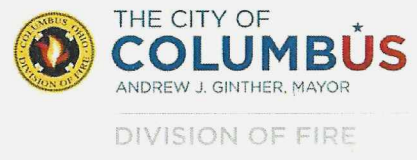


KEVIN O'CONNOR
Fire Chief



TO: Kevin O'Connor
Fire Chief

Ned Pettus, Jr., Ph.D.
Public Safety / Director

FROM: Mary K. Harper *MKH*
Fire / Management Analyst II

William Griffith *WRG / mkh*
Captain / Research & Innovation (R&I)

RE: UTC / Thermal Image Cameras (RFQ#008179)
Award Recommendation

DATE: April 5, 2018

Formal bid specifications for the Division of Fire's (CFD) thermal image cameras were published on February 26, 2018, and bids were opened on March 22, 2018. The thermal image cameras will be used by CFD during firefighting and hazardous material operations, and the cameras will include truck mounted chargers, all associated hardware and software, as well as on-site training. This Universal Term Contract (UTC) is a two (2) year contract that will expire on May 31, 2020, with an option to extend for one (1) additional year. An estimated one-hundred sixty-two thousand dollars (\$162,000.00) will be spent on this contract over a two (2) year period.

Two (2) bids were received (see attached bid tabulation). One bidder (All-American Equipment) bid the specified product (Mfg.: FLIR / Model #FLIR K65). The second bidder (Kair Inc.) bid an alternate product (Mfg.: Argus/ Model: Mi-TICS). After reviewing product specifications for the alternate product, R&I determined that the bid from Kair Inc. was non-responsive for the following reasons:

- Display Screen: the alternate product (Mi-TICS) bid by Argus offers a three and one-half inch (3-1/2") display screen while the bid specifications called for a four-inch (4") display screen. Field testing conducted by R&I on four (4) different manufacturer's thermal image cameras revealed a marked difference between a 3.5" and a 4" display screen when reading images in a smoke-filled room. The 4" display provided greater clarity and the larger images were more easily read on the display screen.
- Trade-In Allowance: Argus did not provide product pricing and/or a Trade-In Allowance on Proposal Pages 17-18, as requested. The price which the bidder entered within the RFQ document did not provide a Trade-In Allowance either. The Purchasing Office (AOB) spoke with the bidder, and confirmed via email (see attached copy) that their price includes the additional line items (charger, training, etc.) but *did not include* a Trade-In Allowance, as requested.
- Pricing: the alternate product (Mi-TICS) was higher in cost than the FLIR product when the Trade-In Allowance offered by FLIR was factored into their pricing.

CFD recommends a bid award to All-American Equipment for all three (3) line items as the overall low, responsive, responsible and best bidder.

[Signature]
APPROVED / Fire Chief / Kevin O'Connor *Acting Fire Chief 4/5/18* Date

[Signature]
APPROVED / Public Safety Director / Ned Pettus, Jr., Ph.D. *4/9/2018* Date

mkh / attachments (2 pgs. total)

Cc: Capt. Wm. Griffith / R&I
Scott Marburger, Fire / Fiscal Manager
File



Administration Bureau	3675 Parsons Avenue	Columbus OH 43207	T (614) 645.6017	F (614) 645.3040
Emergency Services Bureau	3639 Parsons Avenue	Columbus OH 43207	T (614) 645.4128	F (614) 645.4204
Fire Prevention Bureau	3639 Parsons Avenue	Columbus OH 43207	T (614) 645.7641	F (614) 645.4245
Support Services Bureau	3639 Parsons Avenue	Columbus OH 43207	T (614) 645.6385	F (614) 645.0110
Training Bureau	3639 Parsons Avenue	Columbus OH 43207	T (614) 645.6360	F (614) 645.3214

columbus.gov/fire

RFQ#008179 - UTC / THERMAL IMAGE CAMERAS (CFD)

ALL-AMERICAN EQUIPMENT (#005226):

Line Number	Product Name	Est. Qty	Unit	Unit Price	Extended Price
10	Thermal Image Camera		20 EA	\$ 7,067.00	\$ 141,340.00
20	Truck Mounted Charger		20 EA	\$ 450.00	\$ 9,000.00
30	On-Site Training (Qty. 3 / 8-Hr. Days)			Included in bid price	
	Trade-In Allowance		EA	\$2,517.00	
				Total Net	\$ 150,340.00

KAIR INC. (#021300):

Line Number	Product Name	Est. Qty	Unit	Unit Price	Extended Price
10	Thermal Image Camera		20 EA	\$ 5,249.25	***
20	Truck Mounted Charger		20 EA	\$ -	\$ -
30	On-Site Training (Qty. 3 / 8-Hr. Days)			\$ -	\$ -
				Total Net	

NOTES:

ALL-AMERICAN EQUIPMENT:

- (1) **Proposal Pages:** AAE completed Proposal Pgs. 17-18, as requested in Sec. 6.2.
- (2) **Pricing:** Pricing was provided for Lines #10 - #30 (thermal image camera, truck mounted charger, on-site training) on Proposal Pgs.
- (3) **Trade-In Allowance:** Trade-In Allowance of \$2,517.00 was provided, as requested in Sec. 3.3.1.4
- (4) **Camera / Unit Price With Trade-In Allowance:** Listed below is the final cost for camera, after Trade-In Allowance has been factored in to price. (Price does not include truck mounted charger.)

Camera / Unit Price:	\$	7,067.00
Less Trade-In Allowance:	\$	(2,517.00)
Final Cost / Camera:		\$,4550.00

KAIR INC.:

- (1) **Proposal Pages:** Kair did not complete Proposal Pgs. 17-18, as requested in Sec. 6.2, and so there was no pricing info. supplied for Lines #10 - #30 (thermal image camera, truck mounted charger, on-site training)
- (2) **Pricing:** A price of \$5,249.25 was entered into Line #10 in RFQ, with no additional information or explanation. Purchasing Office clarified with bidder that the price included charger & training.
- (3) **Trade-In Allowance:** No Trade-In Allowance was provided, as requested in Sec. 3.3.1.4

Harper, Mary K.

From: Beasley, Antonio O.
Sent: Thursday, April 05, 2018 8:58 AM
To: Harper, Mary K.
Cc: Harper, Mary K.; Griffith, William R.; Wortman, Douglas E.
Subject: FW: City of Columbus RFQ008179 Thermal Image Cameras

Importance: High

Hello Mary,

See the e-mail below in reference to the bid submitted by Kair, Inc. They were wrong in their statement about their bid being lower in price because they didn't consider the trade-ins for All-American.

Thanks,

Antonio O. Beasley
Senior Procurement Specialist
City of COLUMBUS | Purchasing Office
(614) 645-2686
aobeasley@columbus.gov

From: Tom Escher [<mailto:Tom.Escher@avon-protection.com>]
Sent: Tuesday, March 27, 2018 11:07 AM
To: Beasley, Antonio O.
Cc: Paul Simmons
Subject: RE: City of Columbus RFQ008179 Thermal Image Cameras

Hello Antonio,

Thank you for taking my call today regarding RFQ008179 Thermal Image Cameras. Our distributor Kair, Inc submitted the bid proposal and, since our bid is significantly lower in price as compared to the competitor, I'm now following up in the hopes of delivering Evaluation Units (Argus MiTic S NFPA approved) to the Department of Public Safety/Fire Division. This course of action certainly seems to be in the best interest of the Columbus Fire Department. Our company wants your City to purchase what they deem as the superior product/package regardless of brand, but we are committed to assisting in any way that we can so that the Fire Division can properly evaluate our offer.

As a reminder, after an extensive "in-the-field" evaluation of all brands currently on the market, Akron Fire Department recently selected the Argus Mi-Tic S as the brand of choice to be used Department-wide by their firefighters.

As confirmation, the price that Kair, Inc submitted (\$5,249.25) is all inclusive. It includes the camera, 2 Lithium IRON Phosphate batteries, truck mounted charger, mounting plate and hardware, Retractable Lanyard, and Power supply(AC and DC cords). Also, the On-Site Training is no-charge and the price will be for 2 years in accordance to the bid requirements. This package matches the standard Avon Protection/Argus pricing protocol for the Mi-Tic S.

Please let me know if you have any questions and I look forward to hearing from you.

Tom Escher | Regional Sales Manager, Midwest
Avon Protection Systems, Inc US 1361 Brass Mill Road, Suite F, Belcamp, MD 21017
M 219 290 9495 E tom.escher@avon-protection.com W www.avonprotectionfire.com