts
- General Safety
- Emergency Management

TRADE SHOW ATTENDANCE

We know that sales depend not only on what you know, but who you know. We aim to get our product in front of the right people and trade shows are an efficient way to do this. Safeware and Mallory sales reps worked a combined total of over 100 trade shows in 2017. These trade shows represent contact with tens of thousands of current and potential customers in State and Local Government and demonstrate the unique versatility and geographical scope of the Safeware-Mallory sales team. Each of these shows is a showcase of the benefits of cooperative purchasing through U.S. Communities, along with strong subject matter expertise in the core vertical user markets. Safeware and Mallory also attend U.S. Community summits around the country in support of the contract.

Safeware 2017 Trade Shows	Date	Industry	Show Type
CSOC	11-Jan	LE	Safety
Fire Rescue East	19-Jan	Fire	Fire
KCMTOA	7-Feb	LE	Police
VA Fire & Rescue Conference	24-Feb	Fire	Fire
SMAFC	1-Mar	Fire	Fire
Future of the Profession Event	3-Mar	IND	Safety
CAGP Conference	7-Mar	Gov't	Purchasing
Police Product Expo	7-Mar	LE	Police
Western States Sheriff's Assoc.	7-Mar	LE	Police
AIHA Carolinas Spring Conference	9-Mar	IND	Safety
ILEAS	12-Mar	LE	Police
VAGP Spring Conference	23-Mar	Gov't	Purchasing

PA Tactical Conference	28-Mar	LE	Police
IAPPO	6-Apr	Gov't	Purchasing
Chesapeake AIHA	6-Apr	IND	Safety
Delaware Hazmat Training Workshop	7-Apr	LE	Fire
SOTA Tactical Training Conference	10-Apr	LE	Police
USC Summit - Miramar, FL	12-Apr	Gov't	Purchasing
USC Summit - Denver, CO	14-Apr	Gov't	Purchasing
SE FL NIGP Reverse Trade Show	20-Apr	Gov't	Purchasing
TTPOA SWAT Conference	20-Apr	LE	Police
GA Fire Chiefs Conference	23-Apr	Fire	Fire
ME Partners in Emergency Preparedness	25-Apr	Fire	Fire
MACSC	25-Apr	IND	Safety
GPAG Conference	26-Apr	Gov't	Purchasing
MPPOA Reverse Trade Fair	27-Apr	Gov't	Purchasing
MASSBUYS Expo	27-Apr	Gov't	Purchasing
FL Gulf Coast NIGP RTS	28-Apr	Gov't	Purchasing
ISOA Conference	1-May	LE	Police
Mock Prison Riot	2-May	LE	Police
NY GovBuy	3-May	Gov't	Purchasing
GA AIHA Vendor Day	4-May	IND	Safety
Great Lakes Homeland Security Conference	9-May	LE	Police
USC Summit - Rochester, NY	11-May	Gov't	Purchasing
TX Emergency Management Conference	16-May	EMG	Fire
Mullane Health and Safety Symposium	18-May	Fire	Safety
USC Summit - Waunakee, WI	23-May	Gov't	Purchasing
LECC	24-May	LE	Police
FAPPO	25-May	Gov't	Purchasing
VA Public Health & Healthcare Preparedness	31-May	IND	Safety
FAHN Conference	5-Jun	LE	Safety
OTOA	6-Jun	LE	Police
National Homeland Security Conference	6-Jun	LE	Police
IAFC	16-Jun	Fire	Fire
Missouri Valley Division of IAFC	29-Jun	Fire	Fire
DC Water Safety Day	30-Jun	IND	Safety
S & P North Atlantic Regional Conference	10-Jul	LE	Safety
USC Summit - Providence, RI	12-Jul	Gov't	Purchasing
Regional Response Summit	20-Jul	EMG	Fire
GA Fire Investigator's Conference	25-Jul	Fire	Fire
SAFRE	27-Jul	Fire	Fire
TN Safety & Health Conference	31-Jul	IND	Safety
TN Assoc. of Chiefs of Police Conference	2-Aug	LE	Police

CT SWAT Challenge	22-Aug	LE	Police
GA Fire Service Conference	24-Aug	Fire	Fire
NIGP	27-Aug	Gov't	Purchasing
KY Tactical Conference	27-Aug	LE	Police
AL Governor's Safety & Health Conference	28-Aug	IND	Safety
TacOps East	6-Sep	LE	Police
GA Safety, Health & Environmental Conference	6-Sep	IND	Safety
WAPP Vendor Expo & Conference	7-Sep	Gov't	Purchasing
VA Hazmat	13-Sep	Fire	Fire
MAHMT Conference	20-Sep	Fire	Fire
AL AIHA Fall Conference	22-Sep	IND	Police
NTOA	24-Sep	LE	Purchasing
WV Narcotics Officers' Assoc.	25-Sep	LE	Police
AIHA Carolinas Fall Conference	28-Sep	IND	Safety
MEMA	2-Oct	Fire	Fire
AL Tactical Officers Conference	16-Oct	LE	Police
IA Homeland Security Conference	16-Oct	EMG	Police
VOSH Conference	18-Oct	IND	Safety
DE Public Purchasing Assoc NIGP Area II Conference	19-Oct	Gov't	Purchasing
Hotzone Conference	20-Oct	Fire	Fire
Southeast Mine Safety & Health Conference	1-Nov	IND	Safety
OH Hazmat	3-Nov	Fire	Fire
CLIA	13-Nov	LE	Police
SCAGPO Trade Show	15-Nov	Gov't	Purchasing
NJAC Summit	8-Dec	Gov't	Purchasing

Mallory 2017 Shows	Industry	Show Type
CATO - California Association of Tactical Officers	LE	Law Enforcement & Homeland Security
ATOA - Arizona Tactical Officers Association	LE	Law Enforcement & Homeland Security
NTOA - National Tactical Officers Association	LE	Law Enforcement & Homeland Security
Cops West	LE	Law Enforcement & Homeland Security
IACP - International Association of Chiefs of Police	LE	Law Enforcement & Homeland Security
Urban Shield - Bay Area Joint Scenario Exercises	LE	Law Enforcement & Homeland Security
SHOT Show	LE	Law Enforcement & Homeland Security
Sheriff's Show - Washington State	LE	Law Enforcement & Homeland Security
Sheriff's Show - New Mexico	LE	Law Enforcement & Homeland Security
Sheriff's Show - Utah	LE	Law Enforcement & Homeland Security
SWAT Show - Las Vegas	LE	Law Enforcement & Homeland Security
UASI Homeland Security Conference	LE	Law Enforcement & Homeland Security
ASIS - Security and Surveillance	LE	Law Enforcement & Homeland Security
UASI Homeland Security Conference	EMG	Emergency Preparedness
NIGP - National Government Purchasers	Gov't	Purchasing

OPPE - Oregon Purchasing show	Gov't	Purchasing
CAPPO - California Association of Public Purchasing Officers	Gov't	Purchasing
League of California Cities	Gov't	Purchasing
US Communities Supplier Shows - Regional	Gov't	Purchasing
US Communities Annual Conference - La Jolla, CA	Gov't	Purchasing
Fire World Expo	Fire	Fire/Urban Search and Rescue/Hazmat
Urban Shield	Fire	Fire/Urban Search and Rescue/Hazmat
ASSE	EMG	Safety
National Safety Convention	EMG	Safety

FUTURE PLANS

Our growth in the state and local market is formulaic—we will continue to penetrate the market through the following strategy:

➤ **GOVERNMENT PURCHASING**

Each year, Safeware sales representatives attend conferences across the country of local NIGP (National Institute of Government Purchasing) chapters, purchasing summits and national procurement conferences to meet with government officials and make them aware of the benefits of cooperative purchasing and the U.S. Communities contract. From these meetings, Safeware meets with purchasing departments across the country to explain the contract and its benefits and support contract engagement. The next contract period will mark a milestone of contract engagement where Safeware will build on its strong support and continue to take the message to more government agencies.

➤ **END USER ADOPTION**

Safeware adopts a “boots on the ground” approach to end user engagement. Our sales team is in front of fire, police and safety end user customers each week across the 38 states that we serve.

➤ **WORD OF MOUTH**

When Safeware-Mallory first adopted this contract 6 ½ years ago, maybe a handful of Public Agencies had even heard of us. How have we grown so much and so fast? Our entire company is united behind the U.S. Communities contract and our dedicated sales team focuses on the message of cooperative purchasing while supporting end user needs. We are routinely challenged with the impossible and we go out of our way to take care of our customers. This passion for excellence has resulted in numerous referrals and our satisfied customers are often some of our greatest spokespeople.

GROWTH

Safeware-Mallory has a plan for future growth and expansion of U.S. Communities by supporting high density population areas as well as by making a touch to more rural customers. In 2016, Safeware began to shift resources to more populated areas. Currently, we have two sales representatives covering Florida and one in Texas but we expect to have several representatives in each state in the coming years. We plan to expand our team into the Gulf States and the heartland in the next few years as well. In general, we pair salespeople with population rather than geography but we plan to resource the contract with touch to more rural customers as well. We have been so warmly welcomed in rural area when we make the calls but it has not been a focus until now. Our plan is to combine phone sales with field reps in these areas to insure penetration in the market. Safeware-Mallory also continues to expand

marketing efforts to support our sales efforts through our comprehensive websites, social media, print material and email marketing.

As previously mentioned, Safeware sales representatives undergo rigorous training on the products and services we provide. Our sales team represents a talented and trained group of professionals, equipped to take the contract into the public sector. We have relationships in place all over the country with state and local procurement officials and end users. We understand our customers, their requirements, and their restrictions. We are well versed in government purchasing, grants, and procurement standards making us easy to work with.

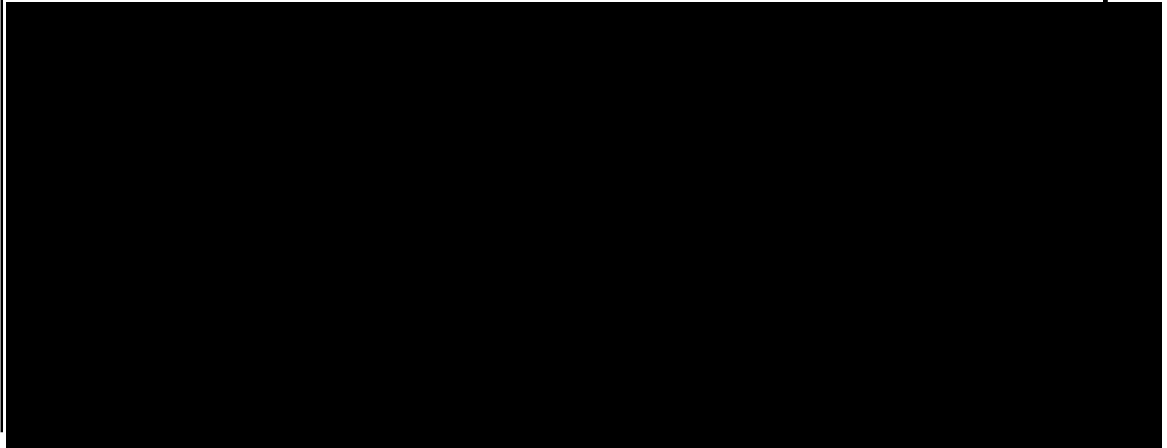
3. SALES FORCE EDUCATION

As a current USC contract holder, the Safeware-Mallory salesforce is well versed in promoting the USC Master Agreement. We will however continue to ensure company-wide adherence to the Master Agreement through various methods of ongoing training for both current and new members of the sales team. Following the award, we will schedule meetings with the entire sales group to review the new contract standards and Master Agreement. Direct training will be used in conjunction with supporting documents including sales strategies and plans for each sales territory. Ongoing training is, and will continue to be held in regional sales meetings to refine best practices. All sales force activities will be monitored and evaluated to ensure aggressive marketing of the U.S. Communities Program.

On top of our plan to continue education of the outside sales force, we also plan to periodically review USC best practices and compliance with our inside customer service representatives. Already, new CSRs receive USC Contract training up initial hire, and printed material is distributed for individual review. Our goal is to educate our entire team, across all departments, on the program merits and compliancy so that everyone has the understanding and competence to not only talk confidently about the program with customers, but to perform their individual job functions in a manner supportive of the contract. We will also continue to update and educate our suppliers on U.S. Communities to ensure their familiarity as well as support.

4. ANNUAL SALES

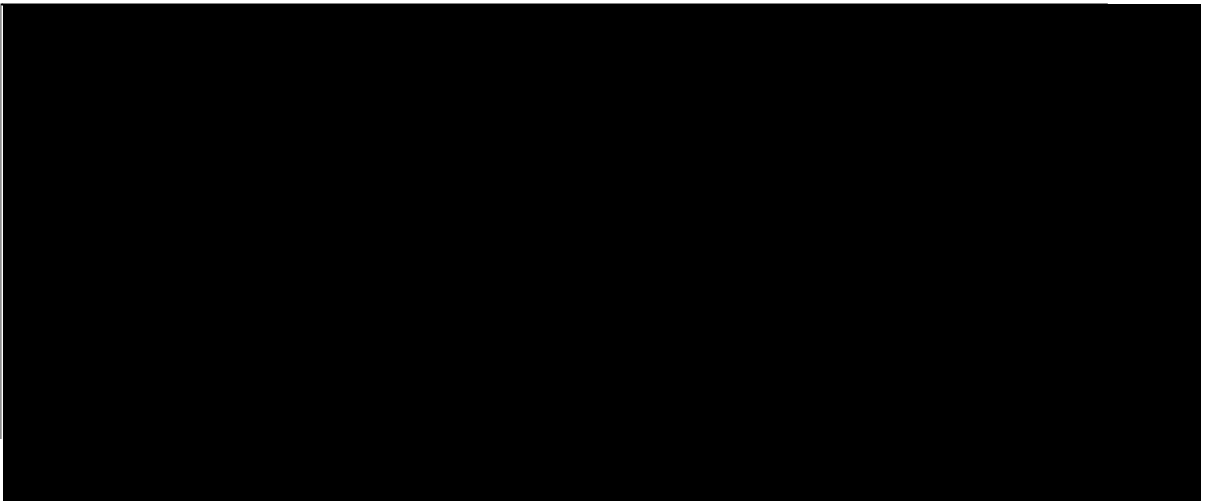
Aggregated for both Safeware and Mallory



**Note some sectors may be over or understated due to current classifications. For example, cities and counties are not completed segregated unless listed in our system as registered USC customers in which case the appropriate Agency Type ID as found in Exhibit B of the RFP has been assigned.*

5. ANNUAL SALES FOR SCOPE

Aggregated for both Safeware and Mallory



6. PUBLIC AGENCY CUSTOMERS

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7. OTHER COOPERATIVE PURCHASING PROGRAMS

Safeware-Mallory is exclusive to U.S. Communities in regards to cooperative purchasing programs, other than state contracts and our Federal GSA contract. Safeware was an original awardee of the New York State HIRE contract and has been awarded the contract through two re-competes. When the contract was awarded in 2015, the affiliation with NASPO was disbanded and although there is language indicating a potential possibility of cooperative purchases, Safeware has had no sales to any agency outside of the State of New York in the three years since the contract was awarded, nor do we have any agreements in place with any Public Agency outside of the State of New York to do so.

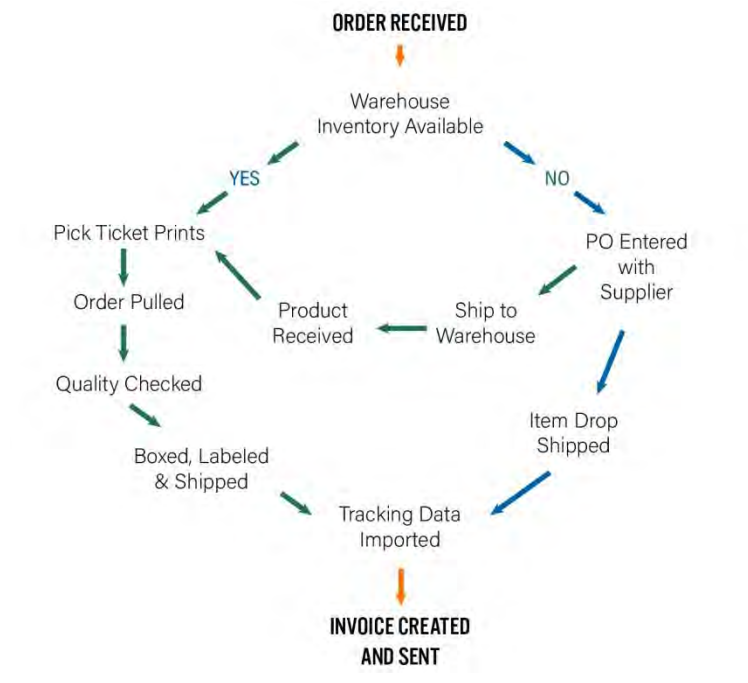
5.3 ORDER PROCESSING AND DISTRIBUTION

1. ORDERING PROCESS

Normal order processing procedures begin most often with a request for quote submitted either as a request on our website, emailed directly to a customer service representative, or via phone call. Existing customers will typically reach out directly to the customer service representative assigned to their account, or to their sales rep for larger, more complicated requests. Quotes are entered into our system by a CSR and are typically returned to the customer within 24 hours of the initial request.

The customer reviews the quote, communicating any necessary alterations, and once sure that their requirements are satisfied, replies with a Purchase Order, credit card number, or other authorization to order. The quote is then seamlessly converted to an order within our processing system, Prophet 21, and our staff verifies the details and then executes the order which either automatically allocates items in our warehouse stock or prompts a subsequent order directly to the manufacturer confirming the necessary ship dates and other requirements. Once the order has been placed, an order acknowledgement is sent to the point of contact that placed the order. Safeware staff will continually monitor status from the manufacturer to ensure the items meet or exceed delivery requirements. All order activity is monitored and controlled by our computer enterprise system. Any delays will be immediately brought to the attention of the customer.

The following diagram details the process once an order has been received through shipping and billing.



2. ORDER FORMATS

Safeware accepts orders via multiple formats such as email, telephone, ecommerce, fax and mail service. Customer orders can be placed directly on both company websites and transactions using EDI (850, 855, 856, 865, 810, 997 via ANSI X12) are also a capability. Our ecommerce and website capabilities will be detailed in a following section.

3. SYSTEM

Both Safeware and Mallory utilize a single system platform which is an enterprise system called Prophet 21 by Epicor specifically designed for distribution. It is comprehensive and seamlessly integrates all aspects of the business process into one system for order processing, inventory management, shipping, purchasing, billing and accounting.

This system though built on current, well established software architecture, is mature and feature rich. This system is well suited to helping to keep performance standards and meeting delivery dates for both routine and urgent orders. Our warehouse automation system has full product traceability and automates much of the picking and shipping process ensuring accuracy and reducing the overall lead time.

4. PAYMENT TERMS

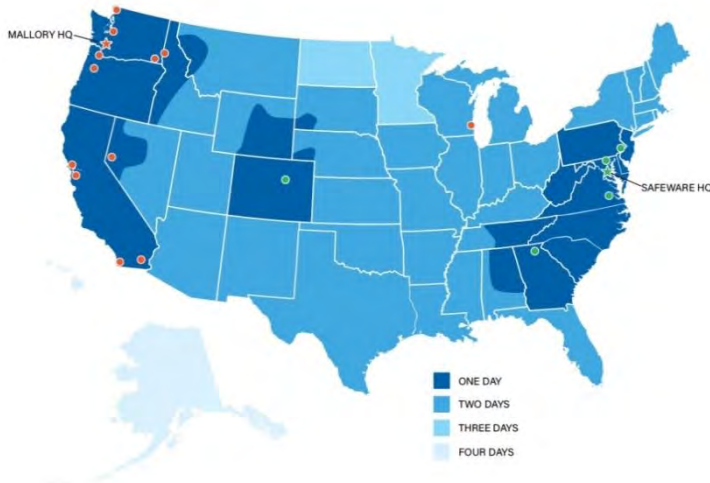
Safeware-Mallory's normal payment terms are Net 30. We do not offer any quick pay incentives at this time.

5. P-CARD ORDERING

Safeware-Mallory accepts p-cards and bank cards for all of our accepted formats of orders.

6. NATIONWIDE DISTRIBUTION

With 17 distribution facilities positioned around the country, Safeware-Mallory is well equipped to distribute products to public agencies nationwide. Our distribution facilities are positioned in such a way to offer prompt delivery to Public Agencies nationwide.



Public Agencies in the East fall within Safeware's sales territory so are primarily serviced by distribution centers on the East Coast and Colorado. Public Agencies in the West are under Mallory's jurisdiction and are serviced by their distribution network along the West Coast.

Utilizing major carriers, standard delivery times for stock items are generally 1-5 days from order to receipt. We match our carrier to provide the best service for the specific delivery requirement.

7. INVOLVED COMPANIES

Products sold by Safeware-Mallory are either sourced from our own distribution centers or when appropriate, directly from the manufacturer. No other 3rd party processing is anticipated, except from those companies involved in shipping. Safeware-Mallory utilizes the following carriers for actual shipping of products.

- UPS
- UPS Freight
- FedEx
- FedEx Freight
- FedEx Custom Critical
- DHL
- Pitt Ohio
- SAIA
- YRC
- Local LTL freight carriers

8. DISTRIBUTION FACILITIES

Safeware-Mallory has a combination of 18 locations. They are all sales locations, 17 are distribution and 17 are also technical service centers.

Company	Location	Size	Distribution	Service
Mallory	Fremont, CA	30,000	YES	YES
Mallory	Brawley, CA	5,000	YES	YES
Mallory	San Diego, CA	10,000	YES	YES
Safeware	Denver, CO	7,300	YES	YES
Safeware	Gainesville, GA	2,300	YES	YES
Mallory	Lewiston, ID	5,000	YES	YES
Safeware	Columbia, MD	33,800	YES	YES
Safeware	Lanham, MD	9,700	YES	NO
Mallory	Reno, NV	11,000	YES	YES
Mallory	Portland, OR	150,000	YES	YES
Mallory	Eugene, OR	14,000	YES	YES
Safeware	Philadelphia, PA	2,000	NO	YES
Safeware	Richmond, VA	1,200	YES	YES
Mallory	Bellingham, WA	7,000	YES	YES
Mallory	Seattle, WA	30,500	YES	YES
Mallory	Spokane, WA	5,000	YES	YES
Mallory	Longview, WA	32,000	YES	YES
Mallory	Waukesha, WI	15,000	YES	YES
Total: 18		370,800	17	17

9. CUSTOMIZED REPORTS

Detailed reporting is a core capability enabling us to have processes to measure performance standards and metrics. Safeware-Mallory has the ability to offer customized reports detailing purchase history, procurement method or other focus categories depending on the needs of the requesting agency.

10. ECOMMERCE CAPABILITIES

Both Safeware and Mallory have websites with ecommerce capabilities. Any customer is able to register for an account on our respective websites which allows them to shop our extensive line of web items and add them directly to a shopping cart.

Ordering directly from our website is easy. Simply sign into the ecommerce portion of our website, or register for a new account, which can be completed within 1-business day. Under the shopping tab, customers can use links to browse item categories or search for a specific part number. Once the desired item is located, users simply click “Add to Cart” and the items are added to a Shopping Cart. Users have the option to continue shopping, or continue to checkout. The “Save Name Cart” feature allows a user to save a cart and return to it later. This feature is often used when building a cart for a specific PO that may take several days to complete. Simply save the card (and optionally give it a name), and the saved cart can be retrieved at a later date. Users love this feature as it means they can continually build a cart until they are ready to purchase, even if that requires multiple days. Users can also shop with multiple carts at once, allowing for quick orders to be placed while another cart is saved for a longer period of time.

The Checkout Wizard assists customers with a fast and easy checkout process starting by offering a selection of ship-to addresses already set up in our ERP system. Delivery method and billing information is selected, order is reviewed, and check out is completed. An order acknowledgment is immediately sent to the user upon checkout and another automated email sent upon item shipment with tracking information.

The My Account area of the site can be controlled per user to allow or disallow certain functionality. Controlled access for each web user gives visibility to statements, invoices, purchase history, etc. allowing us to meet each customer’s privacy needs. Upon placing an order, users will immediately receive an HTML formatted email containing their order details. Users can use this email to return to the site and check the status of their order.

There is also a feature for Multiple Account Access which allows a single username to have access to multiple account codes. Utilizing this technology, a single user, or purchasing agent, can access multiple customer accounts to place orders, view invoices, purchase history, pricing, etc. This feature is especially useful for Public Agency buyers who may purchase for multiple departments within their Agency, ex. a city Police Department, Fire Department, and Public Works.

A. PUNCH OUT SITES

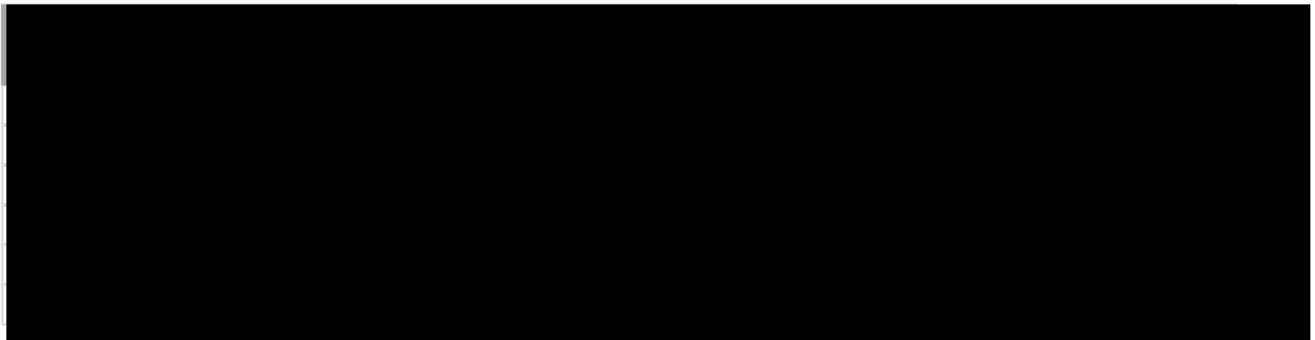
Safeware currently has the ability to connect via punch out with several procurement applications such as SAP Ariba, Coupa, SciQuest, Equallevel, Oracle, SAP, and CommBuys and are actively seeking out new partnerships. We are in the process of implementing a new solution called PunchOut2Go which will allow us to integrate with any procurement system. PunchOut2Go supports thousands of integration points around the globe on upwards of 70 different procurement platforms such as the ones we already

connect with, as well as PeopleSoft and many others. The estimated date of completion for this project is June 2018.

We are also able to utilize direct API's with procurement agencies via EDI and have the ability to adapt to each agency's unique needs utilizing all of the major programming languages such as XML, cXML, OCI, etc. Our current website developers have implemented each of these using their proprietary system.

B. INTEGRATION

Safeware has successfully integrated with multiple public agencies' purchasing systems through the following providers. These integrations are initially supported through our Marketing department and automatic order integration into our system is monitored by Anne Petrenko, one of our Vice Presidents. Past and current integrations include:



11. ABILITY TO DO BUSINESS WITH MWBE COMPANIES

Safeware has a long history of added value distribution to realize the goals of our customers in the area of small business participation. We have current small business partners who are certified Minority Owned, Woman Owned, and Veteran Owned businesses with whom we work on a regular basis in order to meet customers' MWBE participation goals.

A. SENSITIVE TO MWBE NEEDS

The challenge for small business participation in a nationwide contract is that every municipality has their own certification process and there is a consistent bias towards small local businesses. For example, a certified vendor in Cleveland most likely is not a certified vendor in New York.

Our strategy is to establish regional distribution under the contract. Regional dealers could sell Safeware-Mallory contract items at the contracted price as authorized and listed dealers on the contract. This would enable large urban customers to meet their requirements for participation and still utilize the contract, which has so many benefits in terms of cost and time savings. We believe that the margin that we would sacrifice would be offset by the opportunity in these large target areas. Certified dealers would be added to the contract.

B. DETAILS

Safeware has relationships with several certified businesses including the following:

Snappy Solutions	Woman Owned
B3 Enterprises	8a/SDB, 8a/SBA
First Choice Supply	Minority Owned
Ideal Electric	Woman Owned, Minority, Small Business

5.4 MARKETING & SALES

1. DETAILED SALES & MARKETING PLAN

As the current contract holder, Safeware-Mallory already has a solid framework for marketing our offering to eligible agencies nationwide. We currently utilize a combination of marketing efforts which include focus on our website, webinars, print material, emails, trade shows, and social media.

a. HOW WE MARKET

i. WEBSITES

Both Safeware and Mallory have dedicated U.S. Communities landing pages on their websites utilizing the U.S. Communities logo and promoting the ease of Purchasing that contract utilization allows. There is a Safeware-Mallory microsite where customers using the U.S. Communities website can easily access relevant contract information and be directed to the individual supplier sites. Customers are invited to create accounts on each respective page which allows them to access their pricing, review account history, and place orders with ease.

The image displays two side-by-side screenshots of websites. The left screenshot is the Safeware website, featuring a header with navigation links (HOME, SHOPPING, REQUEST A QUOTE, CONTACT US, US COMMUNITIES) and a main banner with the text "YOUR SOURCE FOR LE & TACTICAL / FIRE & HAZMAT / INDUSTRIAL PPE EQUIPMENT". Below the banner is a section titled "WHAT SAFWARE MEANS FOR YOUR BUSINESS" and a "QUESTIONS? GIVE US A CALL AT: 1-800-331-6707" section. The right screenshot is the Mallory Safety & Supply website, featuring a header with navigation links (Services, Resources, Contact Us, About Mallory, Government) and a main banner with the text "Government Sales". Below the banner is a section titled "U.S. COMMUNITIES" and a "Safety Items Eligible for U.S. Communities" section listing various equipment categories.

ii. WEBINARS

Webinars have proven to be a success for Safeware-Mallory by educating high level buyers on a particular market or public safety issue. By utilizing our knowledge as safety professionals to educate our customers, we build trust as a significant source of knowledge and the go to source for Public Safety items. Topics for past webinars include those on Emergency Preparedness, Effectiveness of Cooperative

Contracts, Outdoor Mass Communication, and LE Equipment for Civil Disturbances. Webinars are presented by Rick Bond, our VP of Sales and Marketing, and last about 30-45 minutes with a live Q&A with participants. Each session is recorded and posted to our page for public access.

iii. PRINT MATERIAL

All print material displays current USC contract information and the U.S. Communities logo. Everything from our linecards, catalogs, and business cards to tradeshow banners and give-away swag displays our contract number. See Appendix A for more examples of our marketing material.



iv. EMAIL

E-mail campaigns and content are run through a software program called HubSpot which allows us to easily send content such as new product offerings or seasonal sale items to all current and potential customers. The program allows us to analyze campaign data such as how many emails were sent as well as the open and clicked percentage. The emails all contain links to landing pages with more product information and often videos. Successful email blasts have included those on Fentanyl Detection, Confined Space Equipment, and Body Cameras. In addition, all employees display the U.S. Communities contract information in their email signature.

v. TRADE SHOWS

Trade Shows are an important part of our Marketing Strategy. Exhibiting at an average of 75 shows a year, our sales reps are constantly promoting the U.S. Communities contract to a wide array of customers in the Law Enforcement, Fire and Rescue, and Purchasing markets. Our booths are decorated with Safeware banners containing the USC logo and contract information, and all literature on the tables promotes the same.

vi. SOCIAL MEDIA

In order to promote our brand and connect with our customers in the ever changing age of technology, Safeware is active across multiple social media platforms such as Facebook, Twitter, LinkedIn, and YouTube. Our dedicated social media manager posts engaging content on at least one platform a day keeping customers updated on information such as the location of our reps at Trade Shows, showing off the newest gadgets to hit the market, or sharing an informative article.

We have also built an engaging YouTube channel that has been an extremely useful tool to share internally generated content on various campaigns including Body Cameras, Public Order, Inflatable Decontamination Shelters, Fire Protection, and more. Our videos allow our own knowledgeable staff and safety experts to demonstrate equipment for customers free of charge and are a great educational reference. Our channel 'About' page contains a brief description of our relationship with USC and the videos also contain a watermark with both the Safeware and USC logos.

b. MARKETING PLAN

The past seven years for Safeware has been all about growth with the contract. As can be expected with any new endeavor, our sales in the first year of the contract were not extraordinary but dedication to promoting the contract and persistence from our sales force caused our sales to exponentially increase every year of the contract. As our reps became more and more accustomed to selling the Master

Agreement, our sales increased and with that our ability to expand our marketing forces. Our Marketing Department alone has grown from one to five employees as the demands of our thriving business necessitated.

We also grow and adapt our strategies over time as the market continues to change. We created a new website in 2015 that gave customers the ability to shop online and 2018 will see the launch of an even newer website even better designed to serve our customers and employees. With the new site, we hope to increase online customer interactions, grow the number of online customer accounts, and ultimately, grow sales.

Social media is also a big part of the change we see in the industry today. One of the positions added to the Marketing team is dedicated to social media and increase of our brand awareness online. In addition to our new website, we will also be creating more blogs posts for our customers to learn about current trends in the industry and workplace as well as some of our most exciting products. Upcoming topics include *Municipal Firefighter Protective Equipment*, *Active Shooter Gear: The Ultimate Tactical Protective Equipment*, and *The Importance of Industrial Hygiene and Workers Health*.

Safeware-Mallory continues to promote our current contract by following all U.S. Communities required initiatives such as placing USC content in our email signatures, in our catalogs, on every flyer, and at every trade show we attend. With the new contract, we will continue to maintain open communication with USC Marketing through quarterly calls and ad hoc meetings to discuss new strategies for increasing traffic and awareness of the contract.

Some examples of past campaigns we will refresh for the new contract are listed below. We have found these actions to be successful for creating interest and generating leads.

- Advertisements in trade magazines and programs distributed to targeted customers at industry trade shows calling out U.S. Communities contract and eligible items available for purchase
- Multi-annual participation with U.S. Communities marketing team on targeted electronic campaigns
- Yearly participation with U.S. Communities marketing team at annual NIGP conference promoting specific contract and overall vehicle
- Multiple marketing materials displaying USC logo and detailed information about the vehicle
- Participation with various end-users events, fundraisers, raffles etc. to further promote company's offering of USC contract
- Co-branded giveaways, swag etc. of USC and Mallory or Safeware at industry end-user and purchasing trade shows.
- U.S. Communities branded trade show booths, signage, catalogs, line cards.
- USC is the only government contract promoted in marketing materials

i. TARGETED MARKETING CAMPAIGNS

We have enjoyed tremendous success utilizing HubSpot and targeting marketing campaigns where specific databases of public customers are emailed and leads are generated. Generated leads are forwarded to the appropriate sales team member for follow up and customers are quoted where appropriate. Customers are directed to campaign specific landing pages where traffic can be measured. Successful campaigns in the past two years include those for Active Shooter, Public Order/Civil Disturbance, and Zika Virus.

ii. CRM

Our new CRM, Pipedrive, will integrate with Hubspot, so that we will have a seamless flow between contacts, leads and sales prices, flowing back for better data capture of the measurable successes of our campaigns. This, the new enhanced website, and other marketing strategies outlined herein will continue to augment our sales team in creating a full experience for current and prospective customers in regards to the contract offering.

iii. SPECIALIZED CONTENT

Our specialization in both government purchasing and specific end user technical disciplines enables us to appeal, alternatively, to the Police, Sherriff, Rescue Captain, or Buyer, with content that resonates with their specific mission. We maintain these specific databases, and focus our campaigns on personal content specific to their role.

c. SALES PLAN

Our sales plan includes a combination of engagement of suppliers, end users, and internally within our own company.

i. SUPPLIER ENGAGEMENT

- Scheduled national educational presentations (in-person and online) about U.S. Communities to major suppliers
- Joint calls to end-users & purchasing decision makers to introduce as well as reinforce the contract vehicle's benefits over other purchasing options
- Joint participation and coordinated manufacturer/distributor campaigns at industry trade shows, exclusive invite only regional and national law enforcement and fire demonstrations highlighting U.S. Communities contract vehicle purchasing resource
- Joint sales calls and presentations with individual manufacturers promoting contract and specific product and/or service to end-user and/or purchaser

ii. END-USER ENGAGEMENT

- Regional Mallory hosted Lunch and Learns targeting specific end-user channels and corresponding purchasers in an educational format about relevant products and services combined with US Communities presentation by national sales manager and sometimes in partnership with USC program managers
- In-person demonstrations of products and trial evaluation programs

- 24/7 emergency response to public agencies for products and services in case of natural disasters and other emergencies

iii. INTERNAL COMPANY ENGAGEMENT

- Ongoing education about U.S. Communities to existing as well as newly hired employees in all roles including outside and inside sales, customer service and upper management as company expands.
- Ongoing joint sales calls with territory managers
- Ongoing education and support by dedicated U.S. Communities Customer Service Manager exclusively for USC of newly hired customer service representatives to maintain and adhere to existing contract's pricing and guidelines
- Product specific call campaigns by dedicated inside sales force specifically trained in core competencies related to contract offerings including Law Enforcement, Homeland security, Fire, USAR, Security, and General Safety.
- Monthly company-wide sales meeting to cover:
 - Reporting on sales benchmarks towards monthly and yearly goals
 - Progress on existing goals/projects
 - Identifying upcoming opportunities
 - Evaluating on-going strategies
 - Introduction and product knowledge about new products, technology, services and any changes regarding existing supplier portfolio.
 - Reinforcement of U.S. Communities contract sales strategies
 - Troubleshooting any buying obstacles.

iv. U.S. COMMUNITIES ENGAGEMENT

- Participate in targeted electronic campaigns by providing content and creating special promotions
- Bi-annual host sponsorship for regional U.S. Communities generated supplier summits and national trade shows
- U.S. Communities logoed sales and marketing materials
- Attendance at annual U.S. Communities Annual Conference
- Only government purchasing co-operative vehicle promoted

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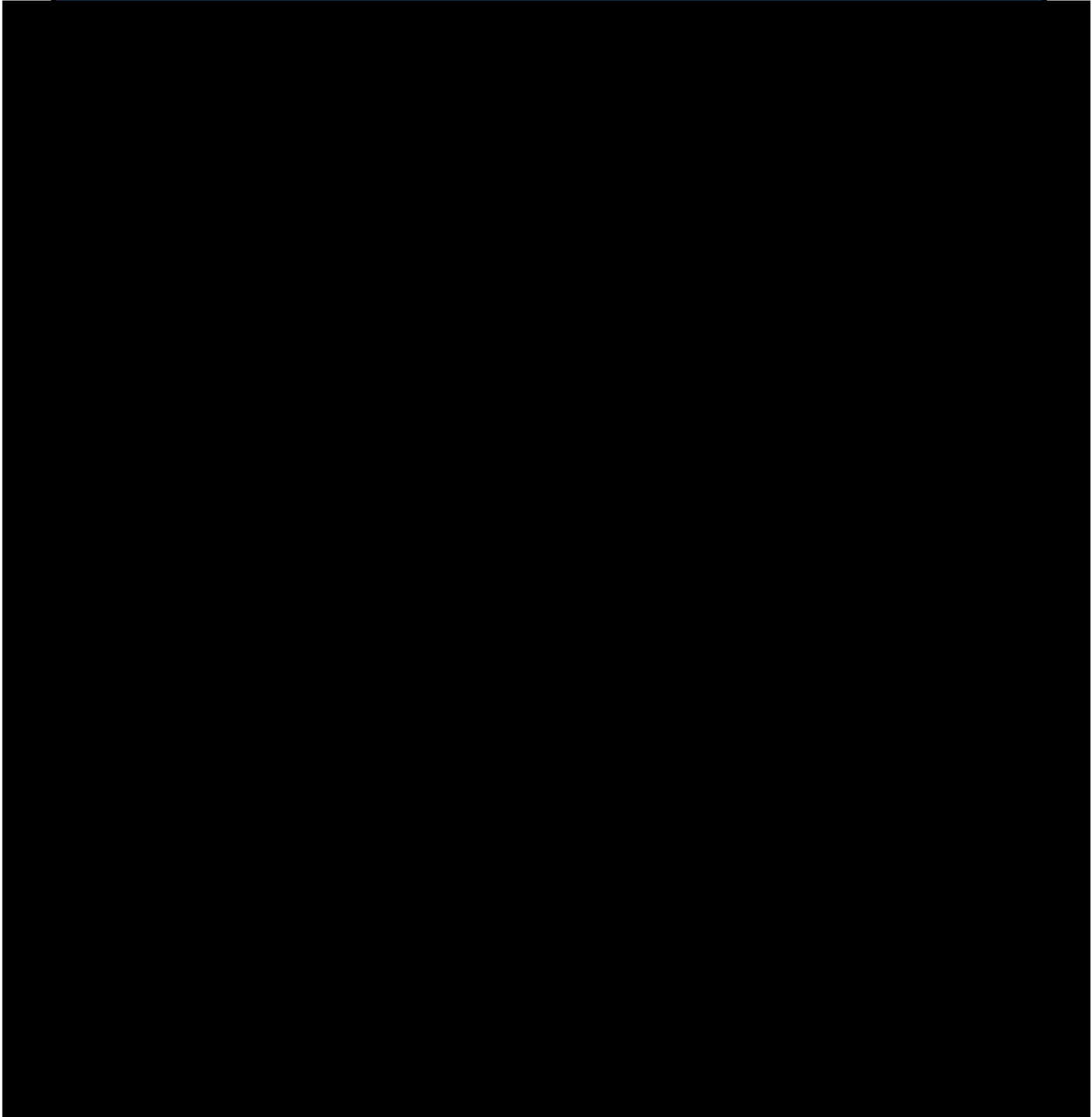
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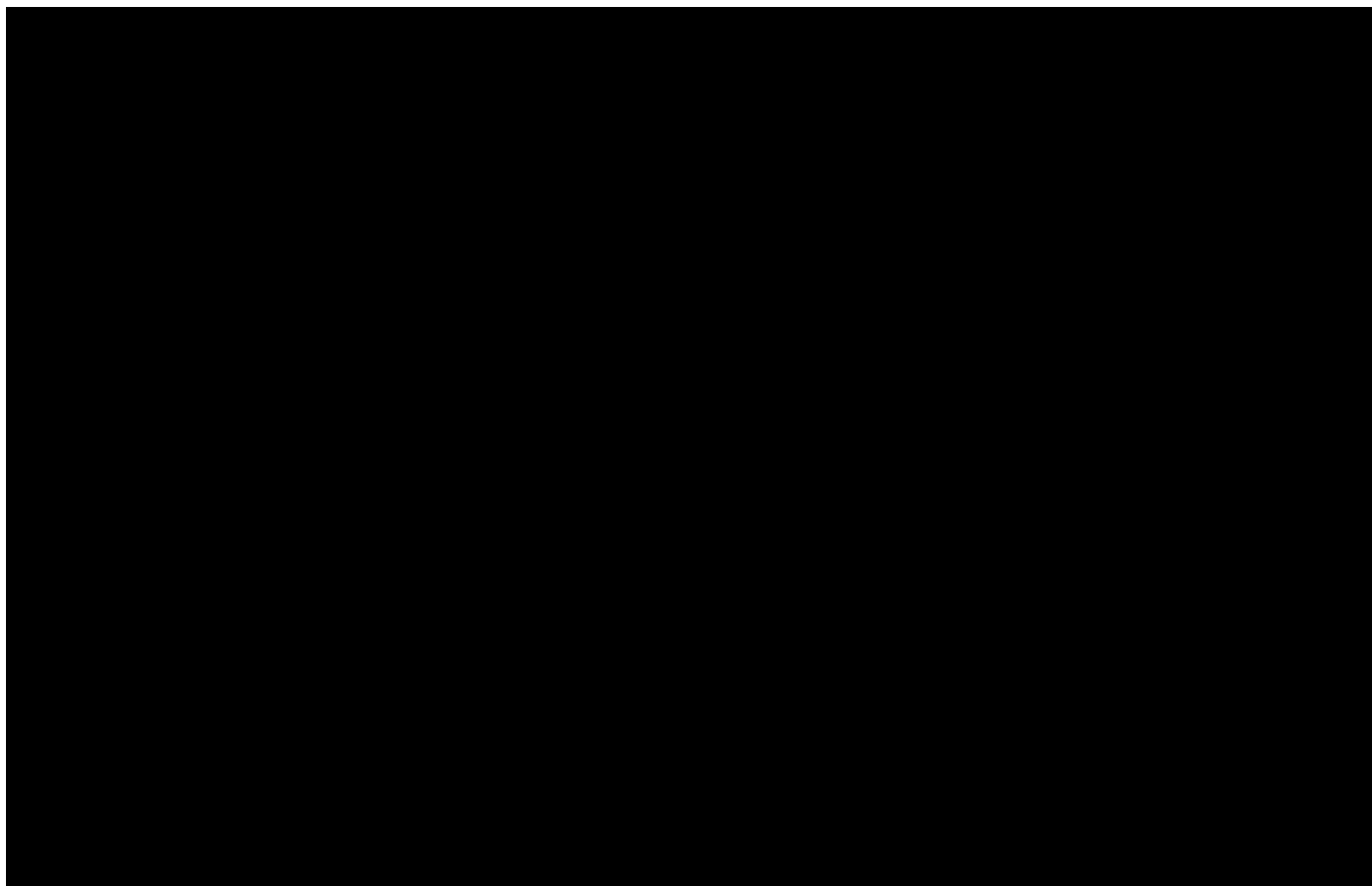
[REDACTED]		[REDACTED]	
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

5.5 NATIONAL STAFFING PLAN

1. NEW SUPPLIER CHECKLIST

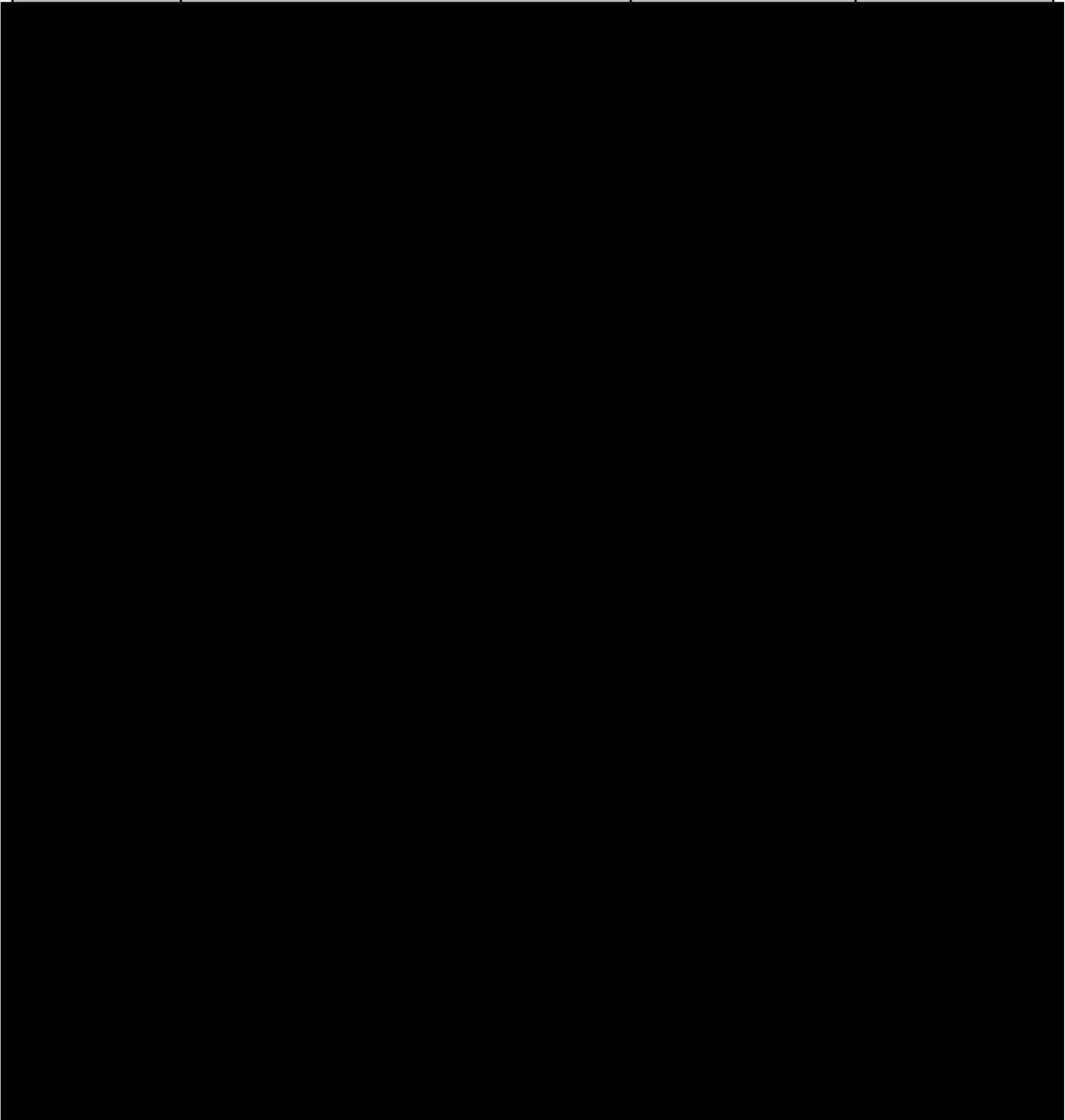
The time estimated for devotion to this checklist is merely an estimate. We will devote as much time as necessary to complete these tasks as implementation of this contract is our highest priority.



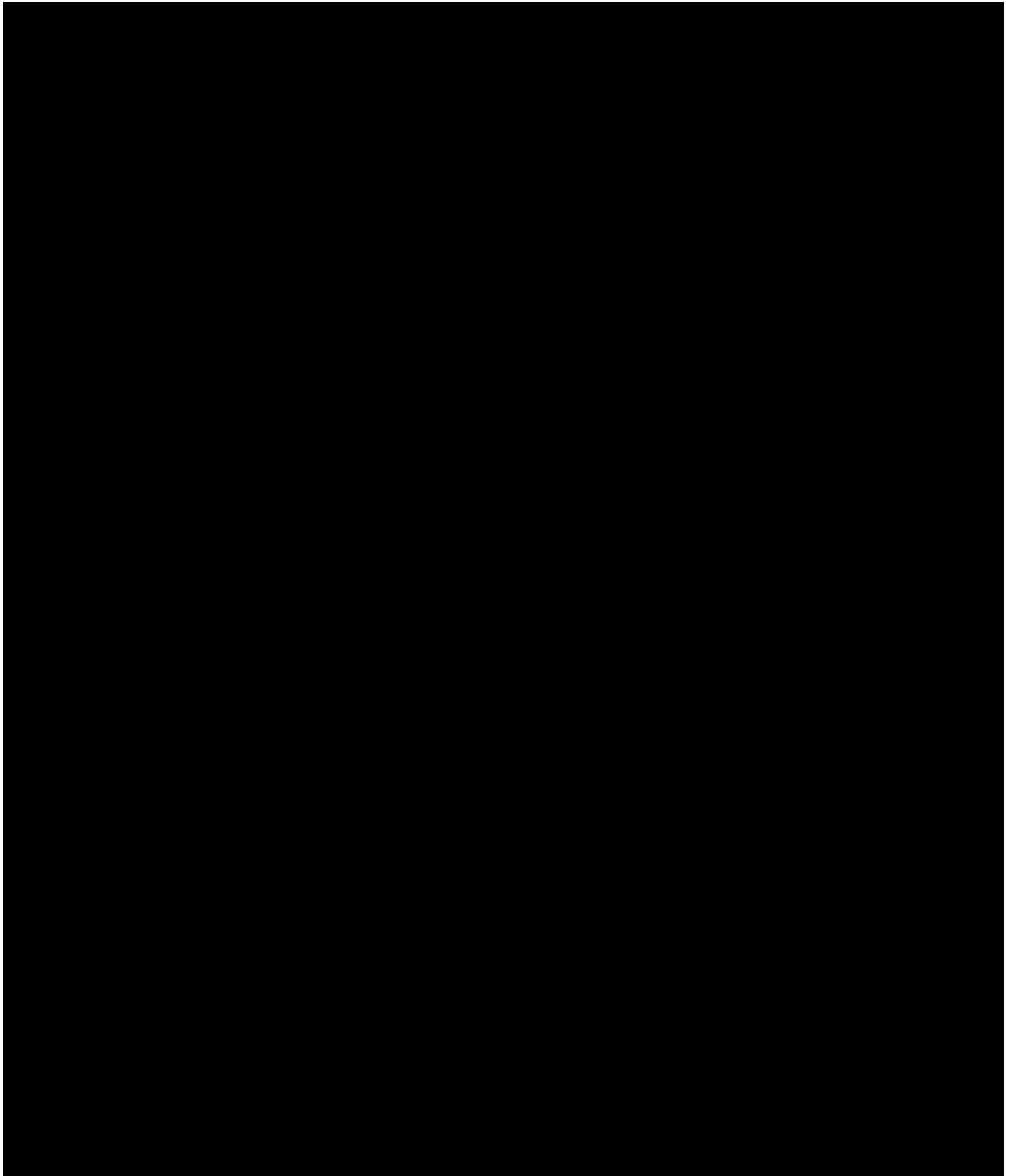


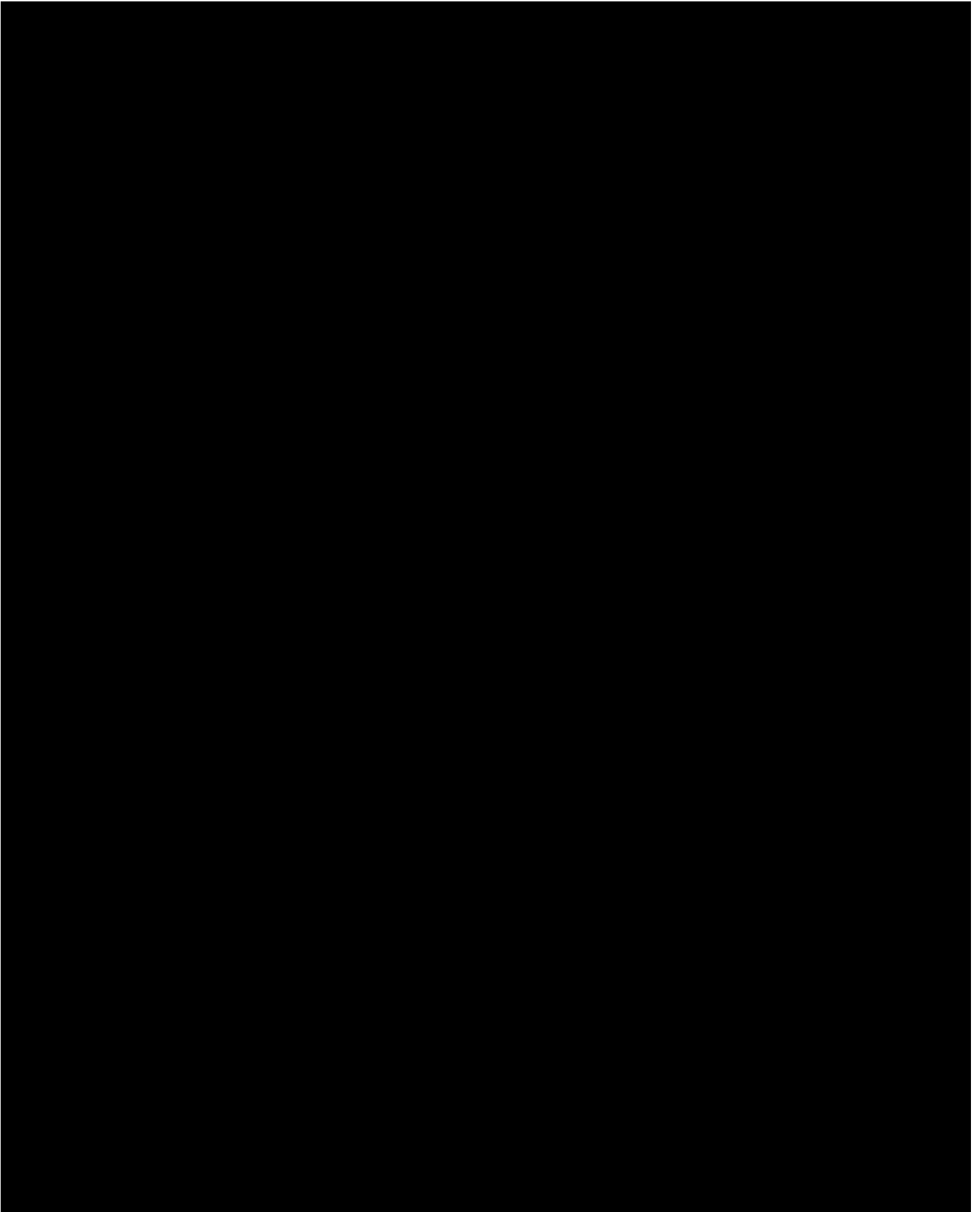
2. KEY PERSONNEL

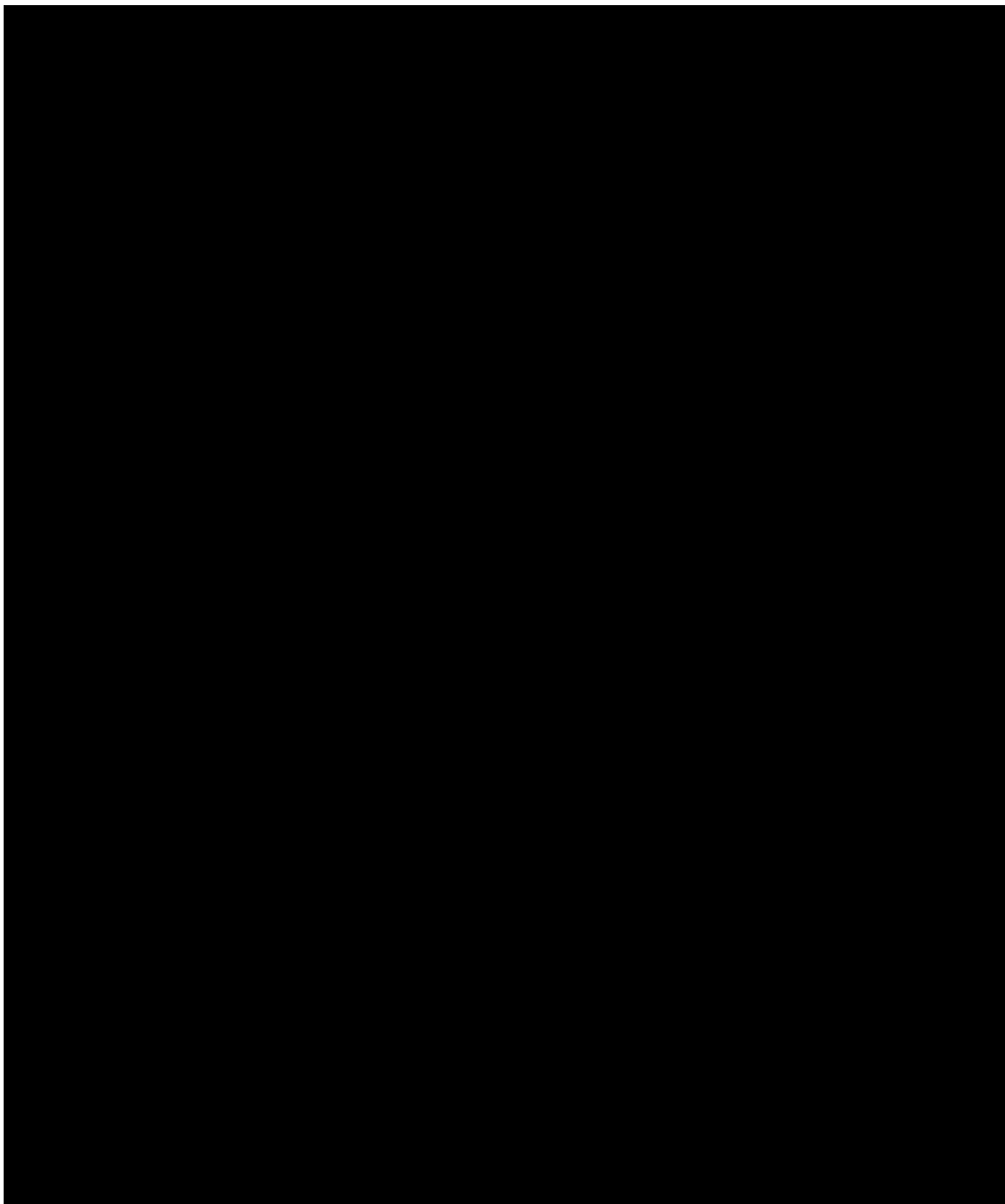
Please note that we will allocate as much time as required to complete the necessary tasks. We are 100% committed to U.S. Communities contract management and our personnel will commit the necessary time to complete their tasks.

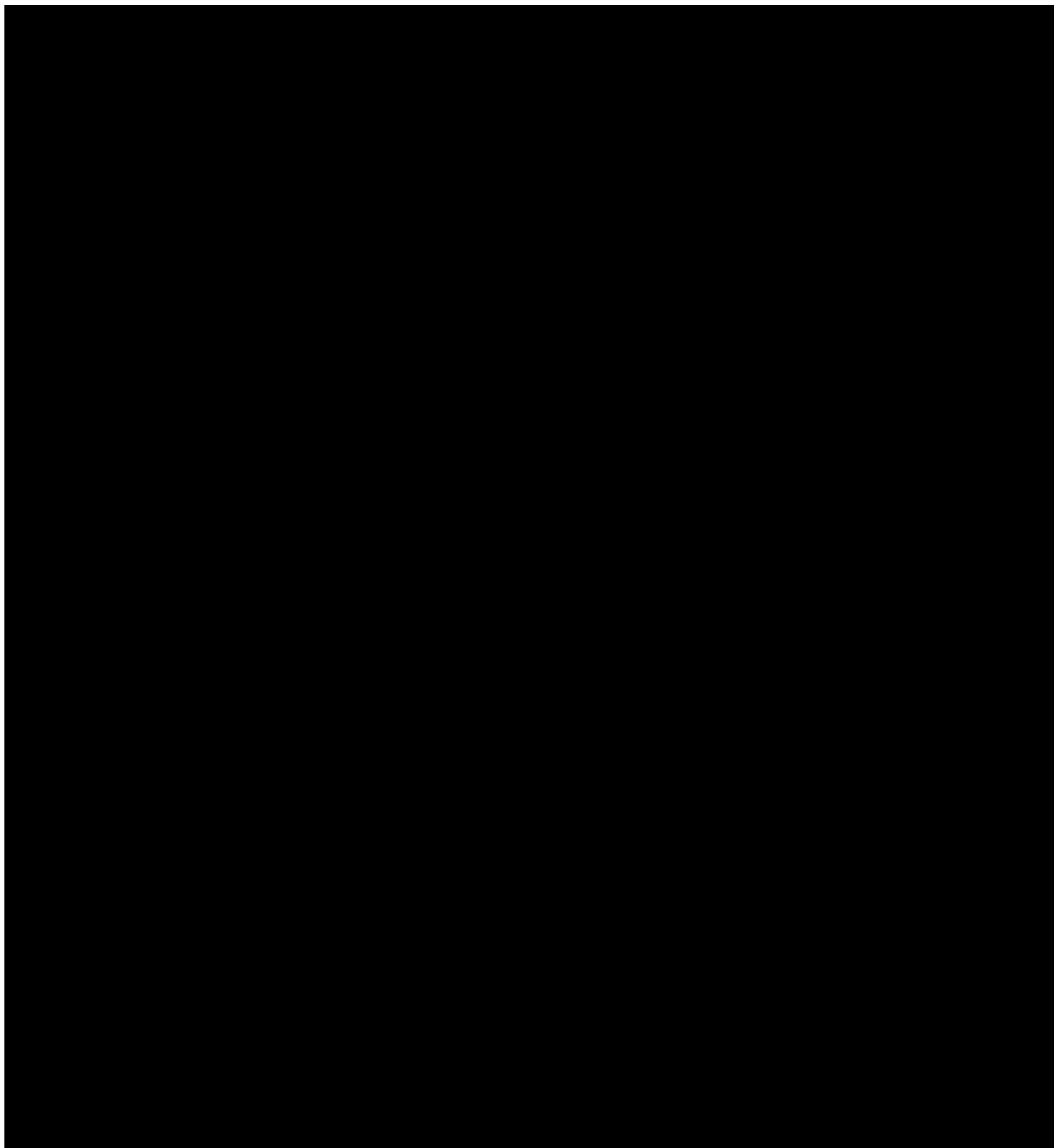


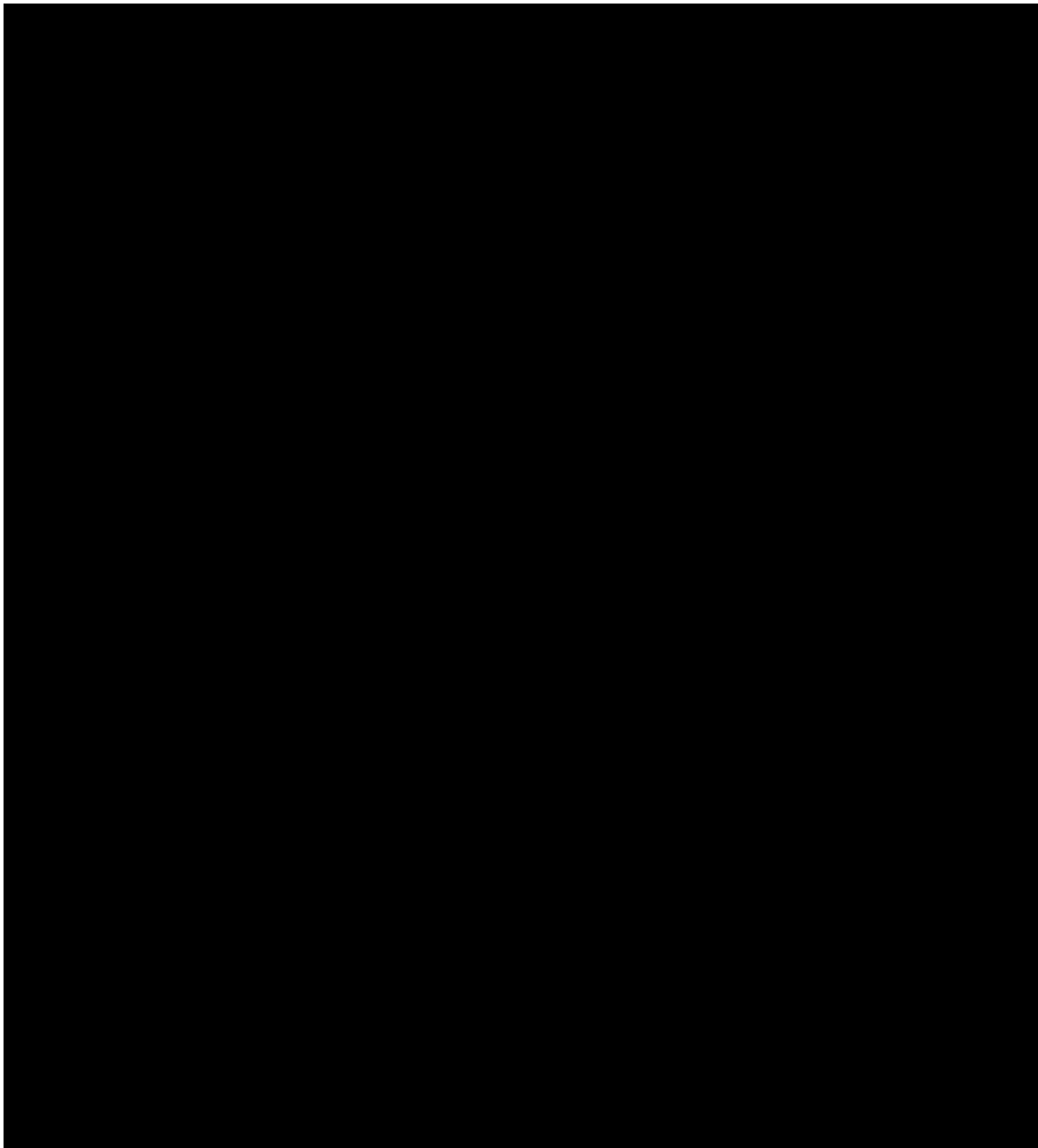
4. PERSONNEL BIOS



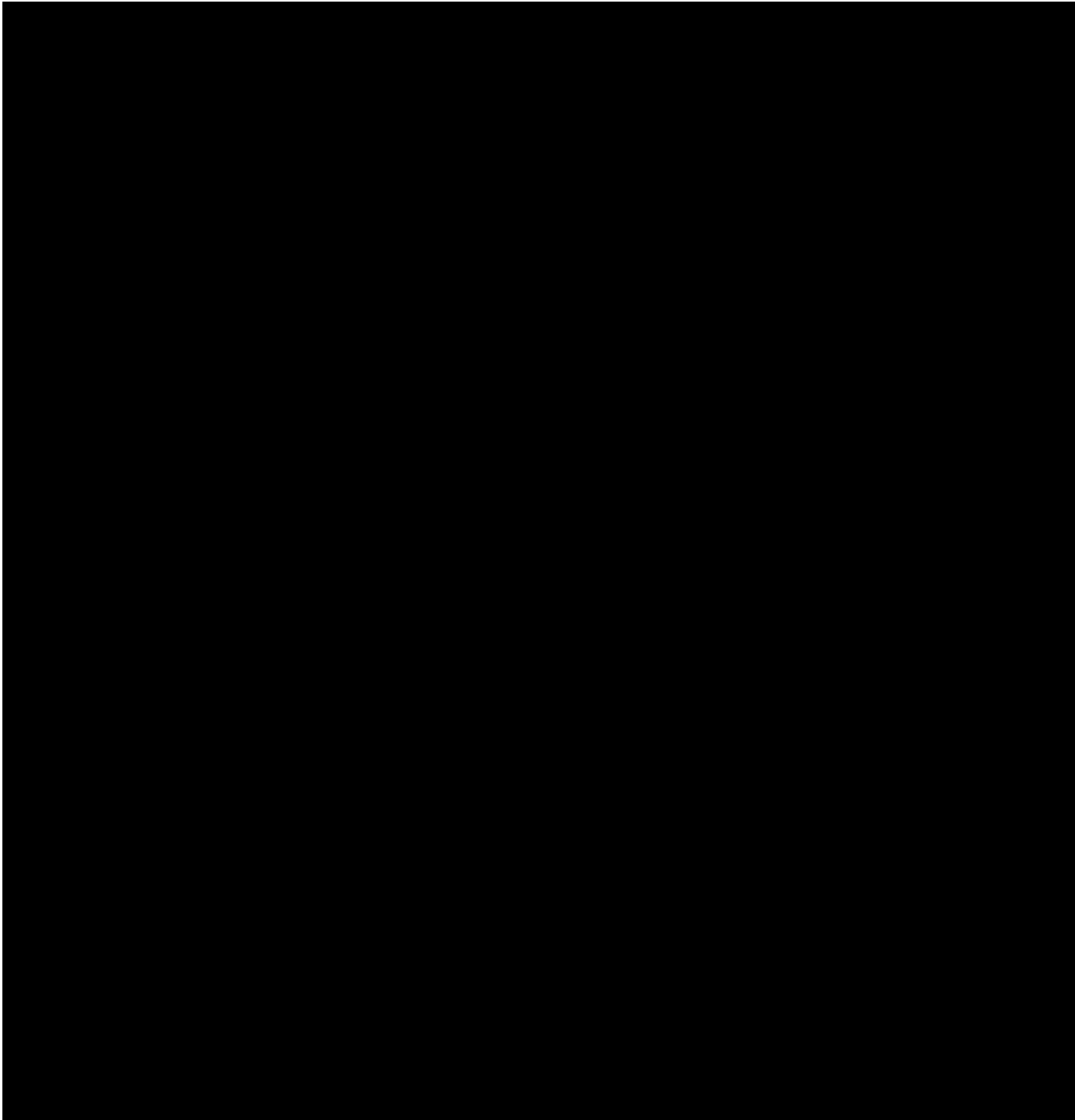


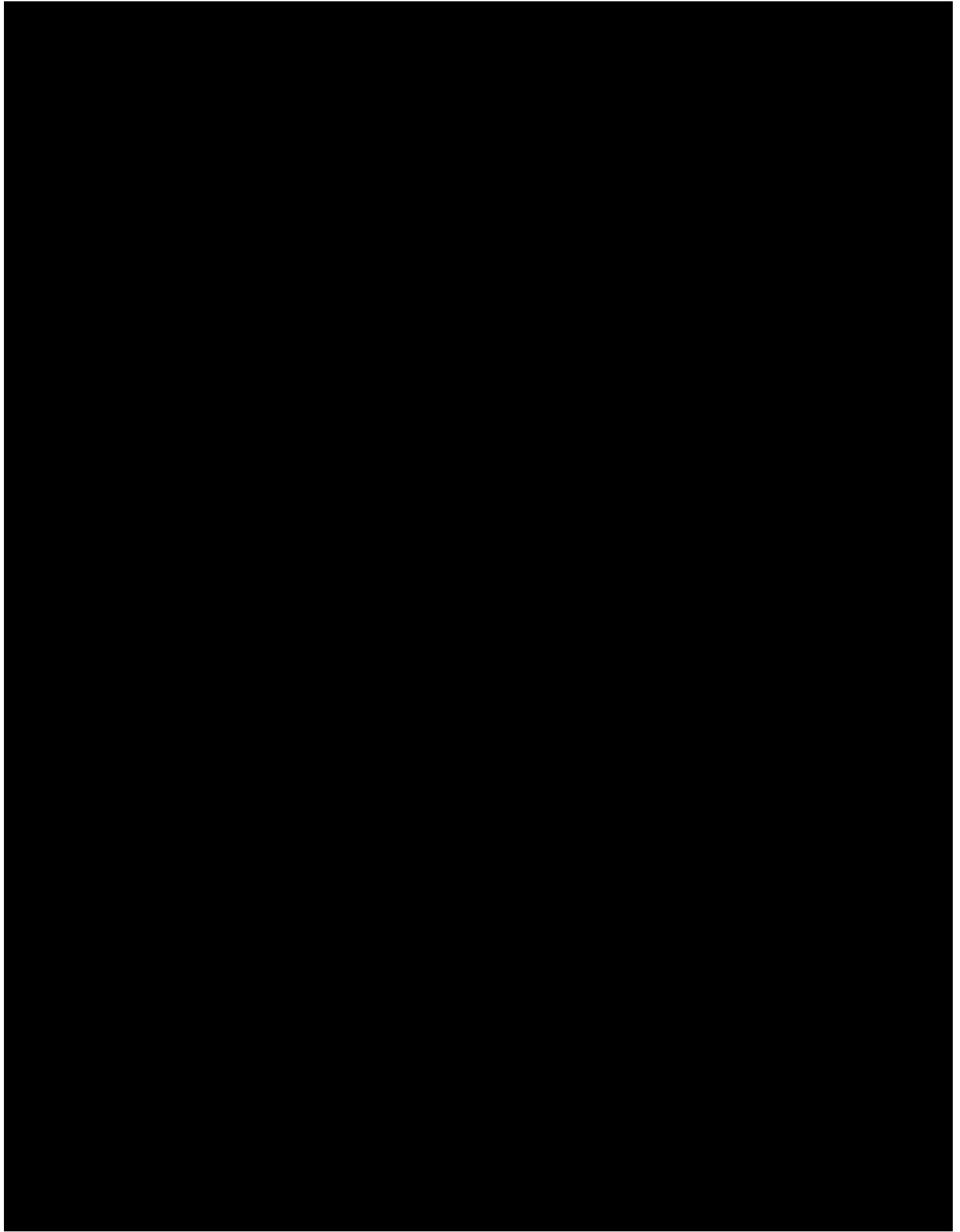






KEY EXECUTIVE PERSONNEL BIOS
SAFEWARE





5.6 PRODUCTS, SERVICES AND SOLUTIONS

1. DESCRIPTION OF OFFERED PRODUCTS

Safeware-Mallory presents an offering meeting the requirements in each of the 31 General Product Categories listed in Section 3 of the RFP. We have relationships with suppliers meeting the requirements in every category, and will make an effort to make new relationships and customer needs dictate. Please see section Section 1.2 B of this proposal for a listing of the available vendors for each category.

Over 95% of the suppliers in this proposal are shared by Safeware and Mallory. For the 5% of suppliers unique to either Safeware or Mallory due to either supplier territory restrictions or line differences we will utilize the other company to source the required material. For example, Mallory buys reusable Level A garments from St. Gobain while Safeware carries Trelleborg. If a Participating Public Agency customer on the West coast requests a Trelleborg suit, Mallory sources the item through Safeware at no additional cost to the customer.

2. TRAINING AND EDUCATIONAL PROGRAMS

TRAINING

Safeware-Mallory provides many added value services on contract. We offer training in the following categories:

- Drug Enforcement
- Active Aggressor
- Drone
- Rope Rescue
- Hazardous Chemical
- Public Order Strategy

Offered Classes include:

- | | |
|------------------------------------------------------------|-----------------------------------------------------------------|
| ▪ Aerial Work/Lift Platforms | ▪ Evacuation Plans that Work |
| ▪ Back Safety | ▪ Ergonomics Hazard Assessment |
| ▪ Bloodborne Pathogens | ▪ Establishing a Safety & Health Committee |
| ▪ Bucket Truck Safety | ▪ Fall Protection Awareness |
| ▪ Chainsaw Safety | ▪ Fall Protection Competent Person |
| ▪ Confined Space Entry Awareness | ▪ Fire Prevention & Fire Extinguishers |
| ▪ Confined Space Entry Operations | ▪ First Aid CPR AED (National Safety Council Certification) |
| ▪ Confined Space Rescue | ▪ Flagger Certification (National Safety Council Certification) |
| ▪ Cranes, Hoists & Lifts | ▪ Forklift Operator (industrial/warehouse) |
| ▪ Crane Safety Awareness | ▪ Forklift Train the Trainer |
| ▪ Defensive Driver (National Safety Council Certification) | ▪ Hand & Portable Power Tools |
| ▪ Developing Effective Safety Action Teams | ▪ Hazard Communication/Right to Know |
| ▪ Do Your Own OSHA Inspection | ▪ Hazard Identification |
| ▪ Electrical Safe Work Practices | |
| ▪ Emergency Action Plans | |

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- | | |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> ▪ Hazardous Materials Awareness (initial and refresher) ▪ Hazardous Materials Operations / Spill Response Team (initial and refresher) ▪ Hazardous Materials 24 Hour Technician (initial and refresher) ▪ Hazardous Waste Management (initial and refresher)
 ▪ Hearing Conservation ▪ High Voltage Electrical Safety ▪ Hoists & Overhead Cranes ▪ Job Safety Analysis/Job Hazard Analysis ▪ Ladder Safety ▪ Lead Safety ▪ Lockout/Tagout Electrical Safety (authorized, affected and other)
 ▪ Law Enforcement Public Order Civil Unrest ▪ Law Enforcement Public Order Command Foundation Course ▪ Machine Guarding ▪ Material Handling ▪ Mobile Cranes & Rigging ▪ NFPA70E ▪ OSHA 10-hour General Industry ▪ OSHA 10-hour Construction | <ul style="list-style-type: none"> ▪ OSHA 30-hour General Industry ▪ OSHA 30-hour Construction ▪ OSHA Overview for HR Managers ▪ OSHA Recordkeeping Requirements ▪ Overhead Crane Operator ▪ Personal Protective Equipment ▪ Power Tool Safety ▪ PPE Hazard Assessments ▪ Respirator Fit-Tester Course ▪ Respiratory Protection ▪ Respiratory Protection Program Administrator ▪ Safe Lifting ▪ Safety Orientation Programs ▪ Scaffold User ▪ Scaffold Competent Person ▪ Slings and Rigging ▪ Spill Response Team Training ▪ TB & Airborne Pathogens ▪ Trenching & Excavation Competent Person ▪ Work Zone Safety Supervisor |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

ENSA NORTH AMERICA

Safeware-Mallory has an ISO Certified work at height training division, ENSA North America. ENSA provides work-at-height safety positioning and rescue training, support and rigging services, confined space NFPA 70E and OSHA 10 and 30 hour courses to a variety of customers in Wind Power, Telecom, Fire, Utilities, Energy, Bridges, Solar, Suspended Platforms and Dams. With 10 training facilities located throughout the US, ENSA can facilitate training in any region of the country. Additionally, we have two mobile training towers which allow us to do on-site training for those customers who cannot travel. This is not standard compliance training, but rather a hands-on training where students are able to practice a variety skills in a practical training environment.

ON-SITE TRAINING SERVICES

We also offer many services that require on-site training or testing to insure proper use of equipment for end users. These services can be found on our Technical Service Price List, included in our Cost Proposal. Such services include:

- Respirator Fit testing
- Product training/operation
- Donning/doffing PPE
- Fitting helmets
- Fitting PPE
- Fitting uniforms, boots
- Confined Space entry training
- Sign surveys
- Eyewash surveys
- OSHA compliance surveys

EDUCATION

As safety professionals, we aim to educate our customers on current public safety issues. We have pursued several opportunities to provide education to our customers including seminars, a YouTube channel, Lunch & Learns, Webinars, and in-person product demonstrations and product trials.

- **Seminars** – Our most recent educational endeavor has been to organize seminars with top level officials on the dangers of Fentanyl. Please see Appendix A for example of flyer.
- **Video Content** – We have also begun to develop a video library located on our YouTube channel for on demand value added training.
- **Lunch & Learns** – Regional Mallory hosted *Lunch and Learns* target specific end-user channels and corresponding purchasers in an educational format about relevant products and services combined with U.S. Communities presentation by National Sales Manager and occasionally in partnership with USC Program Managers. Please see Appendix A for example.
- **Sales Calls** – We offer in-person demonstration of product and often leave customers with trial products to let them evaluate instruments before purchase
- **Webinars** – Our webinars are a great resource for the latest information on current public safety topics

3. CONSULTING SERVICES

Included in our scope of work are several areas in which we offer consulting services. Our team employs and contracts with many subject matter experts that offer consulting services alongside product sales. Our reps advise customers on proper equipment needed for specific situations. Examples of this include our offering of public order gear in which we have been pioneer change in the industry over. In the absence of viable US manufactured equipment, Safeware-Mallory has sourced products from Great Britain that will better protect officers in riot situations. Along with the product is the need for training, which is offered on contract from a company called Survival Edge Tactical Systems. We have partnered with their founder, Geoff Perin, to provide public order gear education on our YouTube channel.

For projects that require complex solutions, our sales reps will consult with the end user to jointly determine the best solution. An example of this is with our highly sensitive Government Security Solutions that require multiple technical vendors and a multitude of deployment options.

SAFETY MANAGEMENT SERVICES

Safeware-Mallory' Safety Management Services division specializes in providing degreed safety professionals in a variety of disciplines including but not limited to Safety, Industrial Hygiene, Health Physics, Construction Management and First Aid for either short or long-term engagements. In addition, our 45 staffed professionals can perform third party safety audits, expert witness, job hazard analysis, accident investigation and safety and health plan reviews.

VENDING

Our vending program is an excellent solution for inventory management and eliminates the need for a consultant to do the work of inventory analysis. Unlike some other vending based inventory management solutions, Safeware-Mallory uses modern web technologies to provide real-time access to data. Our vending solution eliminates the need for on board hard drives and pushes the software to the cloud allowing for lower overall costs, higher up times and less maintenance. The lower cost allows us to deploy vending for FREE to our customers in exchange for a marginal buying commitment.

4. DELIVERY TIME

Standard delivery times for stock items are generally one to two days from order to receipt. Some remote areas of the country may take 3-5 days depending on carrier capabilities. Full expedited delivery options are available including next day, two day and courier. Safeware-Mallory offers paid freight for all orders using normal shipping methods including: UPS® Ground, FedEx® Ground and Economy LTL freight carrier.

Many public safety customers will request items that have a stated lead time of up to 180 days. For example, bomb robots and armored vehicles are built to order and take months to deliver. All delivery information is communicated prior to purchase and customers are advised of the delivery status of their purchases. Many items, such as rope and gas masks are delivered within a couple of days of order and others such as our stock cones and safety PPE ship day-of order and are delivered within 3 days, as noted above.

Expedited services including next day, two-day, inside delivery, and courier services will be billed to the ordering agency as well as Hazardous Material Fees.

Urgent requirements can arise from a multitude of reasons. From a stock-out to a large incident, the emergency need can be for one person or hundreds. Our culture and organizational structure thrives on fulfilling the urgent need of our customers. When a customer has identified an urgent or emergency need, Safeware customer service will respond quickly to assess the need and source the required product. Response will be within 24 hours or less and shipping for urgent orders 72 hours or less and emergency orders 24 hours or less. Safeware will utilize its logistic and delivery contracts to ensure on-time delivery.

5. BACKORDER POLICY

Safeware-Mallory's backorder policy consists of notifying the Public Agency buyer of the unforeseen backorder and providing options to cancel, substitute or accept the stated lead time. The decision for action is entirely up to the Agency buyer. The order will not be canceled unless the buyer instructs us to do so.

6. RESTOCKING FEES/RETURN PROCEDURES

Safeware-Mallory extends U.S. Communities a liberal return policy allowing Public Agencies the flexibility to return stock material up to 6 months from date of shipment without cost or penalty. A full refund will be provided to the Public Agency upon receipt of returned product in sellable condition. Returns meeting any of the following conditions will be deemed acceptable:

- Incorrect product shipped
- Product damaged in shipment
- Product arrived with concealed shipping damages
- Product was recalled
- Product over shipment

Custom product in design or modification, as well as dated product, may not be returned but every effort will be made to work with the manufacturer to accommodate the Public Agency.

Safeware-Mallory customer service will provide disposition instructions to the customer within 15 days of notification of receipt of discrepant goods including a RMA (Return Material Authorization) number.

5.7 ENVIRONMENTAL

1. ENVIRONMENTAL POLICIES

Sustainability Mission Statement:

Safeware-Mallory cares about the environment and does business in a way to promote sustainability by reducing our carbon footprint and greenhouse gasses.

The following policies reflect our commitment to personal, global, and social responsibility:

- Maximize electronic and paperless communication
- Electronic ordering and billing
- Use teleconferencing and web presentations
- Use of VMI, consignment and aggregate deliveries to reduce fuel consumption
- Minimize square footage required at each location
- Encourage telecommuting when feasible
- Emphasize efficiency in all areas
- Reduce air travel as much as possible
- Reuse boxes in all warehouses
- Purchase and choose post-consumer waste recycled paper for all printing, reports, catalogs, and flyers

- Make recycling part of the company culture with convenient recycling bins for paper, cans, and bottles
- Choose American Made products that do not have to travel as far to reach the end consumer

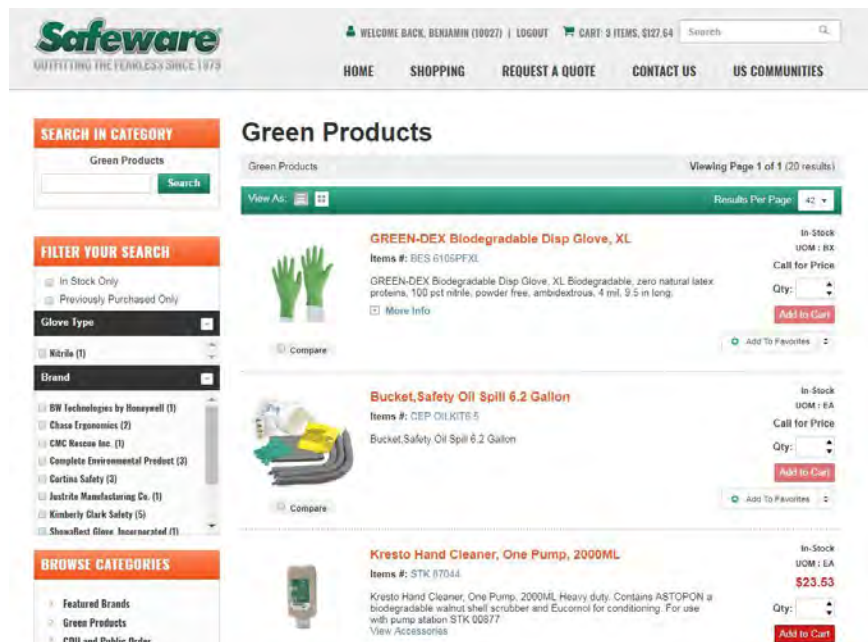
Our strategy, as evident in our policies, aims to reduce waste and carbon footprint in all aspects of our business.

Specific investments include conversion from gas powered vehicles to higher efficiency diesel, recycle all paper waste generated, recycle aluminum cans, plastic bottles, toner cartridges, valves and metal cylinders and replace all lighting to high efficiency ballasts.

Our director of operations is responsible for implementing and enforcing our green initiatives.

2. ENVIRONMENTAL LABELING

Safeware offers a range of eco-friendly products that are found on our website in the “Green Products” category. Users can sort through Green Products by browsing or using filters to quickly find the relevant items.



3. THIRD PARTY CERTIFICATIONS

Though none of our products specifically have any third-party environmental certifications, a number of our products are classified as “green” or environmentally friendly.

- ShowaBest Biodegradable gloves
- Rayovac and Duracell rechargeable batteries
- LED flashlight
- Moldex non-PVC plugs
- Cotton and Polyknit glove recycle programs

- Presoaked chemical wipes
- All-Natural oil-sorbent products
- Simple Green
- Environmentally safe firefighting foam
- GASCO – Eco-friendly bottles

4. RECYCLING SERVICES

Safeware-Mallory has a focus on recycling programs and utilizes green initiatives whenever possible. We aim to reduce waste and our carbon footprint in all aspects of our business. Specific investments include conversion from gas powered vehicles to higher efficiency diesel or electric, recycle all paper waste generated, recycle aluminum cans, plastic bottles, toner cartridges, valves and metal cylinders and replace all lighting to high efficiency ballasts with motion sensors. We utilize recycled products for shipping such as cardboard and fillers whenever possible and look to partner with suppliers that use green products.

Safeware also accepts used batteries, cylinders and various scrap products at no charge from customers to assist in the recycling of these products.

5. ENVIRONMENTAL OFFERING

While Safeware-Mallory is dedicated to offering our customers environmentally preferable products wherever available, we have found that this particular industry lacks manufacturers with the same focus. Less than 1% of our suppliers offer environmentally preferable products. Due to the nature of products in the industry, product is often manufactured with the highest level of material to ensure safety rather than using recycled material that may not offer the same quality. End users are willing to pay for the product as is because they prioritize safety of the product over environmentally preferable product. We have contacted large manufacturers such as Dupont, 3M, and Honeywell, none of which have a significant offering of green designated product. We are continually revisiting this issue and will offer environmentally preferred product when our manufacturers do the same.

5.8 ADDITIONAL INFORMATION

We feel that is proposal is comprehensive in nature and accurately reflects the added benefits Safeware-Mallory has to offer. Our service offerings, vending solutions, consulting services, training to reduce injury and increase knowledge are some of the few benefits we have to offer that have been previously discussed.

Some of the many added value services we have to offer include:

- Respiratory repair and annual testing
- Respiratory fit testing
- Detection calibration
- Detection repair
- Suit testing
- Hose testing
- PPE cleaning
- Compressor repair and testing
- Breathing air testing

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ADMINISTRATION AGREEMENT

This ADMINISTRATION AGREEMENT ("Agreement") is made as of 3-8-18, by and between U.S. COMMUNITIES GOVERNMENT PURCHASING ALLIANCE ("U.S. Communities") and SAFEWARE, INC. ("Supplier").

RECITALS

WHEREAS, FAIRFAX CO. ("Lead Public Agency") has entered into a certain Master Agreement dated as of even date herewith, referenced as Agreement No. _____, by and between Lead Public Agency and Supplier (as amended from time to time in accordance with the terms thereof, the "Master Agreement") for the purchase of PUBLIC SAFETY & EMERGENCY PREPAREDNESS EQUIP. (the "Products and Services");

WHEREAS, the Master Agreement provides that any state, county, city, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution (including community colleges, colleges and universities, both public and private), other government agency or nonprofit organization (each a "Public Agency" and collectively, "Public Agencies") may purchase Products and Services at the prices indicated in the Master Agreement upon prior registration with U.S. Communities, in which case the Public Agency becomes a "Participating Public Agency";

WHEREAS, U.S. Communities has the administrative and legal capacity to administer purchases under the Master Agreement to Participating Public Agencies;

WHEREAS, U.S. Communities serves in an administrative capacity for Lead Public Agency and other lead public agencies in connection with other master agreements offered by U.S. Communities;

WHEREAS, Lead Public Agency desires U.S. Communities to proceed with administration of the Master Agreement on the same basis as other master agreements;

WHEREAS, "U.S. Communities Government Purchasing Alliance" is a trade name licensed by U.S. Communities Purchasing & Finance Agency; and

WHEREAS, U.S. Communities and Supplier desire to enter into this Agreement to make available the Master Agreement to Participating Public Agencies.

NOW, THEREFORE, in consideration of the mutual covenants contained in this Agreement, U.S. Communities and Supplier hereby agree as follows:

ARTICLE I**GENERAL TERMS AND CONDITIONS**

1.1 The Master Agreement, attached hereto as Exhibit A and incorporated herein by reference as though fully set forth herein, and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement.

1.2 U.S. Communities shall be afforded all of the rights, privileges and indemnifications afforded to Lead Public Agency under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to U.S. Communities under this Agreement including, without limitation,

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Supplier's obligation to provide insurance and indemnifications to Lead Public Agency.

1.3 Supplier shall perform all duties, responsibilities and obligations required under the Master Agreement.

1.4 U.S. Communities shall perform all of its duties, responsibilities and obligations as administrator of purchases under the Master Agreement as set forth herein, and Supplier acknowledges that U.S. Communities shall act in the capacity of administrator of purchases under the Master Agreement.

1.5 With respect to any purchases made by Lead Public Agency or any Participating Public Agency pursuant to the Master Agreement, U.S. Communities (a) shall not be construed as a dealer, re-marketer, representative, partner, or agent of any type of Supplier, Lead Public Agency or such Participating Public Agency, (b) shall not be obligated, liable or responsible (i) for any orders made by Lead Public Agency, any Participating Public Agency or any employee of Lead Public Agency or a Participating Public Agency under the Master Agreement, or (ii) for any payments required to be made with respect to such order, and (c) shall not be obligated, liable or responsible for any failure by a Participating Public Agency to (i) comply with procedures or requirements of applicable law or ordinance, or (ii) obtain the due authorization and approval necessary to purchase under the Master Agreement. U.S. Communities makes no representations or guaranties with respect to any minimum purchases required to be made by Lead Public Agency, any Participating Public Agency, or any employee of Lead Public Agency or a Participating Public Agency under the Master Agreement.

ARTICLE II

TERM OF AGREEMENT

2.1 This Agreement is effective as of 3-8-18 and shall terminate upon termination of the Master Agreement or any earlier termination in accordance with the terms of this Agreement, provided, however, that the obligation to pay all amounts owed by Supplier to U.S. Communities through the termination of this Agreement and all indemnifications afforded by Supplier to U.S. Communities shall survive the term of this Agreement.

ARTICLE III

REPRESENTATIONS AND COVENANTS

3.1 U.S. Communities views the relationship with Supplier as an opportunity to provide benefits to the Lead Public Agency, Public Agencies and Supplier. The successful foundation of the relationship requires certain representations and covenants from both U.S. Communities and Supplier.

3.2 U.S. Communities' Representations and Covenants.

(a) Marketing. U.S. Communities shall proactively market the Master Agreement to Public Agencies using resources such as a network of major sponsors including the National League of Cities (NLC), National Association of Counties (NACo), United States Conference of Mayors (USCM), and the Association of School Business Officials (ASBO) (collectively, the "Founding Co-Sponsors") and individual national, regional and state-level sponsors. In addition, the U.S. Communities staff shall make best efforts to enhance Supplier's marketing efforts through meetings with Public Agencies, participation in key events and tradeshow and other marketing activity such as advertising, articles and promotional campaigns.

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(b) Training and Knowledge Management Support. U.S. Communities shall provide support for the education, training and engagement of Supplier's sales force as provided herein. Through its staff (each, a "Program Manager" and collectively, the "Program Managers"), U.S. Communities shall, with scheduling assistance from Supplier, conduct training sessions and conduct calls jointly with Supplier to Public Agencies. U.S. Communities shall also provide Supplier with access to U.S. Communities' private intranet website which provides presentations, documents and information to assist Supplier's sales force in effectively promoting the Master Agreement.

3.3 Supplier's Representations and Covenants. Supplier hereby represents and covenants as follows in order to ensure that Supplier is providing the highest level of public benefit to Participating Public Agencies (such representations and covenants are sometimes referred to as "Supplier's Commitments" and are comprised of the Corporate Commitment, Pricing Commitment, Economy Commitment and Sales Commitment):

(a) Corporate Commitment.

(i) The pricing, terms and conditions of the Master Agreement shall, at all times, be Supplier's primary contractual offering of Products and Services to Public Agencies. All of Supplier's direct and indirect marketing and sales efforts to Public Agencies shall demonstrate that the Master Agreement is Supplier's primary offering and not just one of Supplier's contract options.

(ii) Supplier's sales force (including inside, direct and/or authorized dealers, distributors and representatives) shall always present the Master Agreement when marketing Products or Services to Public Agencies.

(iii) Supplier shall advise all Public Agencies that are existing customers of Supplier as to the pricing and other value offered through the Master Agreement.

(iv) Upon authorization by a Public Agency, Supplier shall transition such Public Agency to the pricing, terms and conditions of the Master Agreement.

(v) Supplier shall ensure that the U.S. Communities program and the Master Agreement are actively supported by Supplier's senior executive management.

(vi) Supplier shall provide a national/senior management level representative with the authority and responsibility to ensure that the Supplier's Commitments are maintained at all times. Supplier shall also designate a lead referral contact person who shall be responsible for receiving communications from U.S. Communities concerning new Participating Public Agency registrations and for ensuring timely follow-up by Supplier's staff to requests for contact from Participating Public Agencies. Supplier shall also provide the personnel necessary to implement and support a supplier-based internet web page dedicated to Supplier's U.S. Communities program and linked to U.S. Communities' website and shall implement and support such web page.

(vii) Supplier shall demonstrate in its procurement solicitation response and throughout the term of the Master Agreement that national/senior management fully supports the U.S. Communities program and its commitments and requirements. National/Senior management is defined as the executive(s) with companywide authority.

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(viii) Where Supplier has an existing contract for Products and Services with a state, Supplier shall notify the state of the Master Agreement and transition the state to the pricing, terms and conditions of the Master Agreement upon the state's request. Regardless of whether the state decides to transition to the Master Agreement, Supplier shall primarily offer the Master Agreement to all Public Agencies located within the state.

(b) **Pricing Commitment.**

(i) Supplier represents to U.S. Communities that the pricing offered under the Master Agreement is the lowest overall available pricing (net to purchaser) on Products and Services that it offers to Public Agencies. Supplier's pricing shall be evaluated on either an overall project basis or the Public Agency's actual usage for more frequently purchased Products and Services.

(ii) **Contracts Offering Lower Prices.** If a pre-existing contract and/or a Public Agency's unique buying pattern provide one or more Public Agencies a lower price than that offered under the Master Agreement, Supplier shall match that lower pricing under the Master Agreement and inform the eligible Public Agencies that the lower pricing is available under the Master Agreement. If an eligible Public Agency requests to be transitioned to the Master Agreement, Supplier shall do so and report the Public Agency's purchases made under the Master Agreement going forward. The price match only applies to the eligible Public Agencies. Below are three examples of Supplier's obligation to match the pricing under Supplier's contracts offering lower prices.

(A) Supplier holds a state contract with lower pricing that is available to all Public Agencies within the state. Supplier would be required to match the lower state pricing under the Master Agreement and make it available to all Public Agencies within the state.

(B) Supplier holds a regional cooperative contract with lower pricing that is available only to the ten cooperative members. Supplier would be required to match the lower cooperative pricing under the Master Agreement and make it available to the ten cooperative members.

(C) Supplier holds a contract with an individual Public Agency. The Public Agency contract does not contain any cooperative language and therefore other Public Agencies are not eligible to utilize the contract. Supplier would be required to match the lower pricing under the Master Agreement and make it available only to the individual Public Agency.

(iii) **Deviating Buying Patterns.** Occasionally U.S. Communities and Supplier may interact with a Public Agency that has a buying pattern or terms and conditions that considerably deviate from the normal Public Agency buying pattern and terms and conditions, and causes Supplier's pricing under the Master Agreement to be higher than an alternative contract held by Supplier. This could be created by a unique end-user preference or requirements. In the event that this situation occurs, Supplier may address the issue by lowering the price under the Master Agreement on the item(s) causing the large deviation for that Public Agency. Supplier would not be required to lower the price for other Public Agencies.

(iv) **Supplier's Options in Responding to a Third Party Procurement Solicitation.** While it is the objective of U.S. Communities to encourage Public Agencies to piggyback on to the Master Agreement rather than issue their own procurement solicitations, U.S. Communities recognizes that for various reasons some Public Agencies will issue their own solicitations. The following options are available to Supplier when responding to a Public Agency solicitation:

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(A) Supplier may opt not to respond to the procurement solicitation. Supplier may make the Master Agreement available to the Public Agency as a comparison to its solicitation responses.

(B) Supplier may respond with the pricing, terms and conditions of the Master Agreement. If Supplier is awarded the contract, the sales would be reported as sales under the Master Agreement.

(C) If competitive conditions require pricing lower than the standard Master Agreement pricing, Supplier may submit lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales would be reported as sales under the Master Agreement. Supplier would not be required to extend the lower price to other Public Agencies.

(D) Supplier may respond to the procurement solicitation with pricing that is higher (net to buyer) than the pricing offered under the Master Agreement. If awarded a contract, Supplier shall still be bound by all obligations set forth in this Section 3.3, including, without limitation, the requirement to continue to advise the awarding Public Agency of the pricing, terms and conditions of the Master Agreement.

(E) Supplier may respond to the procurement solicitation with pricing that is higher (net to buyer) than the pricing offered under the Master Agreement and if an alternative response is permitted, Supplier may offer the pricing under the Master Agreement as an alternative for consideration.

(c) **Economy Commitment.** Supplier shall demonstrate the benefits, including the pricing advantage, of the Master Agreement over alternative options, including competitive solicitation pricing and shall proactively offer the terms and pricing under the Master Agreement to Public Agencies as a more effective alternative to the cost and time associated with such alternate bids and solicitations.

(d) **Sales Commitment.** Supplier shall market the Master Agreement through Supplier's sales force or dealer network that is properly trained, engaged and committed to offering the Master Agreement as Supplier's primary offering to Public Agencies. Supplier's sales force compensation and incentives shall be greater than or equal to the compensation and incentives earned under other contracts to Public Agencies.

(i) **Supplier Sales.** Supplier shall be responsible for proactive sales of Supplier's Products and Services to Public Agencies and the timely follow-up to sales leads identified by U.S. Communities. Use of product catalogs, targeted advertising, direct mail, online marketing and other sales initiatives are encouraged. All of Supplier's sales materials targeted towards Public Agencies shall include the U.S. Communities logo. U.S. Communities hereby grants to Supplier, during the term of this Agreement, a non-exclusive, revocable, non-transferable, license to use the U.S. Communities name, trademark, and logo solely to perform its obligations under this Agreement, and for no other purpose. Any goodwill, rights, or benefits derived from Supplier's use of the U.S. Communities name, trademark, or logo shall inure to the benefit of U.S. Communities. U.S. Communities shall provide Supplier with its logo and the standards to be employed in the use of the logo. During the term of the Agreement, the Supplier shall provide U.S. Communities with its logo and the standards to be employed in the use of the logo for purposes of reproducing and using Supplier's name and logo in connection with the advertising, marketing and promotion of the Master Agreement to Public Agencies. Supplier shall assist U.S. Communities by providing camera-ready logos and by participating in related trade shows and conferences. At a minimum, Supplier's sales initiatives shall

APPENDIX A

communicate that (i) the Master Agreement was competitively solicited by the Lead Public Agency, (ii) the Master Agreement provides the Supplier's best overall pricing and value to eligible agencies, (iii) there is no cost to Participating Public Agencies, and (iv) the Master Agreement is a non-exclusive contract.

(ii) Branding and Logo Compliance. Supplier shall be responsible for complying with the U.S. Communities branding and logo standards and guidelines. Prior to use by Supplier, all U.S. Communities related marketing material must be submitted to U.S. Communities for review and approval.

(iii) Sales Force Training. Supplier shall train its national sales force on the Master Agreement and U.S. Communities program. U.S. Communities shall be available to train on a national, regional or local level and generally assist with the education of sales personnel.

(iv) Participating Public Agency Access. Supplier shall establish the following communication links to facilitate customer access and communication:

(A) A dedicated U.S. Communities internet web-based homepage that is accessible from Supplier's homepage or main menu navigation containing:

- (1) U.S. Communities standard logo with Founding Co-Sponsors logos;
- (2) Copy of original procurement solicitation;
- (3) Copy of Master Agreement including any amendments;
- (4) Summary of Products and Services pricing;
- (5) Electronic link to U.S. Communities' online registration page; and
- (6) Other promotional material as requested by U.S. Communities.

(B) A dedicated toll-free national hotline for inquiries regarding U.S. Communities.

(C) A dedicated email address for general inquiries in the following format: uscommunities@(name of supplier).com.

(v) Electronic Registration. Supplier shall be responsible for ensuring that each Public Agency has completed U.S. Communities' online registration process prior to processing the Public Agency's first sales order.

(vi) Supplier's Performance Review. Upon request by U.S. Communities, Supplier shall participate in a performance review meeting with U.S. Communities to evaluate Supplier's performance of the covenants set forth in this Agreement.

(vii) Supplier Content. Supplier may, from time to time, provide certain graphics, media, and other content to U.S. Communities (collectively "Supplier Content") for use on U.S. Communities websites and for general marketing and publicity purposes. During the term of the Agreement, Supplier hereby grants to U.S. Communities and its affiliates a non-exclusive, worldwide, free, transferrable, license to reproduce, modify, distribute, publically perform, publically display, and use Supplier Content in connection with U.S. Communities websites and for general marketing and publicity purposes, with the right to sublicense each and every such right. Supplier warrants that: (a) Supplier is the owner of or otherwise has the

APPENDIX A

unrestricted right to grant the rights in and to Supplier Content as contemplated hereunder; and (b) the use of Supplier Content and any other materials or services provided to U.S. Communities as contemplated hereunder will not violate, infringe, or misappropriate the intellectual property rights or other rights of any third party

3.4 Breach of Supplier's Representations and Covenants. The representations and covenants set forth in this Agreement are the foundation of the relationship between U.S. Communities and Supplier. If Supplier is found to be in violation of, or non-compliance with, one or more of the representations and covenants set forth in this Agreement, Supplier shall have ninety (90) days from the notice of default to cure such violation or non-compliance and, if Supplier fails to cure such violation or non-compliance within such notice period, it shall be deemed a cause for immediate termination of the Master Agreement at Lead Public Agency's sole discretion or this Agreement at U.S. Communities' sole discretion.

3.5 Indemnity. Supplier hereby agrees to indemnify and defend U.S. Communities, and its parent companies, subsidiaries, affiliates, shareholders, member, manager, officers, directors, employees, agents, and representatives from and against any and all claims, costs, proceedings, demands, losses, damages, and expenses (including, without limitation, reasonable attorney's fees and legal costs) of any kind or nature, arising from or relating to, any actual or alleged breach of any of Supplier's representations, warranties, or covenants in this Agreement.

ARTICLE IV

PRICING AUDITS

4.1 Supplier shall, at Supplier's sole expense, maintain an accounting of all purchases made by Lead Public Agency and Participating Public Agencies under the Master Agreement. U.S. Communities and Lead Public Agency each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. U.S. Communities shall have the authority to conduct random audits of Supplier's pricing that is offered to Participating Public Agencies at U.S. Communities' sole cost and expense. Notwithstanding the foregoing, in the event that U.S. Communities is made aware of any pricing being offered to three (3) or more Participating Public Agencies that is materially inconsistent with the pricing under the Master Agreement, U.S. Communities shall have the ability to conduct a reasonable audit of Supplier's pricing at Supplier's sole cost and expense during regular business hours upon reasonable notice. U.S. Communities may conduct the audit internally or may engage a third-party auditing firm on a non-contingent basis. Supplier shall solely be responsible for the cost of the audit. In the event of an audit, the requested materials shall be provided in the format and at the location where kept in the ordinary course of business by Supplier.

ARTICLE V

FEES & REPORTING

5.1 Administrative Fees. Supplier shall pay to U.S. Communities a monthly administrative fee based upon the total sales price of all purchases shipped and billed pursuant to the Master Agreement, excluding taxes, in the amount of two percent (2%) of aggregate purchases made during each calendar month (individually and collectively, "Administrative Fees"). Supplier's annual sales shall be measured on a calendar year basis. All Administrative Fees shall be payable in U.S. Dollars and shall be made by wire to U.S.

APPENDIX A

Communities, or its designee or trustee as may be directed in writing by U.S. Communities. Administrative Fees shall be due and payable within thirty (30) days of the end of each calendar month for purchases shipped and billed during such calendar month. U.S. Communities agrees to pay to Lead Public Agency five percent (5%) of all Administrative Fees received from Supplier to help offset Lead Public Agency's costs incurred in connection with managing the Master Agreement nationally.

5.2 Sales Reports. Within thirty (30) days of the end of each calendar month, Supplier shall deliver to U.S. Communities an electronic accounting report, in the format prescribed by Exhibit B, attached hereto, summarizing all purchases made under the Master Agreement during such calendar month ("Sales Report"). All purchases indicated in the Sales Report shall be denominated in U.S. Dollars. All purchases shipped and billed pursuant to the Master Agreement for the applicable calendar month shall be included in the Sales Report. Submitted reports shall be verified by U.S. Communities against its registration database. Any data that is inconsistent with the registration database shall be changed prior to processing. U.S. Communities reserves the right upon reasonable advance notice to Supplier to change the prescribed report format to accommodate the distribution of the Administrative Fees to its program sponsors and state associations.

5.3 Exception Reporting/Sales Reports Audits. U.S. Communities or its designee may, at its sole discretion, compare Supplier's Sales Reports with Participating Public Agency records or other sales analysis performed by Participating Public Agencies, sponsors, advisory board members or U.S. Communities staff. If there is a material discrepancy between the Sales Report and such records or sales analysis as determined by U.S. Communities, U.S. Communities shall notify Supplier in writing and Supplier shall have thirty (30) days from the date of such notice to resolve the discrepancy to U.S. Communities' reasonable satisfaction. Upon resolution of the discrepancy, Supplier shall remit payment to U.S. Communities' trustee within fifteen (15) calendar days. Any questions regarding an exception report should be directed to U.S. Communities in writing to reporting@uscommunities.org. If Supplier does not resolve the discrepancy to U.S. Communities' reasonable satisfaction within thirty (30) days, U.S. Communities shall have the right to engage outside services to conduct an independent audit of Supplier's reports. Supplier shall solely be responsible for the cost of the audit.

5.4 Online Reporting. Within forty-five (45) days of the end of each calendar month, U.S. Communities shall provide online reporting to Supplier containing Supplier's sales reporting for such calendar month. Supplier shall have access to various reports through the U.S. Communities intranet website. Such reports are useful in resolving reporting issues and enabling Supplier to better manage its Master Agreement.

5.5 Usage Reporting. Within thirty (30) days of the end of each contract year, Supplier shall deliver to U.S. Communities an electronic usage report of all sales under the Master Agreement, including:

- (i) Supplier's Product Number
- (ii) Product Description
- (iii) Manufacturer Name
- (iv) Manufacturer Number
- (v) Unit of Measure
- (vi) U.S. Communities Price
- (vii) Number of times ordered
- (viii) Units sold
- (ix) Sales by Manufacturer

5.6 Supplier's Failure to Provide Reports or Pay Administrative Fees. Failure to provide a Sales Report or pay Administrative Fees within the time and in the manner specified herein shall be regarded as a

APPENDIX A

material breach under this Agreement and if not cured within thirty (30) days of written notice to Supplier, shall be deemed a cause for termination of the Master Agreement at Lead Public Agency's sole discretion or this Agreement at U.S. Communities' sole discretion. All Administrative Fees not paid within thirty (30) days of the end of the previous calendar month shall bear interest at the rate of one and one-half percent (1.5%) per month until paid in full.

ARTICLE VI

MISCELLANEOUS

6.1 Entire Agreement. This Agreement supersedes any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereof, and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained herein shall be valid or binding.

6.2 Assignment.

(a) Supplier. Neither this Agreement nor any rights or obligations hereunder shall be assignable by Supplier without prior written consent of U.S. Communities, and any assignment without such consent shall be void.

(b) U.S. Communities. This Agreement and any rights or obligations hereunder may be assigned by U.S. Communities in U.S. Communities' sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform U.S. Communities' obligations hereunder.

6.3 Notices. All reports, notices or other communications given hereunder shall be delivered by first-class mail, postage prepaid, or overnight delivery requiring signature on receipt to the addresses as set forth below. U.S. Communities may, by written notice delivered to Supplier, designate any different address to which subsequent reports, notices or other communications shall be sent.

U.S. Communities:

U.S. Communities
9711 Washingtonian Blvd. Suite 100
Gaithersburg, MD 20878-7381
Attn: Program Manager Administration

Supplier:

SAFEWARE, INC
4403 FORBES, BLVD
LANHAM, MD 20706

Attn: U.S. Communities Program Manager

6.4 Severability. If any provision of this Agreement shall be deemed to be, or shall in fact be, illegal, inoperative or unenforceable, the same shall not affect any other provision or provisions herein contained or render the same invalid, inoperative or unenforceable to any extent whatever.

APPENDIX A

6.5 Waiver. Any failure of a party to enforce, for any period of time, any of the provisions under this Agreement shall not be construed as a waiver of such provisions or of the right of said party thereafter to enforce each and every provision under this Agreement.

6.6 Counterparts. This Agreement may be executed in several counterparts, each of which shall be an original and all of which shall constitute but one and the same instrument.

6.7 Modifications. This Agreement may not be effectively amended, changed, modified, altered or terminated without the prior written consent of the parties hereto.

6.8 Governing Law; Arbitration. This Agreement will be governed by and interpreted in accordance with the laws of the State of California without regard to any conflict of laws principles. Any dispute, claim, or controversy arising out of or relating to this Agreement or the breach, termination, enforcement, interpretation or validity thereof, including the determination of the scope or applicability of this dispute resolution clause, shall be determined by arbitration in Walnut Creek, California, before one (1) arbitrator. The arbitration shall be administered by JAMS pursuant to its Comprehensive Arbitration Rules and Procedures. Judgment on the award may be entered in any court having jurisdiction. This clause shall not preclude parties from seeking provisional remedies in aid of arbitration from a court of appropriate jurisdiction. The prevailing party will be entitled to recover its reasonable attorneys' fees and arbitration costs from the other party. The arbitration award shall be final and binding. Each party commits that prior to commencement of arbitration proceedings, the parties shall submit the dispute to JAMS for mediation. The parties will cooperate with JAMS and with one another in selecting a mediator from JAMS panel of neutrals, and in promptly scheduling the mediation proceedings. The parties covenant that they will participate in the mediation in good faith, and that they will share equally in its costs. The mediation will be conducted by each party designating a duly authorized officer or other representative to represent the party with the authority to bind the party, and that the parties agree to exchange informally such information as is reasonably necessary and relevant to the issues being mediated.

All offers, promises, conduct, and statements, whether oral or written, made in the course of the mediation by any of the parties, their agents, employees, experts, and attorneys, and by the mediator or any JAMS employees, are confidential, privileged, and inadmissible for any purpose, including impeachment, in any arbitration or other proceeding involving the parties, provided that evidence that is otherwise admissible or discoverable shall not be rendered inadmissible or non-discoverable as a result of its use in the mediation. If the dispute is not resolved within thirty (30) days from the date of the submission of the dispute to mediation (or such later date as the parties may mutually agree in writing), the administration of the arbitration shall proceed. The mediation may continue, if the parties so agree, after the appointment of the arbitrator. Unless otherwise agreed by the parties, the mediator shall be disqualified from serving as arbitrator in the case. The pendency of a mediation shall not preclude a party from seeking provisional remedies in aid of the arbitration from a court of appropriate jurisdiction, and the parties agree not to defend against any application for provisional relief on the ground that a mediation is pending.

6.9 Successors and Assigns. This Agreement shall inure to the benefit of and shall be binding upon U.S. Communities, Supplier and any successor and assign thereto; subject, however, to the limitations contained herein.

[Remainder of Page Intentionally Left Blank – Signatures Follow]

APPENDIX A

IN WITNESS WHEREOF, U.S. Communities has caused this Agreement to be executed in its name and Supplier has caused this Agreement to be executed in its name, all as of the date first written above.

U.S. Communities:

U.S. COMMUNITIES GOVERNMENT PURCHASING ALLIANCE

By _____

Name: Kevin Juhring

Title: President

Supplier:

SAFEWARE, INC

By Karla A Hyatt

Name: KARLA A HYATT

Title: Asst DIRECTOR OF GOVT
CONTRACTS

APPENDIX D

VIRGINIA STATE CORPORATION COMMISSION (SCC)
REGISTRATION INFORMATION

The offeror:

☒ is a corporation or other business entity with the following SCC identification number:

F109145-5 -OR-

☐ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust -OR-

☐ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) -OR-

☐ is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

Please check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for bids: ☐

APPENDIX D

BUSINESS, PROFESSIONAL AND OCCUPATIONAL LICENSE

All firms located or operating in Fairfax County must obtain a Business, Professional and Occupational License (BPOL) as required by Chapter 4, Article 7, of the Code of the County of Fairfax, Virginia. In order for the Department of Tax Administration to determine your BPOL requirement prior to contract award, it is necessary for you to provide the following information:

- If you currently have a Fairfax County business license, please submit a copy with your proposal.
- Do you have an office in:

Virginia	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Fairfax County	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
- Date business began/will begin work in Fairfax County

A detailed description of the business activity that will take place in Fairfax County. If business is located outside of Fairfax County, give the percentage of work actually to be done in the County

Emergency preparedness equipment and
Public Safety

% of work unknown at this time


Signature

3-8-18
Date

Complete and return this form or a copy of your current Fairfax County Business License with your proposal.

APPENDIX D

Certification Regarding Ethics in Public Contracting

In submitting this bid or proposal, and signing below, Bidder/Offeror certifies the following in connection with a bid, proposal, or contract:

Check one:

☒

1. I have not given any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to any public employee or official have official responsibility for a procurement transaction.

☐

2. I have given a payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to a public employee or official have official responsibility for a procurement transaction, but I received consideration in substantially equal or greater value in exchange.

If 2 is selected, please complete the following:

Recipient: _____

Date of Gift: _____

Description of the gift and its value:

Description of the consideration received in exchange and its value:

Printed Name of Bidder/Offeror Representative: MARY ANNE PETRENKO

Signature/Date: Mary Anne Petrenko 12-12-2018

Company Name: SAFEWARE INC

Company Address: 4403 FORBES BLVD

City/State/Zip: LANHAM MD 20706

This certification supplements but does not replace the requirements set forth in paragraph 64 (OFFICIALS NOT TO BENEFIT) of the General Conditions and Instructions to Bidders included in this solicitation.

APPENDIX D

CERTIFICATION REGARDING DEBARMENT OR SUSPENSION

In compliance with contracts and grants agreements applicable under the U.S. Federal Awards Program, the following certification is required by all offerors submitting a proposal in response to this Request for Proposal:

1. The Offeror certifies, to the best of its knowledge and belief, that neither the Offeror nor its Principals are suspended, debarred, proposed for debarment, or declared ineligible for the award of contracts from the United States federal government procurement or nonprocurement programs, or are listed in the *List of Parties Excluded from Federal Procurement and Nonprocurement Programs* issued by the General Services Administration.
2. "Principals," for the purposes of this certification, means officers, directors, owners, partners, and persons having primary management or supervisory responsibilities within a business entity (e.g., general manager, plant manager, head of a subsidiary, division, or business segment, and similar positions).
3. The Offeror shall provide immediate written notice to the Fairfax County Purchasing Agent if, at any time prior to award, the Offeror learns that this certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
4. This certification is a material representation of fact upon which reliance will be placed when making the award. If it is later determined that the Offeror rendered an erroneous certification, in addition to other remedies available to Fairfax County government, the Fairfax County Purchasing Agent may terminate the contract resulting from this solicitation for default.

Printed Name of
Representative:

MARY ANNE PETRENKO

Signature/Date:

Mary Anne Petrenko 1/2/2/2018

Company Name:

SAFEWARE INC

Address:

4403 FORBES BLVD

City/State/Zip:

LANHAM MD 20706

SSN or TIN No:

52-1152883

APPENDIX D

Sample Listing Of Local Public Bodies

REFERENCE PARAGRAPH 13 OF THE SPECIAL PROVISIONS,"USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended to:

✓	Alexandria Public Schools, VA	✓	Manassas Park, Virginia
✓	Alexandria Sanitation Authority	✓	Maryland-National Capital Park & Planning Commission
✓	Alexandria, Virginia	✓	Maryland Transit Administration
✓	Arlington County, Virginia	✓	Metropolitan Washington Airports Authority
✓	Arlington Public Schools, Virginia	✓	Metropolitan Washington Council of Governments
✓	Bladensburg, Maryland	✓	Montgomery College
✓	Bowie, Maryland	✓	Montgomery County, Maryland
✓	Charles County Public Schools, MD	✓	Montgomery County Public Schools
✓	College Park, Maryland	✓	Northern Virginia Community College
✓	Culpeper County, Virginia	✓	Omni Ride
✓	District of Columbia	✓	Potomac & Rappahannock Trans. Commission
✓	District of Columbia Courts	✓	Prince George's County, Maryland
✓	District of Columbia Public Schools	✓	Prince George's County Public Schools
✓	DC Water and Sewer Authority	✓	Prince William County, Virginia
✓	Fairfax County Water Authority	✓	Prince William County Public Schools, VA
✓	Fairfax, Virginia (City)	✓	Prince William County Service Authority
✓	Falls Church, Virginia	✓	Rockville, Maryland
✓	Fauquier County Government and Schools, Virginia	✓	Spotsylvania County Schools, Virginia
✓	Frederick, Maryland	✓	Stafford County, Virginia
✓	Frederick County Maryland	✓	Takoma Park, Maryland
✓	Gaithersburg, Maryland	✓	Upper Occoquan Sewage Authority
✓	Greenbelt, Maryland	✓	Vienna, Virginia
✓	Herndon, Virginia	✓	Virginia Railway Express
✓	Leesburg, Virginia	✓	Washington Metropolitan Area Transit Authority
✓	Loudoun County, Virginia	✓	Washington Suburban Sanitary Commission
✓	Loudoun County Public Schools	✓	Winchester, Virginia
✓	Loudoun County Sanitation Authority	✓	Winchester Public Schools
✓	Manassas, Virginia		
✓	Manassas City Public Schools, Virginia		

Complete and return this form with your proposal.

SAFEWARE, INC
Vendor Name

APPENDIX D

BUSINESS CLASSIFICATION SCHEDULE

PLEASE CLASSIFY YOUR BUSINESS/ORGANIZATION BY MARKING IN STEP 1. STEP 2 IS OPTIONAL. This designation is required of all business/organizations including publicly traded corporations, non-profits, sheltered workshops, government organizations, partnerships, sole proprietorships, etc. Fairfax County does not certify business classifications nor does it establish preferences or set-asides for specific classifications.

Examples:

- A small Asian women-owned business would mark "Small" in Step 1, then "Women-Owned" and "Minority-Owned" in Step 2
- A small, service-disabled veteran and women-owned business would mark "Small" in Step 1, then "Women-Owned" and "Service-Disabled Veteran-Owned" in Step 2
- A government agency/public body would ONLY mark "Government Agency/Public Body" in Step 1.

Step 1: Please indicate the classification of your business/organization. Select ONLY one (1) option.					
<input checked="" type="checkbox"/> Small	<input type="checkbox"/> Large	<input type="checkbox"/> Non-Profit	<input type="checkbox"/> Government Agency/Public Body	<input type="checkbox"/> Shelter Workshop	
Step 2 (OPTIONAL): Please indicate what type of ownership your business/organization consists of. You may choose MORE than one (1) option.					
<input type="checkbox"/> Women-Owned	<input type="checkbox"/> Minority-Owned	<input type="checkbox"/> Service-Disabled Veteran-Owned			

DEFINITIONS

Small Business/Organization – "Small business" means a business that is at least 51% independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. One or more of these individual owners shall control both the management and daily business operations of the small business.

Minority Business – is a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company, or other entity, at least 51% of the equity ownership interest in the corporation, partnership or limited company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals. Such individuals shall include Asian American, African American, Hispanic American, Native American, Eskimo, or Aleut.

Women-Owned Business – a business concern that is at least 51% owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more women who are U.S. citizens or legal resident aliens.

Service-Disabled Veteran – means a veteran who (i) served on active duty in the United States military ground, naval, or air service, (ii) was discharged or released under conditions other than dishonorable, and (iii) has a service-connected disability rating fixed by the United States Department of Veterans Affairs.

Service-Disabled Veteran-Owned Business – is a business that is at least 51 percent owned by one or more service-disabled veterans or, in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more individuals who are service-disabled veterans and both the management and daily business operations are controlled by one or more individuals who are service-disabled veterans.

Shelter Workshop – a private non-profit, state, or local government institution that provides employment opportunities for individuals who are developmentally, physically, or mentally impaired, to prepare for gainful work in the general economy. These services may include physical rehabilitation, training in basic work and life skills (e.g., how to apply for a job, attendance, personal grooming, and handling money), training on specific job skills, and providing work experience in the workshop.

APPENDIX D



COUNTY OF FAIRFAX
 DEPARTMENT OF PROCUREMENT & MATERIAL MANAGEMENT
 SMALL AND MINORITY BUSINESS ENTERPRISE PROGRAM
 12000 Government Center Parkway, Suite 427
 Fairfax, Virginia 22035-0013
 Fax: 703-324-3228

SUBCONTRACTOR (S) NOTIFICATION FORM

Solicitation/Contract Number/Title: RFP 2000002547 PUBLIC SAFETY & EMERGENCY PREPAREDNESS EQUIP.

Prime Contractors Name: SAFEWARE, INC.

Prime Contractor's Classification: SMALL

In accordance with the Subcontracting paragraph of the Special Provisions for the above-cited solicitation, you are required to provide the County with names, addresses, anticipated dollar amount and small/minority classification of each first-tier subcontractor. Please complete this form and return it to this office with your submission.

Please check here if you are not using a subcontractor: ☒

SUBCONTRACTOR(S) NAME	STREET ADDRESS	CITY	STATE	ZIP CODE	ANTICIPATED DOLLAR AMOUNT	VENDOR CLASSIFICATION

Complete and return this form with your proposal.

APPENDIX I

BYRD ANTI-LOBBYING CERTIFICATION

31 U.S.C. 1352 et seq.

(To be submitted with each bid or offer exceeding \$100,000)

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal Loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of and Federal contract, grant, loan, or cooperative agreement.
2. If any funds or than Federal appropriated funds have been paid or will be paid to any person for making lobbying contacts to an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form—LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions [as amended by "Government wide Guidance for New Restrictions on Lobbying," 61 Fed. Reg. 1413 (1/19/96). Note: Language in paragraph (2) herein has been modified in accordance with Section 10 of the Lobbying Disclosure Act of 1995 (P.L. 104-65, to be codified at 2 U.S.C. 1601, *et seq.*)]
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

[Note: Pursuant to 31 U.S.C. § 1352(c)(1)-(2)(A), any person who makes a prohibited expenditure or fails to file or amend a required certification or disclosure form shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such expenditure or failure.]

The CONTRACTOR, SAFEWARE, INC, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the CONTRACTOR understands and agrees that the provisions of 31 U.S.C. A 3801, *et seq.*, apply to this certification and disclosure, if any.

Printed Name of
Representative:

KARLA A HYATT

Signature/Date:

Karla A Hyatt 3-8-18

Company Name:

SAFEWARE, INC

Address:

4403 FORBES BLVD

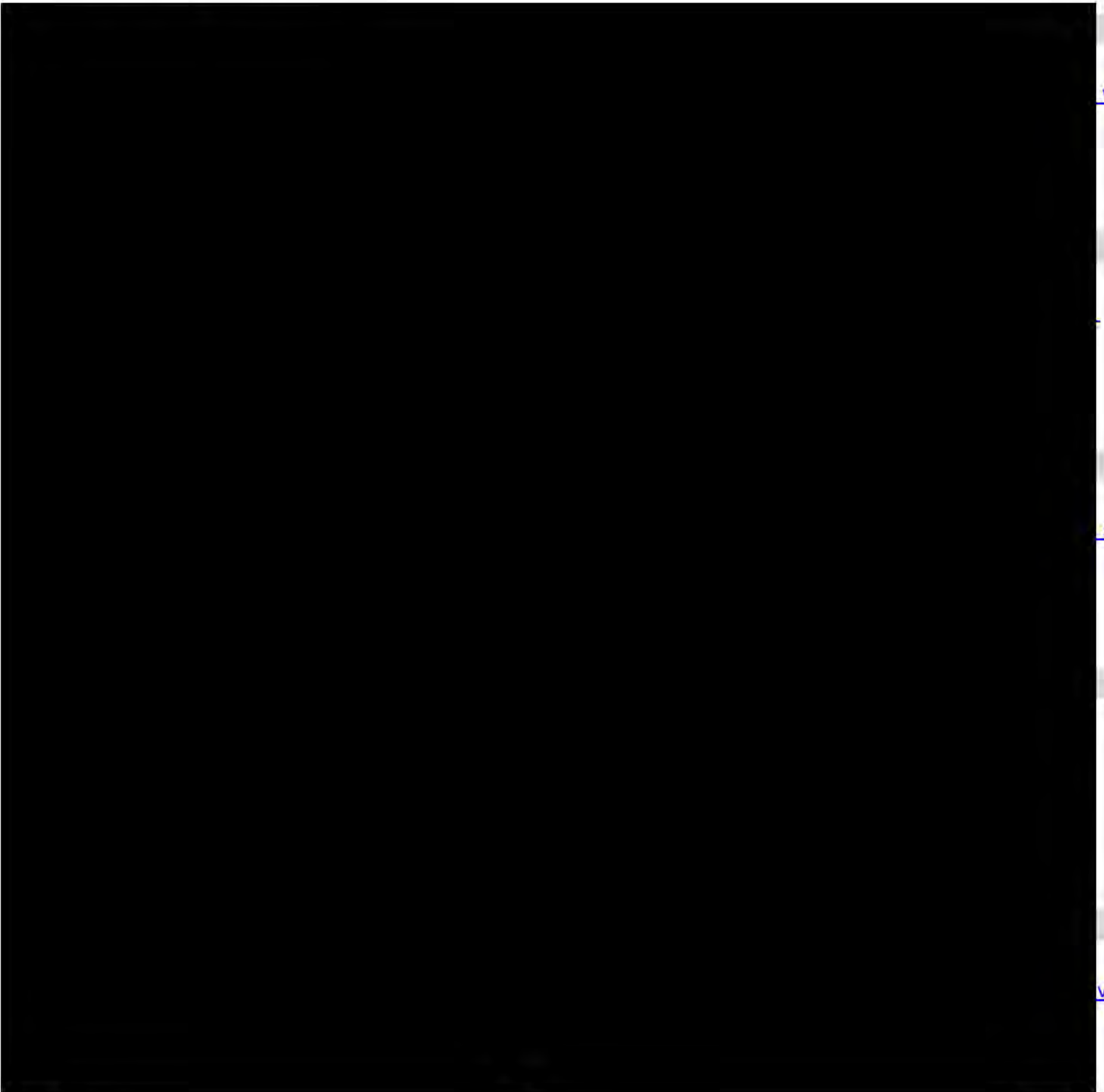
City/State/Zip:

LANHAM, MD 20706

SSN or TIN No:

52-1152883

Attachment C - References



APPENDIX D

**Request for Protection of Trade Secrets or Proprietary Information Pursuant to
Article 2, Section 4.D.3 of the Purchasing Resolution and Va. Code Ann.
§ 2.2-4342(F)**

Request for Protection of Trade Secrets or Proprietary Information Pursuant to Article 2, Section 4.D.3 of the Purchasing Resolution and Va. Code Ann. § 2.2-4342(F)

This form is provided as a courtesy to assist vendors desiring to protect trade secrets and proprietary information from disclosure under the Virginia Freedom of Information Act. In order to receive protection, you must (a) invoke the protection prior to or upon submission of the data or other materials, (b) identify the data or other materials to be protected, and (c) state the reason(s) why protection is necessary. Each of these requirements must be met with respect to the particular information for which protection is sought.

a) Submission of this form with or without other reference to Article 2, Section 4.D.3 of the Purchasing Resolution or Va. Code Ann. § 2.2-4342(F) shall satisfy the invocation requirement with respect to data or other materials clearly identified herein.

b) Identify the specific data or other material for which protection is sought. Suggested forms of designation include: listing the Proposal Section, Tab, or Page numbers; attaching to this form a copy of the table of contents from your Proposal with the relevant trade secret or proprietary contents highlighted; or identifying herein a document stamp used within the Proposal to designate the relevant materials (e.g. "all portions of the Proposal marked "Proprietary" or "Trade Secret"). NOTE: The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable.

c) For each distinct section of data or other information identified in response to paragraph b), above, state the reason(s) why protection is necessary. NOTE: Your explanation must do more than simply stating the materials are "proprietary," or "trade secrets," or "not publically available." You may attach additional sheets to this form as needed.

Use of this form does not guarantee protection. It is incumbent upon each vendor to meet the prerequisites for protection of their trade secrets or proprietary information. Provision of this form does not constitute legal advice; you are encouraged to consult with your legal counsel prior to designation of materials for protection.

DATA/MATERIAL TO BE PROTECTED	SECTION NO., & PAGE NO.	REASON WHY PROTECTION IS NECESSARY
Safeware Financials	Attachment D	As a privately held company, we do not make our financials public.



County of Fairfax, Virginia

ADDENDUM

Date: March 2, 2018

ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS
REFERENCE: RFP2000002547
TITLE: Public Safety and Emergency Preparedness Equipment and Related Services
DUE DATE/TIME: March 13, 2018 / 2:00 P.M. EDT

The referenced request for proposal is amended as follows:

1. Reference page 6, Section 8. Contract Period and Renewal, Paragraph 8.2, fourth sentence: Revise to read "The County reserves the right to renew the contract for five (5) additional years, one (1) year at a time or a combination of the years, by mutual agreement of both parties."
2. Attachment C – Market Basket, is replaced in its entirety by an updated version. Prospective Offerors may access the updated version of Attachment C – Market Basket in Excel format at: <http://www.fairfaxcounty.gov/solicitations>
3. Refer to Attachment 1 for questions and answers received by e-mail and from the pre-proposal conference held on February 22, 2018 at 10:30 A.M.
4. Refer to Attachment 2 for the Attendance Sheet for the pre-proposal conference held on February 22, 2018.

All other terms and conditions remain unchanged.

Jamie Pun, VCO, CPPB
Contract Specialist II, Team 1

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

SAFEWARE, INC

Name of Firm

(Signature)

3-8-18

(Date)

A SIGNED COPY OF THIS ADDENDUM MUST BE INCLUDED IN THE TECHNICAL PROPOSAL OR RETURNED PRIOR TO DUE DATE/TIME.

Note: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.

Department of Procurement & Material Management

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/procurement

Phone 703-324-3201, TTY: 1-800-828-1140, Fax: 703-324-3228

Appendix A – Marketing Material

- Safeware USC Contract Flyer
- Safeware Fire Line Card
- Safeware Industry Line Card
- Mallory Fire Line Card
- Mallory Lunch & Learn Flyer
- Safeware Fentanyl Seminar Flyer

All Departments - One SAFETY Contract.



Public Safety and Emergency
Preparedness Equipment and
Related Services

Contract#: 4400001839

Lead Public Agency: Fairfax County, VA

Proud Supplier Partner of:



Offering Safety Solutions & Services Including:

- Personal Protective Equipment (PPE)
- Explosive Device Mitigation & Remediation Equipment
- Environmental Monitoring
- CBRNE Search & Rescue Equipment
- Interoperable Communications Equipment
- Detection Equipment
- Decontamination Equipment
- Hazardous Materials Storage
- Spill Control and Containment
- Physical Security Enhancement Equipment
- Fire and Emergency Response
- Traffic Safety
- Facility Safety and Maintenance
- Fall Protection and Space
- Medical and First Aid Supplies
- CBRNE Reference Materials
- Related Services
- Other Non-listed Public Safety, Law Enforcement and Fire Equipment
- Training

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WHAT

Sponsored by 5 National Sponsors and over 90 state and regional organizations, U.S. Communities is a nonprofit government purchasing cooperative group that offers reduced costs on goods and services through competitively solicited contracts awarded to lead public agencies.

WHO

U.S. Communities has over 55,000 participating agencies, from both the public and nonprofit sectors.

Generally, the following agencies are eligible to use the U.S. Communities Program:

- Counties, Cities, Towns and Villages
- Special Districts (e.g., Fire, Sewer, Water, etc.)
- Public Schools including: K-12, Community Colleges, Universities, Technical and Vocational
- State Agencies
- Other Local Governments
- Nonprofit Corporations (including Private K-12, Private Colleges and Universities)

WHY

The U.S. Communities contract is competitively bid. Public agencies are able to eliminate the bid process through the Joint Powers Authority of Cooperative Procurement Authority and purchase their supplies and services at a reduced cost. Agencies that use this contract experience on average a 5% savings over traditional procurement practices in process alone.

HOW

Registration is simple and free. If you are not currently participating with U.S. Communities go to: www.uscommunities.org

If you are already a U.S. Communities participant, and would like to purchase from Safeware-Mallory go to: www.safewareinc.com



Safeware, Inc. of Lanham, Maryland and Mallory Safety and Supply of Portland, Oregon have partnered to form the team of Safeware-Mallory for the purpose of providing U.S. Communities participants with the highest level of expertise and service in Public Safety.

Both Safeware and Mallory are nationally recognized industry leaders in the distribution and servicing of this market segment. The two companies have had a long history of working together. Most importantly they share core values, professionalism and a deep sense of responsibility to their customers. Their many synergies along with a strong background in distribution, emergency preparedness equipment, and response will be of great benefit to U.S. Communities.

The Safeware-Mallory Team brings national coverage and regional expertise to all agencies. We are committed to providing all customers with an exceptional selection of safety products and expertise, combined with the support of service and response, for a total safety solution.



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CONTRACT #4400001839

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Little Giant
Ladder Systems

Do More™

Lakeland

MSA
The Safety Company

PELICAN™



RAE
SYSTEMS
by Honeywell

SCOTT
SAFETY



AEDS

- * Cardiac Science
- * ZOLL Medical

AIR COMPRESSORS

- * BAUER Compressors
- * Scott Safety

CBRNE - BIOLOGICAL

- * ADVNT Biotechnologies
- * Bio Shield Technologies
- * Field Forensics
- * FLIR Detection
- * MSA
- * RAE Systems
- * Response Biomedical
- * Smiths Detection

CBRNE - CHEMICAL

- * Arizona Instrument
- * Biosystems
- * BW Technologies
- * CANBERRA
- * Chemring
- * Crowcon
- * Draeger
- * FLIR Detection
- * GFG Instrumentation
- * Morphix Technologies
- * MSA
- * NEXTTEQ
- * Proengin
- * RAE Systems
- * RKL Instruments
- * Scott Instruments
- * SEER Technology
- * SENSIT Technologies
- * Smiths Detection
- * TrueTech
- * WB Johnson

CBRNE - EXPLOSIVE

- * Field Forensics
- * FLIR Detection
- * Morphix Technologies
- * Morpho Detection
- * MSA
- * RAE Systems
- * Smiths Detection
- * WB Johnson

CBRNE - NUCLEAR

- * Berkeley Nucleonics
- * MSA
- * RAE Systems
- * Smiths Detection

CBRNE - RADIOLOGICAL

- * Berkeley Nucleonics
- * CANBERRA
- * FLIR Detection
- * Mirion Technologies
- * MSA
- * POLIMASTER
- * RAE Systems
- * Smiths Detection
- * WB Johnson

COMMUNICATIONS

- * Atlantic Signal
- * CavCom
- * LEADER
- * MSA
- * Peltor
- * Savox
- * Scott Safety

DECONTAMINATION SYSTEMS

- * Decon7
- * DuPont
- * Force1Decon
- * Intelagard
- * TrueTech

EMS EQUIPMENT

- * Ambu
- * Reeves EMS
- * Skedco
- * Stryker EMS

EQUIPMENT STORAGE

- * 5.11 Tactical
- * BLACKHAWK!
- * Evac Systems
- * Hollowell
- * OK-1
- * Pelican
- * R&B Fabrications
- * Ready Rack
- * Ziamatic

EYEWEAR

- * Crossfire Safety
- * Edge Eyewear
- * ESS
- * Paulson Mfg.
- * Pyramex Safety
- * Radians
- * Uvex
- * Wiley X
- * Wolf Peak

FIRE EXTINGUISHERS

- * Buckeye
- * Cold Fire Tactical
- * Intelagard
- * Kidde
- * North American Rescue

FIRE TRAINERS

- * Draeger
- * Kidde Fire Trainers

FIRST AID & TRAUMA

- * Certified Safety
- * H&H Medical
- * North
- * North American Rescue

FLASHLIGHTS & ILLUMINATION

- * Aircraft Dynamics
- * Airstar Safety
- * Air Systems
- * Brite-Strike
- * FoxFury
- * Pelican
- * Streamlight
- * UK International
- * Will-Burt

FOAM & SUPPRESSANTS

- * ANSUL
- * Combat Support Products
- * Intelagard
- * Kidde Dual Spectrum
- * Kidde Fire Fighting
- * National Foam

FOOTWEAR

- * 5.11 Tactical
- * Danner
- * Diamondback Fire & Rescue
- * Fire-Dex
- * HAIX
- * Onguard Industries
- * Tingley Rubber

GLOVES & ACCESSORIES

- * Alliance Fire & Rescue
- * HexArmor
- * MCR Safety
- * Mechanix Wear
- * North
- * Shelby Gloves
- * Valeo

HAZMAT PPE

- * Ansell Protective
- * DuPont
- * Kappler
- * Kimberly-Clark
- * Lakeland
- * RST

HEAD PROTECTION

- * Bullard
- * Cairns Helmets
- * LEADER
- * Pacific

HEAT DETECTION

- * FLIR/Exttech
- * Metris Instruments

HOODS

- * Alliance Fire & Rescue
- * Chicago Protective Apparel
- * National Safety Apparel
- * PGI

HYDRATION & COOLING

- * CamelBak
- * Ergodyne
- * TechNiche International

INCIDENT COMMAND & MANAGEMENT

- * Activu
- * D4H
- * NowForce
- * Salamander
- * SceneDoc

LADDERS

- * Duo-Safety
- * Little Giant

LEATHER PRODUCTS

- * 5.11 Tactical
- * Aker Leather
- * Boston Leather

MASS COMMUNICATIONS

- * 308 Systems
- * Everbridge
- * LRAD

NOZZLES & FITTINGS

- * ANSUL
- * Elkhart Brass
- * Kocheck
- * Niedner
- * Red Head Brass
- * Task Force Tips

OPTICS

- * Bushnell

RESCUE EQUIPMENT

- * PGI
- * Prospan

SCBA

- * Avon Protection
- * Draeger
- * Interspiro
- * MSA

SPILL CONTROL

- * CEP
- * Edwards & Cromwell
- * Imbibitive Technologies
- * MBT
- * NPS
- * SPC
- * UltraTech International

SURVEILLANCE & AERIAL MONITORING

- * FLIR
- * Leptron

TECHNICAL RESCUE

- * BlueWater Ropes
- * CMC Rescue
- * Junkin Safety
- * Paratech
- * Phoenix Rescue
- * PMI Rope
- * Yale Cordage

THERMAL IMAGING CAMERAS

- * FLIR
- * MSA

TOOLS

- * 5.11 Tactical
- * Ampco
- * BLACKHAWK!
- * Fire Hooks Unlimited
- * Husqvarna
- * Nicol Hose Hook Co.
- * Nupla
- * Paratech
- * Power Hawk
- * RIT Rescue & Escape Systems

TRAFFIC SAFETY & HI-VIZ

- * Eflare
- * Lakeland
- * ML Kishigo

TRAINING EQUIPMENT

- * Simulaid

TURNOUT GEAR

- * Fire-Dex
- * Lakeland
- * Veridian

UNIFORMS & APPAREL

- * 5.11 Tactical
- * Benchmark
- * DRIFIRE
- * Lakeland
- * LION
- * Propper
- * Spiewak
- * TECGEN
- * TRU-SPEC

USAR

- * LEADER
- * TECGEN
- * True North
- * Wolfpack Gear

VEHICLE LIGHTS & LIGHTBARS

- * North American Signal
- * Will-Burt

VEHICLES

- * ICS
- * Polaris

VENTILATION

- * LEADER
- * Tempest Technology

WATER & SWIFT WATER RESCUE

- * Ansell Protective
- * Aquabotix Technology
- * CMC Rescue
- * Mustang Survival
- * NRS
- * Rescue ONE Boats
- * Stearns
- * Switlik
- * Zodiac

WEATHER MONITORING

- * Airmar
- * Coastal Environmental

WILDLAND GEAR

- * 5.11 Tactical
- * Lakeland
- * Nupla
- * PGI
- * TECGEN
- * True North
- * TRU-SPEC
- * Wolfpack Gear

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ergodyne
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- Allegro Industries
- Biosystems
- BW Technologies
- Capital Safety (DBI-SALA & Protecta)
- CMC Rescue
- Draeger
- E.D. Bullard
- Ergodyne
- Guardian Fall Protection
- Miller
- MSA
- RAE Systems
- RKI
- Savox
- Scott Safety

ELECTRICAL SAFETY/ARC FLASH

- Benchmark
- Bulwark
- Nasco Industries
- National Safety Apparel
- Neese Industries
- Salisbury
- Stanco
- Steel Grip
- Stewart R. Browne Manufacturing

ERGONOMICS & MATTING

- 3M
- Allegro Industries
- The Andersen Co.
- Chase Ergonomics
- Ergodyne
- Occunomix
- Superior Matting/NoTrax

EYE/FACE PROTECTION

- 3M
- Chums
- Crews Glasses
- Crossfire Safety
- Elvex
- ERB Industries
- Haws
- Jackson Safety
- Kimberly-Clark
- MSA
- North
- PIP
- Pyramex Safety
- Radians
- SAS Safety Corp.

- Sellstrom
- Speakman
- Uvex
- VisionAid

FACILITY ID/SIGNS

- Accuform Signs
- Brady
- Harris Industries
- National Marker

FALL PROTECTION

- 3M
- Capital Safety (DBI-SALA & Protecta)
- FallTech
- Guardian Fall Protection
- Miller
- MSA

FIRST AID/AEDS

- Cardiac Science
- Certified Safety
- H&H Medical
- Junkin Safety
- North
- ZOLL Medical

FOOT/LEG PROTECTION

- Allegro Industries
- Danner
- Ellwood Safety
- Impacto
- LaCrosse
- North
- Onguard Industries
- Servus
- Tingley Rubber

HAND/ARM PROTECTION

- Best Glove
- ERB Industries
- Ergodyne
- Impacto
- Kimberly-Clark
- MAPA Spontex
- Mechanix Wear
- Memphis Gloves
- North
- Occunomix
- PIP
- The Safety Zone
- SAS Safety Corp.
- Stockhausen
- Superior Glove
- Valeo
- Wells Lamont
- West Chester

HEAD PROTECTION

- 3M
- CMC Rescue
- E.D. Bullard
- Elvex
- Fibre-Metal
- Kimberly-Clark
- MSA
- North
- PIP

HEARING PROTECTION

- 3M
- CavCom
- Elvex
- Howard Leight
- Moldex
- MSA
- Peltor
- Radians
- Savox

HI-VISIBILITY

- Ergodyne
- Lakeland
- ML Kishigo
- Mutual Industries
- Nasco Industries
- Neese Industries
- Occunomix
- PIP
- RamStar Safety
- River City Garments
- Tingley Rubber
- VizCon

HYDRATION/COOLING

- Camelbak
- Ergodyne
- Igloo Products
- Occunomix
- PIP
- Sqwincher

INSTRUMENTATION/TESTING

- Biosystems
- BW Technologies
- Crowcon
- Draeger
- Gasco
- GFG Instrumentation
- Honeywell Analytics
- MSA
- Quest Technologies
- RAE Systems

- RKI
- Scott Safety
- SENSIT Technologies

LIGHTING & BATTERIES

- 8:12 Illumination
- Airstar Safety
- Air Systems
- Bright Star
- CMC Rescue
- Eflare
- FoxFury
- Pelican
- Rayovac
- Streamlight
- Underwater Kinetics

LOCKOUT/TAGOUT

- Brady
- Honeywell
- Master Lock

MATERIAL HANDLING/FACILITY SAFETY

- 3M
- American Innotek
- Eagle Manufacturing
- Justrite Manufacturing
- Kimberly-Clark
- Louisville Ladder
- Quantum Storage Systems
- UltraTech

OUTDOOR & SEASONAL

- ARI
- Certified Safety
- CoreTex Products

PROTECTIVE CLOTHING

- Arborwear
- DuPont
- Elvex
- Kappler
- Kimberly-Clark
- Lakeland
- National Safety Apparel
- Onguard Industries
- River City Garments
- Stanco
- Steel Grip
- Tingley Rubber
- West Chester

RESPIRATORY PROTECTION

- 3M
- Air Systems
- Allegro Industries
- Draeger
- E.D. Bullard
- Honeywell
- Kimberly-Clark
- Moldex
- MSA
- North
- Scott Safety
- Sundstrom Safety

SPILL CONTROL

- CEP
- Green Stuff
- Imbiber
- Meltblown Technologies
- Oil-Dri
- SPC

TRAFFIC CONTROL

- Accuform Signs
- Bone Safety Signs
- Checkers Industrial Products
- Cortina Safety Products
- Dicke Safety Products
- Harris Industries
- JBC Safety
- Mutual Industries
- Plasticade
- RamStar Safety
- VizCon
- Wanco

WELDING

- 3M
- Fibre-Metal
- Kimberly-Clark
- MSA
- North
- Weldas

WORKWEAR/TOOLS/SUPPLIES

- Ampco Safety Tools
- Bulwark
- Carhartt
- Ergodyne
- Husqvarna
- Jameson
- Mutual Industries
- Nasco Industries
- Red Kap



Mallory Safety & Supply

Fire and Rescue



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APPARATUS EQUIPMENT

- ◆ Clamps, Brackets, Mounts
- ◆ Electric, Cords, Flash Lights Generators, Lighting, Reels
- ◆ Fire Extinguishers
- ◆ Hose, Ladders, Nozzles
- ◆ Hydrant Tools, Accessories
- ◆ PPV, Electric, Gas
- ◆ Rehab, Cooling, Hydration, Misting
- ◆ Saws, Chain, Cut Off
- ◆ Salvage Covers
- ◆ Signals, Cones, Flares, Lighting, Sirens
- ◆ Stabilizing, Cribbing, Chocks, Decking, Matting
- ◆ Thermal Imaging Cameras
- ◆ Tools, Air, Cordless, Entry, Hand, Power
- ◆ Valves, Fittings, Plugs, Caps

Brands

Akron	Fire Research	Norton	Tomar
Allegro	Hannay	NoTrax	Turbo Flare
Amerex	Havis-Shields	Nupla	Turtle Plastics
Ames-True	Highway Fusees	Koehler	TurtleTile
A-Tools	Hooligan	Pelican	Unifire
BRK	Husqvarna	PROTO	Unitrol
Camelbak Drink	HYDRARAM	Rowco	Unity
Checkers	Igloo	R-Tools	Vinyl & Canvas (various styles and brands)
Chicago Pneumatic	Ingersoll Rand	Schaefer	Werner
Collins	JET	Sqwincher	Whelen
Council	J-Rod	Stanley	Woodhead
Cox	Kidde	Starrett	Worden
Duo-Safety	K-Tools	Streamlight	Ziamatic
Eflare	Leader	Super Vac	
Ergodyne	Louisville	Temper	
Federal	LZKit	Tempest	
Fire Axe	MSA	Terminator	

CONFINED SPACE & ROPE RESCUE & USAR

- ◆ Tools, Air, Cordless, Hand, Power
- ◆ Cutting, Blades, Chain, Wheels
- ◆ Electric, Cords, Flash Lights Generators, Lighting
- ◆ Fall Protection, Belts, Carabiners, Hardware, Harnesses, Rope
- ◆ Communications Kits, Cameras, Sound
- ◆ PPE, Clothing, Eye, Gloves, Hearing, Helmets
- ◆ Litters & Litter Systems
- ◆ Marking Products & Paint

Brands

Akron	Fire Innovations	MCR	Rust-oleum
AOSafety	First-In	Miller	Sensear
Black&Decker	Gear 911	Milwaukee	SENSIT
Bosch	H.K. Porter	MSA	Technologies
Cascade	Jackson	Mustang Survival	Sked
CavCom	Junkin	North	Smith & Wesson
CCI	Klein	Norton	Stanley
Channel Lock	Krylon	Pelican	Starrett
Chicago Pneumatic	Laerdal	PMI	Streamlight
Crescent	Leader	Proto	True North
DBI Sala	LSP	Ridgid	Vetter
DeWalt	Mag-Lite	Ringers	Uvex
Dixon	Markal	RIT Bag	Yates



MERCEDES TEXTILES LIMITED



*Mallory Safety and Supply is available to source and supply items not listed.

Municipal • Wildland • Hazmat • EMS & Rescue

For more information please call:
800.713.4888



FIRST AID AND REHAB PRODUCTS

- ◆ AEDs, Automatic Defibrillators, CPR Face Shields
- ◆ Back Boards, Collars, Litters
- ◆ Bee & Wasp Repellants
- ◆ Blankets, Emergency
- ◆ Bodily Fluid Clean Up Kits
- ◆ Burn Care Kits, Compresses, Hot & Cold
- ◆ Cleaners, Face Masks, Gloves, Sanitizers
- ◆ Drench Hose and Faucets
- ◆ Eye Wash Stations
- ◆ First Aid Kits & Stations
- ◆ Hydration & Cooling

Brands

3M	Drink	Lumidor	Red Head
Allegro	Ergodyne	MCR	Schaefer
Ansell	FIS	Memphis	Sperian
BEST	Gastec	MITI	Sqwincher
Biosystems	Gator	MSA	Super Vac
Camelbak	Igloo	North	Tingly
Chameleon	ISC	ONEGlove	Viking
Cool Draft Misting	Justrite	OnGuard	Western Shelter
Crew-Boss	KleenGuard	ProShield	
Drager	Lakeland	RAE	



RAE

HAZMAT & MONITORING

- ◆ Berms & Tanks & Pallets
- ◆ Breathing Apparatus SCBA, Gas Detection
- ◆ Boots, Coveralls, A,B,C and D PPE
- ◆ Decontamination & Kits
- ◆ Sorbents & Wipes & Spill Kits
- ◆ Storage, Lockers, Cabinets

Brands

3M	Drink	Lakeland	Red Head
Allegro	Dupont	Lumidor	Schaefer
Ansell	Ergodyne	MCR	Smith's Detection
BEST	FireTak	Memphis	SPC
Blauer	FIS	MITI	SENSIT
Biosystems	Gastec	MSA	Technologies
Camelbak	Gator	North	Sperian
Chameleon	Igloo	ONEGlove	St. Gobain
Cool Draft	Industrial Scientific	OnGuard	Super Vac
Misting	ISC	PIG	Tingly
DBI Sala	Justrite	ProShield	Viking
Drager	KleenGuard	RAE	Western Shelter

RESPIRATORY & AIR PRODUCTS

- ◆ Air Compressors
- ◆ Air Testing Equipment
- ◆ APRs & Filters & Masks
- ◆ Fit Testing
- ◆ SCBAs

Brands

3M	MAKO	North	Instrumentation
Air Systems	Moldex	OHD	Willson
Allegro	MSA	Sperian	



FIRE-DEX, MSA

SLIP-IN UNITS & TANKS

- ◆ Foam Units
- ◆ Gas Engines & Pumps
- ◆ CAFS Systems
- ◆ Gel Units
- ◆ Hose Reels
- ◆ Light Vehicle & ATV Style Units
- ◆ Poly & Alum Tanks
- ◆ Slip-On Units

Brands

Akron	Foam Pro	MC Products	Scotty
Brigge & Stratton	Gorman-Rupp	Mercedes	Thermo Gel
CAFS	Hale	Metal Master	Waterous
CET	Hannay	POK	Wick
Cox	Honda	Pro Poly	
Elkhart	Kohler	Pro-Tech	
Fire-Dos	Levan	Robwen	

STATION EQUIPMENT

- ◆ Batteries
- ◆ Boot Dryers
- ◆ Chemicals & Adhesives & Lubricants
- ◆ Cleaning Solutions
- ◆ Janitorial Supplies
- ◆ Compressors & Generators
- ◆ Hose Tester, Tools
- ◆ Lockers, Racks, Tool Boxes
- ◆ Smoke Generators, Bottle Smoke

Brands

3M	Gunk	Mako	Unifire
Citro PPE	Honda	Peet	WD-40
CRC	Kennedy	Proto	Winisol
Dryfast	Knaack	Rayovac	Yamaha
Duracell	Leader	ReadyRack	Zep
Energizer	Loctite	Rice	
Faultless	LPS	Super Vac	
Groves	Lubriplate	Tempest	



WATER FLOW PRODUCTS

- ◆ Adapters, Couplings, Gaskets
- ◆ Brackets & Mounts
- ◆ Educators, Strainers, Valves, Wyes, Siameses
- ◆ Fire Hose, Booster, Discharge
- ◆ Hose, Rollers, Testing, Washers
- ◆ Foam & Gel
- ◆ Monitors, Nozzles
- ◆ Portable Tanks
- ◆ Pumps, Slide In Units
- ◆ Spanners & Wrenches

Brands

Action	EZ Hose Roller	Key	Rice
Akron	FireAde 2000	Kochek	S & H
AWG	Fol-Da-Tank	Mercedes	Scotty
C&S Supply	Groves	North American	Snap-Tank
CET	Hale	Fire Hose	Storz
Chemguard	Harrington	Phos-chek	Thermo-Gel
Coupling	High Water	POK	Wick
Elkhart	Hose	Red Head	Ziamatic

WILDLAND FIREFIGHTING EQUIPMENT

- ◆ Band-It Tools, Hose, Nozzles, Reels, Strainers, Tees, Valves
- ◆ Burn Over Curtains
- ◆ Chain Saws, Chaps, Wire Screen Goggles
- ◆ Clamps, Fill Meters, Portable Pumps, Tanks, Wrenches
- ◆ Drip Torches, Gas Containers
- ◆ Ear Protection, Fire Shelter, Shrouds
- ◆ Flagging Tapes & Barricade
- ◆ Gel, Foam Equipment
- ◆ Headlamps & Flashlights
- ◆ Portable Pumps, Fill Meters, Tanks
- ◆ PPE, Boots, Clothing, Helmets, Gloves, Eye Protection, Radio Harnesses
- ◆ Tools, Brackets, Covers, Hand, Files, Pulaski, Shovels
- ◆ Weather & Wind Meters, Web Gear & Day Packs

Brands

Action	Delmhorst	Igloo	Schaefer
Akron	Dri-Fire	Kestrel	Scotty
Allegro	Drink	Key	Skymate
Alliance	Dwyer	Kochek	Snaptank
AWG	Eagle	Liberty North Star	Sqwincher
Bacharach	Elkhart	Mallory	Stanley
Bahco	Elvex	MC Products	Storm King
Bands	Ergodyne	Mercedes	Mountain
Blitz	ESS	Nicholson	StreamLight
Bouton	Fire-Dex	North	The Xcaper
Buckles	Firetak	North American	Thermo Gel
Bullard	FIS	NUPLA	Thorogood
C&S Supply	Fol-Da-Tank	Pelican	True North
Camelbak	Gear 911	Peltor	True Temper
Canteens	Gorman-Rupp	POK	Ultra Shroud
CET	Grobet	PROTO	Underwater
Clamps	Hale	Pullson	Kinetics
Cool Draft Misting	Hannay	Red Head	Waterous
Cox	Harrington	RED OSHA	Whiffs
Crew-Boss	High Water	Ridgid	Wickman
Danner	Hot Shield	S&H	
Davis	Husqvarna	Scepter	



*Mallory Safety and Supply is available to source and supply items not listed.



Mallory Safety & Supply

Fire and Rescue

AVAILABLE SERVICES

- ◆ Adapters, Couplings, Gaskets
- ◆ Annual contracts for testing and inspection of Apparatus Pumps, Confined Space Equipment, Fire Hose, Flow Test SCBAs, Ladders, Level A Suits
- ◆ On-site and Shop Services and Repairs, Gas Detection Instrumentation, Hose Coupling and Repair, Pumps, Foam Systems, Fall Protection Equipment
- ◆ Custom Fabrication Shop, Slip On Units, Tanks, Trailers, Type VI
- ◆ Blanket Order Programs, Consigned Inventory, Custom Catalogs, EH&S Staffing, Integrated Supply, Job Site Supply, Regional/National Programs, Safety/MRO Vending Systems, Vendor Managed Inventory
- ◆ Emergency Management and Equipment Surveys, Safety Meetings, Fitting Assistance, Analysis, Cost Analysis/Reduction, Product Usage Analysis, Summary Billing
- ◆ Rental Equipment



U.S. COMMUNITIES™
GOVERNMENT PURCHASING ALLIANCE



Mallory Safety and Supply is proud to be the U.S. Communities supplier partner for Public Safety and Emergency Preparedness solutions catering to Law Enforcement, Homeland Security, EMS, and Fire agencies. Our contract has been competitively solicited by lead public agency County of Fairfax, VA and is available to be piggybacked by public agencies nationwide, thereby eliminating the need for your agency to go through the formal bid process.

REGISTER AND START SAVING TODAY!

To sign up: www.safewaremallory.com

Contract #: 4400001839/LPA: County of Fairfax, VA



MOBILE SERVICES



*Mallory Safety and Supply is available to source and supply items not listed.

Fremont, CA
44380 Osgood
Fremont, CA 94539

San Bernardino, CA
236 W. Orange Show Rd.
Suite 103
San Bernardino, CA 92408

Longview, WA
1040 Industrial Way
Longview, WA 98632

Seattle, WA
5510 E. Marginal Way S.
Seattle, WA 98134

Portland, OR
2135 NW 21st Ave
Portland, OR 97210

Spokane, WA
15310 E. Marietta
Suite 5
Spokane Valley, WA 99216

SAVE THE DATE!
Friday, August 23, 2013

INTELLIGENCE NOW!

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Presentations: 15 - 20 Minutes

Blauer- Protective Ensembles for CBRN and Hazmat Incidents

Quantifit- Gold Standard in Respirator Fit Testing

RAE Systems- Intelligent Gas Detection Systems and Wireless Connected Sensor Systems

Field Forensics- Trace Explosive Detection Kits and Drug Identifiers

Kustom Signals- Laser, Radar and Video Vehicle Solutions

Avon- Global Leader in Respiratory Protection

3M PIPS- Advanced License Plate Recognition Technology

Time: 12 noon - Lunch Served - No Cost to Attend

Location:

Los Angeles Police Academy
1880 North Academy Drive
Los Angeles, CA 90012

Please RSVP by Fri Aug 23

Contact Allison Windsor at 818-644-9484/awindsor@malloryco.com

RSVP online
www.MalloryNow.com/events

Mallory Public Safety

Fire • Law Enforcement • Emergency Services • Government • Military

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FENTANYL

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and Public Safety Leadership*

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OUTFITTING THE FEARLESS SINCE 1979

AGENDA (10 AM – 3:30 PM):

- Background/Fentanyl Hazards
- Personal Protective Equipment
- IAB Recommendations
- Decontamination and Doffing Demonstrations
- Detection Technologies
- **Lunch To Be Provided**

PARTICIPANTS WILL:

- Understand the actual threats posed by Fentanyl and Fentanyl Analogues
- Understand the need to develop capabilities
- Understand the requirements and limitation of personal protective equipment
- Understand the IAB recommendations and how to apply them
- **35-50 Participants**

“With fentanyl, emotions got ahead of the science.”

David Ladd, Member of IAB and Owner of Blackthorne Services Group, LLC



SAFEWARE-MALLORY

COST PROPOSAL FOR

RFP#2000002547

COMPETITIVE SOLICITATION

BY FAIRFAX COUNTY, VA

FOR

**PUBLIC SAFETY AND EMERGENCY PREPAREDNESS EQUIPMENT
AND RELATED SERVICES**

ON BEHALF OF ITSELF AND OTHER GOVERNMENT AGENCIES

AND MADE AVAILABLE THROUGH THE U.S. COMMUNITIES

GOVERNMENT PURCHASING ALLIANCE

COPY

1. PRICING SHEET – SEE ATTACHMENT C

2. MARKET BASKET – SEE ATTACHMENT C

3. REFERENCE TO THE CATALOG PRICE

The proposed pricing is based on Safeware-Mallory's Catalog Price with a 41% discount. Due to the vastness of the scope of the contract and the number of suppliers that manufacture products across multiple product categories in the scope, a single discount per product group or even multiple discounts dependent on manufacturers would be difficult to administer. Manufacturer discounts are based off of different criteria, and often differ greatly within a singular price list. Therefore, for the convenience of Agency Buyers, discounts are taken from Safeware-Mallory's Published Catalog Price Lists at a fixed rate of 41% across all product groups. Net pricing to U.S. Communities includes the 2% administrative fee proposed for in this RFP.

- See Attachment 1 for Safeware-Mallory Service Pricing
- See Appendix B for Safeware-Mallory Price files with USC pricing

4. MOST FAVORABLE PRICING

The quoted price for all categories is the most favorable offered to state and local agencies. Some items may be purchased on at a very large quantity on a one time basis. Such pricing will be made available to U.S. Communities customers if they purchase in a similar volume.

5. PRICE ADJUSTMENTS

Pricing will remain firm fixed for a period of 365 days from the execution of the contract. Safeware-Mallory reserve the right to raise prices based on the Consumer Price Index (CPI-U) or a manufacturer/supplier change in price whatever is higher. Safeware-Mallory will provide (1) the cause for the adjustment (2) proposed effective date and (3) the amount of the change requested with documentation to support the requested adjustment such as CPI-U or manufacturer or supplier cost change. Price decreases will be made in accordance with paragraph 39 of the General Conditions & Instructions to Offerors (Appendix C).

6. SHIPPING

All Proposed Pricing includes standard freight for example UPS and FedEx standard ground shipping.

7. SPECIAL SHIPPING

Expedited shipping specifically requested by the customer such as UPS Next Day or special services including courier delivery, will be billed actual freight charges. Hazardous shipments as defined by US Department of Transportation will be billed the hazardous material shipping fees.

BINDER INDEX

BINDER 1

- 3M LE Ceradyne
- 3M Occupational Health & Safety
- 5.11 INC

BINDER 2

- Anchor Industries
- Angel Amor
- ARI
- Armadillo Merino
- Amor Express
- Atlantic Signal
- Avon Protection
- Bakercorp
- Blackhawk
- Blauer MFG Co
- Cardiac Science
- CavCom
- Chinook Medical Gear
- CMC Rescue
- Condor Outdoor
- Cortex

BINDER 3

- DH Wireless
- Dupont Personal Protection
- EO Tech Inc
- Fire Service Plus
- Gentex Corporation
- H&H Medical
- Honeywell Analytics-BW Tech
- JBC Safety
- Kappler
- Lion Apparel
- MCR Safety
- Meridian Medical

BINDER 4

- MSA Industrial
- Mustang Survival
- Night Ops Tactical Inc
- North American Rescue
- Oil-Dri Corporation of America
- Pelican Products
- Physio-Control

BINDER 5

- PIP Protective Industrial
- Polimaster, Inc.
- Pro Warrington
- PROTECH Hard Armor
- RAE Systems
- Revision Military
- RKI
- Safeware
- Scorpion PPE

BINDER 6

- Scott Safety
- Super Seer Corporation
- Tecgen PPE (Fire-Dex)
- Trellech – Saint Gobain
- United Shield
- Yaffy
- Z-Medica

ATTACHMENT C
PRICING SHEET

DISCOUNT BY PRODUCT CATEGORY**Instructions:**

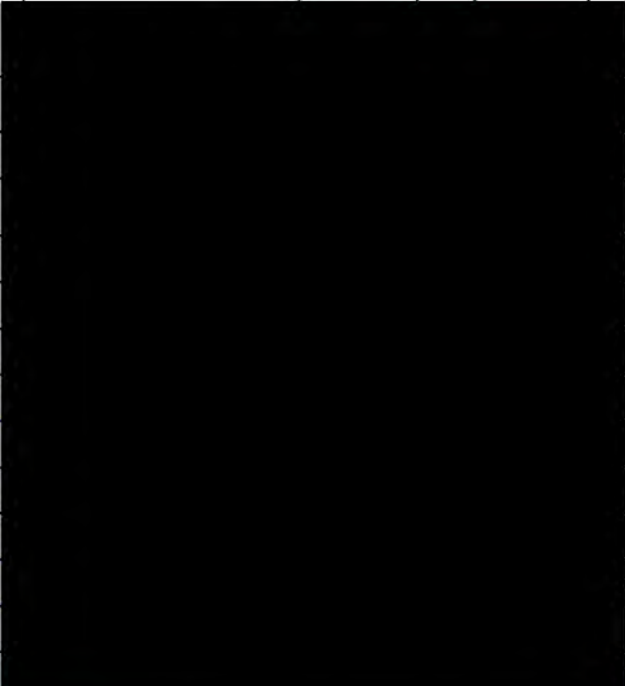
For each category listed, provide pricing using a fixed percentage or margin from a standard index or other objectively verifiable criteria. State methodology for pricing along with a fixed discount percentage or margin. For any Services, provide a separate sheet with price breakdowns for each service/solutions offered.

	Pricing Methodology Used	Discount Percent	or	Margin	or	Other Verifiable Criteria	*State Other Verifiable Criteria if used
Product Categories:							
Personal Protective Equipment (PPE)							
Explosive Device Mitigation and Remediation Equipment							
Environmental Monitoring							
CBRNE Search & Rescue Equipment							
Interoperable Communications Equipment							
Detection Equipment							
Decontamination Equipment							
Hazardous Materials Storage							
Spill Control and Containment							
Physical Security Enhancement Equipment							
Surveillance, Warning, Access/Intrusion Control							
Explosion Protection							
Fire and Emergency Response							
Traffic Safety							
Facility Safety and Maintenance							
Fall Protection and Confined Space							
Medical and First Aid Supplies							
CBRNE Reference Materials							
Automated External Defibrillators (AEDs)							

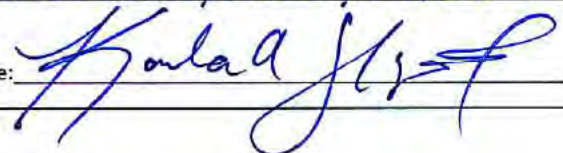
ATTACHMENT C
PRICING SHEET

DISCOUNT BY PRODUCT CATEGORY**Instructions:**

For each category listed, provide pricing using a fixed percentage or margin from a standard index or other objectively verifiable criteria. State methodology for pricing along with a fixed discount percentage or margin. For any Services, provide a separate sheet with price breakdowns for each service/solutions offered.

						Other Verifiable Criteria	*State Other Verifiable Criteria if used
Ammunition/Less than Lethal Munitions							
Civil Disturbance Gear							
Dive Gear/Underwater Recovery/Water Safety							
Police Fleet Management Products							
Law Enforcement Software							
Public Safety Aviation - Helicopters							
Public Safety Uniforms							
Vehicles							
Trainers and Training Equipment							
Vending Solutions							
Related Services						uctions.	
Other Non-Listed Public Safety, Law Enforcement and Fire Equipment							

Supplier Name: SAFEWARE, INC & MALLORY

Supplier Signature: 

ATTACHMENT C
PRICING SHEET

PROPOSERS MUST ALSO COMPLETE THE MARKET BASKET , WHICH IS POSTED AS A SEPARATE DOCUMENT IN EXCEL FORMAT. FAILURE TO COMPLETE THE MARKET BASKET SHALL RESULT IN DISQUALIFICATION. MARKET BASKET PRICING SHOULD BE REFLECTIVE OF THE DISCOUNTS OFFERED IN THE PRICING MATRIX ABOVE.

Item Number	Manufacturer	Manufacturer Part Number	Supplier Number	Description	Category	UOM	Annual Usage	Manufacturer Part Number	Safeware-Mallory Catalog Part Number	UOM	Price List Title	Price List Page
1	L-3 EOTech Commercial Products Group	245620-005	EOT 245620-005	M914A/PVS14 Omega FOM 1344	CBRNE Search & Rescue Equipment	EA	30	245620-005	EOT 245620-005	EA	Safeware-Mallory_EOTech Inc 03-07-2018	1
2	L-3 EOTech Commercial Products Group	ATP-000-A22	EOT ATP-000-A22	ATPIAL PEQ/15 Black, Low Profile	CBRNE Search & Rescue Equipment	EA	37	ATP-000-A22	EOT ATP-000-A22	EA	Safeware-Mallory_EOTech Inc 03-07-2018	1
3	MUSTANG SURVIVAL INC	MD3196SO	MD3196SO	Compact Tactical PFD (Automatic Hydrostatic Activation)	CBRNE Search & Rescue Equipment	EA	33	MUS MD3196 SO 212	MUS MD3196 SO 212	EA	Safeware-Mallory_Mustang Survival 03-01-2018	3
4	MUSTANG SURVIVAL INC	MD3183LE	MUSTA-MD3183LEBLKCHARCOAL	HIT Inflatable PFD for Law Enforcement	CBRNE Search & Rescue Equipment	EA	48	MD3183LE	MUS MD3183 LE 13	EA	Safeware-Mallory_Mustang Survival 03-01-2018	3
5	MUSTANG SURVIVAL INC	MD3188	MD3188	Inflatable Work Vest with HIT	CBRNE Search & Rescue Equipment	EA	100	MD3188	MUS MD3188 2	EA	Safeware-Mallory_Mustang Survival 03-01-2018	3
6	NightOps Tactical Inc.	00518NT	NGTA-00518NT	BNVD-15 Gen 3 Omni VIII Un Imed Binocular	CBRNE Search & Rescue Equipment	EA	10	00518NT	NOT 00518NT	EA	Safeware-Mallory_NightOps Tactical Inc 02-01-2018	2
7	NightOps Tactical Inc.	00106NT	NGTA-00106NT	KIT AN PVS 14 GEN 3 AUTOGATED UNFILMED	CBRNE Search & Rescue Equipment	EA	17	00106NT	NOT 00106NT	EA	Safeware-Mallory_NightOps Tactical Inc 02-01-2018	1
8	PELICAN PRODUCTS, INC.	9430Y	9430Y	Pelican Remote Area Lighting System	CBRNE Search & Rescue Equipment	EA	15	9430Y	PEL 9430 YELLOW	EA	Safeware-Mallory_Pelican Products 003-01-2018	11
9	BW TECHNOLOGIES	MC2-XWHM-Y-NA	MC2-XWHM-Y-NA	GAS MONITOR MICROCLIP XT LEL 02 H2S CO	Detection Equipment	EA	117	MCXL-XWHM-Y-NA	BW MCXL-XWHM-Y-NA	EA	Safeware-Mallory_Honeywell Analytics-BW Tech 01-08-2018	45
10	General Atomics Electronic Systems	04404080001	GENAT-04404080001	DOSE GARD IV ASSEMBLY EXTENDED BATTERY	Detection Equipment	EA	50	04404080001	SFW GENAT-04404080001	EA	Safeware-Mallory_Safeware 03-01-2018	13
11	Poimaster Inc	1703GNM	PM 1703GNM	Personal Combined Radiation Detector/Dosimeter	Detection Equipment	EA	24	PM 1703GNM	POL PM 1703GNM	EA	Safeware-Mallory_Poimaster, Inc. 02-16-2018	1
12	Poimaster Inc	1703 MO-1	PM 1703 MO-1	Personal Combined Radiation Detector/Dosimeter	Detection Equipment	EA	73	PM 1703 MO-1	POL PM 1703 MO-1	EA	Safeware-Mallory_Poimaster, Inc. 02-16-2018	1
13	Poimaster Inc	PM1610B	POLIN-PM1610B	X-Ray and Gamma Personal Dosimeter	Detection Equipment	EA	107	PM 1610B	POL PM 1610B	EA	Safeware-Mallory_Poimaster, Inc. 02-16-2018	1
14	RAE Systems	MBB3-A1C112E-020	RAE MBB3-A1C112E-020	MultIRAE Gas Detector	Detection Equipment	EA	14	MBB3-A1C112E-020	RAE MBB3-A1C112E-020	EA	Safeware-Mallory_RAE Systems 03-01-2018	58
15	RKI Instruments	72-0290-22-C	RKI 72-0290-22-C	GX-2012,4-sensor,LEL/Oxy/CO/H2S,with Li-Ion battery pack/c	Detection Equipment	EA	13	72-0290-22-C	RKI 72-0290-22-C	EA	Safeware-Mallory_RKI 03-01-2018	9
16	RKI Instruments	72-0314RK	RKI 72-0314RK	GX-2009 Gas Monitor w thout Charger	Detection Equipment	EA	17	72-0314RK	RKI 72-0314RK	EA	Safeware-Mallory_RKI 03-01-2018	9
17	United Shield International LLC	SPECOPSDelta-SW-BOA LG ODG	USI SPECOPSDelta-SW-BOA LG ODG	Spec Ops Delta Helmet Size LG OD Green	Explosive Device Mitigation and Remediation Equipment	EA	19	SPECOPSDelta-SW-BOA LG ODG	USI SPECOPSDelta-SW-BOA LG ODG	EA	Safeware-Mallory_United Shield 03-01-2018	8
18	BakerCorp	DISCHARGE HOSE	BAK DISCHARGE HOSE	6ins/50ft Discharge Hose, Red Heavy	Facility Safety and Maintenance	EA	67	DISCHARGE HOSE	BAK DISCHARGE HOSE	EA	Safeware-Mallory_BAKERCORP Inc 03-01-2018	1
19	CMC	500104	CMC 500104	CMC Rescue Aztek Pro System	Fall Protection and Confined Space	EA	20	500104	CMC 500104	EA	Safeware-Mallory_CMC Rescue 03-01-2018	16
20	CMC	333000	CMC 333000	MPD (Multi-Purpose Device) Pulley, Rescue Belay, Descent C	Fall Protection and Confined Space	EA	24	333000	CMC 333000	EA	Safeware-Mallory_CMC Rescue 03-01-2018	10
21	CMC	202834	CMC 202834	Harness, Helix Black MED	Fall Protection and Confined Space	EA	30	202834	CMC 202834	EA	Safeware-Mallory_CMC Rescue 03-01-2018	4
22	CMC	300221	CMC 300221	CMC PROSERIES ALUM LOCKING D CARABINER	Fall Protection and Confined Space	EA	273	300221	CMC 300221	EA	Safeware-Mallory_CMC Rescue 03-01-2018	8
23	ANCHOR INDUSTRIES INC	9003027	9003027	Fire Shelter - Large (Deployed size Length 96" Height 19-1/2	Fire and Emergency Response	EA	27	9003051	ANC 9003051	EA	Safeware-Mallory_Anchor Industries 03-01-2018	1
24	ANCHOR INDUSTRIES, INC	9003026	9003026	Fire Shelter - Standard (Deployed size Length 88" Height 15	Fire and Emergency Response	EA	100	9003050	ANC 9003050	EA	Safeware-Mallory_Anchor Industries 03-01-2018	1
25	FIRE SERVICE PLUS	AR33005	FIRE-AR33005	FIREADE AR-AFF F OAM CONCENTRATE	Fire and Emergency Response	DR	75	FA2-AR33-005	FSP FA2-AR33-005	PA	Safeware-Mallory_Fire Service Plus(FSP) 03-01-2018	1
26	FIRE SERVICE PLUS	FA20005	FIRE-FA20005	FIREADE 2000 PLUS FOAM CONCENTRATE	Fire and Emergency Response	DR	371	FA2-005	FSP FA2-055	DR	Safeware-Mallory_Fire Service Plus(FSP) 03-01-2018	1
27	Fire-Dex	XC3T	TEC XC3T	TecGen Extreme Coverall level 3, See	Fire and Emergency Response	EA	47	XC1T	TEC XC3T (SIZE)	EA	Safeware-Mallory_TECGEN PPE (Fire-Dex) 03-01-2018	3
28	Honeywell	6006	PRO 6006	Pro Warrington * Tech Rescue Boot PRO Series Model 6006	Fire and Emergency Response	EA	90	6006	PRO 6006 (SIZE)	PR	Safeware-Mallory_Pro Warrington 01-29-2015	1
29	Mine Safety Appliances Company	G1 PM/CM-T	MSA G1 PM/CM-T	MSA Telemetry Accountability System	Fire and Emergency Response	EA	128	G1 PM/CM-T (Item free of charge)	MSA G1 PM/CM-T	EA	Safeware-Mallory_MSA Industrial (13401) 03-01-2018	249
30	Scott Safety	200972-01	SCO 200972-01	Cylinder & Valve, CGA, Carb, 60/5500	Fire and Emergency Response	EA	26	200972-01	SCO 200972-01	EA	Safeware-Mallory_Scott Safety 03-01-2018	37
31	Scott Safety	804722-01	SCO 804722-01	Carbon Cy linder, 4500 PSI, 45 Min	Fire and Emergency Response	EA	40	804722-01	SCO 804722-01	EA	Safeware-Mallory_Scott Safety 03-01-2018	81
32	Scott Safety	20121502	SCOTT-20121502	FACE MASK AV 3000 HT, Kevlar	Fire and Emergency Response	EA	683	201215-02	SCO 201215-02	EA	Safeware-Mallory_Scott Safety 03-01-2018	42
33	Scott Safety	804722-11	SCO 804722-11	Cylinder & Valve Assy, ST7, Carbon, 4500	Fire and Emergency Response	EA	160	804722-11	SCO 804722-11	EA	Safeware-Mallory_Scott Safety 03-01-2018	81
34	Scott Safety	X3415022200302	SCO X3415022200302	Scott Air Pak X3 SCBA	Fire and Emergency Response	EA	85	X3415022200302	SCO X3415022200302	EA	Safeware-Mallory_Scott Safety 03-01-2018	132
35	Scott Safety	200970-01	SCO 200970-01	Cylinder & Valve QD Carbon 45/5500	Fire and Emergency Response	EA	155	200970-01	SCO 200970-01	EA	Safeware-Mallory_Scott Safety 03-01-2018	37
36	Atlantic Signal	ACH.VGN.49	ATL ACH.VGN.49	Comtac ACH Dual Comm Headset w/ Single	Interoperable Communications Equipment	EA	109	ACH.VGN.49	ATL ACH.VGN.49	EA	Safeware-Mallory_Atlantic Signal 03-01-2018	2
37	Atlantic Signal	PTT.WDS.49	ATL PTT.WDS.49	Warrior Push to Talk Assembly Dual Comm	Interoperable Communications Equipment	EA	80	PTT.WDS.49	ATL PTT.WDS.49	EA	Safeware-Mallory_Atlantic Signal 03-01-2018	21
38	Atlantic Signal	DSR.B05.LC	ATL DSR.B05.LC	D-Series Motorola APX Series Radio	Interoperable Communications Equipment	EA	162	DSR.B23.LC	ATL DSR.B23.LC	EA	Safeware-Mallory_Atlantic Signal 03-01-2018	8
39	Atlantic Signal	AVN.GSK.49	ATL AVN.GSK.49	Electronic Comms Cable Kit for Avon	Interoperable Communications Equipment	EA	169	AVN.GSK.4C	ATL AVN.GSK.4C	EA	Safeware-Mallory_Atlantic Signal 03-01-2018	4
40	CavCom	OMNI SYSTEM/PTT-BC	CAV OMNI SYSTEM/PTT-BC	CavCom Omni Universal system	Interoperable Communications Equipment	EA	75	OMNI/PTT-BC-56	CAV OMNI SYSTEM/PTT-BC	EA	Safeware-Mallory_CavCom 03-01-2018	1
41	DH Wireless Solutions/Digital Highway	1102362	DH 1102362	Sierra Wireless Modem AirLink GX450 I/O LTE/EVDO/HSPA	Interoperable Communications Equipment	EA	42	1102362	DHW 1102362	EA	Safeware-Mallory_DH Wireless 03-01-2018	1
42	5.11 INC	56964 019	511 56964 019	BAG RUSH MOAB 10 Black	Medical and First Aid Supplies	EA	463	56964 019	511 56964 019	EA	Safeware-Mallory_5.11 INC 03-01-2018	107
43	Physio Control	80427-000134	PHY 80427-000134	Physio-Control LIFEPAK® EXPRESS	Medical and First Aid Supplies	EA	45	80427-000134	PHY 80427-000134	EA	Safeware-Mallory_Physio-Control 03-01-2018	12
44	ARI	61604	ARI 61604	Insect Repellent, Bug Barrier II, 6oz Ca	Medical and First Aid Supplies	EA	5053	61604	ARI 61604	CN	Safeware-Mallory_ARI 03-01-2018	1
45	Cardiac Science	9390A1001PSD	CARDI-9390A1001PSD	POWERHEART G3 PLUS AED	Medical and First Aid Supplies	EA	19	9390A-1001P	CSC 9390A-1001P	EA	Safeware-Mallory_Cardiac Science 03-01-2018	6
46	Cardiac Science	G5A-80A-P	CSC G5A-80A-P	Powerheart G5 AED Fully Auto Dual Lang	Medical and First Aid Supplies	EA	33	G5A-80A-P	CSC G5A-80A-P	EA	Safeware-Mallory_Cardiac Science 03-01-2018	12
47	Cardiac Science	9390A-1001	CARDI-9390A-1001	POWERHEART G3 PLUS AUTO AED AHA 2010	Medical and First Aid Supplies	EA	58	9390A-1001P	CSC 9390A-1001P	EA	Safeware-Mallory_Cardiac Science 03-01-2018	6
48	CHINOOK MEDICAL GEAR INC	04640KIT	CHIME-04640KIT	Emergency Preparedness Medical Kit 22"x14"x5"	Medical and First Aid Supplies	EA	167	04640KIT	CHI 04640	EA	Safeware-Mallory_Chinook Medical Gear 03-01-2018	1
49	Coretex Products, Inc.	12644	CRX 12644	Bug X Insect Repellent Towlette Box, 50 count	Medical and First Aid Supplies	BX	1137	16644	CRX 12644	CS	Safeware-Mallory_Cortex 03-01-2018	1
50	H&H Medical Corporation	HH10	SFW HH10	Tactical Operators Response Kit	Medical and First Aid Supplies	EA	467	HH10	SFW HH10	EA	Safeware-Mallory_H&H Medical 03-01-2018	2
51	H&H Medical Corporation	MET GEN III	H&H MET GEN III	MET Gen III Windless Tourniquet	Medical and First Aid Supplies	EA	2066	MET GEN III	H&H MET GEN III	EA	Safeware-Mallory_H&H Medical 03-01-2018	2
52	Meridian Medical	11704-370-01	MER 11704-370-01	CYANOKIT 5g Hydroxocobalamin for Inject	Medical and First Aid Supplies	EA	120	11704-370-01	MER 11704-370-01	EA	Safeware-Mallory_Meridian Medical 03-06-2018	1
53	North American Rescue, LLC	30-0001	NAR 30-0001	Combat Application Tourniquet (CAT)	Medical and First Aid Supplies	EA	3025	30-0001	NAR 30-0001	EA	Safeware-Mallory_North American Rescue 03-01-2018	1
54	Z-MEDICA	BTk	ZMEDI-BTK	BTK BELT TRAUMA KIT	Medical and First Aid Supplies	EA	133	261	ZME BTK	EA	Safeware-Mallory_Z-Medica 02-26-2018	2
55	Z-Medica, LLC	200	ZME 200	QuickClot Combat Gauze	Medical and First Aid Supplies	EA	333	200	ZME 200	EA	Safeware-Mallory_Z-Medica 02-26-2018	1
56	Argus	APH05G/1	ARG APH05G/1	Public Order Helmet, GRP Shell, (Color) (SZ)	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	22	APH05G/1 (1-5)	ARG APH05G/1 (1-5)	EA	Safeware-Mallory_Gentex Corporation 03-01-2018	2
57	Argus	0177/3	ARG 0177/3	Public Order Helmet, (T), Black/Blue (Sz)	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	85	0177/3 (00, 0, 5)	ARG 0177/3 (00, 0, 5)	EA	Safeware-Mallory_Gentex Corporation 03-01-2018	1
58	Armadillo Merino	21011	ARM 21011	Panther, DK NAVY L/S Crew Neck Shirt (SZ)	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	55	21011-15-(SZ)	ARM 21011-15-(SZ)	EA	Safeware-Mallory_Armadillo Merino 03-01-2018	1
59	Armadillo Merino	21352	ARM 21352	Johnnies2, (Color) Mens Long John Bottom, (SZ)	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	64	21352-15-(SZ)	ARM 21352-15-(SZ)	EA	Safeware-Mallory_Armadillo Merino 03-01-2018	2
60	Gamber Johnson	GIJ-7170-0550	CDW GIJ-7170-0550	Gamber Johnson 500 Arm w/Shallow Clevis	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	144	7170-0550	CDW GIJ-7170-0550	EA	Safeware-Mallory_Safeware 03-01-2018	1
61	DMS	SLD1800INT	DMS SLD1800INT	Public Order Interlocking Long 6" shield	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	35	SLD1800INT	DMS SLD1800INT	EA	Safeware-Mallory_Scorpion PPE 03-07-2016	2
62	DMS	FTPM	DMS FTPM	Public Order Metatarsal Guard, (SZ)	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	161	FTPM	DMS FTPM (SZ)	PR	Safeware-Mallory_Scorpion PPE 03-07-2016	1
63	DMS	SHP/ARM	DMS SHP/ARM	Public Order Shoulder/upper arm guard,(SZ)	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	164	SHP/ARM	DMS SHP/ARM (SZ)	PR	Safeware-Mallory_Scorpion PPE 03-07-2016	1
64	DMS	SHN/100	DMS SHN/100	Public Order Knee/shin guard, (SZ)	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	181	SHN/100	DMS SHN/100 (SZ)	PR	Safeware-Mallory_Scorpion PPE 03-07-2016	1
65	DMS	THG/050	DMS THG/050	Public Order Thigh guard, (SZ)	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	186	THG/050	DMS THG/050 (SZ)	PR	Safeware-Mallory_Scorpion PPE 03-07-2016	1
66	DMS	FRM/040	DMS FRM/040	Public Order Forearm/elbow guard (SZ)	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	189	FRM/040	DMS FRM/040 (SZ)	PR	Safeware-Mallory_Scorpion PPE 03-07-2016	1
67	Yafly	460	YAF 460	460 FR Public Order Pant	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	74	460 (SM-3X/HEIGHT)	YAF 460 (SM-3X/HEIGHT)	EA	Safeware-Mallory_Yafly 03-07-2016	1
68	Yafly	771	YAF 771	771 FR Public Order Jacket	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	96	771 (SM-3X/HEIGHT)	YAF 771 (SM-3X/HEIGHT)	EA	Safeware-Mallory_Yafly 03-07-2016	2
69	Yafly	771/460	YAF 771/460	771/460 Mens FR Public Order Jacket/Pant	Other Non-Listed Public Safety, Law Enforcement and Fire Equipment	EA	110	771/460 (SZ)	YAF 771/460 (SZ)	EA	Safeware-Mallory_Yafly 03-07-2016	3
70	3M	98009004155	3MCOM-98009004155	Law Enforcement Ballistic Helmet BA3A	Personal Protective Equipment (PPE)	EA	43	98009004155	MMM 98009004155	EA	Safeware-Mallory_3M LE Ceradnye 03-01-2018	1

71	3M Occupational Health & Safety	RBE-57	MMM RBE-57	Canister RBE-57, Hood 6 EA/Case	Personal Protective Equipment (PPE)	CS	92	70-0712-8776-0	MMM RBE-57	CS	Safeware-Mallory 3M Occupational Health & Safety 03-01-2018	41
72	Ansell Protective (formerly Trelborg)	47652009X-FOG	TRE 47652009X-FOG	Tre Ichem VPS Flash Vapor/Suit w/Anti-fog	Personal Protective Equipment (PPE)	EA	15	SG116354	TRE 47652009X-FOG	EA	Safeware-Mallory Trellichem - Saint Gobain 03-01-2018	3
73	Armor Express	LTXXT BLACK	ARM LTXXT BLACK	Lighthawk X2 Carrier w/Level Quantum	Personal Protective Equipment (PPE)	EA	31	LTXTX20 BLK	ARM LTXXT BLACK	EA	Safeware-Mallory Armor Express 03-01-2018	1
74	Armor Express	PLTARI3+236003	ARM PLTARI3+236003	Anes III A 10x12	Personal Protective Equipment (PPE)	EA	54	PLTARI3+236003	ARM PLTARI3+236003	EA	Safeware-Mallory Armor Express 03-01-2018	1
75	ARMORED MOBILITY INC.	MAS3815	ARMMO-MAS3815	SHIELD MOBILE ARMORED 38IN X 15IN	Personal Protective Equipment (PPE)	EA	15	MAS-3815	SWF ARMMO-MAS3815	EA	Safeware-Mallory Safeware 03-01-2018	11
76	Avon Protection Systems, Inc	70501-555	AVO 70501-555	C50 First Responder Kit	Personal Protective Equipment (PPE)	EA	256	70501-555	AVO 70501-555	EA	Safeware-Mallory Avon Protection 03-01-2018	53
77	Avon Protection Systems, Inc	601347	AVO 601347	First Responder K 1 includes C50	Personal Protective Equipment (PPE)	EA	627	601347	AVO 601347	EA	Safeware-Mallory Avon Protection 03-01-2018	2
78	Avon Protection Systems Inc	72601-229	AVO 72601-229	FM53 Twinport Spec Responder Kit MD	Personal Protective Equipment (PPE)	EA	214	72601-229	AVO 72601-229	EA	Safeware-Mallory Avon Protection 03-01-2018	55
79	Avon Protection Systems Inc	70501-188	AVO 70501-188	C50 Mask Assembly MD	Personal Protective Equipment (PPE)	EA	220	70501-188	AVO 70501-188	EA	Safeware-Mallory Avon Protection 03-01-2018	53
80	Avon Protection Systems, Inc	71510-1	AVO 71510-1	CBRNF12B Filter	Personal Protective Equipment (PPE)	EA	697	72602-2	AVO 72602-2	EA	Safeware-Mallory Avon Protection 03-01-2018	4
81	BLACKFOX TACTICAL	56GM00BK	BLAHA-56GM00BK	POUCH OMEGA ELITE GAS MASK BLK	Personal Protective Equipment (PPE)	EA	467	56GM00BK	BLA 56GM00BK	EA	Safeware-Mallory Blackhawk 03-01-2018	64
82	Blauer MFG Co, Inc	HZ9420FVG	BLA HZ9420FVG 2X TALL	Multi-Threat Suit 2X Tall, Dual-Certified Protection for Hot Zon	Personal Protective Equipment (PPE)	EA	27	HZ9420FVG	BLR HZ9420FVG 2X TALL	EA	Safeware-Mallory Blauer MFG Co. 02-09-2018	1
83	Blauer MFG Co, Inc	TR9435-A	TR9435-A	XRT TRAINING SUIT W/AVON CLASS 3 SEAL, Extended D	Personal Protective Equipment (PPE)	EA	67	TR9435AB	BLR TR9435-AB	EA	Safeware-Mallory Blauer MFG Co. 02-09-2018	4
84	Blauer MFG Co, Inc	WZ9435AB XRT	WZ9435AB XRT	Airboss glove system	Personal Protective Equipment (PPE)	EA	197	WZ9435AB	BLR WZ9435AB XRT	EA	Safeware-Mallory Blauer MFG Co. 02-09-2018	5
85	Blauer MFG Co Inc	WZ9435AB XL REG GREY	BLR WZ9435AB XL REG GREY	XRT Ensemble Grey XL	Personal Protective Equipment (PPE)	EA	215	WZ9435AB	BLR WZ9435AB XL REG GREY	EA	Safeware-Mallory Blauer MFG Co. 02-09-2018	5
86	CERADYNE INC. ACO	BA3AC	CERIN-BA3AC	HELMET MAX PRO PASGT STYLE WITH	Personal Protective Equipment (PPE)	EA	133	MMM BA3AC	MMM 98009006762	EA	Safeware-Mallory 3M LE Ceradnye 03-01-2018	3
87	CERADYNE INC. ACO	DK6H150SHIELD	CERIN-DK6H150SHIELD	SHIELD FACE FIELD MOUNT	Personal Protective Equipment (PPE)	EA	133	DK6H150SHIELD	MMM 98009007240	EA	Safeware-Mallory 3M LE Ceradnye 03-01-2018	4
88	DuPont Personal Protection	TY120SWH3X002500	DPP TY120SWH3X002500	Tyvek Coverall, Zip Front, White 3X (case of 25)	Personal Protective Equipment (PPE)	CS	5183	TY120SWH3X002500	DPP TY120SWH3X002500	CS	Safeware-Mallory DuPont Personal Protection 03-01-2018	121
89	DuPont Personal Protection	TY120SWHXL002500	DPP TY120SWHXL002500	Tyvek Coverall, Zip Front, White, XL (case of 25)	Personal Protective Equipment (PPE)	CS	6650	TY120SWHXL002500	DPP TY120SWHXL002500	CS	Safeware-Mallory DuPont Personal Protection 03-01-2018	122
90	Kappler	Z3H437-92	KAP Z3H437-92	Zytron 300 Suit, NFPA cert fied	Personal Protective Equipment (PPE)	EA	802	Z3H437-92	KAP Z3H437-92 LG/XL	EA	Safeware-Mallory Kappler 03-07-2018	8
91	Lion Group Inc	CBERSIS-10	LIQ CBERSIS-10	Lion ERS Infection Disease Suit	Personal Protective Equipment (PPE)	EA	177	CBERSIS-10	LIQ CBERSIS-10	EA	Safeware-Mallory Lion Apparel 03-01-2018	1
92	Mine Safety Appliances Company	10026265	10026265	ESP Communications System for Advatage 1000 & Millenium	Personal Protective Equipment (PPE)	EA	67	10026265	MSA 10026265	EA	Safeware-Mallory MSA Industrial (13401) 03-01-2018	74
93	Mine Safety Appliances Company	10051287	MSAIN-10051287	GAS MASK MILLENIUM MD	Personal Protective Equipment (PPE)	EA	67	10051287	MSA 10051287	EA	Safeware-Mallory MSA Industrial (13401) 03-01-2018	98
94	Mine Safety Appliances Company	10051288	MSAIN-10051288	GAS MASK MILLENIUM LG	Personal Protective Equipment (PPE)	EA	100	10051288	MSA 10051288	EA	Safeware-Mallory MSA Industrial (13401) 03-01-2018	98
95	Mine Safety Appliances Company	10046570	10046570	CBRN CANISTER	Personal Protective Equipment (PPE)	EA	1315	10046570	MSA 10046570	EA	Safeware-Mallory MSA Industrial (13401) 03-01-2018	91
96	Protective Industrial Products PIP	804-3424	AFR 804-3424	R3 Kiwi USAR Certified Rescue Helmet, Lime Green	Personal Protective Equipment (PPE)	EA	53	804-3424	AFR 804-3424	EA	Safeware-Mallory PIP Protective Industrial Pds 03-01-2018	158
97	Protective Industrial Products PIP	804-3413	AFR 804-3413	R3 Kiwi USAR Certified Rescue Helmet W/ht	Personal Protective Equipment (PPE)	EA	71	804-3413	AFR 804-3413	EA	Safeware-Mallory PIP Protective Industrial Pds 03-01-2018	158
98	Revision Military Ltd	4-0501-5236	REV 4-0501-5236	Viper P2 Full Cut Complete System Black LG	Personal Protective Equipment (PPE)	EA	24	4-0501-5236	REV 4-0501-5236	EA	Safeware-Mallory Revision Military 03-01-2018	1
99	SAFARILAND LLC	674RODGRN	SAFAR-674RODGRN	PASGT Ballistic Helmet with Ratchet Retention	Personal Protective Equipment (PPE)	EA	232	1192083	PRO 1192083	EA	Safeware-Mallory PROTECH Hard Armor 02-01-2017	18
100	SAFARILAND LLC	774RBLK	SAFAR-774RBLK	Delta 4 Ballistic Helmet with Ratchet Retention	Personal Protective Equipment (PPE)	EA	50	1162027	PRO 1162027	EA	Safeware-Mallory PROTECH Hard Armor 02-01-2017	6
101	SAFETY FLAG CO	V041	RIV V041	PVC Safety Vest, 18x27in, Fluor Orange	Personal Protective Equipment (PPE)	EA	14256	CSV-ORG	RIV V041	EA	Safeware-Mallory MCR Safety 03-01-2018	162
102	Scott Safety	045135	SCO 045135	CBRN Cap 1 Canister	Personal Protective Equipment (PPE)	EA	690	045135	SCO 045135	EA	Safeware-Mallory Scott Safety 03-01-2018	2
103	Super Seer Corporation	S-5024 RK	SEE S-5024 RK	Retro-Fit Kit for Pre CPD 2005 Helmets	Personal Protective Equipment (PPE)	EA	2838	S-5024RK	SEE S-5024 RK	EA	Safeware-Mallory Super Seer Corporation 03-07-2018	1
104	U.S. ARMOR CORPORATION	F500408	USARM-F500408	SOFT ARMOR FOR VEST CARRIER ILT III-A	Personal Protective Equipment (PPE)	EA	12	F500408	SWF USARM-F500408	EA	Safeware-Mallory Safeware 03-01-2018	16
105	United Shield International LLC	PST SC650-IIIA-BLKLG	USI PST SC650-IIIA-BLKLG	Helmet PST SC 650 - Black - Large	Personal Protective Equipment (PPE)	EA	83	PST SC650-IIIA-BLKLG	USI PST SC650-IIIA-BLKLG	EA	Safeware-Mallory United Shield 03-01-2018	6
106	United Shield International LLC	PST SC650-IIIA-BLKMD	USI PST SC650-IIIA-BLKMD	Helmet PST SC 650 - Black - Medium	Personal Protective Equipment (PPE)	EA	83	PST SC650-IIIA-BLKMD	USI PST SC650-IIIA-BLKMD	EA	Safeware-Mallory United Shield 03-01-2018	6
107	United Shield International LLC	SPA+RIFLE-7X9	USI SPA+RIFLE-7X9	Spartan Plate plus 3 rifle threats	Personal Protective Equipment (PPE)	EA	152	SPA+RIFLE-7X9	USI SPA+RIFLE-7X9	EA	Safeware-Mallory United Shield 03-01-2018	7
108	United Shield International, LLC	PST SC650-IIIA-BLKLG	USI PST SC650-IIIA-BLKLG-DC	Helmet, PST SC650 - Level IIIA - Black, Large	Personal Protective Equipment (PPE)	EA	400	PST SC650-IIIA-BLKLG-DC	USI PST SC650-IIIA-BLKLG-DC	EA	Safeware-Mallory United Shield 03-01-2018	8
109	United Shield International, LLC	PST SC650-IIIA-BLKMD	USI PST SC650-IIIA-BLKMD-DC	Helmet, PST SC650 - Level IIIA - Black, Medium	Personal Protective Equipment (PPE)	EA	400	PST SC650-IIIA-BLKMD-DC	USI PST SC650-IIIA-BLKMD-DC	EA	Safeware-Mallory United Shield 03-01-2018	8
110	United Shield International LLC	DK5-H.150S	USI DK5-H.150S	Integrated Riot Face Shield 6"	Personal Protective Equipment (PPE)	EA	1000	DK5-H.150S	USI DK5-H.150S	EA	Safeware-Mallory United Shield 03-01-2018	3
111	Angel Armor LLC	ANGARM-00003	ANG ANGARM-00003	Ballistic Door Panel Dodge Sedan 1	Physical Security Enhancement Equipment	EA	20	00003	ANG ANGARM-00003	EA	Safeware-Mallory Angel Armor 03-01-2018	1
112	Condor Outdoor Products Inc	201042-002	CON 201042-002	Sentry Plate Carrier Black	Physical Security Enhancement Equipment	EA	667	201042-002	CON 201042-002	EA	Safeware-Mallory Condor Outdoor Pds 03-01-2018	6
113	Oil-Dri Corporation of America	IO1140-L50	OIL IO1140-L50	OIL-DRI 40# Oil & Grease Absorbent Bag	Spil Control and Containment	BG	1927	IO1140-L50-R1	OIL IO1140-G50-R1	BG	Safeware-Mallory Oil-Dri Corporation of America 12-14-2017	1
114	JBC Safety	99095	SAF 99095	Traffic Cone 28In, 2 Ref Collars	Traffic Safety	EA	1087	99095	SAF 99095	EA	Safeware-Mallory JBC Safety 01-26-2018	5
115	JBC Safety	RS90045CT3M64 MASSDOT	JBC RS90045CT3M64 MASSDOT	36in 10lb Traffic Cone	Traffic Safety	EA	2625	RS90045CT3M64 MASSDOT	JBC RS90045CT3M64 LOGO	EA	Safeware-Mallory JBC Safety 01-26-2018	4
116	Potters Industries LLC	MSRHB	SAF MSRHB	Mass Spec Regular Highway Beads	Traffic Safety	LB	148667	MSRHB	SAF MSRHB	LBS	Safeware-Mallory Safeware 03-01-2018	7
117	Various	30-WIR	30-WIR	30 Minute Flare with Wire Stand	Traffic Safety	EA	26904	9430	30-WIR	EA	Safeware-Mallory Safeware 03-01-2018	1

Service Type	Description	Details	Unit Price	Discount	USC Price	Qty
Flow Testing	Posichек Bench Test for the following Manufacturer's; Avon, Draeger, MSA, Scott & Survivair	Repairs & Batteries Not Included, Onsite Service fees may apply	■ ■■■■	■	■ ■■■■	■
Flow Testing-Interspiro	Posichек 3 Bench Test for the following Manufacturer's; Interspiro	Repairs & Batteries Not Included, Onsite Service fees may apply	\$ ■■■■	■	■ ■■■■	■
Hydrostatic Testing	Pressure testing up to 4500 psi, includes devalving & o-ring replacement	Excludes refill; Pick-up and delivery fees may apply	\$ ■■■■	■	■ ■■■■	■
Cylinder Refill 4500 psi	Breathable air cylinders up to 4500 psi	Hazmat shipping fees apply to refilled cylinders, Pick-up & delivery fees may apply	\$ ■■■■	■	■ ■■■■	■
DOT Hydrostatic Testing	Hydrostatic testing 6000 lb	Hydro Testing	\$ ■■■■	■	■ ■■■■	■
Cylinder Refill 6000 psi	Breathable air cylinders up to 6000 psi	Hazmat shipping fees apply to refilled cylinders, Pick-up & delivery fees may apply	\$ ■■■■	■	■ ■■■■	■
Compressor Service 1 & 50 Maintenance	Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models	Operational evaluation, Parts & labor for 50hr preventative maintenance, (1) ea. Air sample, calibration & certification service. Additional repair fees not included.	\$ ■■■■	■	■ ■■■■	■
Compressor Service 4 & 50 Maintenance	Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models	Operational evaluations performed quarterly, Parts & labor for 50hr preventative maintenance, (4) ea. Air samples, calibration & certifications service. Additional repair fees not included.	\$ ■■■■	■	■ ■■■■	■
Compressor Service 12 & 50 Maintenance	Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models	Operational evaluations performed monthly, Parts & labor for 50hr preventative maintenance , (4) ea. Air samples, calibration & certifications service. Additional repair fees not included.	\$ ■■■■	■	■ ■■■■	■
Air Sample	Breathable Air Testing, Grade D Air Quality	Air Sample Draw	\$ ■■■■	■	■ ■■■■	■

Service Type	Description	Details	Unit Price	Discount	USC Price	Qty
Fit Testing , Qualitative	Respiratory Manual fit test service; Bitrex	Per Mask	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Fit Testing, Quantitative	Respiratory Computer aided fit test service	Per Mask	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Mask Cleaning	Cleaning & disinfecting of face mask only	Replacement parts not included	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
SCBA Cleaning	Clean, disinfect & inspection service includes Case	Replacement parts not included	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Fire Hose Testing	Pressure Testing	Price per linear foot up to 4" hose	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Fire Hose Repair	Nozzle & appliance repair	Call for Quote			\$ -	ea
Fire Hose Coupling Repair	Hose recouping	Call for Quote			\$ -	ea
Breather Box	Air Systems Breather Box service: Function test	(1) each Air sample certification & Calibration service	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Level A Suit Testing	Pressure testing with annual certification	A Letter of decontamination certification must be attached to each suit prior to service	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Evaluation	Evaluation Fee for Gas Detection service only- refused repair	Fee is waived if new instrument is purchased through Safeware	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Calibration Service	Portable Gas Detection service to include preventative maintenance, calibration & software upgrades	Price based on standard 4 gas mix, Repair parts & labor not included	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Fixed System Gas Detection	Preventative Maintenance , calibration & software upgrade	Price per sensor site; Onsite Service Fee will apply to this service, Repair parts & labor not included; Call for Quote			\$ -	ea
Emergency Shelter Cleaning Small	Clean & disinfect; less then 350 sq foot deployment area	Pick up & delivery fees not included	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Emergency Shelter Cleaning Medium	Clean & disinfect; 351 to 499 sq foot deployment area	Pick up & delivery fees not included	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Emergency Shelter Cleaning Large	Clean & disinfect, 500+ sq foot deployment area	Pick up & delivery fees not included	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Fixed Fall Protection Systems	Design, install & training service for Horizontal Lifeline/fixed system	Call for Quote			\$ -	ea

Service Type	Description	Details	Unit Price	Discount	USC Price	Qty
Labor	Hourly Technician rate	Price per hour; billed in 15 minute increments	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Rush Charge	Expedited repair service; per unit fee	Service is dependent upon part and technician availability. This charge is in addition to other applicable fees	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Pick up/Delivery Fee	Per Occurrence Fee	Call for Availability	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
On-Site Service- Daily Rate	Customer site; per occurrence	Travel & accommodation fees not included. Please Call for availability	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
After Hour Response	After standard business hours: Emergency Hourly Response Fee	This charge is in addition to other applicable fees	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Travel Rate	Hourly Travel Rate	Price per hour, per technician	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Travel/ Lodging	Lodging Fee	Per night /Per technician	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TRAVEL MILEAGE	Mileage Charge	Per Mile over 60 mile radius from Service Center	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PLEASE NOTE THAT ALL SERVICES MAY NOT BE AVAILABLE IN ALL LOCATIONS. ONSITE SERVICE FEES MAY APPLY TO SERVICES LISTED. CONTACT YOUR LOCAL SERVICE CENTER FOR DETAILS.						
Standard or Expedited Shipping costs are not included. Some material may require hazardous material shipping. Other rental equipment available, call for information						

3. Do all 80 sales representatives you mention on page 64 work with U.S. Communities currently? There is a large concentration of sales reps in Portland, OR. What are their roles?

Yes, all 81 sales representatives currently work with U.S. Communities in some capacity. Safeware and Mallory have different sales structures. Mallory has more overall reps (almost 60), who work in multiple vertical markets, with a few select reps being 100% committed to USC sales. Everyone, however, has responsibility to the contract. Safeware, on the other hand, has a smaller sales force of 24 reps, but every one of our reps has full responsibility for USC customers.

There is a large concentration of sales reps in Portland, OR where Mallory's headquarters is located. The reps here are a mix of local territory reps and inside sales reps that operate a call center contacting smaller agencies in remote locations such as Montana, Idaho, and parts of Utah. We fly in a fully trained outside USC rep to handle the opportunity when we find an agency that has a need.

4. On page 65 you indicate you are planning to add additional sales people. How many sales people do you plan to add in 2019, 2020, and 2021? Is there a way to better leverage the 80 existing sales people you list?

There is a great learning curve to teach reps about government procurement and it is not simply a matter of adding bodies to our sales team. As called out in our proposal, we will add reps to dense areas where the contract is being used already in order to support further support contract sales. We expect to add 3-4 new contract specific reps between the two companies in each of the next 3 years in areas such as the Gulf, Florida, Texas, California, and New York. Since the submission of our proposal, Mallory has already hired an ex-LA County Sheriff as a rep for Los Angeles.

This contract is a joint venture of two companies that work extremely well together, but we are very different too. The Mallory sales team is leveraged into their large national industrial contracts with strong government leadership and business development in the government space. Safeware reps have a different role, largely contract focused. We feel that our existing sales reps are currently being utilized to appropriately support each company's business models and additional reps will be carefully chosen for their abilities to support the contract.

5. On page 68 you indicate PEMA is a customer. Did they choose to utilize the U.S. Communities contract? If not, why not?

Yes, the Pennsylvania Emergency Management Agency is a current customer, but they did not choose to utilize the USC contract. Their aversion to the contract does not have to do with Safeware as a company, nor with the scope of the contract, but rather dates back to the implementation of current state contracts and the utilization of such. While we have no information to indicate that PEMA will begin to use the contract, it is an ongoing goal of ours to continue to market the contract to them and present the benefits of USC over their state contracts.

6. You indicate you have a GSA schedule 84 contract now. How does the pricing you've proposed compare to the pricing through that contract? Is the scope similar to what you've proposed?

Yes, both Safeware and Mallory have small GSA Schedule 84 contracts. We do have to benchmark our pricing to offer the Federal government our best commercial price, but the pricing offered to the GSA and to USC is very similar. The scope is similar to what we have proposed, but much, much smaller. Mallory has items from 6 vendors on contract while Safeware has 11. While our proposed scope for USC includes all items on each of these manufacturer price lists, our GSA contracts contain only select items. We do not actively promote our GSA contracts to our state and local customers as we believe GSA should not be used for grant funded purchases since it is not a competed contract. Safeware's GSA business is mostly with three letter Agencies we already have relationships with and Mallory does most GSA business with the Department of Natural Resources.

7. You indicate you have a NY HIRE contract now. How does the pricing you've proposed compare to the pricing through that contract?

Yes, Safeware holds a NY HIRE contract, but it is a relatively small contract for us. It has changed greatly since its inception, and is no longer a multi-state cooperative as it once was, rather is used solely within the state of New York. We recently removed almost half of our offering from HIRE and our goal is to get off of HIRE altogether. We are slowly converting the state of NY to using USC, and New York City remains the main user. Our best public prices are still USC, and we check costs routinely to ensure that it remains so.

8. How does the pricing you've proposed compare to the pricing through your existing U.S. Communities contract?

The pricing we have proposed is the same pricing as our current USC contract pricing. Our price proposal represents our current selling prices, and we believe that we can continue to reduce those costs in future years. Over the last 6 ½ years as the contract holder, we have experienced price reductions from many of our vendors which we in turn pass along to our customers by lowering our own price lists.

9. What changes have you proposed to improve upon the existing U.S. Communities contract?

We believe that it takes years and years to become contract experts, and with almost 7 years of experience, we are getting great at it. We will bring change and improvement to the existing U.S. Communities contract through our expertise. Change is driven by growth and as we continue to grow, we gain relevance. Our strategic growth plan includes the following:

- *Vertical market penetration in new verticals such as*
 - *Aviation, helicopters!*
 - *Bombs*
 - *Corrections*
 - *Structural Firefighting*
 - *Fixed Systems,*
 - *Industrial Hygiene*
 - *Physical Security*
 - *Traffic Safety – State of Mass adopted USC as Traffic Contract*
 - *Public Works, Water Departments*

- *Vending – great area of growth!*
- *Purchasing Education*
 - *Education about the contract is a large priority of ours. Multi-pronged approach, we feel comfortable to convert buyers through in-person meetings and presentations.*
 - *NIGP – booth near USC, importance on buyers, revealing benefits of contract.*
 - *Train suppliers, and sales team, so it is not just our company preaching the contract, but utilizing our suppliers to do this for us as well.*
 - *We were early adopters of USC summits, took lead by volunteering to host & speak at these summits.*
 - *Lunch & Learns on our own side to invite purchasers and end users to bridge gap—very effective process.*
- *National Sherriff's Association*
 - *We have recently signed an agreement with the National Sheriffs Association to participate in their new online portal called LE Supply Pro. We are, and will be, the only national distributor to participate. The portal gives us access to 7,000 Sheriffs across the country. In the agreement there is a provision to allow us to offer our U.S. Communities contract as the contract vehicle under the portal. Their plan is to open access to the portal to police and first responders in the future. We hope the portal will give us access to customers in rural areas where we may not have touch at this point.*
- *Horizontal penetration*
 - *We will continue to add resources in dense population areas like North Carolina, Florida, Georgia, and Texas.*
 - *There is tremendous opportunity in sparsely populated areas and we have made some great calls in New York, Tennessee, Kentucky, and Ohio where the contract is just gaining traction.*
- *Marketing and branding (Facebook, twitter, You tube)*
 - *Synergy between USC and our marketing*
 - *Use of social media, you tube videos, webinars, blogs, to aid in the continued focus with program managers on target customers in large areas*
 - *National Stop the Bleed Campaign – example of how we are using social media to advertise our contract through a national industry wide campaign.*
- *More added value content (blogs, seminars)*
- *Continued acceptance in the supply chain*
- *Common sense-word of mouth*
- *Vending – Great opportunity to change the market with this cost savings solution*

10. What is the cost for the training services you detail on page 90?

The training services detailed on page 90 are a duplication of the services provided in the Related Services product category of the scope. These classes are offered at a 10% discount off of Safeware-Mallory list price. The price list detailing such is attached.

11. What is the cost for the consulting services you detail on page 92?

Our consulting services are free-of charge value added services, such as the expertise and knowledge delivered by our sales reps. We have offered a free public order seminar to end users to educate on the need for proper public order gear. Educational classes will continue to be offered free of charge. Consulting services offered to end users for security solutions are value added and are included in the price of the solution.

Vending – the vending program is offered free to customers, in exchange for a marginal buying commitment. The prices for items within the vending machines would be 41% off of our list price for those items.

12. What is the cost for the additional services detailed on page 96?

These services detailed on page 96 such as respiratory repair and annual testing, gas detection calibration and repair, etc. are 10% off list price and are detailed in Attachment 1 of the Cost Proposal, USC Service Pricing.

13. Do you provide kit creation services? If so, is there a charge for kit creation? How much kitting business is currently done through the U.S. Communities program?

Yes, we provide kit creation services, but do not charge for kit creation as these costs would be included in our own overhead. Kit creation is an added value on a large purchase and will not be charged to customer. It is hard to provide an amount of kitting business that we currently drive through the U.S. Communities program, but we have done this frequently for many customers.

28. TRAINERS AND TRAINING EQUIPMENT

Training Equipment – 41% off List Price

Training Classes – 10% off List Price – see below

30. RELATED SERVICES

Classroom or Onsite Training	Published Price	Discount	USC Price
Half Day	\$ [REDACTED]	[REDACTED]	[REDACTED]
Full Day	\$ [REDACTED]	[REDACTED]	[REDACTED]
Travel Rate Half Day	\$ [REDACTED]	[REDACTED]	[REDACTED]
Travel Rate Full Day	\$ [REDACTED]	[REDACTED]	[REDACTED]
SET Public Order Training*	\$ [REDACTED]	[REDACTED]	[REDACTED]

*SET Public Order Training - Foundation Course for Public Order & Crowd Management Policing (Basic/Intermediate) 4 day class. Price per student, minimum of 32 students per class.

Training Classes:

- Aerial Work/Lift Platforms
- Back Safety
- Bloodborne Pathogens
- Bucket Truck Safety
- Chainsaw Safety
- Confined Space Entry Awareness
- Confined Space Entry Operations
- Confined Space Rescue
- Cranes, Hoists & Lifts
- Crane Safety Awareness
- Defensive Driver (National Safety Council Certification)
- Developing Effective Safety Action Teams
- Do Your Own OSHA Inspection
- Electrical Safe Work Practices
- Emergency Action Plans
- Evacuation Plans that Work
- Ergonomics Hazard Assessment
- Establishing a Safety & Health Committee
- Fall Protection Awareness
- Fall Protection Competent Person
- Fire Prevention & Fire Extinguishers
- First Aid CPR AED (National Safety Council Certification)
- Flagger Certification (National Safety Council Certification)
- Forklift Operator (industrial/warehouse)
- Forklift Train the Trainer
- Hand & Portable Power Tools
- Hazard Communication/Right to Know
- Hazard Identification
- Hazardous Materials Awareness (initial and refresher)
- Hazardous Materials Operations / Spill Response Team (initial and refresher)
- Hazardous Materials 24 Hour Technician (initial and refresher)
- Hazardous Waste Management (initial and refresher)
- Hearing Conservation
- High Voltage Electrical Safety
- Hoists & Overhead Cranes
- Job Safety Analysis/Job Hazard Analysis
- Ladder Safety
- Lead Safety
- Lockout/Tagout Electrical Safety (authorized, affected and other)
- Law Enforcement Public Order Civil Unrest
- Law Enforcement Public Order Command Foundation Course
- Machine Guarding
- Material Handling
- Mobile Cranes & Rigging
- NFPA70E
- OSHA 10-hour General Industry
- OSHA 10-hour Construction
- OSHA 30-hour General Industry
- OSHA 30-hour Construction
- OSHA Overview for HR Managers
- OSHA Recordkeeping Requirements
- Overhead Crane Operator
- Personal Protective Equipment

- Power Tool Safety
- PPE Hazard Assessments
- Respirator Fit-Tester Course
- Respiratory Protection
- Respiratory Protection Program Administrator
- Safe Lifting
- Safety Orientation Programs
- Scaffold User
- Scaffold Competent Person
- Slings and Rigging
- Spill Response Team Training
- TB & Airborne Pathogens
- Trenching & Excavation Competent Person
- Work Zone Safety Supervisor

Training Classes Terms:

Maximum quantity of student varies with course.

Customized classes available.

Basic Training material included.

Additional equipment may be required and is not included in the rates.

Travel and Accommodations not included.

Half-day minimum.

Training facilities provided by customer.

Some courses may require multiple days.



Ms. Jamie Pun
Fairfax County
Department of Procurement and Material Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035

April 12, 2018

Subject: RFP 2000002547 Negotiations Response

Dear Ms. Pun:

Safeware, Inc. and Mallory Safety & Supply are delighted to have been selected as one of the top ranked offerors in response to RFP 2000002547, Public Safety and Emergency Preparedness Equipment and Related Services and will gladly address the negotiation issues brought up in the letter dated April 9, 2018. The issues are addressed in the following document.

Thank you again for the opportunity address these negotiation issues and we look forward to working with you further.

Regards,

A handwritten signature in blue ink, appearing to read "Karla A Hyatt", is written over a light blue circular background.

Karla A Hyatt
Director of Government Contracts
Safeware, Inc.

Enclosures:

AttachmentC_PricingSheet_FINAL_2018-4-12.pdf
AttachmentC_MarketBasket_FINAL_2018-4-12.xlsx

1. Please provide your firm's best and final offer (BAFO) on all discount rates for all product categories/manufacturers included in your cost proposal. Please provide a revised version of the Market Basket based on your BAFO.

We are pleased and proud to offer U.S. Communities our best pricing as offered in our initial price proposal. We are confident that this pricing, which is currently available to every registered user of USC, provides end users with significant savings, though we are open to offer better pricing based on specific volumes, with specific items, with specific agencies. Please note the only change from our initial offer is to differentiate Training Equipment and Training Classes in Product Category #28, Trainers and Training Equipment as detailed in our Clarification Question Response dated March 28, 2018. All equipment in this category is offered at a 41% discount off of Catalog List and Training Classes at 10% off Catalog list.

The attached Market Basket remains unchanged from our initial offer. We have a documented history of providing better pricing for large quantity orders and continue to do so. We believe our offer represents our best public pricing but are certainly open to negotiate on specific opportunities.

2. Does your firm offer any ecommerce rebates?

Safeware-Mallory would like to propose a rebate program to encourage and incentivize eligible U.S. Communities customers to use electronic ordering and invoicing methods for the purpose of streamlining procurement and reducing transaction costs throughout the supply chain. The proposed program is as follows for each individual agency:

- If 30%-69.99% of total invoiced sales are received by website orders at the conclusion of each contract year, a 0.5% rebate will be provided to the agency on purchases made through ecommerce.
- If 70% or greater of total invoiced sales are received by website orders at the conclusion of each contract year, a 1% rebate will be provided to the agency on purchases made through ecommerce.

Conditions: The agency total purchases for the annual contract period must be greater than \$20,000. Ecommerce is defined as any order placed through Safeware or Mallory's website or fully integrated 3rd party marketplace where the customer's orders and Safeware-Mallory's invoices are transacted via EDI, XML or cXML. Ecommerce rebates cannot be combined with other rebates, early payment discounts, or where the buying agency or procurement platform charges an administrative or transaction fee.

3. Does your firm offer any volume rebates (for one-time large purchases or overall annual sales)?

Safeware-Mallory routinely offers functional discounts on one-time large purchases. Sales greater than \$20,000 may be eligible for additional price discounts from manufacturers and are flagged to indicate that additional price concessions should be sought from the manufacturer.

4. Are there any other rebates or incentives you'd like to propose for U.S. Communities participants?

Many Safeware-Mallory customers have their own rebates and incentives based upon customer requirements. Rather than offering a single program for all public agencies, we will continue to follow the incentives provided by individual customers. Such rebates are not formulaic, but we will work with each specific municipality to offer rebates specific to their purchase.

5. Would any portion of your proposal change in the case of a dual award, such as your sales goals or other commitments made in your proposal?

In order to better answer this question of how a dual award would affect our sales goals and commitments, we would need to have a better understanding of the type of proposed dual award. Some dual awards would have an extremely negative impact on our sales and projections, while others would have significantly less effect on our business and strategies.

While Safeware-Mallory is engaged in growing our U.S. Communities business across multiple market segments, we recognize that there may be complementary distribution that could potentially be considered in a dual award. For example, an award to an EMS supplier, a uniform company, a car video company, or an AED company would certainly impact our business in some capacity, but would unlikely trigger any change in the business strategy or sales goals made in our initial proposal.

On the other hand, there are some dual awards that could profoundly affect our potential sales and strategy. A company with little experience in state and local sales and no practical sales experience in the municipal space would likely spend the first year of the contract contacting current customers with a history of contract spend, and pursuing a market share of the business that has already been developed by Safeware-Mallory. This situation would force us to reallocate resources we would have directed to new customer outreach towards protecting our current interests and we would likely lose other business in the process. A dual award such as this would cause us to reconsider the sales goals and projections that we are proposing as it would dramatically affect our business. This would not be an issue in the case of a sole award as we can build on the goodwill we have developed with the current contract in the public sector.

By splitting business we have already developed between multiple awardees, our own sales would certainly be affected and contract growth would be discouraged. The lack of a clear sole source provider will potentially create conflict with many customers who currently rely on this justification to satisfy the obligation of their contracts to meet the burden of competition. We are routinely asked to document Safeware-Mallory's status as the sole awardee of this contract and our customers use this to demonstrate the legality of using our cooperative contract. With no sole source justification, many customers would not have the ability, based on their own procurement rules, to utilize the contract from either awardee.

While a dual award may seem to offer greater benefits to public agencies, we believe it could actually trigger some customers to seek additional quotes thus eliminating one of the major benefits of using the contract. There may be a point at which the benefits of a cooperative contract will be called into question, and the result may be a decision to simply compete the purchase in the open market since competition would be required anyway.

We would also like to reiterate the potential benefits of a sole source award to Safeware-Mallory. We have grown the contract over 270% in the public space over the past 6 ½ years and we believe that our forecast of \$100 million in contract sales within the next five years is not only realistic, but represents a trajectory that we have already demonstrated. Safeware-Mallory has the following plans for future growth and expansion of U.S. Communities, supported by a well-established foundation.

- **Support of High Density Population Areas**
 - Over the past two years, Safeware began to shift resources to more populated areas. Currently, we have two sales representatives covering Florida and one in Texas but we expect to have several representatives in each state in the coming years. We plan to expand our team into the Gulf States and the heartland in the next few years as well. In general, we pair salespeople with population rather than geography but we plan to resource the contract with touch to more rural customers as well. On the west coast, Mallory has recently added a representative in Los Angeles to support this customer dense area.
- **Contact with Rural Customers**
 - We have historically been received graciously when making calls in rural areas and plan to combine phone sales with field reps closer to these areas to ensure penetration in the market here.

Safeware-Mallory has had success growing the contract based on the combination of several factors including knowledge in the fire, police, and safety/PPE markets as well as a strong knowledge of government procurement. We have two National Account Managers with over eight years of experience each on this contract. This experience has been the backdrop for our current success and we look forward to strong, sustained, and continued growth in the coming years. We would certainly invite and welcome a further dialog about our plans and strategies for growth, and how a dual award could affect those goals.

6. **Please confirm your understanding and agreement that for any software purchase, the County and U.S. Communities participants reserve the right to review and negotiate the license and maintenance terms and conditions prior to purchase and that your firm will provide full support for getting the negotiated license/maintenance agreement(s) executed by the County/U.S. Communities participants and the software publisher. Please confirm your agreement that your firm will obtain agreement from your software publishers that their shrink wrap, browse wrap, click through, or similar processes are for access purposes only, and any terms and conditions offered in or referenced by those procedures will have no force or effect.**

Safeware-Mallory recognizes that Fairfax County and U.S. Communities reserves the right to review the license and maintenance terms and conditions prior to any software purchase. Upon agency request, we will lend our full support towards the agencies wishes. We will, at the request of the agency, make best efforts to obtain agreement from our software publishers that their processes are for access purpose only and agree to pursue agreements that all terms and conditions referencing these processes will have no force or effect.

7. What is your firm's experience in addressing emergency response with public agencies?

We have been responding to emergencies for customers for over 20 years and have the experiences to help agencies both plan for foreseeable emergencies such as hurricanes and respond to sudden ones like 9/11. Safeware-Mallory is on-call 24/7 to respond with products and solutions ready to rapidly deliver during any type of emergency response.

Our dedicated after hours emergency line puts customers in direct contact with a company officer to initiate emergency response. Recent customers including Federal Agencies, State Law Enforcement, and City Agencies have all utilized this number with requests for immediate supply of emergency equipment and our personnel was able to meet them at our local warehouse to pick up items such as flares, public order gear, and gas monitors. Whether it is after normal business hours, on weekends, or even holidays, our personnel are ready to assist.

One of the most recent disaster responses we were involved in includes the number of destructive hurricanes that devastated the Gulf area in the fall of 2017. Safeware worked closely with many public agencies to source quickly depleting supplies of necessary items to aid in the cleanup. We worked around the clock with county representatives in Miami-Dade to prepare for and handle the aftermath of hurricanes Harvey, Irving, and Maria. In the wake of Harvey, we played an instrumental role in outfitting a response team from Fairfax County. The devastation in the Houston area was so widespread that responders from all over the country were being deployed to aid in the cleanup. We received an email late on a Saturday afternoon from Deputy Chief Paul Ruwe of Fairfax County Fire and Rescue Department inquiring about Safeware's capacity in the Houston area. We quickly put him in touch with our rep in Katy, TX where the chief and other responders from FEMA were positioned and kept in contact all weekend helping him to source dry suits, throw bags, paddles, and more. Emergency response can be difficult for several reasons, including unpredictable circumstances, inter-agency communication, and disruption of normal shipping lines. Safeware understands these complications and worked with Chief Ruwe to meet his constantly changing needs as timelines shifted, delivery locations moved, and equipment supplies ran low. Chief Ruwe's words of gratitude speak volumes to Safeware's emergency response capabilities. He wrote, "I can't thank you enough for responding to my request for assistance on a weekend....Safeware's customer service and professionalism are second to none, thus the reason you were the first call I made."

Our long history of working with state and local agencies to help them quickly respond to all types of emergencies began with another Fairfax County Fire Chief, Chief Gaines, who called Safeware on the night of the Oklahoma City Federal Building Bombing in 1995. That very night, a team of Safeware employees met a team of Fairfax County Firefighters (the original FEMA taskforce) at the warehouse in Landover, MD to load a truck full of equipment being sent to Oklahoma to protect the responders. We still proudly display the letter of gratitude from Chief Gaines on the wall of our office as it is an excellent example of who we are as a company.

We offer the following highlights from our years of emergency response experience, excluding response to commercial and federal customers such as the PEPCO Oil Spill of 2000, Motiva Chemical Spill of 2001, to focus only on emergency responses with public agencies.

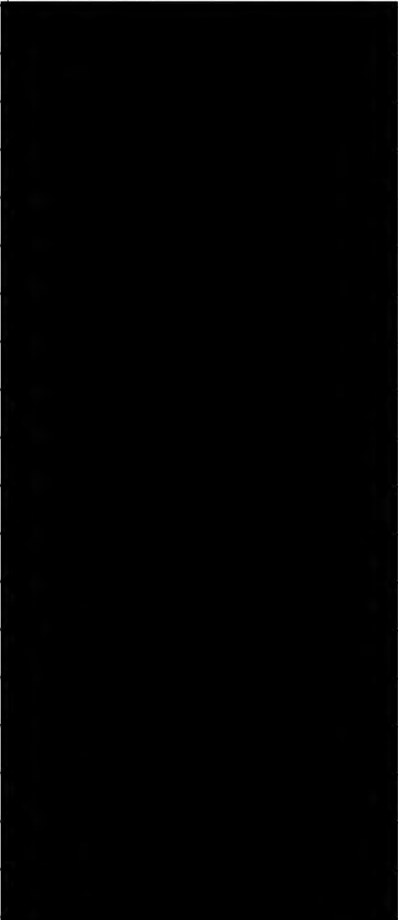
- **9/11 Attacks, 2001**
 - Ground Zero – Safeware had personnel and material arriving on site on the evening of September 11, 2001. We set up logistical points outside of the hot zone and provided emergency products around the clock to fire and police customers. We overcame the minimal existing supply chain and set up a conference call with every major respiratory manufacturer in the US at the Mayor's office in NYC resulting in the supply of truckloads of equipment to meet critical needs.
 - Pentagon – We provided the lead agency, Arlington County, with emergency equipment and set up a support team for the response. We worked closely with the Fairfax County USAR Team, and were the only supplier authorized to ship product into the hot zone.
 - Learned a lot about emergency procurement and the constraints of government purchasers in an emergency. We have used this experience to help direct and advise other agencies in all other emergency situations since.
- **Anthrax/Ricin Contamination Attacks, Washington, DC, 2001**
 - While most of our business was federal, we worked nights and weekends to provide emergency products to local responders inundated with white powder calls.
- **Hurricane Katrina, 2005**
 - Before the storm was nationwide news, Safeware received a call from Becky McKinney at Fairfax County alerting us to the severity of the disaster. We set up a logistical point in Columbus, MS where we were able to deliver truckloads of critical supplies such as hip waders, bottled water, propane, portable toilets and service, personal hygiene kits, flashlights, MREs, body bags, and even diapers and baby food which the federal government could not provide.
 - We were a key supplier to FEMA and MEMA during the days following the devastation in Mississippi and Louisiana, where we continued to earn a national reputation as a premier emergency response distributor.
- **Hurricane Sandy, 2012**
 - Many areas drew from existing caches of equipment and used us to replenish their stock. The supply chain was largely in place and we assisted with less emergency purchases and more contract and credit card buys. We received a requirement from FDNY for 55 complete sets of water rescue gear which was fulfilled and delivered in it's entirety to the emergency logistics center in Queens within 24-hours.
- **State of Michigan Flooding, August 2014**
 - State employees from State Emergency Operations Center were tasked with flood cleanup operations. Safeware was contacted after hours on a Saturday with an equipment list needed for clean-up. We sourced emergency shipments of the required kits and dispatched a truck to Michigan by Sunday morning. All purchases were made on the state contract. Local counties then used the same contract to purchase the same emergency equipment for their continued clean-up efforts.
- **Ebola Crisis, 2015**
 - Sent emergency supplies of PPE to customers all over the country, often next day air. Competitors had no inventory of DuPont suits, but due to our high annual volume of sales, we were able to source and supply our customers.
- **Zika Virus, 2016**
 - Miami Dade County procured emergency supplies such as insect repellent, wipes and sprays to protect employees and public

- **Hurricane Season, 2017**

- Emergency supplies from all sorts of manufacturers were being reserved for Federal Response. Utilizing our widespread supply chain, we were able to source items for local responders, and coordinate shipping to hard to access areas.

On the west coast, Mallory is no stranger to emergency response either. Holding several contracts with various Public Agencies, Mallory pledges 2-hour emergency response, often deploying resources during wind and ice storms. We also have three customized trailers outfitted to both repair critical lifesaving equipment and with the ability to wash 800 respirators every 12 hours.

ATTACHMENT C
PRICING SHEET

DISCOUNT BY PRODUCT CATEGORY							
Instructions: For each category listed, provide pricing using a fixed percentage or margin from a standard index or other objectively verifiable criteria. State methodology for pricing along with a fixed discount percentage or margin. For any Services, provide a separate sheet with price breakdowns for each service/solutions offered.							
	Pricing Methodology Used	Discount Percent	or	Margin	or	Other Verifiable Criteria	*State Other Verifiable Criteria if used
Product Categories:							
Personal Protective Equipment (PPE)							
Explosive Device Mitigation and Remediation Equipment							
Environmental Monitoring							
CBRNE Search & Rescue Equipment							
Interoperable Communications Equipment							
Detection Equipment							
Decontamination Equipment							
Hazardous Materials Storage							
Spill Control and Containment							
Physical Security Enhancement Equipment							
Surveillance, Warning, Access/Intrusion Control							
Explosion Protection							
Fire and Emergency Response							
Traffic Safety							
Facility Safety and Maintenance							
Fall Protection and Confined Space							
Medical and First Aid Supplies							
CBRNE Reference Materials							
Automated External Defibrillators (AEDs)							



County of Fairfax, Virginia

AMENDMENT

Date:

AMENDMENT NO. 1

CONTRACT TITLE: Public Safety and Emergency Preparedness Equipment and Related Services

CONTRACTOR

Safeware, Inc.
4403 Forbes Blvd
Lanham, MD 20706

SUPPLIER CODE

1000011775

CONTRACT NO.

4400008468

By mutual agreement, Contract 4400008468 is amended to renew for one (1) year at existing prices, terms and conditions, effective October 1, 2023 through September 30, 2024. This is the first of five renewal options.

Please provide a current Certification of Insurance (COI) in accordance with the CONTRACT INSURANCE PROVISIONS, within ten (10) days after receipt of this executed amendment.

ACCEPTANCE:

BY:


(Signature)

Richard L. Bond
(Printed)

Vice President
(Title)

6-7-2022
(Date)

Lee Ann Pender, CPPO
Director/County Purchasing Agent

DISTRIBUTION:

Dept. of Finance – Accounts Payable/e
FRD – Jason Stanley
FCPD - Kerene Gordon
Sheriff's Office – Michelle Nelson

Contractor – email: Keith Hyatt, khyatt@safewareinc.com

Contractor – email: Rick Bond, rbond@safewareinc.com

Omnia – email: Victoria Palmieri, Victoria.Palmieri@omniapartners.com

Contract Specialist Supervisor – J. Pun
ACS, Team 1 – Chan Park

Department of Procurement & Material Management

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/procurement/

Phone 703-324-3201, TTY: 711, Fax: 703-324-3228