



HALL COUNTY G E O R G I A

Sole-Source/Brand Justification

Request Submitted By

Name:	Krystal Wilson-Britt
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Department:	Hall County Fire Rescue
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Date of Request:	10/11/2022

Request Details

Sole-Source: Any contract entered into without a competitive solicitation process, based on a justification that only one known source exists or that only one single supplier can fulfill the requirements of the County.

Sole-Brand: A purchasing situation in which only one brand of equipment/supply, etc. will meet the requirements of the County.

Identify efforts made to locate other possible sources.

Hall County Fire Rescue training division is looking for a realistic, mobile, and versatile ventilation prop. We need to be able to move the prop from station to station and/or battalion to battalion. This will allow our emergency apparatus to stay in their district and in service to respond to calls. This ventilation prop not only allows our specialty apparatus to have hands on training, but our engine companies as well. This provides a safer platform to stand on with the stainless steel perimeter safety chains and hardware. We can also utilize the attic and ceiling system, forcible entry module, and overhead door cutting station.

Desired Supplier Name: FireVent

Desired Supplier Email: rod@Firevent.us

Desired Supplier Phone Number: 775-230-9953

Scope of Work

Provide a detailed description of commodities/services to be provided. Also, include the following details: exact or estimated quantity, per unit price, and the total estimated cost.

1 FireVent mobile unit, Compact Model (16ft x 12ft platform)	\$75,500.00
1 Upgrade to Standard Model (20ft x 12ft platform) Discount	\$4,000.00 Included
1 Equipment orientation / training on location	Included
1 Complete Blue Ox load distribution hitch system	Included
1 Attic / Ceiling System	\$3,200.00 Included
1 Forcible Entry Door Module (with re-bar cutting station)	\$4,900.00
1 Overhead Door Cutting Station	\$1,028.00
1 Stainless Steel Perimeter Safety Chains & Hardware	\$1,200.00
1 Lumber Package – set of rafters, ceiling joists and sheeting	\$500.00
	Subtotal: \$83,428.00
	Shipping: \$3,400.00
	Total: \$86,528.00

Exclusive Capability: Justifying a Sole Source/Sole Brand

Provide an explanation why only a particular style, model, type or manufacturer is required (i.e. why the commodity is the only commodity which will meet the County needs).

Firevent's portable units are designed to be easy to set up and take down. This allows us as an organization to relocate the training prop. Using a hydraulic system, these units can go from a flat position to a 12/12 pitch. It is portable and can be used outside or inside a structure during rainy, hot, or freezing days. This unit is more than a ventilation prop; an attic ceiling system, a forcible entry door module, and an overhead door cutting system have been added. We can have multiple disciplines training units in this one prop.

Provide a detailed description of proposed source's unique capabilities and/or personnel to perform the work and why this is the only source.

Ventilation training:

- Basic orientation and in-service training is provided and included in the base price of each unit. The ventilation training is an option in addition to the inservice training.

- See description below

VENTILATION TRAINING

Our ventilation training is comprised of highly trained firefighter instructors from across the United States. Each instructor has many years in the fire service and a vast amount of knowledge and experience. Their experience comes from the areas they work, amount of fire duty, training background, professional attitude and work ethic. There are no egos within our instructors and we pride ourselves with that attitude. When we teach, the approach we use is not yelling at students or intimidating them, it is with strict confidence building and answering or addressing every question. We take the time to help each student. We strive to deliver the best, top quality ventilation training available.

Letter from Original Equipment Manufacturer (required):

☒ Attached

Purchasing Use Only	
Buyer:	Debra Howington
Buyer E-Mail Address:	dhowington@hallicounty.org
Buyer Telephone:	770-535-8263
Contract #:	
Contract Name:	
If publicly solicited, number of protests:	
Outcome:	Choose One
Bid # (If competitively bid):	
Purchase Order #:	