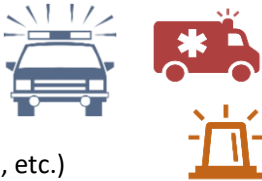



**PORTFOLIO TITLE:** [Public Safety Vehicle Accessories & LED Light Bars, Siren Warnings & Accessories \(2019 - 2024\)](#)  
**LEAD STATE:** Minnesota

<p><b>OVERVIEW:</b>          The Master Agreements within this portfolio offer emergency warning lights, sirens, and associated vehicle accessories for police, emergency, public safety, and transportation vehicles direct from the Original Equipment Manufacturer (OEM).</p>	<p><b>INITIAL TERM:</b> September 1, 2019 through August 31, 2021</p> <p><b>RENEWALS:</b> Three additional 1-year renewal options.</p> <p><b>TOTAL TERM POSSIBLE:</b> Five Years</p>
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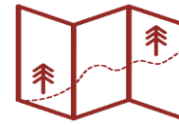
<p><b>PRODUCT CATEGORIES:</b></p> <p>Category 1: LED Light Bars (red, blue, and amber) and Other Related Accessories</p> <p>Category 2: Sirens</p> <p>Category 3: Public Safety Vehicle Accessories (toolboxes, ammo storage, firearm storage, etc.)</p>	
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<p><b>KEY BENEFITS:</b></p> <p>The following key benefits were derived from the re-procurement of this portfolio:</p> <ol style="list-style-type: none"> <li>1. Provides additional vehicle mounted equipment for public safety vehicles, such as storage containers, toolboxes, and other vehicle storage solutions.</li> <li>2. Retained majority of the incumbents and added two new suppliers to provide a wider offering of products for public safety agencies.</li> <li>3. Received deeper discounts from some of the existing suppliers.</li> <li>4. All products are FOB Destination, Freight prepaid and allowed.</li> </ol>
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<b>SUPPLIERS AVAILABLE:</b>				
	LED Light Bar and Other Related Accessories	Sirens	Public Safety Vehicle Accessories	
<a href="#">Carson Manufacturing</a>		✓		
<a href="#">Code 3</a>	✓	✓		
<a href="#">Du-Ha, Inc.</a>			✓	
<a href="#">Federal Signal</a>	✓	✓		
<a href="#">Sound Off Signal</a>	✓	✓		
<a href="#">Whelen Engineering Co.</a>	✓	✓		

<p><b>PRICING:</b></p> <p>Suppliers within this portfolio provide a specified percentage discount of the Manufacturer’s list pricing.</p> <ul style="list-style-type: none"> <li>➤ <b>Carson Manufacturing</b> – 64% off on Carson Sirens.</li> <li>➤ <b>Code 3</b> – 61% off on 2019 Price Book with an additional 5% off on orders of 10 or more of like items.</li> <li>➤ <b>Du-Ha, Inc.</b> - 27% off on the DU-HA Master Catalog, with an additional 2% off on orders of 2-4 units or an additional 4% off on 5 or more units.</li> <li>➤ <b>Federal Signal</b> - 45% off on the Police Price Book, the Fire/EMS Price Book, and the Work Truck Price Book; with an additional 2% off on orders of 25 or more units.</li> </ul>
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- **SoundOff Signal** - 52% off on 2019 Price Guide, with an additional 3% off on orders of 50-100 same item or an additional 6% off on orders of over 100 of same item.
- **Whelen** - 42% off on DOTL Price List, WL Price List, and PAWL Price List.

**PROCUREMENT BACKGROUND:**

In 2018, the NASPO ValuePoint Management Board approved conducting a reprocurement of the expiring NASPO ValuePoint LED Light Bars and Sirens portfolio. The Sourcing Team completed the RFP process in the summer of 2019 and was granted approval of the award by the Board.

**STATES ON SOURCING TEAM:**

-  Minnesota (Lead)
-  Maine
-  Missouri
-  Oklahoma
-  South Dakota



**SOLICITATION INFORMATION:**

Type: Request for Proposal (RFP)  
 Solicitation Number: RFP2000008586  
 Date Released: March 6, 2019  
 Date Closed: April 26, 2019

**PUBLIC POSTING OF SOLICITATION:**

Solicitation was Publicly Advertised from March 6, 2019 to April 26, 2019.

- Website Posted On: MN Office of State Procurement
- Posting Link: [MN Solicitation Announcements](#)
- Number of Days Solicitation was Publicly Posted: 51
- Number of Amendments Posted: 2

**PUBLIC OPENING**

Sealed responses were publicly opened on April 26, 2019 at 3:00 pm CST, in St. Paul, MN.



**VENDOR RESPONSES:**

- Number of Vendor Responses Received: 9
- Number of Non-Responsive Vendor Responses: 3
- Number of Vendor Responses Evaluated: 6

**EVALUATIONS:**

Responses were evaluated by the members of the Sourcing Team during the week of May 14-16, 2019 in Bloomington, MN.

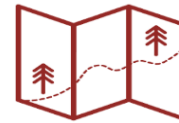
**EVALUATION CRITERIA:**

Responses were evaluated based on the following criteria:

1. Compliance with all RFP Instructions (Pass/Fail)
2. Acceptance of Terms & Conditions (Scored)
3. Technical Response (Scored)
4. Pricing (Scored)
5. Providing Ballistic Door Panels (Pass/Fail)



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**SCORING:**

Responses were scored according to the RFP’s Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State of Minnesota as identified on the [Public Safety Vehicle Accessories & LED Light Bars, Siren Warnings & Accessories \(2019 - 2024\)](#) portfolio’s NASPO ValuePoint website.

**AWARD:**

The RFP allowed for multiple vendor awards based on each vendor’s success in earning more than 500 of the total 1,000 maximum points possible during the scoring process; all six of the vendors evaluated received scores over 500 points making them eligible for award.

**PUBLIC POSTING OF AWARD:**

Award Posting Start:

Award Posting End:

Posting Link: [MN Award Postings](#)

Total Days Posted: 10 Business Days

Vendors Awarded: 6

Protests Received: 0

**AWARDED VENDORS:**

- Carson Manufacturing
- Code 3
- Du-Ha, Inc.
- Federal Signal
- Sound Off Signal
- Whelen Engineering Co.



**NO AWARD VENDORS:**

- Keltek, Inc.
- Premier Vehicle Installation
- Wolo MFG, Inc.

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