

Request for Proposals

Town of Berlin
SCBA Units, Cylinders, Facemasks, RIT Kits

BID # 2017-13

October 17, 2016

TOWN OF BERLIN, CONNECTICUT

**REQUEST FOR PROPOSALS FOR:
SCBA Units, Cylinders, Facemasks, RIT Kits**

Bid NUMBER: 2017-13

Bid OPENING DATE: November 10, 2016

Bid OPENING TIME: 2:00PM

Bid OPENING PLACE: Berlin Town Hall, Town Manager's Office

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The Town of Berlin Fire Department (hereinafter "Town"), is seeking proposals from firms who will supply and deliver SCBA units, cylinders, face-masks, Rapid Intervention Team Kits, any applicable Technical certification, training, product support and deliver value added parts.

One (1) clearly marked original and two (2) copies of your sealed proposals must be received no later than 2:00PM on Thursday November 10, 2016, in the Town Manager's Office of the Berlin Town Hall, 240 Kensington Rd., Berlin, CT 06037. The Town will not accept submissions by e-mail or fax. The Town will reject proposals received after the date and time noted above.

Additional information, including the RFP, is available on the Town's website www.town.berlin.ct.us under Government, Purchasing, Current Bids and RFPs, or by calling the Purchasing Agent at 860-828-7136 during normal business hours. **Each proposer is responsible for checking the Town's website to determine if the Town has issued any addenda and, if so, to complete its proposal in accordance with the RFP as modified by the addenda.**

The Town of Berlin reserves the right to reject any and all proposals, waive any informalities, or defects, and award to the bidder deemed to be in the best interest of the Town. The Town is an Affirmative Action/Equal Opportunity Employer. Minority/Women's Business Enterprises are encouraged to apply.

Adam Tulin
Purchasing Agent

TOWN OF BERLIN, CONNECTICUT
STANDARD INSTRUCTIONS TO PROPOSERS

1. INTRODUCTION

The objective of this Request for Proposal (RFP) is to evaluate and select the best possible Proponent who shall supply and deliver SCBA units, cylinders, face-masks, Rapid Intervention Team Kits, any applicable Technical certification, product support, and deliver value added parts. The key drivers are firefighter safety, reduced operating expenses and overhead in the maintenance of the SCBA. Preference will be given to firms with experience providing these services specifically in the State of Connecticut to similarly sized municipalities or fire departments. This RFP is not a contract offer, and no contract will exist unless and until a written contract is signed by the Town Manager and the successful proposer. Interested parties should submit a proposal in accordance with the requirements and directions contained in this RFP.

1. Qualifications

Eligible SCBA providers will be those individuals, businesses and firms that have the following qualifications:

1. Proposer must have demonstrated experience and expertise in regard to providing the types of services outlined in the Specifications.
2. Proposer should have a proven track record in providing these types of or similar services for municipal governments or similarly sized independent nursing agencies, with preference given to municipalities or agencies within the State of Connecticut.
3. Proposer must be qualified and properly licensed in the State of Connecticut to perform its obligation under this proposal in compliance with any/all applicable Federal and State of Connecticut laws and regulations, statutes and policies.

2. Specifications

Note: The following specifications are a composite of competing manufacturer's specifications. Therefore, bidders are required to carefully note each exception to the specification and include it with the bid proposal. Please see Attachment A for detailed specifications/requirements. Bidders will be responsible for and expected to be familiar with the complete details of Attachment A.

NUMBER OF ITEMS TO BE PURCHASED

The Town of Berlin Fire Departments' intends to purchase at a minimum:

A. Seventy-one (71) complete SCBA Units.

Complete SCBA Units **shall** include:

- Back Pack Harness
- 45-minute Bottle 4500 PSI
- Face Piece

B. Eighty-Five (85) spare face pieces.

C. One Hundred Twenty Four (124) spare SCBA carbon wrapped cylinders 4500 PSI

D. Six (6) RIT Packs w/ 1 hour carbon wrapped cylinders, 4500 PSI

E. One Hundred Fifty Six (156) SCBA Mask storage bags

F. Optional: Upgrade of Eighty-four (84) SCOTT 50, 4500 PSI Air Packs to NFPA 1891, 2013 Edition

TRAINING

There will be required training for the field use of the SCBA units:

A. Vendor shall supply initial training for field use of SCBA after delivery of all breathing apparatus and related components.

B. Training will be scheduled in cooperation with successful vendor, but at the convenience of the Town of Berlin Fire Departments and will include a minimum of four (4) two-hour sessions to Town of Berlin Fire Department personnel.

C. Successful vendor shall certify a minimum of eight (8) and up to twenty (20) Town of Berlin Fire Departments personnel to be repair technicians.

Maintenance Agreement

- The vendor shall include five (5) years' worth of flow testing into the cost of the purchase.
- The vendor shall provide, as a line item option, the cost of a five (5) year renewable maintenance agreement. This agreement should cover the following:

A. Repair/Loaner equipment

B. Routine maintenance on all SCBA

Personnel performing the maintenance and repair should be currently certified factory authorized maintenance technicians and all parts that require replacement shall be manufacture certified replacement parts. All records of SCBA system maintenance and repairs shall remain current and up-to-date. All replacement parts shall be compliant with current NFPA 1852 standards. The agreement should cover the cost of labor only. It is highly recommended that the flow testing be performed at the four (4) fire stations located in the Town of Berlin.

3. Agreement Period

The Town will contractually reserve the right to cancel the contract at any time. The agreement period for any contract or purchase order resulting from this RFP shall ultimately be as negotiated to the mutual agreement of the parties.

4. Management

Any contract or purchase order resulting from this RFP will be managed by James Simons, Fire Administrator, or designee.

2. SUBMISSION REQUIREMENTS

1. A letter of interest, including a general statement of qualifications for the firm.
2. Information on related experience specifically highlighting any experience in the State of Connecticut.
3. Submit Cost Proposal (Attachment B), attaching any additional fees or exceptions.
4. Contact information for references (Attachment C).
5. Submit one (1) clearly marked original and two (2) copies of your proposal package.

Your proposal should be submitted in a sealed envelope marked “**SCBA Units, Cylinders, Facemasks, RIT Kit RFP #2017-13**” to the Town Manager’s Office at the Berlin Town Hall, 240 Kensington Rd, Berlin, CT 06037, no later than 2:00P.M., Thursday, November 10, 2016. The Town will not accept submissions by e-mail or fax. Proposers are solely responsible for ensuring timely delivery. The Town will NOT accept late proposals.

3. RIGHT TO AMEND OR TERMINATE THE RFP OR CONTRACT

The Town may, in its sole discretion, clarify, modify, amend or terminate this RFP if the Town determines it is in the Town’s best interest. Any such action shall be effected by a posting on the Town’s website, www.town.berlin.ct.us, **Each proposer is responsible for checking the Town’s website to determine if the Town has issued any addenda and, if so, to complete its proposal in accordance with the RFP as modified by the addenda.**

Questions concerning the process and procedures applicable to this RFP are to be submitted **in writing** (including by e-mail or fax) and directed **only to:**

Name: Adam Tulin

Position: Purchasing Agent
Email: atulin@town.berlin.ct.us
Fax: (860)828-8628

Proposers are prohibited from contacting any other Town employee, officer or official concerning this RFP. A proposer's failure to comply with this requirement may result in disqualification.

The appropriate Town representative listed above must receive any questions from proposers no later than seven (7) days before the proposal opening date. That representative will confirm receipt of a proposer's questions by e-mail. The Town will answer all written questions by issuing one or more addenda, which shall be a part of this RFP and the resulting Contract, containing all questions received as provided for above and decisions regarding same.

At least four (4) calendar days prior to proposal opening, the Town will post any addenda on the Town's website, www.town.berlin.ct.us. **Each proposer is responsible for checking the website to determine if the Town has issued any addenda and, if so, to complete its proposal in accordance with the RFP as modified by the addenda.**

No oral statement of the Town, including oral statements by the Town representatives listed above, shall be effective to waive, change or otherwise modify any of the provisions of this RFP, and no proposer shall rely on any alleged oral statement.

4. SELECTION PROCESS

All proposals will be publicly opened and read aloud as received on the date, at the time, and at the place identified in this RFP. Proposers may be present at the opening.

The Town reserves the right to correct, after proposer verification, any mistake in a proposal that is a clerical error, such as a price extension, decimal point error or FOB terms. If any error exists in an extension of prices, the unit price shall prevail.

The Town reserves the right to accept all or any part of a proposal, reject all proposals, and waive any informalities or non-material deficiencies in a proposal. The Town also reserves the right, if applicable, to award the purchase of individual items under this RFP to any combination of separate proposals or proposers. The Town will accept the proposal that, all things considered, the Town determines to be in its best interests.

The evaluation process will consider the following:

- A. Unit Price;
- B. Additional options (functionality, availability and pricing);
- C. Annual cost of operations (required maintenance, parts testing, cleaning supplies, etc.)
- D. Vendor presentations
- E. Firefighter field performance evaluations

VENDOR PRESENTATIONS

Each qualified vendor shall have a representative available to provide a presentation on their SCBA if requested. The date will be determined through the Town Fire Administrator.

SAMPLE SELF-CONTAINED BREATHING APPARATUS

A. Qualified vendors shall submit two (2) working SCBA units (exactly as specified) for evaluation by firefighters.

B. SCBAs shall be delivered on the day the vendor is scheduled for presentation and left in the possession of the Town of Berlin Fire Departments for additional evaluation for a period not to exceed 30 calendar days. SCBAs submitted for evaluation will be returned after the evaluation period. Cost of delivery and pick up will be the responsibility of the vendor.

C. The air packs maybe used in field evaluations such as fire ground evolutions, search and rescue drills, and live-fire training. The Town of Berlin Fire Departments will not be responsible for any damage and/or repairs to these SCBAs resulting from normal wear and tear during typical fire ground evolutions and/or operations.

KEY DATES

RFP Advertised	10/17/16
Questions due from Vendors	11/3/16
RFP Open Date	11/10/16 at 2 P.M.
Interview of top Vendors	December 2016
Town Council Approval	January 2017

5. ADDITIONAL INFORMATION

1. *Costs for Preparing Proposal:* Each proposer's costs incurred in developing its proposal are its sole responsibility, and the Town shall have no liability for such costs.
2. *Ownership of Proposals:* All proposals submitted become the Town's property and will not be returned to proposers.
3. *Freedom of Information Act:* All information submitted in a proposal or in response to a request for additional information is subject to disclosure under the Connecticut Freedom of Information. Proposers are encouraged **not** to include in their proposals any information which is proprietary a trade secret or otherwise confidential. All materials associated with this procurement process are subject to the terms of state laws defining freedom of information and privacy, and all rules, regulations and interpretations resulting from those laws.
4. *Presumption of Proposer's Full Knowledge:* Each proposer is responsible for having read and understood each document in this RFP and any addenda issued by the Town. A proposer's failure to have reviewed all information that is part of or applicable to this RFP, including but not only any addenda posted on the Town's website, shall in no way

relieve it from any aspect of its proposal or the obligations related thereto. Each proposer is deemed to be familiar with and is required to comply with all federal, state and local laws, regulations, ordinances, codes and orders that in any manner relate to this RFP or the performance of the work described herein. By submitting a proposal, each proposer represents that it has thoroughly examined and become familiar with the scope of work outlined in this RFP, and it is capable of performing the work to achieve the Town's objectives.

The Town will not award the contract to any business that, or person who, is in arrears or in default to the Town with regard to any tax, debt, contract, security or any other obligation.

6. ATTACHMENTS

Attachment A: Detailed Specs/Requirements

Attachment B: Proposal Form

Attachment C: Proposer's Statement of References

TOWN OF BERLIN, CONNECTICUT

ATTACHMENT A: DETAILED SPECS/REQUIREMENTS
SCBA Units, Cylinders, Facemasks, RIT Kits #2017-13

Technical Requirements:	Yes	NO	Exception
1. General Requirements			
1.1 SCBA shall be open circuit type and certified jointly by the National Institute for Occupational Safety and Health (NIOSH) and the Mine Safety and Health Administration (MSHA).			
1.2 SCBA and all its components shall be certified compliant with all requirements of the National Fire Protection Association (NFPA) standard 1981-2013 Edition			
1.3 SCBA shall be 4500 psi or greater.			
1.4 The SCBA manufacturer shall be responsible for all recall notifications and making repairs to each SCBA involved in the recall.			
1.5 Factory labeling of SCBA backpack/harness and air cylinders to identify ownership and to include Town of Berlin Fire Departments inventory numbering system			
1.6 The SCBA shall be compliant to the NFPA 1982, 2013 Edition, Standard on Personal Alert Safety Systems (PASS).			
1.7 The SCBA shall be approved to NIOSH 42 CFR, Part 84 for chemical, biological, radiological and nuclear protection (CBRN).			
2. SCBA Back Frame and Harness			
2.1 The back frame shall be made of a fire retardant high temperature polymer or metal which shall have exceptional resistance to high heat, environmental stress, and cracking, constructed to protect pneumatic system.			
2.2 The right and left shoulder straps shall be constructed of Kevlar material. Two–inch pull straps shall be fitted to harness to allow adjustment even with gloved hands The shoulder straps and waist belt shall be designed so the majority of the weight of the SCBA unit is carried on the wearer’s hips. All straps and buckles shall be able to be operated by a firefighter in full personal protective equipment including firefighting gloves. The fully padded shoulder straps shall have large metal parachute type web adjusters for quick adjustment of the straps by a firefighter in full personal protective equipment including firefighting gloves.			
2.3 The harness shall have sleeves with reflective graphics for the routing the pneumatic hoses and electronic cables. The SCBA harness shall be constructed using an aramid fiber such as Nomex/Kevlar or PBI/Kevlar blends. The harness, associated webbing, and thread shall have resistance to chemical degradation and heat in accordance to NFPA 1981 2002 edition and the CBRNE certification.			
2.4 The universal cylinder band assembly shall be adjustable in the field to accommodate all sizes of cylinders without the use of tools The harness assembly shall have an adjustable, padded waist belt with an all-metal seat belt type quick release buckle for right and left sides of the waist belt connector. Adjustment of the waist belt shall be accomplished by pulling on one or both of the			

free ends of the webbing at each side of the waist belt at the adjuster in a forward pulling motion. The waist belt adjusters shall be of the same design and contour as the shoulder strap adjusters. The waist belt shall have a holder provided for the mask mounted regulator when it is not connected to the face-piece.			
2.5 Cylinder changes shall be made without removing cylinder band			
2.6 All SCBA manufactures cylinders shall mount easily onto the back frame			
2.7 The back frame shall have two side handles and one top handle that are accessible with a glove hand			
2.8 Shoulder harness shall include large loop style buckles for use with gloved or non-gloved hands			
2.9 Buddy lights located on Back plate for improving visibility in smoke conditions			
3. Face Piece & Regulator			
3.1 Face piece shall be a full facemask that covers the wearer's nose, mouth and eyes			
3.2 The face piece shall have a large diameter inlet that allows the regulator to be fully connected and disconnected from the SCBA face piece			
3.3 SCBA shall have allowance for a face piece-mounted regulator. Change over from breathing ambient air to SCBA air shall be accomplished with one hand, by connecting and disconnecting the second stage regulator from the mask. This shall not in any way void the NIOSH/OSHA certification of the SCBA.			
3.4 The Regulator shall be connected and held by either a "quarter turn" or "Push to Connect" style.			
3.5 SCBA or face piece shall have an allowance for electronic speaking amplified voice to communicate clearly.			
3.6 The facemask shall be available in at least three sizes, with a protective bag for storage			
3.7 The face piece visor shall be one piece and constructed of an impact resistant polycarbonate material in a double curve design; it shall be optically correct and have permanent anti-fog and hard coating on the visor. The visor shall be tested to and pass the NFPA Radiant Heat Test.			
3.8 The face piece shall accommodate a light display or heads-up display			
3.9 End of service light display or heads-up display shall indicate low cylinder at 33% of full level, low battery status, PASS pre-alarm, and alarm conditions.			
3.10 Face piece shall be capable of water submersion for cleaning and disinfection.			
3.11 Face piece shall offer open port breathing while using an inhalation check valve to virtually eliminate potential cross contamination.			
3.12 Face piece shall have exhalation valve that is able to be serviced without special tools.			
3.13 Face piece shall have three head harness options constructed of flame / heat resistant assembly:			

3.13 4 Pt adjustable Head Harness (highly desired)			
3.14 5 Pt adjustable harness			
3.14 Regulator shall have a "Quick disconnect" air supply hose that terminates on the left shoulder in front of the user.			
3.15 The face piece shall be able to be separated from the second stage regulator.			
3.16 Each regulator shall have a "quick disconnect" hose that shall be a minimum of 20" long that comes off the left shoulder strap.			
3.17 Face piece Heads-Up Display (HUD) - All complete SCBA units shall be equipped with at least one heads-up display. The heads-up display shall be activated with no further procedures than those required to activate the SCBA breathing system. The heads-up display shall provide a visual display of information and system condition status for at least the cylinder air pressure. The heads up display shall be located ± 5 inches in any direction as measured from the center of the face piece lens. The heads-up display shall be visible to the SCBA wearer regardless of the wearer's head movement.			
4. Cylinder and Cylinder Valve			
4.1 All cylinders are to be approved by the United States Department of Transportation (USDOT) regulations, provisions, and exemptions that apply to the fire service usage of compressed air cylinders.			
4.2 Cylinders with 4500 psig operating pressure must be available in 45 and 60 minute durations and shall be the lightest weight possible approved by USDOT. Bidder shall provide the weight of the bottle.			
4.3 Cylinder valve assemblies shall contain a safety relief device. The cylinder valve shall contain a protected gauge visible from both sides The cylinder valve outlet shall be constructed in accordance with Compressed Gas Association's (CGA) connections No. 347. The cylinder valve shall be a "fail open" type including a pressure gauge indicating cylinder pressure at all times. The pressure gauge shall be visible and readable even in low light conditions from the backsides of the cylinder with a face piece on. The cylinder valve shall include an upstream disc safety relief valve and a hand wheel designed to reduce the risk of accidental closing of the valve during use. The cylinder valve shall be operable by a firefighter in full personal protective equipment including firefighting gloves with one hand.			
4.4 Delivered cylinders more than 90 days past their manufacture date will not be accepted			
4.5 Cylinders shall be a lightweight, composite type cylinder consisting of an aluminum liner with a total overwrap of carbon fiber, fiberglass and an epoxy resin All cylinders shall be of carbon fiber construction. All cylinders shall be USDOT approved at the time of bid. There must be a glass fiber layer or other material covering the entire surface of the cylinder for the protection of the carbon fiber material. The cylinder shall have a minimum 15-year guaranteed lifetime. Cylinders shall be new and currently dated at the time of delivery.			
4.6 Cylinder valve shall have the option to incorporate CGA thread that can be converted to quick connect cylinder without special tools.			

<p>4.7 Cylinder Truck brackets All cylinders need to be checked that the current apparatus brackets will receive them. The bidding vendor shall check to see if existing brackets will be compatible with 45-minute bottle. Currently the department uses 4500 PSI 45-minute bottle. In the event the vendor finds the brackets incompatible, the vendor shall provide include a price for upgrading the brackets all necessary apparatus. The price shall include labor and materials.</p>			
<p>5. Emergency Buddy Breathing Support System - The Dual Emergency Breathing Support System (EBSS)] shall be approved to NIOSH 42CFR, Part 84 and NFPA 1981, 2013 Edition</p>			
<p>The Dual EBSS shall have one of each of the following requirements; A. Female socket and male plug, both of which have Check valves B. Thirty-six (36) inch minimum low-pressure hose, C. A place for storing the hose, and D. A cover for the female socket and male plug</p>			
<p>5.1. All hoses, fittings and supplies necessary for Buddy Breathing shall be included and mounted to each SCBA. Buddy breathing hoses shall be at least 36” in length.</p>			
<p>5.2. Each SCBA shall be capable of operating while drawing air from a low pressure airline.</p>			
<p>5.3 The battery life of the SCBA with PASS only shall be no less than 200 hours.</p>			
<p>5.4 The PASS system and firefighter locator stem shall operate from a single power source containing six “AA” batteries.</p>			
<p>5.5 Rapid Fill 6’ High pressure hose with URC fittings</p>			
<p>6. RIT Kit</p>			
<p>6.1 Two (2) Rapid Intervention Air Rescue Packs</p>			
<p>6.2 Four (4) One Hour Bottles @ 4500 PSI</p>			
<p>6.3 Rapid Fill 6’ High pressure hose with URC fittings</p>			
<p>6.4 Fittings / adaptor to connect to URC to second stage</p>			
<p>7. Warranty, Service, and Maintenance Requirements:</p>			
<p>7.1 The warranty shall cover the entire air pack for a period of no less than 15 years, which include the pressure reducer and all electronics, speaker amplifier, heads-up display, back pack frame and pneumatic components.</p>			
<p>7.2 <i>Warranty statement must include defined amount of warranty coverage on each component, accessory and optional piece of equipment.</i></p>			
<p>7.3 Bidder must be licensed and insured and have a service, repair, and warranty facility located in the State of Connecticut.</p>			
<p>7.4 Bidder must have road technicians trained to fix issues with SCBA units and be able to respond to Town of Berlin Fire Department’s within 48 hours of notification.</p>			
<p>7.5 Bidder must be capable of performing on site annual flow testing at Town of Berlin Fire Department’s locations.</p>			

7.6 Bidder must supply basic field level service training to fire department members (20) who will be announced at a later date.			
7.7 Successful bidder shall provide annual flow testing for the first three years. The price shall be included into the bid. This will include all (77) fifty SCBA units. The date will be determined upon the units being placed into service.			
8. Miscellaneous			
8.1 PASS device shall be on the right shoulder.			
8.2 There shall be an LED light illuminating the Universal Air Connection			
8.3 The regulator shall be on the left shoulder.			
9. Trade In Value			
9.1 The Town of Berlin Fire Departments currently use SCOTT Airparks that date back to 2002. Bidder to give a Trade-in Value on the following: 84 SCOTT 50 Air Packs with maximum of 238, 45 SCBA cylinders and 84 SCBA Masks. 50 Scoot 4.5 Wire frame Air Packs, Frames Only. (The TOB FD's reserves the right to not trade-in any/all air packs.)			
ADDITIONAL VALUED ITEMS FOR CONSIDERATION	Quantity	Unit Cost	Extended Cost
Voice Amplifiers			
Spectacle Kits			
Factory Labeling of SCBA cylinders			
Factory labeling of SCBA Packs			

TOWN OF BERLIN, CONNECTICUT

ATTACHMENT B: PROPOSAL FORM
SCBA Units, Cylinders, Facemasks, RIT Kits #2017-13

PROPOSER'S FULL LEGAL NAME:

Pursuant to and in full compliance with the RFP, the undersigned certifies this proposal is submitted without collusion and all responses are true and accurate. If awarded this proposal, it is agreed this forms a contractual obligation to provide services at fees specified in this Proposal Form, subject to and in accordance with all instructions, conditions, requirements contained in the documents, including addenda, which are made part of this proposal.

PRICING

Item	Quantity	Unit Cost	Extended Cost
Complete SCBA Units shall include: 1. Backpack Harness, 2. 45-minute bottle 4500 PSI 3. One Face piece	71		
Extra SCBA Face piece	85		
Spare SCBA Cylinders: 4500 PSI, 45 minute rated, low profile, carbon wrapped cylinder.	124		
Emergency Air Supply System (RIT Pack) w/4500 PSI, 1 HR Bottle	6		
Mask Storage Bags	156		
Optional: Upgrade of Eighty-four (84) SCOTT 50, 4500 PSI Air Packs to NFPA 1891, 2013 Edition	84		
Optional: Renewable five (5) year maintenance agreements			

Please attach Description and Pricing for any additional/alternate services or other costs recommended.

Name and Title of Authorized Representative

Signature of Representative, Duly Authorized

Date

Email

Phone # and Fax

TOWN OF BERLIN, CONNECTICUT

ATTACHMENT C: PROPOSER'S STATEMENT OF REFERENCES
SCBA Units, Cylinders, Facemasks, RIT Kits #2017-13

Provide at least three (3) references:

1. BUSINESS NAME _____
ADDRESS _____
CITY, STATE _____
TELEPHONE: _____
INDIVIDUAL CONTACT NAME AND POSITION

2. BUSINESS NAME _____
ADDRESS _____
CITY, STATE _____
TELEPHONE: _____
INDIVIDUAL CONTACT NAME AND POSITION

3. BUSINESS NAME _____
ADDRESS _____
CITY, STATE _____
TELEPHONE: _____
INDIVIDUAL CONTACT NAME AND POSITION
