



City of Rochester Hills  
AGENDA SUMMARY  
FINANCIAL ITEMS

1000 Rochester Hills Dr.  
Rochester Hills, MI 48309  
248.656.4630  
[www.rochesterhills.org](http://www.rochesterhills.org)

---

Legislative File No: 2023-0528

**TO:** Mayor and City Council Members

**FROM:** Sean Canto, Fire Chief/Emergency Services Director

**DATE:** December 11, 2023

**SUBJECT:** Public Safety, Emergency Preparedness, Safety Equipment, Solutions and Related Services

---

**REQUEST:**

City Council is requested to authorize a blanket purchase order for Public Safety, Emergency Preparedness, Safety Equipment, Solutions and Related Services to Safeware, Inc., Lanham, MD in the amount not-to-exceed \$130,000.00 through December 31, 2025.

**REASON FOR PURCHASE:**

A national cooperative contract has been awarded through OMNIA Partners to establish a contract for Public Safety, Emergency Preparedness, Safety Equipment, Solutions and Related Services. In response to the solicitation posted by lead agency Port of Portland, four (4) proposal responses were received and evaluated by a committee. Using the evaluation criteria that was established within the RFP, the committee elected to award to Safeware, Inc.

The contract includes an extensive selection of public safety and emergency preparedness products and services. The contract price is 41% off catalog price for products and a 10% discount for services offered. The City has purchases safety equipment and personal protection equipment (PPE) from Safeware, Inc. and has been highly satisfied with the products and service. During the COVID pandemic the vendor was very responsive to contacts from Purchasing including communicating by phone outside of normal business hours and sourcing PPE products throughout the declared emergency.

It is recommended that City Council authorize the award of a blanket purchase order to Safeware, Inc.

**PROCESS:**

**Vendor Name and Address:**

Safeware, Inc.  
4403 Forbes Blvd.  
Lanham, MD 20706

**Reason for Selection:**

Cooperative Contract

**Method of Purchase:**

Blanket Purchase Order

**BUDGET:**

Funding is included in the FY 2024 Adopted Budget and Projected FY 2025 Budget

Fund Name	Department Account No	Account No. Description	2-year Budget Amount	2-year Cost	Remaining Budget
Fire Capital	402.748000	Operating Equipment	\$330,290	\$130,000	\$200,290

**RECOMMENDATION:**

It is recommended that City Council authorize a blanket purchase order for Public Safety, Emergency Preparedness, Safety Equipment, Solutions and Related Services to Safeware, Inc., Lanham, MD in the amount not-to-exceed \$130,000.00 through December 31, 2025.

---

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Procurement Manager		
Mayor		
City Clerk		

Contract Reviewed by City Attorney       Yes       N/A