



County of Fairfax, Virginia

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

Date: **JUL 11 2011**

Safeware, Inc.
3200 Hubbard Road
Landover, MD 20785-2005

Attention: Edward A. Simons, President

Reference: RFP11-205753-10, Public Safety and Emergency Preparedness and Related Services

Dear Mr. Simons:

Acceptance Agreement

Contract Number: RQ11-205753-10A

This acceptance agreement signifies a contract award to Safeware, Inc. for Public Safety and Emergency Preparedness and Related Services. The period of the contract shall be from September 1, 2011 through September 30, 2014 with renewals of four (4) 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;
- 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 Special Provisions paragraph 14 within ten (10) days after receipt of this letter.

Sincerely,

Cathy A. Muse, CPPO
Director/County Purchasing Agent

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

Website: www.fairfaxcounty.gov/dpsm
Phone 703-324-3201, **TTY:** 1-800-828-1140, **Fax:** 703-324-3228



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County

MEMORANDUM OF NEGOTIATIONS

RFP11-205753-10; Public Safety and Emergency Preparedness and Related Services

The County of Fairfax (hereinafter called the County) and Safeware, Inc. (hereinafter called the Contractor) hereby agree to the following in the execution of Contract RQ11-205753-10A. The final contract contains the following documents:

- a. County's Request for Proposal RFP11-205753-10 and all Addenda;
- b. The Contractor's Technical and Cost Proposals dated April 13, 2011;
- c. The Contractor's response to clarification questions dated April 29, 2011;
- d. The Contractor's response to items for negotiation dated May 6, 2011;
- e. This Memorandum of Negotiation;
- f. County purchase order;
- g. Any amendments subsequently issued.

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

1. The Contract start date will be begin on September 1, 2011.
2. eCommerce Rebates:
 - 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 the website orders.
 - 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 the website orders.
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. The 41% discount will be taken from Safeware and Mallory's list price. Items not specifically listed in the catalog may be purchased under this contract at the above noted discount rate.
5. The National Account Manager is Charles Radcliffe.
6. The attached technical service, rental and training price lists are added and Contractor agrees that the pricing is the maximum rate and/or pricing allowed under this contract. In addition, pricing may be negotiated to a lower rate and/or price.

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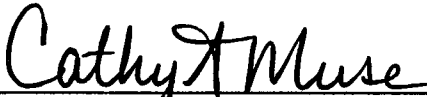
7. Signed U. S. Communities General Administration Agreement.

ACCEPTED BY:



Edward A. Simons, President
Safeware, Inc.

6/30/11
Date



Cathy A. Muse, CPPO
Director/County Purchasing Agent

7/8/2011
Date

Safeware & Mallory Technical Service Rates

*Onsite Service may include travel and accommodation charges

	Price	Discount	US Com Price	UOM
Regulator Flow Testing:	65.00	10%	58.50	EA
	95.00	10%	85.50	EA
Hydrostatic Testing (cylinders up to 4500psi)	27.00	10%	24.30	EA
Cylinder Refill up to 4500 psi	8.00	10%	7.20	EA
Portable Gas Detection	170.00	10%	153.00	EA
Respirator fit test	25.00	10%	22.50	EA
	45.00	10%	40.50	EA
Level A Suit Pressure Test and Certification	105.00	10%	94.50	EA
Mask Cleaning SCBA Cleaning	50.00	10%	45.00	EA
	75.00	10%	67.50	EA
Fire Hose Testing	0.85	10%	0.77	EA
Labor Charges				
Gas Detection Evaluation Charge	95.00	10%	85.50	EA
	75.00	10%	67.50	EA
Rush Charge	100.00	10%	90.00	EA
Pick up / Delivery	150.00	10%	135.00	EA
On-site fee	650.00	10%	585.00	EA
Emergency Response	125.00	10%	112.50	EA

Scott, MSA, Survivair, and Draeger Interspiro
 *Includes Batteries as needed
 *Includes Batteries as needed
 *Excludes Refill
 *Hazmat shipping fee's apply for refilled cylinders
 Preventative Maintenance, Calibration, Software updates and Evaluation
 *Price based on standard 4 gas mix
 *per mask
 *per mask
 NOTE: Suits must be decontaminated with letter of decon certification attached to each suit before work can be performed
 *Replacement parts not included
 *Replacement parts not included
 *Fee is waived if customer replaces equipment through Safeware
 *Completion of rush unit dependent on parts and availability
 *Available up to 60 mile radius from service center
 *Available up to 60 mile radius from service center
 *Onsite Service may include travel and accommodation charges
 *Call for price quote and availability for additional mileage
 *Per Hour Additional fee

ADDITION SERVICES

			Price Discount	US Com Price	UOM
DBI	DBI 3400115 SRL 50ft	Recertification Service	10%	540.00	EA
DBI	DBI 3400407 SRL 130ft	Recertification Service	10%	821.00	EA
DBI	DBI 3504450 SRL ULTRLOK 50ft	Recertification Service	10%	286.00	EA
DBI	DBI 3000150 SRL 39ft	Recertification Service	10%	340.00	EA
Miller	MightyLite RL20, RLS30 SRLs	Recertification Service	10%	253.00	EA
Miller	MightyLite RL30, 50, 65 SRLs	Recertification Service	10%	299.00	EA
Miller	MightyLite RL100, 130 SRLs	Recertification Service	10%	439.00	EA
Miller	M52 & 52 SRL's w/retrieval	Recertification Service	10%	450.00	EA
Miller	Manhandler 8440, 8441, 8442	Recertification Service	10%	180.00	EA
MSA	Dynalock 20'	Recertification Service	10%	524.00	EA
TSI	Port Count 8020	Calibration	10%	875.00	EA
Smiths Detection	APD2000	Calibration & Clean	10%	605.00	EA
Elwood Safety	Electrical Gloves Testing	Dielectric testing inspection and labeling.	10%	21.95	EA
Elwood Safety	Electrical Blanket Testing	Dielectric testing inspection and labeling.	10%	23.00	EA
Elwood Safety	Electrical Sleeves Testing	Dielectric testing inspection and labeling.	10%	23.00	EA
Elwood Safety	Electrical Hot Sticks	Dielectric testing inspection and labeling.	10%	6.00	FT
Drager	Drager CMS Unit - Gas detection analyzer		10%	149.00	EA
Pro Engine	AP2C - Chemical Contamination Control Device		10%	693.00	EA

FIRE RELATED SERVICES Price Discount US Com Price UOM

Not available in all areas

Portable Fire Extinguishers

Flat rate Minimum Service Charge for individual sites with 1 to 8 fire extinguishers
Annual Fire Extinguisher inspection per NFPA #10 standards

45.00 10% 40.50 EA
5.50 10% 4.95 EA

Hydrostatic Testing Per Extinguisher

Dry Chemical/H20/K-Class (Low Pressure)
CO2, SCBA, (High Pressure)
6 year Maintenance for dry chemical extinguishers

12.00 10% 10.80 EA
16.00 10% 14.40 EA
10.00 10% 9.00 EA

Recharge Fire Extinguishers (not including repair parts)

Dry Chemical ABC/BC
Dry Chemical ABC/BC 20lb
Dry Chemical ABC/BC 10lb
Dry Chemical ABC/BC 5lb
Dry Chemical ABC/BC 2-1/2lb
CO2 20lb
CO2 15lb
CO2 10lb
CO2 5lb
H2O
Class K (6 Liter)

25.00 10% 22.50 EA
20.00 10% 18.00 EA
16.00 10% 14.40 EA
14.00 10% 12.60 EA
16.00 10% 14.40 EA
15.00 10% 13.50 EA
12.00 10% 10.80 EA
10.00 10% 9.00 EA
10.00 10% 9.00 EA
85.00 10% 76.50 EA

Kitchen Hood Fire Suppression Service

Semi-Annual test and inspection per NFPA Standards
\$15.00 each for each extra cylinder per system.
Fusible link detectors changed semi-annually per NFPA Standards

75.00 10% 67.50 EA
10.00 10% 9.00 EA

Fire Alarm System test and inspection per NFPA Standards

Control Panel
Individual Devices (pull station, horn strobe, detector etc)

150.00 10% 135.00 EA
10.00 10% 9.00 EA

Safeware & Mallory Rental Pricing For US Communities

Jun-11

Confined Space/Multi Gas Meters
4 gas meter w/ pump LEL, O2, CO, H2S

PID's with Multi Gas Sensors
RAE Systems MultiRAE w/ Datalogging (PID/LEL/O2/CO/H2S)

Photoionization Detectors (PIDs)
RAE Systems MultiRAE w/datalogging (PID/LEL/O2/CO/H2S)
RAE Systems ppbRAE
RAE Systems MiniRAE 2000 (10.6eV)

Radiation Monitors
CALL

Combustible Gas Leak Detectors - Sniffers

Single Gas Meters
Single gas meter with H2S, CO or O2
Single gas meter with NH3, HCN, CL2, SO2, NO or NO2

Tripods and Winches / Entry Kits
Confined Space Entry System (includes 3 items below)

- 7' Adjustable Tripod
- SRL with Retrieval/Fall Protection (50')
- Manload Winch (60')
- Confined Space Entry System (includes 5 items below)**
- 4-Gas Monitor w/pump LEL, O2, CO, H2S
- 7' Adjustable Tripod
- SRL with Retrieval/Fall Protection (50')
- Manload Winch (60')
- Ventilation Package (A/C Powered)

UCL Adjustable Davit Arm Hoist (Where a tripod doesn't work)
Complete mast unit w/ man winch 70' cable (choose a base below)
Mobile "H" Base
Vehicle Mount

Fall Protection - Self Retracting Lines (SRL)
DBI, Miller or MSA 50' SRL Galvanized Cable

Ventilation Equipment
Confined Space Kit include: (Gas or Electric blower, saddle vent, elbow, duct, carrying case)
Explosion proof blower version of Confined Space Kit above
A/C Axial Blower with 15' duct

Manhole Guards
Manhole Guard, yellow tubular steel, collapsible

Breathing Apparatus
30 Minute SCBA Industrial
Extra SCBA Bottle - 30 minute
60 Minute SCBA Industrial
Extra SCBA Bottle - 60 minute
Emergency Escape Pack with hood - 5 minute or 10 minute
Supplied Air Full Face PD Respirator w/ 5 min Escape Pak & Hansen fittings
4 Person Manifold w/ Regulator
50' Hose
100' Hose
Pigtail (connects two bottles)
Breathing Air Filtration Box: 50 CFM 6/4 Outlets, Portable Grade D filtration

Published Price				US Communities Price		
Daily	Weekly	Monthly	Discount	Daily	Weekly	Monthly
\$75.00	\$225.00	\$675.00	10%	\$67.50	\$202.50	\$607.50
\$100.00	\$300.00	\$900.00	10%	\$90.00	\$270.00	\$810.00
\$100.00	\$300.00	\$900.00	10%	\$90.00	\$270.00	\$810.00
\$280.00	\$700.00	\$1,800.00	10%	\$252.00	\$630.00	\$1,620.00
\$120.00	\$340.00	\$1,000.00	10%	\$108.00	\$306.00	\$900.00
\$46.00	\$100.00	\$250.00	10%	\$41.40	\$90.00	\$225.00
\$50.00	\$110.00	\$300.00	10%	\$45.00	\$99.00	\$270.00
\$100.00	\$180.00	\$440.00	10%	\$90.00	\$162.00	\$396.00
\$100.00	\$280.00	\$750.00	10%	\$90.00	\$252.00	\$675.00
\$30.00	\$100.00	\$225.00	10%	\$27.00	\$90.00	\$202.50
\$50.00	\$140.00	\$400.00	10%	\$45.00	\$126.00	\$360.00
\$55.00	\$165.00	\$495.00	10%	\$49.50	\$148.50	\$445.50
\$200.00	\$600.00	\$1,800.00	10%	\$180.00	\$540.00	\$1,620.00
\$75.00	\$225.00	\$675.00	10%	\$67.50	\$202.50	\$607.50
\$30.00	\$100.00	\$225.00	10%	\$27.00	\$90.00	\$202.50
\$50.00	\$140.00	\$400.00	10%	\$45.00	\$126.00	\$360.00
\$55.00	\$165.00	\$495.00	10%	\$49.50	\$148.50	\$445.50
\$60.00	\$180.00	\$540.00	10%	\$54.00	\$162.00	\$486.00
\$100.00	\$280.00	\$750.00	10%	\$90.00	\$252.00	\$675.00
\$50.00	\$140.00	\$400.00	10%	\$45.00	\$126.00	\$360.00
\$90.00	\$180.00	\$550.00	10%	\$81.00	\$162.00	\$495.00
\$120.00	\$300.00	\$900.00	10%	\$108.00	\$270.00	\$810.00
\$70.00	\$150.00	\$450.00	10%	\$63.00	\$135.00	\$405.00
\$30.00	\$60.00	\$240.00	10%	\$27.00	\$54.00	\$216.00
\$80.00	\$190.00	\$550.00	10%	\$72.00	\$171.00	\$495.00
\$20.00	\$60.00	\$160.00	10%	\$18.00	\$54.00	\$144.00
\$110.00	\$290.00	\$720.00	10%	\$99.00	\$261.00	\$648.00
\$20.00	\$60.00	\$160.00	10%	\$18.00	\$54.00	\$144.00
\$20.00	\$60.00	\$180.00	10%	\$18.00	\$54.00	\$162.00
\$60.00	\$150.00	\$400.00	10%	\$54.00	\$135.00	\$360.00
\$50.00	\$100.00	\$300.00	10%	\$45.00	\$90.00	\$270.00
\$20.00	\$50.00	\$100.00	10%	\$18.00	\$45.00	\$90.00
\$28.00	\$60.00	\$150.00	10%	\$25.20	\$54.00	\$135.00
\$10.00	\$30.00	\$60.00	10%	\$9.00	\$27.00	\$54.00
\$100.00	\$260.00	\$690.00	10%	\$90.00	\$234.00	\$621.00

Personal Air Sampling Equipment

	Daily	Weekly	Monthly	Discount	Daily	Weekly	Monthly
MSA Escort ELF	\$38.00	\$76.00	\$240.00	10%	\$34.20	\$68.40	\$216.00
MSA Escort ELF (5 Pack)	\$120.00	\$350.00	\$980.00	10%	\$108.00	\$315.00	\$882.00
MSA Gemini Twin Port Sampler 0 to 500 mL/min	\$16.00	\$30.00	\$60.00	10%	\$14.40	\$27.00	\$54.00
MSA 10mm cyclone assembly	\$16.00	\$30.00	\$60.00	10%	\$14.40	\$27.00	\$54.00
MSA Digical sampling Calibrator	\$32.00	\$96.00	\$340.00	10%	\$28.80	\$86.40	\$306.00

High Volume Air Sampling Equipment

	Daily	Weekly	Monthly	Discount	Daily	Weekly	Monthly
Rotary vane pump (3-20 LPM) A/C Version	\$70.00	\$140.00	\$350.00	10%	\$63.00	\$126.00	\$315.00

Hand Operated Air Sampling Equipment

	Daily	Weekly	Monthly	Discount	Daily	Weekly	Monthly
MSA Kwik Draw Deluxe Pump	\$26.00	\$52.00	\$150.00	10%	\$23.40	\$46.80	\$135.00

Indoor Air Quality

	Daily	Weekly	Monthly	Discount	Daily	Weekly	Monthly
IAQ Monitor (CO, CO2, Temp., Humidity)	\$200.00	\$400.00	\$1,200	10%	\$180.00	\$360.00	\$1,080.00
IR - CO2 Meter (0-10%)	\$130.00	\$300.00	\$900	10%	\$117.00	\$270.00	\$810.00

Respirator Fit Test Equipment - Quantitative

	Daily	Weekly	Monthly	Discount	Daily	Weekly	Monthly
TSI PortaCount Plus - Respirator Fit Tester	\$250.00	\$650.00	\$1,990.00	10%	\$225.00	\$585.00	\$1,791.00
TSI N95 Companion	\$200.00	\$540.00	\$1,200.00	10%	\$180.00	\$486.00	\$1,080.00
OHD Fit Tester	\$150.00	\$600.00	\$900.00	110%	\$135.00	\$540.00	\$810.00
Adapter (Specify Brand & Model Number)	\$30.00	\$70.00	\$140.00	10%	\$27.00	\$63.00	\$126.00

3M 6000 & 7000 series FT adaptor

Scott Xcel 1/2 mask FT adaptor

Fit Test Adapter MSA QuickCheck I - Demand style UltraVue Facepieces

Fit Test Adapter MSA QuickCheck II - All Comfo models, Duo-Twin, Ultra-Twin

Fit Test Adapter MSA QuickCheck III - Ultra Elite Full Facepiece

Fit Test Adapter MSA QuickCheck IV - Ultra Elite & UltraVue w/ 1/4 turn disconnect

Fit Test Adapter MSA QuickCheck 1000 - Advantage 1000

Fit Test Adapter Advantage Adapter - Use with A5859A Advantage 200 and 1000

Fit Test Adapter Scott AV2000 - Scott-o-Visa, AV-2000

Fit Test Adapter 3M 601 - Bayonet attachment with 2091 or 7093 filters

Fit Test Adapter Survivair - 4000 Series MED

Fit Test Adapter North - 821K

Fit Test Adapter North - Full/Half Mask

Mask Converter North - 80004(s) to 7700-23 (5400, 5500, 7600, 7700, 7800)

Fit Test Adapter Interspiro

Sound Level Meters

	Daily	Weekly	Monthly	Discount	Daily	Weekly	Monthly
Quest Type 2 SLM w/ Calibrator	\$80.00	\$220.00	\$640.00	10%	\$72.00	\$198.00	\$576.00
Quest Type 2 SLM w/ Calibrator, Datalogging	\$120.00	\$320.00	\$780.00	10%	\$108.00	\$288.00	\$702.00
Laptop Computer with Quest Software Suite for datalogging	\$120.00	\$340.00	\$740.00	10%	\$108.00	\$306.00	\$666.00
Quest Model OB-300 Octave Band Analyzer	\$90.00	\$200.00	\$560.00	10%	\$81.00	\$180.00	\$504.00
Quest Model OB-100 Octave Band Analyzer	\$60.00	\$130.00	\$320.00	10%	\$54.00	\$117.00	\$288.00
Quest VA-508C Vibration Adapter	\$70.00	\$220.00	\$700.00	10%	\$63.00	\$198.00	\$630.00
Tripod	\$10.00	\$20.00	\$40.00	10%	\$9.00	\$18.00	\$36.00

Temperature Meters

	Daily	Weekly	Monthly	Discount	Daily	Weekly	Monthly
Quest Temp 10 Personal Heat Stress Monitor	\$100.00	\$230.00	\$640.00	10%	\$90.00	\$207.00	\$576.00

Automated External Defibrillators

	Daily	Weekly	Monthly	Discount	Daily	Weekly	Monthly
Cardiac Science Powerheart AED	n/a	\$500.00	\$1,200.00	10%		\$450.00	\$1,080.00

Fire Extinguishers

	Daily	Weekly	Monthly	Discount	Daily	Weekly	Monthly
20 # ABC	\$8.00	\$20.00	\$48.00	10%	\$7.20	\$18.00	\$43.20

Standard or Expedited Shipping costs are not included.
 Some material may require hazardous material shipping.
 Other rental equipment available, call for information

Safeware & Mallory Safety Training

June-11

Classroom or onsite Training	Published Price	Discount	US Com Price
Half Day	\$975.00	10%	\$ 877.50
Full Day	\$1,500.00	10%	\$ 1,350.00
Travel Rate half Day	\$487.50	10%	\$ 438.75
Travel Rate Full Day	\$750.00	10%	\$ 675.00

Training Classes:

Job Safety Analysis/Job Hazard Analysis

Ladder Safety

Lead Safety

Lockout/Tagout Electrical Safety (authorized, affected and other)

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

Slinging and Rigging

Spill Response Team Training

TB & Airborne Pathogens

Trenching & Excavation Competent Person

Work Zone Safety Supervisor

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
Customer Specific Safety Training
Local Government Challenges in Safety

Other Classes available, onsite or classroom

Maximum quantity of students vary with course

Customized classes available

Basic Training material included

Additional equipment may be required and is not included in rates

Travel and accomodations not included

Halfday minimum

Training facilites provided by customer

Commercial training facilities can be provided as a passthrough

Some courses may require multiple days