

**LEAGUE OF OREGON CITIES
SIMULATION & TRAINING FOR PUBLIC SAFETY
Solicitation No. 2225**

Intent

The League of Oregon Cities (LOC) served as Lead Agency to solicit proposals for Simulation and Training for Public Safety. LOC works in cooperation with National Purchasing Partners “NPP” and its Government Division dba NPPGov, dba Public Safety GPO and dba Law Enforcement GPO (collectively hereinafter “NPPGov”), to service the LOC and NPPGov membership. The published Request for Proposal (RFP) contained provisions that permitted all members of LOC and NPPGov throughout the nation to “piggy-back” off the resulting Master Price Agreement.

Determination for issuing RFP vs. Sealed Bid

LOC has determined that it is advantageous for LOC to procure Simulation and Training for Public Safety using a secure competitive RFP process evaluated based on “best value” rather than sealed bidding. Sealed bidding limits evaluation of offers solely to compliance with the requirements, provides no opportunity to compare the product and service offerings among the vendors, and uses price as the predominate deciding factor. Such limitations prevent LOC from awarding the most advantageous contract(s) to LOC and its members.

Procedure

LOC issued an RFP (2225) on June 6, 2022.

The RFP was published in the Daily Journal of Commerce on June 6, 2022.

The RFP was published in USA Today on June 6, 2022.

The RFP Close Date was extended on August 8, 2022.

The RFP closed on October 26, 2022.

The RFP was awarded on December 2, 2022.

The RFP was posted to the following web sites: orcities.org and nppgov.com.

The text of the published notice of solicitation is as follows:

**LEAGUE OF OREGON CITIES
(LOC)**

**Proposals due 5:00 pm,
August 8, 2022**

NOTICE OF SOLICITATION

LOC intends to enter into a master price agreement for the procurement of the following products and services to LOC members and available to all members of the national cooperative purchasing program National Purchasing Partners, LLC ("NPPGov").

**Facilities Management, MRO, Supplies
and Services #2205**

**Government Vehicles &
Transportation #2210**

**Information Technology (IT) Services,
Related Equipment, & Support #2215**

Seasonal Road Management #2220

**Simulation & Training for
Public Safety #2225**

**Drones & Robots with Related
Service, & Equipment #2230**

**Responses Due 5:00 pm
August 8th, 2022**

For information or a copy of the Request for Proposal contact LOC, Procurement Specialist at rfp@orcities.org or download at www.orcities.org
Published Jun. 6, 2022. 12125107

LOC received a proposal (s) from the following vendor (s):

1. LION Group, Inc.
2. W.S. Darley & Co.

A copy of the log for proposals received is attached hereto.

Proposals were evaluated by LOC based on the criteria contained in the RFP and selected the following successful proposer(s):

1. LION Group, Inc.
2. W.S. Darley & Co.

[remainder of page intentionally left blank]

Evaluation

The evaluation was based on the following criteria as described in the RFP (weighted):

Component Evaluated	Weight
Pricing: Product price and discounts proposed included favorable pricing for cooperative purchasing. Shipping conditions. <i>PPW Section 7.0 and Pricing structure.</i>	25
Product Line (Score only categories proposed): Breadth, variety, quality of product line and innovation of products. Warranty availability. <i>PPW Section 9.0.</i>	15
Marketing: Marketing plan to promote the resulting contractual agreement and ability to incorporate use of agreement in their sales system throughout indicated coverage region. Willingness to allow training of salesforce. <i>PPW Section 4.0.</i>	15
Customer Service: Support dedicated to Participating Agencies. Ability to meet promised delivery timelines. Additional services offered. Conduct e-commerce. <i>PPW Sub-Sections 2.3 & 2.4 and Section 6.0.</i>	15
Proven Experience: Success in providing products and services in a timely manner. Years in business, references, and reputation. Experience with cooperative purchasing. <i>PPW Sub-Section 1.2.</i>	15
Coverage: Ability to provide products and services for indicated coverage region including distribution, retail & service facilities, coordination of manufacturer and distribution, and staff availability. Clearly states distribution model and provides dealer list if applicable. <i>PPW Section 3.0 and Exhibit 1.</i>	10
Conformance: Completeness of proposal and the degree to which the Proposer responded to the terms and all requirements and specifications of the RFP. Followed the response format and content, was clear and easily understood. Provided Term's and Condition's, if applicable. <i>PPW Section 8.0 and 4.5 of RFP.</i>	5
<u>TOTAL</u>	100

Pricing Structure

LION Group, Inc.: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

W.S. Darley & Co.: Proposer provided a fixed pricing structure. See Price List Attachment in the resulting Master Price Agreement.

Additional Information

National Purchasing Partners
SeaTac Office Center, North Tower
17930 International Boulevard
Suite 900
Seattle, WA 98188

Marshall Stiles, Contract Administrator
marshall.stiles@mynpp.com
nppgov.com

AFFIDAVIT OF PUBLICATION



DJCOREGON

11 NE Martin Luther King Jr. Blvd. Suite 201 / Portland, OR 97232-3579
(503) 226-1311

STATE OF OREGON, COUNTY OF MULTNOMAH--ss.

I, **Nick Bjork**, being first duly sworn, depose and say that I am a **Publisher** of the **Daily Journal of Commerce**, a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

Case Number: NOT PROVIDED

Facilities Management, MRO, Supplies and Services #2205

League of Oregon Cities; Bid Location Seattle, WA, King County; Due 08/08/2022 at 05:00 PM

a printed copy of which is hereto annexed, was published in the entire issue of said newspaper for 1 time(s) in the following issues:

6/6/2022

State of Oregon
County of Multnomah

SIGNED OR ATTESTED BEFORE ME
ON THE **6th** DAY OF **June, 2022**

Nick Bjork

Notary Public-State of Oregon



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Published Jun. 6, 2022. 12125107

Marshall Stiles
National Purchasing Partners
17930 International Blvd Ste 900
Seattle, WA 98188-4231

Order No.: 12125107
Client Reference No:

June 6, 2022

To Whom It May Concern:

I am a duly authorized representative of MCA Russell Johns Associates LLC, the company handling the advertising matters for USA Today, a daily newspaper distributed within the United States.

A public notice was placed by League of Oregon Cities and was published in said newspaper within the public notice section of the National USA Today Marketplace on June 6, 2022.


Anthony Pacini

State of Florida
County of Pinellas

On this 6th day of June 2022, I attest that the attached document is a true, exact, complete, and unaltered
tearsheet.


Notary

CAMIKA C WINTER
Notary Public, State of Florida
My Comm. Expires Apr. 16, 2026
No. HH 253170

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PUBLIC NOTICE

League of Oregon Cities (LOC)

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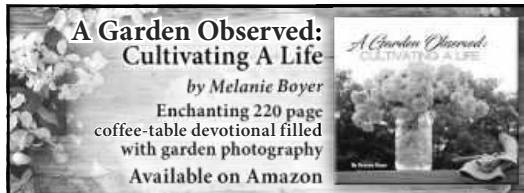
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