TXShare
Your Public Sector Solutions Center

REQUEST FOR PROPOSALS
For

Self-Contained Breathing Apparatus

RFP #2025-124

October 2025

REQUEST FOR PROPOSALS
For

Self-Contained Breathing Apparatus

RFP # 2025-124

Sealed proposals will be accepted until 2:00 PM CT, **November 21, 2025,** and then publicly opened and read aloud thereafter.

_____
Legal Name of Proposing Firm

_____ _____
Contact Person for This Proposal Title

_____ _____
Contact Person Telephone Number Contact Person E-Mail Address

_____
Street Address of Principal Place of Business City/State Zip

_____
Mailing Address of Principal Place of Business City/State Zip

Is your business registered with the Texas Secretary of State? ____Yes ____No

What is the business's Secretary of State filing number? _____

Acknowledgment of Addenda (initial): #1_____#2 ____#3 ____#4 ____#5 ____

NOTE: Any confidential/proprietary information must be clearly labeled as "confidential/proprietary". All proposals are subject to the Texas Public Information Act.

SECTION 1: OVERVIEW

PURPOSE

The North Central Texas Council of Governments ("NCTCOG") seeks an experienced vendor or vendors to provide the goods or services described herein to the members of its TXShare Cooperative Purchasing Program ("TXShare"). The awarded contract(s) will be promoted via TXShare. The goal of this RFP is to establish contracts with one or more qualified vendors to provide goods and services to municipalities, counties, school districts, and other government agencies on as-needed basis.

This RFP is soliciting innovative proposals on behalf of TXShare membership from vendors to provide **self-contained breathing apparatus ("SCBA") whole goods, accessories & parts, flow testing, maintenance & repair.** The member entities will decide individually if they wish to use the awarded contracts. Awarded contractors will also be able to market their services to any government entity or non-profit through a cooperative contract.

The vendor shall thoroughly describe all the services that it desires to provide in the proposal it submits.

1.0.1 Definitions:

- "RFP" or "solicitation" – this Request for Proposals document;
- "Vendor" - interested business;
- "You" or "Offeror" - vendor responding with a proposal;
- "Contractor" – Offeror awarded a contract;
- "Governmental Entity" – a government agency or non-profit organization;
- "Customer" – a governmental entity.

1.0.2 Outcome

The desired outcome of this RFP is for NCTCOG to enter into a Master Services Agreement ("MSA") with one or more Contractors to supply municipalities, counties, utility districts, school districts and other governmental agencies ("Customer", "Government Entity") with assistance to obtain the described services from fully licensed vendors authorized to do business in the locations selected on Exhibit 3.

The NCTCOG intends to award Contracts through its TXShare purchasing cooperative to multiple Contractors. Members of TXShare ("Customer" or "Member") will have the option to utilize these contracts to fulfill their needs. The contract award does not guarantee any specific number of sales to any firm awarded under this contract. The goods or services will be ordered on an as-needed basis by TXShare members at their sole discretion. **There are no scheduled orders at this time,** but there is the expectation that needs will arise among the members of the TXShare cooperative. Vendors awarded contracts will be uniquely positioned to market their products to these potential Customers. Each Customer will negotiate their own order terms on an as needed basis.

SECTION 2: TXSHARE COOPERATIVE PURCHASING PROGRAM

2.0 BENEFITS OF A COOPERATIVE PURCHASING PROGRAM

2.0.1 How Does a Cooperative Purchasing Program Work?

A government cooperative purchasing program, such as TXShare, is a cooperative arrangement for acquiring goods or services that involves aggregating the demand of two or more government agencies to obtain a more economical purchase.

Government entities (cities, counties, water districts, school districts, etc.) sign up as members to use cooperative purchasing programs through a cooperative purchasing agreement. Additionally, non-profit organizations are allowed to sign up as members.

2.0.2 How Does a Government Entity Benefit?

Cooperatives help government agencies find the right goods and services that best fits their need and expedite purchases without requiring additional solicitations (RFP or IFB) to comply with laws and regulations.

TXShare uses the NCTCOG as the lead public entity to publicly solicit and award contracts through a Request for Proposal ("RFP") process. TXShare members are eligible to access these contracts by signing an intergovernmental agreement with the NCTCOG, thereby eliminating the need to complete their own RFP process.

Membership in the TXShare cooperative purchasing program provides the agencies with access to contracts for goods and services at pre-negotiated rates or prices. Typically, the entity member then purchases the goods or services by negotiating with the cooperative's awarded vendors and places purchase orders, or enters into sub-agreements, based on the rates or prices listed in the cooperative purchasing program's contracts.

2.0.3 How Does A Vendor Benefit?

A Request for Proposal (RFP) such as this one is a document that competitively solicits bids from potential vendors for goods or services. The lead public entity (NCTCOG) is an independent government entity that carries out the advertising and bid procedures required by state law.

All of TXShare's contracts are competitively bid and publicly awarded through this process. NCTCOG prepares the RFP incorporating the required cooperative purchasing language that allows its entity members across the nation to utilize the awarded contract(s).

Vendors respond to the RFP by submitting their proposals. NCTCOG evaluates the responses and awards a Master Services Agreement for the TXShare cooperative, thus establishing the availability for nationwide use of the resulting contracts.

Vendors who successfully compete in the RFP process and are awarded a contract may market to any public entity or non-profit and can then forgo the RFP process for an individual entity.

When marketing to a customer, the awarded vendor can provide a quote to the customer for its unique needs based on the pricing, terms and conditions of its contracts. For a vendor, being awarded a cooperative contract can help shorten the sales cycles considerably. This is especially beneficial for smaller firms, like startups, that may not otherwise be able to access the government market.

2.0.4 Mutual Benefits

Performing a competitive bidding process typically takes in excess of 90 days to create the RFP solicitation, collect and evaluate proposals, then negotiate and award the contract. Reducing the amount of time that purchasing staff spend managing new solicitations and generating new contracts, especially for goods or services that don't require too much customization, saves months of administrative time and effort. Reducing the need to respond to every bid process and marketing directly to the customer saves time

and money as well as is an "ace in the hole" for a vendor when closing the sale on its goods or services covered by a cooperative contract. Smaller government customers can achieve price-saving advantages from purchasing off a cooperative program with greater purchasing power. Contractors awarded a TXShare contract should always mention to prospective Customers that they hold a TXShare contract.

Note: There is no obligation on the part of any Customer to purchase goods or services through the awarded contracts nor is there any guarantee, implied or otherwise, that the awarded contractor(s) will make any sales based on this solicitation.

2.1 NCTCOG OVERVIEW

The NCTCOG is a voluntary association of, by, and for local governments and was established to assist local governments in planning for common needs, cooperating for mutual benefit and coordinating for sound regional development. NCTCOG serves a 16-entity metropolitan region surrounding the cities of Dallas and Fort Worth.

NCTCOG's governing structure is as follows: each member government appoints a voting representative from their governing body. These voting representatives form the General Assembly, which annually elects a 17-member Executive Board. The Board also includes one ex-officio non-voting member of the legislature. The Executive Board is supported by policy development, technical advisory, and study committees, as well as professional staff.

2.2 TXSHARE OVERVIEW

The TXShare Purchasing Cooperative is a program of the NCTCOG. Currently the TXShare Purchasing Cooperative has over 300 members from across the USA, including counties, cities, school districts, and special districts.

2.3 TXSHARE PROGRAM EXPLANATION

NCTCOG intends to make the contract awarded from this solicitation available to other public entities through TXShare. By promoting their TXShare contract(s) to public entities, contractors reduce the need to repeatedly respond to public customer bids or requests for proposals. The contractor then realizes substantial efficiencies that will increase sales opportunities. Contractors agree to pay an administrative fee to TXShare calculated as a percentage of sales processed through the TXShare contracts awarded and held by the contractor. This administrative fee is not an added cost to be invoiced by the contractor to TXShare participants. This administrative fee covers the costs of contract marketing and facilitation incurred by TXShare.

Under the TXShare program, any public customer or non-profit can use the TXShare contract and its selected contractor(s) to make purchases necessary to pursue their own needs. Offerors awarded a contract under the TXShare program may offer their services nationwide if they desire to do so. The TXShare contract offers a unique advertising advantage to a contractor to promote its services, as the contract satisfies most public entities' procurement requirements.

2.4 CONTRACT MANAGEMENT AND REPORTING

The contractor will be required to track and report to NCTCOG its TXShare sales activities relating to the master contract. The contractor will be required to provide management reports on a quarterly basis. Examples of management report data include, but are not limited to:

- Participating public customer's name; pricing option chosen; total fee charged. NCTCOG and contractor will agree to form and content of reports after award of contract.

2.5 ADMINISTRATIVE FEE

TXShare will collect an administrative fee, in the form of a percentage of sales, that will apply to all sales between the contractor and public entities using the cooperative program awarded contract. NCTCOG is included as a public entity customer as it may also make purchases through the contract. The administrative fee will be remitted by the contractor to NCTCOG on a quarterly basis, along with required quarterly reporting. The administration fee for this program will be 2.5% of sales. This fee shall be calculated into your rate card and shall not be invoiced separately to the Customer.

2.6 INTERLOCAL AGREEMENT

Governmental entities are extended the opportunity to purchase from contracts awarded by the NCTCOG TXShare purchasing cooperative by virtue of an interlocal agreement between the entity and NCTCOG. However, all parties understand, and all parties hereby expressly agree, that the NCTCOG is not an agent of, partner to or representative of those government entities and that NCTCOG is not obligated or liable for any action or debts that arise out of the government customer's purchase.

2.7 STANDARD TERMS AND CONDITIONS

The NCTCOG Procurement Standard Terms and Conditions can be found at www.nctcog.org in the "Open Solicitations" tab, or by clicking HERE. Proposers shall certify its compliance with these requirements as part of their proposal response by completing the certifications included with the RFP document "Attachments" section. Failure to submit the required certification statement may be grounds for finding the proposal nonresponsive.

2.7 RESPONDENT ELIGIBILITY

Firms that are legally required to register with the Texas Secretary of State shall provide their current filing number on the Cover Page (page 2) of this document and include the Cover Page with their proposal.

SECTION 3: GENERAL INFORMATION

3.0 CONTRACT INTENT

NCTCOG intends to contract with one or more qualified Offeror(s) based upon the qualifications of the Offeror and the categories of goods or services they are able to provide. However, NCTCOG anticipates exploring any viable alternative for providing these goods or services and may decide, after reviewing the proposals submitted, to reject all proposals and not to enter into any agreement.

3.1 ADMINISTRATIVE GUIDANCE

The information provided herein is intended to assist vendors in the preparation of proposals necessary to properly respond to this solicitation. The solicitation is designed to provide interested vendors with sufficient basic information to submit proposals meeting minimum requirements but is not intended to limit a submission's content or to exclude any relevant or essential data there from. You are at liberty and are encouraged to expand upon the specifications to give additional evidence of your ability to provide the services requested in this solicitation.

3.2 ADDENDA

Addenda to this solicitation will be made available to vendors on the Bidnet Direct website. It is the vendor's responsibility to check for any addenda that may be issued. You shall acknowledge receipt of addenda by checking the appropriate spaces on the cover sheet of this RFP and submit with their proposal.

3.3 SOLICITATION SCHEDULE

The anticipated schedule for the RFP process is given below. All times indicated are Central Time (CT).

The anticipated schedule is as follows:

RFP Issued	**October 29, 2025**	
Pre-Proposal Conference	**None**	
Inquiry Period Ends	**November 14, 2025**	**5:00 PM CT**
Proposal Due Date	**November 21, 2025**	**2:00 PM CT**
Planned Contract Award	**January, 2025**	

NCTCOG reserves the right to change this schedule at any time.

3.4 PRE-PROPOSAL CONFERENCE

None

3.5 QUESTIONS AND REQUESTS FOR CLARIFICATION (INQUIRY)

Vendors will have the ability to submit questions in writing via the Bidnet platform until the proposal deadline. However, it is important to note that questions received less than seven (7) days prior to the proposal due date may not be answered in a timely manner. Vendor-specific questions about the process will often be answered directly. However, substantive questions that are not properly addressed in the solicitation information will be properly published to all vendors on Bidnet. Proposers are responsible for reviewing the Bidnet Direct website for any addenda or updates related to this RFP prior to the closing date.

3.6 PROPOSAL SUBMISSION

In order to respond to this RFP, as well as receive notifications, updates, addenda, and other information regarding this solicitation, NCTCOG requires that Respondents be registered with Bidnet Direct.

Registration with Bidnet Direct allows vendors to view all the NCTCOG's active procurement solicitations. The landing page for this project is found here. For your review, below are links that direct vendors to Bidnet Direct's training videos to help you navigate BidNet Direct.

How to use Bidnet Direct

Searching- Responding to Bids

Managing your Account

Electronic submission of proposals shall be made in English, in searchable PDF format, and must be finished uploading to the Bidnet Direct portal no later than 2:00 P.M. (Central Time) on **November 21, 2025.** Proposals that have not completed uploading will be rejected by the Bidnet system.

It is the responsibility of the respondent(s) to ensure that the proposals are received in the Bidnet Direct portal by the designated due date and time. NCTCOG assumes no responsibility for delays caused by connectivity, website access, or any other access limitations. Late proposals will not be accepted by Bidnet Direct nor by NCTCOG through any other means of delivery and will not be opened nor considered in the evaluation of the proposal.

Proposals may be withdrawn at any time prior to the submittal deadline, but they may not be withdrawn after the official opening.

Submission Support and Guidance
For assistance with the submission process, please refer to this helpful video link:

Lesson 3 – Creating and Submitting a Bid

Vendors are strongly encouraged to submit their proposals as early as possible and (at least 12 to 24 hours prior to the deadline) and not wait until the due date to attempt an upload to allow sufficient time to address any technical issues that you may have arise with the Bidnet Direct platform.

For Bidnet Direct vendor support, please contact:

- Phone Support: (800) 835-4603 Option 2
- Email Support: support@bidnet.com

Proposals received will be publicly opened after the response submission deadline on Bidnet Direct. Only the names of the vendor submitting the proposal will be read aloud. No other information will be disclosed at that time.

Proposal information is restricted and not publicly available until after the award of a contract. All documents associated with the proposal submitted, unless the respondent indicates a portion of the proposal is proprietary, may be subject to public inspection in accordance with the Public Information Act. All information obtained in the course of this solicitation will become property of NCTCOG.

NOTE: Any confidential/proprietary information must be clearly labeled as "confidential/proprietary". All proposals are subject to the Texas Public Information Act.

3.7 PUBLIC OPENING

The public opening for this RFP will be conducted beginning approximately 2:05 PM CT on the date proposal submissions are due. The opening meeting will be held virtually via Microsoft Teams and will be recorded. Please note that a large volume of proposals may result in a lengthy opening process.

Here is the Teams access information:

Microsoft Teams
Join the meeting now
Meeting ID: 241 878 753 169 2
Passcode: fP3Zu7JK

Dial in by phone
(903) 508-4574
Find a local number
Phone conference ID: 365 330 925#

If you are dialing in, please notify the organizer of the meeting of your phone number so the lobby can be monitored.

Only the names of the Offerors submitting a proposal will be read aloud. No other information will be disclosed at the time of opening.

Any part of the proposal that you desire to declare as confidential information must be noted as such where the information is found in the proposal. Claims of confidentiality are subject to the opinion of the Texas Office of the Attorney General, should NCTCOG receive an open records request.

SECTION 4: EVALUATION AND AWARD

4.0 TIME FOR EVALUATION

Unless stated otherwise elsewhere in this Request for Proposals, all proposals of qualification submitted shall remain valid for a minimum of 120 calendar days after the due date to allow adequate time for evaluation and award.

4.1 EVALUATION PROCESS

All submissions in response to this solicitation will be evaluated in a manner consistent with the NCTCOG and all applicable rules and policies.

A proposal review committee will be assembled to perform the evaluations. Once proposals have been submitted, the NCTCOG will conduct discussions with the offeror or offerors whom the NCTCOG determines to be reasonably qualified for the award of the contract. Non-responsive submissions (those not conforming to the solicitation requirements) will be eliminated. Each respondent bears sole responsibility for the items included or not included in the response submitted by that respondent. NCTCOG reserves the right to disqualify any submission that includes significant deviations or exceptions to the terms, conditions, and/or specifications in this solicitation.

A proposal review committee will be assembled to perform the evaluations. In the initial phase of the evaluation process, the evaluation committee will review all proposals that have been received before the solicitation due date.

The NCTCOG reserves the right to reject any and all submittals and to waive any informality in submittals received, deemed to be in the best interest of the NCTCOG.

4.2 BAFO AND CLARIFICATION REQUESTS

Once proposals have been submitted, the NCTCOG evaluates the proposals and determines which of those are determined to be reasonably qualified for award. Those so determined will be reviewed and scored. Clarification requests may be requested of firms where clarifying information is necessary to better understand the meaning of any part of a bid submission. Best and final offers ("BAFO") for those reasonably qualified may be obtained by allowing the submission of a BAFO before the final decision is made to award a contract.

NCTCOG reserves the right to be the sole judge as to the overall acceptability of any submission or to judge the individual merits of specific provisions within competing offers.

4.3 ORAL PRESENTATIONS

NCTCOG reserves the right to require a presentation by the firm to supplement their written submission. These presentations will be scheduled, if required, after Proposals are received and prior to the award of the Contract.

4.4 AWARD OF THE CONTRACT

Upon completion of the evaluation process, NCTCOG may award the contracts to one or more respondent(s) whose submission is determined to be advantageous to NCTCOG's TXShare members.

4.5 PROPOSAL EVALUATION CRITERIA

The criteria to be used to evaluate submissions are as follows:

Weighted Scoring Criteria		**Weighted Maximum Percentage Points**
Project-Related Experience and Qualifications	Points will be awarded based on the clear inclusion and quality of response regarding the required information regarding ***Project-Related Experience and Qualifications***, as outlined in greater detail in **Section 6.**	30%
Technical Proposal	Points will be awarded based on the clear inclusion and quality of response regarding the required details of the ***Technical Proposal***, as outlined in greater detail in **Section 6.**	50%
Proposal Pricing	Points will be awarded based on responses to ***Exhibit 1***, as outlined in greater detail in **Section 6**.	20%
	TOTAL POSSIBLE PERCENTAGE POINTS	***100%***

SECTION 5: SPECIFICATIONS

5.0 SCOPE OF WORK

This RFP is soliciting innovative proposals on behalf of TXShare membership from qualified vendors to deliver catalog contracts **offering self-contained breathing apparatus ("SCBA"), accessories, repair parts and service** in the categories listed below:

Category #1: Self-contained Breathing Apparatus (SCBA)
Category #2: SCBA Accessories
Category #3: SCBA Replacement Parts
Category #4: Firefighter Accountability System and Accessories.
Category #5: SCBA On-site Flow Testing
Category #6: SCBA Hydrostatic Testing Services
Category #7: Other Ancillary Goods or Services

5.0.1 Purpose

Fire departments, districts, ESDs, volunteer fire departments, and other entities currently use self-contained breathing apparatus and accessories, replacement parts for these items, accessories, personal accountability system and accessories, on-site flow testing and hydrostatic testing services, and maintenance/repair services.

The purpose of this solicitation is two-fold:

- To provide one or more contracts for Scott Safety brand equipment
- To provide one or more contracts for other brands of like equipment

TXShare cooperative members may utilize any awarded contract on an as-needed basis. This is a solicitation for both goods and services.

******YOU UNDERSTAND THAT THERE IS NO ORDER TO BE FILLED AT THIS TIME.******

Orders will be placed at the Customer's discretion on an as-needed basis. There is no obligation on the part of any Customer to utilize any of the contracts awarded through this solicitation.

5.0.2 Offer

Your proposal should describe what items you wish to offer. You are to provide information describing the items, either through a written catalog such as an Excel file, or via a link to your online catalog. If you are offering a lengthy list of items, you may find the link to be more efficient. You may select any category, or combination of categories, and shall describe what specific items within the category you are proposing to offer. You should make it clear to us what it is you wish to sell and demonstrate your capability to provide all or part of the requested goods or services. A proposal will be evaluated only for the goods or services it offers. Anything left out may not be considered.

As you will see, proposals are sought for Scott Safety branded products and for alternative equivalent products. The reason being is that some cooperative members are established Scott Safety users and can only use certain Scott Safety branded products. However, this solicitation does not intend to restrict responses to only Scott Safety branded products and respondents are welcome to propose other alternative equivalents. Unless otherwise stated, the specifications of the alternative equivalent items herein are intended to be non-proprietary and should be construed as such. Any catalog numbers, brand names,

manufacturer product or reference numbers used in the item specifications in this RFP are intended to be descriptive, not restrictive. These references, as well as "approved brands and/or models" listed, are intended to identify and indicate the type of product being sought and establish the level of quality desired. If any conflict exists in the item specifications between the product descriptions and any brand names or model or reference numbers used, the product descriptions will override the brand names or model number references. Full product details and specification sheets for the alternative equivalents must be provided with your proposal either via a catalog link or narrative attached to your proposal.

The Contractor shall furnish all labor, tools, equipment, materials, and supplies required to effectively perform the services or provide the goods in accordance with the specifications described herein. **All freight, service call fees, travel time or mileage is the responsibility of the Contractor UNLESS you explicitly state otherwise in your proposal these are to be an additional cost to the customer.**

IMPORTANT: In your proposal you are to answer all the questions listed in the following Sections 5.1 and 5.2. Number your responses according to the questions. In addition, you should provide any additional information about your services and your company that you feel will explain why you are the most qualified provider.

5.1 TECHNICAL SPECIFICATIONS

Your firm is asked to propose self-contained breathing apparatus (Scott Safety NFPA 2018 edition Air-Pak 75 brand or equivalent), manufacturer approved accessories, Scott Safety Rit-Pak III brand or equivalent; and accessories, Scott Safety SEMS II personal accountability system (brand or equivalent) and accessories. In addition, manufacturer authorized services for your offered brand, and on-site flow testing and hydrostatic testing services for your offered brand.

5.1.1 NFPA Standards and Revisions

- NFPA STANDARD 1970 2025 Version

  This edition of NFPA 1970, Standard on Protective Ensembles for Structural and Proximity Fire Fighting, Emergency Medical Operations, and CBRN Terrorism Incident Response, was prepared by the NFPA Technical Committee on Emergency Services Protective Clothing and Equipment and released by the NFPA Technical Correlating Committee on Fire and Emergency Services Protective Clothing and Equipment. It was issued by the NFPA Standards Council on September 18, 2024, with an effective date of the same, and supersedes the previous editions of NFPA 1981, 1971, 1975, and 1982.

  The 2025 edition of NFPA 1970 represents a major consolidation and revision of multiple standards, including NFPA 1981 (Standard on Open-Circuit Self-Contained Breathing Apparatus for Emergency Services). Key changes to the SCBA requirements in this edition include updates to the End-of-Service-Time Indicator (EOSTI) activation thresholds, electronic data-logging, HUD displays, universal EBSS fittings, removability of soft goods for cleaning, and enhanced performance criteria for environmental durability, wireless communication integration, and restricted substance content.

- NFPA STANDARD 1981

  This edition of NFPA Standard 1981, *Standard on Open-Circuit Self-Contained Breathing Apparatus (SCBA) for Emergency Services*, was prepared by the NFPA Technical Committee on Respiratory Protection Equipment and released by the NFPA Technical Correlating Committee on Fire and Emergency Services Protective Clothing and Equipment. It was issued by the NFPA Standards Council on August 14, 2018, with an effective date of September 03, 2018, and supersedes all previous editions.

  The 2018 edition of the NFPA 1981 Standard (the eighth edition) represents a revision of the standard.

The published changes to NFPA 1981 are revisions to the Second Stage Regulator Retention & Removal, Pneumatic Data-logging, and Universal EBSS Fitting & Minimum Requirements.

- NFPA STANDARD 1982
  This edition of NFPA Standard 1982, *Standard on Personal Alert Safety Systems (PASS),* was prepared by the NFPA Technical Committee on Electronic Safety Equipment and released by the NFPA Technical Correlating Committee on Fire and Emergency Services Protective Clothing and Equipment. It was Issued by the NFPA Standards Council on November 10, 2017, with an effective date of November 30, 2017, and supersedes all previous editions.

  The 2018 edition has published changes to the Universal PASS Tone. In December 2016, a Tentative Interim Amendment (TIA) was issued requiring all manufacturers of PASS devices to change the alarm tone as required in the NFPA 1982, 2013 Edition standard for PASS devices manufactured on December 21, 2016. This change was a result of firefighters expressing concerns about the performance and selection of the PASS tone chosen in the first iteration of the NFPA 1982, 2013 Edition standard. The new universal PASS alarm tone is incorporated as part of the NFPA 1982, 2018 Edition standard.

  All clothing and equipment offered shall be certified to the applicable NFPA Standard referenced in these specifications, including any updated and revised standards.

- NFPA 2013 EDITION
  Product Label Requirements

  In addition to the NIOSH certification label, each SCBA shall have an SCBA product label, which shall be permanently and conspicuously attached to the SCBA.

  Multiple label pieces shall be permitted in order to carry all statements and information required to be on the SCBA product label; however all label pieces of the product label shall be located adjacent to each other.

  The certification organization's label, symbol, or identifying mark shall be attached to both the NIOSH certification label and the SCBA product label or be a part of the product labels and shall be placed in a conspicuous location. All letters shall be at least 2.5 mm (3/32 in.) in height, and the label, symbol, or identifying mark shall be at least 6 mm (15/64 in.) in height.

  All worded portions of both required product labels shall be at least in English.

  Symbols and other worded pictorial graphic representations shall be permitted to be used to supplement worded statements on the product label(s).

  The SCBA product label shall bear the following compliance statement legibly printed, and all letters and numbers shall be at least 2 mm in height:

  "THIS SCBA MEETS THE REQUIREMENTS OF NFPA 1981, STANDARD ON OPEN-CIRCUIT SELF-CONTAINED BREATHING APPARATUS (SCBA) FOR EMERGENCY SERVICES, 2013 EDITION. DO NOT REMOVE THIS LABEL"

  SCBA components, as listed on the NIOSH certification labels, shall be marked directly on the component with the lot number, the serial number, or the year and month of manufacture.

You may propose Scott Safety or equivalent brand. Be sure to clearly specify the brand. **Scott Safety is a brand example, and you may offer an equivalent product.**

Full product details and specification sheets for the items you propose should be provided with your proposal. They may be attached to the proposal or via a weblink.

In your proposal, please answer the following questions:

5.1.1 Your product offering: **Scott Safety**
Are you an authorized dealer for, and does your firm propose self-contained breathing apparatus (Scott Safety NFPA 2018 edition Air-Pak 75 brand), manufacturer approved accessories, RIT equipment (Scott Safety Rit-Pak III); and accessories, personal accountability system (Scott Safety SEMS II) and accessories? In addition, you may offer manufacturer authorized repair services, and on-site flow testing and hydrostatic testing services. If so, please describe the products you are offering.

5.1.2 Your product offering: **Alternate Brands**
Are you an authorized dealer for other brands of self-contained breathing apparatus NFPA 2018 edition, manufacturer approved accessories, RIT equipment; and accessories, personal accountability system and accessories of brands for which you are an authorized dealer? In addition, you may offer manufacturer authorized repair services, and on-site flow testing and hydrostatic testing services. If so, please describe the products you are offering.

5.1.3 Warranty
Proposing firm shall warrant and guarantee each product against any defects in materials, design, and workmanship. The warranty and/or guarantee shall begin on the date the product is placed into service by the Customer and shall continue through the manufacturer's standard warranty period. Any item ordered which is found to be defective and/or unsatisfactory shall be returned immediately to the Contractor, freight collect, and a replacement item shall be sent to the Customer within a specified time as solely determined by the Customer.

Please explain how your warranty may differ from the above.

5.1.4 Trade Ins
Does your firm accept trade-ins for used units? Please explain your trade in policy.

5.2 RELATED EXPERIENCE AND QUALIFICATIONS

In your proposal narrative, please answer the following questions:

5.2.1 Describe your experience working with government agency customers.

5.2.2 Describe what goods/services you are considered to be an industry leader for.

5.2.3 Describe which of the goods you propose are made in the United States.

5.2.4 List the business location(s) out of which your firm's team members will work from. You are encouraged to provide options to cover other geographic areas besides the Dallas/Fort Worth area.

5.2.5 Provide a general overview of your company including its size, years in business, experience and major clients. How long have you been specifically in this type of business?

5.2.6 Describe your invoicing process. Payment terms? Is payment by credit card accepted?

5.2.7 Include a list of similar contracts (five or so preferably) awarded within the last 5 years.

5.2.8 Identify any contracts within the past three years that have been terminated due to non-performance.

5.2.9 What sets your business apart from your competitors?

5.2.10 What are some current issues that may affect your ability to meet demand?

5.2.11 Identify any subcontractors or third-party services that will be utilized in the performance of your contract.

5.2.12 Do you make any exception to the terms or conditions of this RFP document?

5.3 ESTIMATED QUANTITIES

The cooperative estimates the annual purchase quantity of the following units:

ITEM	ANTICIPATED PURCHASE
Scott Safety NFPA 1970 2025 Edition Air-Pak X3 Pro and Accessories. Or XD Wireframe	Two Hundred (200) SCBA and Two Hundred sixty (260) Masks
Firefighter Accountability	Pak-Tracker Units for each SCBA Purchased and SEMS II 3.0 Programmer & RFID Cards
RIT Bags	One (1) RIT Bags
C5 Regulators	50 Individual regulators

IMPORTANT NOTE: The above quantities are ESTIMATES only and there is no guarantee as to actual units purchased, if any.

5.3.1 Objectives.

The Master Agreement awarded for TXShare may cover a variety of services. Each Customer that selects to utilize the Master Agreement will negotiate the specific services it needs into a Supplemental Agreement with a customized SOW for that Customer. All proposals must be made based on, and either meet or exceed, the requirements contained herein.

5.3.2 Service Area.

In preparing a proposal, you will designate what geographic region(s) will be served. You must specify, on the service area designation forms included with their proposal, the service areas that they are willing and able to provide goods and services to. A vendor does not have to propose to service the entire State of Texas, nor have to propose to service all fifty (50) states, to be considered for an award of a TXShare contract.

Service area designation forms are found in **Exhibit 3**.

5.3.3 Category Offer.

You should prepare a proposal that describes in detail the goods or services that you are proposing to provide. Proposals must demonstrate your capability to provide all or part of the requested services. A proposal will be evaluated only for the services it offers.

5.3.4 Other Requirements.

Vendors may propose any combination of categories. Responses are encouraged from vendors who can only provide certain products and services. Respondents are not expected to be able to provide the entirety of the desired goods requested in this RFP, though are welcome to if they are able.

To be under consideration for an award of a TXShare contract, you **do not** have to propose to service the entire State of Texas, nor do you have to propose to service all Fifty (50) States of the United States of America. The TXShare Cooperative Purchasing Program requests that respondents specify on the service area designation forms in their proposal, the service areas that they are willing and able to provide goods and services to. During the evaluation process, your responses to the service area designation forms **will not** be taken into consideration when determining the quality of your proposal.

Service area designation forms are found in **Exhibit 3**. If awarded a contract, Respondent may expand its designated service area(s) beyond those identified in Exhibit 3 at any time during the term of the Agreement. Such expansion shall not require a formal amendment or change order to the Agreement, provided that the Contractor notifies NCTCOG in writing of the updated service area(s). NCTCOG reserves the right to publish or update service area information for public awareness and contract administration purposes.

Respondents should prepare a proposal that describes the products and services that they are proposing to provide. Proposals must demonstrate the respondents' capability to provide **all or part** of the requested services. A Respondent's proposal will be evaluated only for the products and services that they propose.

NCTCOG reserves the right to select the proposal or proposals offering the most advantageous combination, with price and other evaluation criteria considered. Respondent should furnish pricing related to each item on which Respondent wishes to propose, and either leave the questions for other items unanswered (blank) or indicate "No Bid." The NCTCOG will consider items individually and make awards on each item independently.

5.4 CONTRACT TYPE

If awarded, your proposal will result in a fixed price contract based on the discounts you propose. It is at your discretion to propose the amount of percentage discount off the list price for the goods or services you wish to offer. It is highly recommended that you propose a discount greater than zero, however.

By signing this proposal, you certify that you have obtained and will continue to maintain during the entire term of this contract, registration with the Texas Secretary of State to do business in the state of Texas, all permits, approvals, or licenses, necessary for lawful performance of its obligations under this contract.

5.5 CONTRACT TERM

A contract resulting from this RFP shall be for an initial term of 24 months from the effective date. This contract will automatically renew for up to three (3) additional years, not to exceed five (5) years in total, unless earlier terminated as provided herein. NCTCOG reserves the right not to renew at its discretion.

The Contractor shall, upon NCTCOG's written notice, furnish goods/services under an awarded contract for

up to ninety (90) calendar days after the contract expires to allow for phase out of the expiring contract and phase in of the new contract.

5.6 WARRANTY/GUARANTEE

Please state in your proposal what warranty or guarantee may apply to the goods or services you are proposing.

5.7 CATALOGS

Responding Offerors are requested to submit a proposal that will contain a schedule of goods or services line that would qualify under one or more of the Categories stated in Section 5.0 of these specifications. This schedule is commonly referred to as a "catalog".

Catalogs contain a range of items that are published in either an electronic or hard copy form and are modified from time to time to reflect internal and external changes in the vendor's marketplace. It is at the vendor's discretion to propose any limitations of the goods or services offered. A good or service offered must be listed in the catalog to be eligible for sale through a Category of the awarded contract.

Catalogs are to be submitted with the proposal and may be provided electronically using either a PDF document or web link. Use a spreadsheet or a searchable document containing the pricing information. A physically delivered hard copy of the catalog is NOT acceptable.

5.8 QUALITY

It is expected that you have knowledge of all applicable industry standards, laws, and regulations and possess an ability to market and distribute the goods or services to members of the cooperative.

5.9 NEW GOODS AND SERVICES

New goods and services may be added to the resulting contract(s) during the term of the contract by written amendment, to the extent that those goods or services are within the scope of this RFP and include, but will not be limited to, new services added to the manufacturer's list offerings, and services which reflect new technology and improved functionality. Service Categories or individual items of a fixed price nature are subject to review and approval of the NCTCOG before addition to the contract. Individual items added to catalog awards do not require prior approval of the NCTCOG.

5.10 ALL OR NOTHING AWARD

"All or nothing" proposals are not acceptable and will be rejected. You must be willing to accept a partial award for any combination of the Categories proposed at the discretion of the NCTCOG.

The NCTCOG may award contracts to multiple Offerors supplying comparable goods or services, also known as a multiple award schedule, or award the contract to a single vendor. The NCTCOG's decision to make multiple awards or a single award will be based upon its sole discretion regarding the type of award that provides best value.

5.11 EXHIBIT 1 – CATEGORIES OFFERED AND DISCOUNT PROPOSAL

When preparing your pricing offer, **using Exhibit 1 Worksheet**, you should furnish the offer as a discount off list price for each Category proposed and state "No Bid" for any Categories or sub-Categories you will not offer. NCTCOG will consider Categories individually and may make awards on each Category independently. NCTCOG reserves the right to select the proposal or proposals offering the most advantageous combination, with price and other evaluation criteria considered.

NOTE: The final negotiated discount will be incorporated into the Master Services Agreement with the awarded vendor(s). The discount information provided in your proposal will be public information and will not be accepted marked as proprietary or confidential.

5.11.1 Catalog Discount Pricing

The pricing that is to be proposed for your catalog should be a **percentage discount** off of your list price. Responding Offerors are requested to submit a proposal that will contain specific goods or services that would qualify under the Categories listed. A minimum percentage discount is to be stated for each Category. This is commonly referred to as "discount pricing".

You must clarify which categories your discount offer applies to by completing EXHIBIT 1 – WORKSHEET.

The catalog offering a percentage discount should identify which Category of goods or services are covered by the catalog and the corresponding minimum percentage discounts that apply. The discounts may be broken down by category and quantity, as well as by subcategory or tier (to the extent of the proposer's choosing). The Proposer may be creative in the percentage tier discounts to the extent deemed appropriate.

A link to the schedule of list pricing for all catalog items must be provided with the initial contract during execution, and whenever the list pricing is updated. By providing the current list pricing, a potential Customer can determine the maximum cost for each item by multiplying the contractually awarded minimum percentage discount times the current published list price. The current published list price will be posted on the awarded Contractor's landing page on the TXShare website.

Changes to a percentage discount catalog that adds, modifies, or deletes items during the term of the contract are allowed at any time and without prior approval by NCTCOG. However, the minimum percentage discount list price is fixed and may only change through execution of a contract amendment. The awarded Contractor however does have the option to allow a greater percentage discount when negotiating a purchase with the Customer.

A discount percentage off list is considered to be a minimum discount, so the awarded Contractor is free to offer greater percentage discounts to a Customer as part of a purchase negotiation. A zero discount off catalog proposal is acceptable but may put the Contractor at a disadvantage when the Customer is comparing prices among competing Contractors. The Contractor may lower the unit price or increase the minimum discount percentage to be more competitive in a particular situation.

It is recommended that when offering a wide variety of goods and services you propose a catalog percentage discount for all items in that Category (except any specific items specifically stated as excluded). Discount pricing also negates the need to submit a request to amend unit prices every time there is a price increase for the good or service, as the contract will be awarded for the percentage discount and not for a specific unit price. Explain any special tiered pricing structure or if you offer volume discounts.

Any goods or services that are not specifically listed in the awarded Category catalog is ineligible to be sold under the contract except under Category "Optional Ancillary Goods and Services". These "goods or services not specifically listed" items, which are priced at a discount off list price, may be only sold in companion with other goods and services specifically stated in the catalog under one of the other Categories. Goods or services that are listed under any Category, including Optional Ancillary Goods and Services, may be sold as stand-alone items.

Note: As previously stated, percentage discounts from list price are allowed but a markup percentage from cost is not, as this method is not allowable for purchases made via Federal grant money. Prices stated as a markup from cost are a cause for the disqualification of those portions of your proposal.

Note: You may stipulate different discounts on different products or types of service (subcategories) within each Category, provided you clearly indicate how the different discounts apply to which goods or service subcategories.

5.11.2 General Proposal Information

You have the option (but are not required) to propose ancillary optional goods or services. Examples are similar product lines, inside delivery, set up, installation, maintenance agreements, travel costs, and other similar goods and services that are not specifically covered by any of the other PRICING CATEGORIES listed in the RFP. Please provide adequate information explaining what the ancillary good or service consists of.

Any good and or service that your business sells and reasonably meets one of the category descriptions of this RFP, may be proposed. However, they all require pricing by a discount from list in the proposal. The list pricing may be by a schedule attached to your proposal or by a weblink to your business catalog. The pricing information, including link, are to be attached to the Price Sheet included in this RFP.

NOTE: Only goods or services categories that have pricing submitted in the proposal (percentage discount off of list) are eligible for purchase through a contract award. You may propose pricing in a manner that works best for you to prepare your customized quotes to customers, but the pricing must be stated in such a manner that must be capable of audit by the customer.

For example, if you propose a discount off list, then your current list price card for the items proposed must be made available so that the customer can calculate the contract price. Such would mean if you were proposing "10% discount off list price of tables", then you must provide with your proposal the current list price for tables offered under the contract.

5.11.3 Exhibit 1 - Categories Offered and Discount Proposal – All bidders must complete this form to indicate which categories they are offering in their proposal. Check the appropriate box. If you are offering an "Other Ancillary Good or Service", you must list those goods and services under this Category in order for the goods or services to be considered for award. Failure by the responding vendor to submit the clarifications by the deadline requested may result in disqualification of the proposal.

5.11.4 Exhibit 2 – Price List

FOR EVALUATION PURPOSES ONLY: Respondents shall submit a copy of, or a link to, their current published price list. The price list will not be incorporated into any agreement with the Respondent.

5.11.5 Exhibit 4 – Sample Market Basket

A vendor submitting a proposal in response to this RFP may be requested to complete a **Sample Market Basket Pricing Form - Exhibit 4** for this RFP package. The request will be made to provide supplemental information to the initial proposal that the vendor submitted. If used, the Exhibit 4 will be requested from the responding vendors during the evaluation phase.

5.11.6 Price Escalation/De-escalation.

The unit pricing (or discount percentage) proposed by the Offeror shall be of a fixed price nature for the first six (6) months of the contract. Escalation requests may be made no more than every ninety (90) days and are subject to mutual written amendment to the contract between NCTCOG and the contractor. It is the responsibility of the contractor to petition NCTCOG changes to the pricing structure. The awarded contractor must provide upon request such supporting documentation as TXShare may require, that justifies the requested price escalation.

A price change (based on the Bureau of Labor Statistics, Consumer Price Index escalation) may be considered. Price changes may not exceed the most recent 12-month CPI-U table. Request for increases must be submitted in writing for consideration. Should the price change be granted and the NCTCOG accepts, a written amendment will be executed.

Price decreases (or discount percentage increase) may be made at any time and without written agreement. Further, the awarded vendor may negotiate more favorable pricing terms with the individual customer based on quantity or other conditions of purchase without seeking approval from NCTCOG. Change to unit prices in a contract must be approved via mutual execution of an amendment to the contract. In the event of price decreases, an executed amendment is not required. If applicable, a copy of, or link to, the vendor's current pricelist should be submitted with the Proposal.

5.11.7 Sales Tax & Freight.

Do not include sales tax in proposal pricing. Nearly all Customers will be tax exempt. Freight/shipping cost should be addressed in your pricing. There is full flexibility on the vendor's behalf as to whether these costs are included in the price, or an additional charge to be determined at the time of the negotiation between the Contractor and Customer. However, this must be stated up front at the time of the submission of the proposal. Failure to state the method in the proposal will result in a default assumption of "additional charge" for freight/shipping costs when evaluating the proposal.

5.11.8 Orders for Work

The Customer and Contractor shall mutually establish understanding for what constitutes approval of a quote, the binding order for work, and any purchase order or other documentation that may be required before any work can proceed on any project.

SECTION 6: HOW TO SUBMIT YOUR PROPOSAL

6.0 INSTRUCTIONS FOR RESPONDENTS

Please provide a written narrative response regarding your firm's ability to meet the requirements outlined in the Specifications (Section 5). In addition to answering the questions in Sections 5.1 & 5.2, you may include any additional pertinent information on how your proposed solution is beneficial to potential Customers and provide any pertinent additional functionality and/or services not outlined in the Section 5 that you wish to offer. Keep in mind that your narrative response is 80% of your score.

Failure to include a narrative with answers to the questions in Sections 5.1 & 5.2 may result in your proposal being disqualified as non-responsive.

Required Response Information

Each section of information should be ***clearly defined*** using the following section or heading titles:

FOR ENVELOPE 1

Insert the following items:

Tab A Cover Sheet & Scope of Work

The initial submission pages of your proposal will consist of a certificate of offer and statement of understanding as follows

1. Cover Sheet (page 2 of this solicitation document) - containing Vendor information and addenda acknowledgement .
2. Scope of Work - A brief statement of the respondent's understanding of the work to be done or desired deliverables requested in the solicitation. This statement will also serve as the Scope of Work in the agreement should your firm be selected for award. Make sure that the statement fully summarizes the services you are proposing to offer but keep it to no more than three (3) pages in length.

Tab B Project-Related Experience and Qualifications

Proposals will be evaluated based on experience and qualifications in providing the requested goods/services**.**
Provide a written response regarding the firm's and/or individual's ability to meet each requirement outlined in Section 5.2 of the Specifications. Number each of your answers to match those in Section 5.2. FAILURE TO DO SO MAY IMPACT YOUR SCORE.

Attach statements of qualifications or resumes for all key managers, supervisors, and other team members as applicable who will be involved in the management of the delivery of goods or services under this RFP.

Include at least four (4) recent references for customers (preferably public agencies) for whom you have provided services similar to those requested in this solicitation within the last five (5) years. Please include the organization's name (if applicable), contact person, phone number, and email address for each reference. NCTCOG reserves the right to contact or visit any of the respondent's current and/or past customers to evaluate the level of performance and customer satisfaction.

If applicable, identify any subcontractors or third-party services that are utilized in the performance of fulfilling this RFP. Provide a general explanation and chart which specifies project leadership and reporting responsibilities, and how the team will interface with NCTCOG and Participating Entities' project management and team personnel.

Tab C Technical Proposal

This section should constitute the major portion of the submittal. **Respondent's proposal should detail their capabilities, knowledge and skills related to the desired deliverables and expectations as outlined in Section 5.1 of the Specifications**. Be sure and answer all the questions listed in this section. Failure to provide written responses to the questions in Section 5.1 may potentially affect your scoring in a substantial manner.

Tab D Exhibit 1 & Exhibit 3

1. Please upload the completed Exhibit 1 Categories & Catalog Link.
2. Please upload the Exhibit 1 Discount Worksheet
3. Please upload the completed Exhibit 3 Service Designation Areas.

Tab E Attestations - Required Attachments

Please upload the signed copies of the Attestations document which will include all of the Attachments. All Attachments must be submitted in your proposal, or the proposal may be disqualified as non-responsive. If an Attachment does not apply, please mark as "Not Applicable", sign it, and submit with the proposal.

FOR ENVELOPE 2

Insert the following items:

Respondents should furnish a proposal that specifies pricing discounts for the goods or services they propose. Use **Exhibit 5** to provide this information. Points will be awarded on the basis of the overall cost effectiveness and clarity in identifying/explaining pricing discounts.

Current Price List

Your response shall include either a copy of, or a link to, your current list pricing for the goods & services you are offering in response to this solicitation.

EXHIBIT 1

CATEGORIES & CATALOG LINK

- **CATEGORY OFFERING:**

  Please place a checkmark next to each Category that you are offering in your proposal:

  ____ Category #1: Self-contained Breathing Apparatus (SCBA)

  ____ Category #2: SCBA Accessories

  ____ Category #3: SCBA Replacement Parts

  ____ Category #4: Firefighter Accountability System and Accessories.

  ____ Category #5: SCBA On-site Flow Testing

  ____ Category #6: SCBA Hydrostatic Testing Services

  ____ Category #7: Other Ancillary Goods or Services

- **CATALOG LINK:**

  For the items you are proposing in each category, please provide your current catalog (either a printed copy or a web link).

  Please place a checkmark next to the appropriate selection:

_____ Printed Catalog Attached to This Exhibit 1.

_____ Use This Web Link to Catalog: _____

EXHIBIT 1
DISCOUNTS

- **PROPOSED CONTRACTUAL DISCOUNTS ON PRICING FOR CATEGORIES OFFERED**

For each of the categories you selected above, provide your proposed **discount** off your list price on the attached ***Exhibit 1 - Discount Worksheet***. You may offer tiers of discounts based on the different bid items or the sale quantity.

EXHIBIT 1 - WORKSHEET

PROPOSED DISCOUNT FOR RFP #2025-124

Category #1: Self-contained Breathing Apparatus (SCBA)

Item	Description	% Discount Off Your Current List Price

Can you provide this product? (Y/N) _____

****Provide a link to your catalog product offering:** _____

1 Describe Your Category Offerings & Discount Below:

A	Scott Safety Air Pak X3 Pro	_____%
B	Other Brand Air Packs	_____%

If your discount varies by subcategory, list those subcategories Below*:

C		_____%
D		_____%
E		_____%

*You may add additional pages if you are proposing additional subcategories.

Category #2: SCBA Accessories		
Item	**Description**	**% Discount Off Your Current List Price**

Can you provide this product? (Y/N) _____

****Provide a link to your catalog product offering:** _____

2 Describe Your Category Offerings & Discount Below:

A	Scott Safety Air Pak X3Pro Carbon Cylinder and Valve Assembly	_____%
B	Other Brand - Carbon Cylinder and Valve Assembly	_____%
C	Scott C5 RDI BCH 5 Point Mask Facepiece	_____%
D	Other Brand - Mask Facepiece	_____%
E	C5 Regulators	_____%
F	Scott Safety Sems Ii 3.0 Mesh Gateway With Usb Base Station	_____%
G	RFID Card Programmer With Software	_____%
H	Rfid Cards (Package Of 10 Units)	_____%

If your discount varies by subcategory, list those subcategories Below*:

I		_____%

J		_____%
K		_____%

*You may add additional pages if you are proposing additional subcategories.

Category #3: SCBA Replacement Parts		
Item	**Description**	**% Discount Off Your Current List Price**

Can you provide this product? (Y/N) _____

****Provide a link to your catalog product offering:** _____

3 Describe Your Category Offerings & Discount Below:

A	Scott Safety Replacement Parts	_____%

If your discount varies by subcategory, list those subcategories Below*:

B	Other Brand Replacement Parts	_____%
C		_____%
D		_____%
E		_____%

*You may add additional pages if you are proposing additional subcategories.

Category #4: Firefighter Accountability System and Accessories		
Item	**Description**	**% Discount Off Your Current List Price**

Can you provide this product? (Y/N) _____

****Provide a link to your catalog product offering:** _____

4 Describe Your Category Offerings & Discount Below:

A	Firefighter Accountability - Pak-Tracker Units for each SCBA Purchased and SEMS II Programmer & RFID Card	_____%
B	Scott RIT Pack III Carbon Cylinder and Valve Assembly	_____%
C	RIT Bags	_____%
D	Pak-Tracker Handheld Receiver, Pak-Link Programmer,	_____%
E	Other Brands of Firefighter Locater Systems	_____%
F	Accessories such as Rope Bags, RIT Line, Carabiners,	_____%

If your discount varies by subcategory, list those subcategories Below*:

G		_____%
H		_____%

I		_____%

*You may add additional pages if you are proposing additional subcategories.

Category #5: SCBA On-site Flow Testing		
Item	**Description**	**% Discount Off Your Current List Price**

Can you provide this product? (Y/N) _____

****Provide a link to your catalog product offering:** _____

5 Describe Your Category Offerings & Discount Below:

A		_____%

If your discount varies by subcategory, list those subcategories Below*:

B		_____%
C		_____%
D		_____%

*You may add additional pages if you are proposing additional subcategories.

Category #6: SCBA Hydrostatic Testing Services		
Item	**Description**	**% Discount Off Your Current List Price**

Can you provide this product? (Y/N) _____

****Provide a link to your catalog product offering:** _____

6 Describe Your Category Offerings & Discount Below:

A		_____%

If your discount varies by subcategory, list those subcategories Below*:

B		_____%
C		_____%
D		_____%

*You may add additional pages if you are proposing additional subcategories.

Category #7: Other Ancillary Goods or Services		
Item	**Description**	**% Discount Off Your Current List Price**

****Provide a link to your catalog product offering: _____**

7 Describe Your Category Offerings & Discount Below:

A		_____%

If your discount varies by subcategory, list those subcategories Below*:

B		_____%
C		_____%
D		_____%

*You may add additional pages if you are proposing additional subcategories.

** If you cannot provide a catalog link for the items you are proposing in each category, please include a copy of your printed catalog with this worksheet.

EXHIBIT 2
PRICE LIST

- **CURRENT PUBLISHED PRICE LIST FOR ITEMS OFFERED**

Upload this completed **EXHIBIT 2 PRICE LIST** page onto Envelope 2.

For each of the bid items you wish to offer, please provide the current published list price. Please attach this information to your proposal in printed copy or via a weblink. Please match the Category item number from the Bid Price Worksheet to the matching item on your current published price list.

Check One:

____Printed Copy of Price List Attached to This Exhibit 2.

____Use This Web Link to Price List: _____

NOTE: The current price list included in EXHIBIT 2 will NOT be a part of your contractual obligation and may be modified at your discretion during the term of any contract that is awarded to you. Only the Proposed Contractual Discounts on Pricing for Categories Offered entered on the EXHIBIT 1 – WORKSHEET will be contractually obligated.

You are however requested to provide us with the newest version of the current price list whenever it is updated.

EXHIBIT 3: SERVICE DESIGNATION AREAS

	Texas Service Area Designation or Identification		
Proposing Firm Name:			
Notes:	**Indicate in the appropriate box whether you are proposing to service the entire state of Texas**		
	Will service the entire state of Texas	Will not service the entire state of Texas	
	If you are not proposing to service the entire state of Texas, designate on the form below the regions that you are proposing to provide goods and/or services to. By designating a region or regions, you are certifying that you are willing and able to provide the proposed goods and services.		
Item	**Region**	**Metropolitan Statistical Areas**	**Designated Service Area**
1.	North Central Texas	16 counties in the Dallas-Fort Worth Metropolitan area	
2.	High Plains	Amarillo Lubbock	
3.	Northwest	Abilene Wichita Falls	
4.	Upper East	Longview Texarkana, TX-AR Metro Area Tyler	
5.	Southeast	Beaumont-Port Arthur	
6.	Gulf Coast	Houston-The Woodlands-Sugar Land	
7.	Central Texas	College Station-Bryan Killeen-Temple Waco	
8.	Capital Texas	Austin-Round Rock	
9.	Alamo	San Antonio-New Braunfels Victoria	
10.	South Texas	Brownsville-Harlingen Corpus Christi Laredo McAllen-Edinburg-Mission	
11.	West Texas	Midland Odessa San Angelo	
12.	Upper Rio Grande	El Paso	

(Exhibit 3 continued on next page)

(Exhibit 3 continued)

	Nationwide Service Area Designation or Identification Form		
Proposing Firm Name:			
Notes:	**Indicate in the appropriate box whether you are proposing to provide service to all fifty (50) states.**		
	Will service all fifty (50) states	Will not service fifty (50) states	
	If you are not proposing to service to all fifty (50) states, then designate on the form below the states that you will provide service to. By designating a state or states, you are certifying that you are willing and able to provide the proposed goods and services in those states. **If you are only proposing to service a specific region, metropolitan statistical area (MSA), or City in a State, then indicate as such in the appropriate column box.**		
Item	**State**	**Region/MSA/City (write "ALL" if proposing to service entire state)**	**Designated as a Service Area**
1.	Alabama		
2.	Alaska		
3.	Arizona		
4.	Arkansas		
5.	California		
6.	Colorado		
7.	Connecticut		
8.	Delaware		
9.	Florida		
10.	Georgia		
11.	Hawaii		
12.	Idaho		
13.	Illinois		
14.	Indiana		
15.	Iowa		
16.	Kansas		
17.	Kentucky		
18.	Louisiana		
19.	Maine		
20.	Maryland		

21.	Massachusetts		
22.	Michigan		
23.	Minnesota		
24.	Mississippi		
25.	Missouri		
26.	Montana		
27.	Nebraska		
28.	Nevada		
29.	New Hampshire		
30.	New Jersey		
31.	New Mexico		
32.	New York		
33.	North Carolina		
34.	North Dakota		
35.	Ohio		
36.	Oregon		
37.	Oklahoma		
38.	Pennsylvania		
39.	Rhode Island		
40.	South Carolina		
41.	South Dakota		
42.	Tennessee		
43.	Texas		
44.	Utah		
45.	Vermont		
46.	Virginia		
47.	Washington		
48.	West Virginia		
49.	Wisconsin		
50.	Wyoming		

End of Exhibit 3