



Procurement Form (FOR)

Effective Date:
5/1/2019

Document #:
FSA_PRO_FOR_0039

Revision Date:
N/A

Revision#:
0

Document Title:
Procurement Board Report-RFP

Document Owner/Department:
Procurement Team

Date: May 29, 2020
To: Sue McCormick, Chief Executive Officer
From: Daniel Edwards, Procurement Manager
Re: Sourcewell Procurement Report

General Information

NJPA Contract Number:	031517-SGL	Project Owner:	Sourcewell Cooperative Purchasing
Contract Title:	Facility Security Equipment, Systems, and Services with Related Equipment and Supplies		
Vendor:	Johnson Controls Fire Protection		
Budget:	Operations and Maintenance		

Procurement Method

Competitively bid – Request for Proposal (RFP) NJPA RFP Evaluation Criteria Evaluation Committee			
Advertised:	1/26/2017	Addendums released:	0
Buyer:	Sourcewell	Downloaded by:	128
Response due date:	3/16/2017	Responses received:	12

Description of pricing model

SimplexGrinnell, parent company of Johnson Controls Fire Protection, proposes to utilize line item pricing based upon a Project Level Gross Margin (PLGM) of the previous year’s top 50 Commercial Customers sales per product family. Pricing for these line items is based upon the selling price. This analysis is performed annually of the Top 50 Customers the top and bottom 12.5% are dropped leaving 75% for computing the PLGM average for all contracting related quotes. National Accounts IPP Rev 6D for line item services is based on an average of 10% reduction from that of local district pricing.

To assure GLWA is getting the best competitive pricing, Johnson Controls Fire Protection indicated in their proposal to Sourcewell the following:

“To continually perform market reviews to determine the average of what the products and services we offer are being priced at throughout the National and Local marketplace. Pricing data for individual products and services, including labor rates and equipment markup percentages, is gathered from a wide array of sources and compared, on an individual and aggregate basis, to SimplexGrinnell and Tyco Fire Protection Products current pricing models. Prices are then adjusted to ensure we remain competitive in the marketplace.”



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Sourcewell (formerly NJPA) Evaluation Committee: (Designation - Organization)

- A - Kim Austin, NJPA Procurement Analyst III
- B - Keith Hanson, CPA, NJPA Accounting Manager
- C - Jim Kane, NJPA Business Development Administrator
- D - Dan Listug, JD, NJPA Legislative Advocate
- E - Gregg Meierhofer, CPPO, NJPA Procurement Analyst

Evaluation Score(s) - Maximum Score Possible: 1,000

The Evaluation Committee reviewed and scored the proposals in accordance with Sourcewell's policy. The rankings are below.

Vendor (Highest to lowest score)	Score
Johnson Controls, Inc.	843
Simplex Grinnell, LP	842
Tyco Integrated Security LLC	842
Siemens Industry, Inc.	831
Stanley Convergent Security Solution Inc.	803
Convergent Technologies	783
API National Service Group	744
Star Asset Security, LLC	727
March Networks	712
Status Solutions, LLC	690
Life Safety Services, LLC	680
Cinch Systems Inc.	646

For further breakdown of Sourcewell scoring, please see attached sheet.

Other Data Requested by GLWA Board Members

Minority Business Enterprise (MBE): N/A
Detroit Based Business (DBB): N/A
Small Business Enterprise (SBE): N/A

Sub-Contractor(s) List: N/A
Vendor Response Survey: N/A



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Litigation

This vendor is not currently nor has been previously involved in any litigation with the GLWA.

Financials

A financial risk assessment was performed by the GLWA via Dun & Bradstreet and was determined that the selected vendor has the financial capacity to perform the tasks under this contract. This information is available for the Board of Directors to review upon request.

Previous Contract

N/A