

FIN - SOLE SOURCE

Status

Requesting Department:
FIRE

Submitted By:
Jenna White

Vendor Name:
NAFECO

Address:
505 MCCORMICK DRIVE, GLEN BURNIE, MARYLAND 21061

E-mail:
LUKE.REAVES@NAFECO.COM

Phone:
334-320-15

Price
\$104,238.00

Account String *
132-22045-564101-22-53-522060-000-000

Description
HOLMATRO EXTRICATION EQUIPMENT FOR APPARATUS

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

The former authorized dealer, Purchase Point, sold to NAFECO. NAFECO is now the sole authorized dealer for sales and service of Holmatro products in Florida.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

The Fire Department has created a standardized platform for equipment using Holmatro Rescue Equipment. This allows for unified training, standardized parts, repair and preventative maintenance. Multiple different manufacturers would require cross training and scheduling of multiple vendors for preventative maintenance and/or repair. Holmatro only recommends using the current authorized dealer for purchase and service of Holmatro products. If an unauthorized source is used, the Holmatro Lifetime Warranty will be void.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

The Fire Department will continue to evaluate all manufacturers' products and services. We will chose the best products available based on cost-benefit analysis, industry best practice, warranty, performance, and ease of use for the end user.

Attachments (5)

FIN - ATTACHMENTS - SOLE SOURCE
[FIN - ATTACHMENTS - SOLE SOURCE - 2/22/2024](#)
[FIN - ATTACHMENTS - SOLE SOURCE - 3/15/2024](#)
[FIN - ATTACHMENTS - SOLE SOURCE - 3/15/2024](#)
[FIN - ATTACHMENTS - SOLE SOURCE - 5/7/2024](#)
[FIN - ATTACHMENTS - SOLE SOURCE - 5/7/2024](#)

Approval: Director
Mike Russell

Date:
05/07/2024
4

Approval: Procurement Manager
Wanda Roop

(not to exceed
\$50,000.00)

Date
05/08/2024
4

Approval: City Manager
Connie Barron

(not to exceed
\$100,000.00)

Date
05/08/202
4

Council authorization required if exceeding \$100,000.00

Procurement Staff Assigned
KSWARTZ