



***Public Safety & Community  
Resiliency Solutions  
for Public Agencies***

# Meet Today's Presenters

**Stephanie Brice, CPPO, CPPB, NIGP-CPP**  
Deputy Director, Procurement Services  
Cobb County, Georgia



**Rick Bond**  
Chief Revenue Officer  
Safeware, Inc.



**Cathy Muse, CPPO, NIGP-CPP**  
Program Manager  
Public Promise Procurement



# Agenda & Goals for Today



Introducing Public Promise Procurement, Powered by NACo

Overview of the Public Procurement Process by Lead Public Agency, Cobb County

Overview of the Public Safety & Community Resilience Solutions from awarded supplier, Safeware, Inc.

Next steps to learn more & access these solutions

# Public Promise Procurement



The purchasing cooperative owned, operated and powered by NACo – a non-profit membership organization representing America's 3069 Counties

Providing a vetted, transparent option for purchasing goods and services efficiently and cost effectively through a public procurement

Lead Public Agency solicited, evaluated, awarded and managed contracts

Public agency and community focused

Single award contracts with top tier suppliers

Federal fund compliant

Comprehensive scopes, innovative solutions

Open to all Public Agencies

Counties

K-12

Special Districts

State Agencies

Cities

Higher Ed

Non-profits

Public Hospitals

# Procurement Advisory Committee



Purchasing  
Department Director  
Franklin County, OH

**MEGAN A.  
PERRY-BALONIER**



Purchasing Agent  
Douglas County, NE

**ERIC J. CARLSON**



MWBE Program  
Director  
Guilford County, NC

**MARIA MILES**



Deputy Chief  
Procurement Officer  
Maricopa County, AZ

**JAMES FOLEY**



Deputy Director,  
Purchasing Dept.  
Cobb County, GA

**STEPHANIE D. BRICE**



Director of  
Purchasing  
Dallas County, TX

**MIKE FROSCH**



**OPEN**



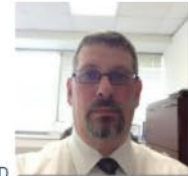
CFO/Deputy County  
Manager  
Wake County, NC

**PATRICK FLANARY**



Manager,  
Construction  
Procurement  
Hennepin County, MD

**GILBERT ODONKOR**



Chief Procurement  
Officer  
City of Baltimore, MD

**ADAM MANNE**



Director of  
Purchasing and  
Contracting  
San Diego County, CA

**JACK PELLEGRINO**



Purchasing Manager  
Bergen County, NJ

**GERALD T. REINER JR.**



Chief Procurement  
Officer (Retired)  
NY State Association  
of Counties

**KAREN STORM**



Chief Purchasing  
Agent  
Fulton County, GA

**FELICIA  
STRONG-WHITAKER**



Chief Procurement  
Officer  
Fairfax County, VA

**LEE ANN PENDER**

# [www.publicpromiseprocurement.org](http://www.publicpromiseprocurement.org)

**NATIONAL ASSOCIATION OF COUNTIES** **NACo.** **PUBLIC PROMISE PROCUREMENT**

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**Providing public sector and other entities with a vetted, transparent option for purchasing goods and services more efficiently and cost effectively.**

Search contracts, vendors, supplies...

[DISCOVER MORE](#)

Built for Counties | Powered by **NATIONAL ASSOCIATION OF COUNTIES** **NACo.**

# The Public Promise Procurement Team

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# Cobb County, Georgia Lead Public Agency



- Large urban county with a population of 770K in the metro Atlanta area
- Nationally recognized procurement services department managing over \$350M in annual spend
- <https://www.cobbcounty.org/procurement-services/>
- Roger Ball, CPPO, CPPB, NIGP-CPP, Director
- Stephanie Brice, CPPO, CPPB, NIGP-CPP, Deputy Director
- Led a public procurement process following Cobb County procedures on behalf of themselves and all public agencies



# Procurement Process



- RFP developed in collaboration with the NACo Procurement Advisory Committee
- Federal funding requirements included
- Nationally advertised RFP#24-6814 issued February 16, 2024
- Asking for a comprehensive product, service and solution proposals
- Pre-proposal conference February 26, 2024 at 2 PM
- RFP closed on March 21, 2024 at 12 PM with two responses

# Procurement Process



- Proposals were evaluated by subject matter experts from Cobb County and procurement professionals from Franklin County, Ohio, and Douglas County, Neb
- Cobb County's Board approved the contract award to **Safeware, Inc.** on June 11, 2024

# Contract Overview

- Single award contract to Safeware, Inc.
- Effective July 1, 2024 – June 30, 2028 with three renewal option years through June 30, 3031
- Comprehensive array of products, services and solutions in 23 categories supporting public safety, workplace safety, industrial safety, community resilience, emergency preparedness and response and physical security.
- National not-to-exceed pricing based on market basket evaluation and percentage discounts for all categories.
- Flexible terms and conditions adaptable to your statutory requirements.



### ABOUT US

Safeware is a leading provider of safety solutions, specializing in the distribution and training of advanced technologies to mitigate risks and enhance safety for first responders, federal response teams, and governmental entities such as school systems and public works agencies.

**45**

Years - 1979

**30**

Sales Reps

**9**

Locations

**6**

Service Centers

**1**

Mission

### MISSION

*To support our nation's workforce and responders at a moment's notice with innovative solutions designed to protect, defend, maintain, and secure.*

- » 2022 – Hurricane Ian
- » 2021 – Surfside Condo Collapse
- » 2020 – 2024 – COVID Response
- » 2000 – Pepco Oil Spill
- » 2001 – Motiva Chemical Spill
- » 2001 – Baltimore Train Derailment
- » 2001 – Anthrax Attacks
- » 2002 – SARS Pandemic
- » 2005 – Bird Flu
- » 2009 – Swine Flu
- » 2012 – Super Storm Sandy
- » 2014 – Ebola Emergency
- » 2015 – ZIKA
- » 2005 – Hurricane Katrina
- » 2001 – 9/11 Attacks
- » 1995 – Oklahoma City Bombings



## PPP NACo **CONTRACT**

Lead Agency: Cobb County, GA

**Public Safety and Community Resilience Products,  
Services and Solutions**

**Award Type:** Single Award

**Contract Reach:** 50 states

**Discount:** 41% off Safeware's Catalog List

Start Date	7/1/2024
Contract expires	6/30/2028
Potential final expiration	6/30/2031



Lead Agency:  
Cobb County, GA

Contract Number:  
**246814**

- Long Runway
- Grant funding Language and RFP Response
- Additional Categories ( Community Resilience)
- Competed by a large US County
- Contract supports NACO



Lead Agency:  
Cobb County, GA

Contract Number:  
**246814**



Law  
Enforcement



Fire, Rescue  
& HazMat



Educational  
Facilities



Government  
Entities

**State Agencies:** Ensuring state government agencies and similar organizations have access to premier suppliers whose goods and services support wide-ranging procurement options.

**Local Governments & Special Districts:** Providing local government entities contracts that are competitively sourced to that meet their unique needs and improve cost and time efficiencies.

**Public School Districts:** Local K-12 districts can maximize their purchasing power to secure supplies central to student success and that add value to taxpayer resources.

**Higher Education Institutions:** Colleges and universities have vetted, transparently secured, and budget-friendly vendors regardless of whether their needs are student, faculty or facility focused.

**Non-Profits:** Empowering service organizations to make the most of their finite resources by democratizing the supply chain and supporting their mission through much needed goods and services at lower cost and greater value.



Lead Agency:  
Cobb County, GA

Contract Number:  
**246814**



Personal Protective Equipment



Physical Security Equipment



Emergency Preparedness and/or Response Training & Reference Material



Medical Supplies



Incident Response Vehicles



Training and Support Services



Explosive Device Mitigation & Remediation Equipment



Incident Prevention Equipment



All Emergency Preparedness and Response Products & Services



Detection & Monitoring Equipment



Inspection & Screening Systems



Logistical Support



Decontamination Equipment



Emergency Response Watercraft



Emergency Search & Rescue Support



Inter-operable Communications Equipment



Emergency Response Aviation Equipment



Disaster Recovery Services



Power Equipment



Intervention Equipment



Related Technology & Services



Lead Agency:  
Cobb County, GA

Contract Number:  
246814



- » Emergency Water
- » Tents and Shelters
- » Temporary Housing
- » Community Resilience
- » Disaster Medical Supplies
- » Logistics Support
- » Clean Air Programs
- » Clean Water Programs
- » Hand Washing Programs
- » Critical Infrastructure
- » Temporary Power Supply
- » Homeless Housing
- » First Aid & Trauma
- » Narcan
- » Mass Notification
- » MRE shipments
- » Flood Control Systems
- » K-12 Health Programs
- » Mass Casualty Trailers
- » Large Scale Exercises
- » At Risk Population Programs
- » Electric Battery Fire Response
- » Specialty Vehicles
- » Wildland Fire Response



- » Apparel
- » Ballistic Shields
- » Batons
- » Body Armor & Helmets
- » Body Cameras
- » Communications
- » Crime Scene Investigation
- » Decontamination
- » Detection Equipment
- » Domestic Security
- » Duty Gear
- » EOD
- » First Aid & Trauma
- » Handcuffs & Restraints
- » Head Protection
- » Hearing Protection
- » K-9
- » Lighting
- » Less Lethal
- » Optics & Eyewear
- » Respiratory
- » Traffic Safety & Speed Detection
- » Vehicles
- » Weapon Accessories



- » AEDs
- » Air Compressors
- » CBRNe
- » Communications
- » Decontamination
- » EMS Equipment
- » Eyewear & Optics
- » Fire Extinguishers
- » Fire Trainers
- » First Aid & Trauma
- » Foam & Suppressants
- » Footwear
- » Gloves & Accessories
- » HazMat PPE
- » Head Protection
- » Heat Detection
- » Hydration & Cooling
- » Incident Command & Management
- » Ladders
- » Nozzles & Fittings
- » Rescue Equipment
- » SCBA & Respiratory
- » Technical Rescue
- » USAR
- » Vehicles
- » Water & Swift Rescue
- » Wildland Gear



- » Air Purification
- » Communications
- » Confined Space
- » Electrical Safety
- » Ergonomics
- » Eye / Face Protection
- » Eyewash/Showers
- » Facility Management
- » Fall Protection
- » First Aid / AEDS
- » Foot / Leg Protection
- » Gas Detection
- » Gloves
- » Head Protection
- » Hearing Protection
- » High Visibility
- » Hydration/ Cooling
- » Industrial Hygiene
- » Lighting & Batteries
- » Lockout / Tagout
- » Material Handling
- » Outdoor & Seasonal
- » Protective Clothing
- » Respiratory Protection
- » Spill Control
- » Tools
- » Traffic Control
- » Welding
- » Workwear



- » Air Purification
- » Communications
- » Equipment Storage
- » Eye / Face Protection
- » Eyewash/Showers
- » Facility Management
- » Faculty ID/Signs
- » Field Testing Drug & Alcohol
- » Fire Extinguishers
- » First Aid & Trauma
- » Gas Detection
- » Gloves & Accessories
- » Hand-held Metal Detection
- » High Visibility
- » Hydration/ Cooling
- » Hygiene
- » Lighting & Batteries
- » Scanners
- » School PPE
- » Security
- » Surveillance & Aerial Monitoring
- » Traffic Control
- » Uniforms & Apparel
- » Vehicles
- » Walkthrough Metal Detection
- » Window Film



# Next Steps



Visit the PPP website, review the contract and MICPA, sign-up and request to be connected.

[www.publicpromiseprocurement.org](http://www.publicpromiseprocurement.org)

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