COUNTY OF ALAMEDA

Questions & Answers

to

RFP No. 902266

### for

SAFETY AND SECURITY TRAINING

**Networking/Bidders Conference Held on March 21, 2023**

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| **This County of Alameda, General Services Agency (GSA), RFP Questions & Answers (Q&A) has been electronically issued to potential bidders via email. Email addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate email address is noted and kept updated in the SLEB Vendor Database. This RFP Q&A will also be posted on the GSA Contracting Opportunities website located at** [**Alameda County Current Contracting Opportunities**](https://gsa.acgov.org/do-business-with-us/contracting-opportunities/)**.** |

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Thank you for your participation and interest in the County of Alameda Request for Proposal (RFP) for Safety and Security Training.

All the questions are taken verbatim from written questions emailed by potential Bidders. The County of Alameda shall be noted as “County” in the answers to these questions. The Questions and Answers are the final stances of the County. Please consider this document in preparation for your bid response.

**Questions and Answers:**

1. Bid requirement: 5 Years an entity has been in business as the Prime bidder, as a subcontractor or both Prime & sub?
   1. **Please refer to page 5 or the RFP, Section C. Bidder Qualifications, item 1a. BIDDER Minimum Qualifications:**

***Bidder must be regularly and continuously engaged in the business of providing safety and security training for public agencies for least five (5) years which must be clearly stated or demonstrated in the bid response.***

**Bidder, not the subcontractor must fulfill this minimum qualification.**

1. Can the subcontractor use their local references in a bid if the Prime is a non-profit (exempt from SLEB)?
   1. **The County is requesting references for the Prime Bidder only, not for subcontractors.**

**In regards to SLEB preferences, a Prime Bidder cannot use its subcontractor to receive any of the SLEB preference points (i.e., 5% for being local or 10% for being a certified SLEB).**

1. Can a subcontractor combine their local references with a Prime in the bid…

a. if the Prime was contracted by the subcontractor in the local trainings used as the references?

* 1. **The County does not want references for a Prime Bidder’s subcontractor. The County is requesting references for the Prime Bidder only.**

**In addition, Prime Bidders may not use, as a reference, any subcontractor that will be providing services as part of their bid response.**

VENDOR BID LIST

**RFP No. 902266 – SAFETY AND SECURITY TRAINING**

This Vendor Bid List is being provided for informational purposes to assist bidders in contacting other businesses as needed to develop local small and emerging business subcontracting relationships to meet the [Small Local Emerging Business (SLEB) Program](https://gsa.acgov.org/do-business-with-us/vendor-support/small-local-and-emerging-businesses/) requirement.

This RFP is being issued to all vendors on the Vendor Bid List; the following revised vendor bid list includes contact information for each vendor attendee at the Networking/Bidders Conferences.

| **Business Name** | **Name** | **Phone** | **Address** | **City** | **ST** | **Email** |
| --- | --- | --- | --- | --- | --- | --- |
| Adams Safety Training |  |  |  |  |  |  |
| Ahura Scientific | Tom Keller | 408.532.6171 | 46 Jonspin Rd | Wilmington | MA | Info.chemid@thermofisher.com |
| Alpha TRAC, Inc | Reed Hodgin | 720.263.4402 |  | Westminster | CO | rhodgin@alphatrac.com |
| ARCADIS | Dori Baker | 510-541-0859 | 2300 Clayton Rd | Concord | CA | [dori.baker@arcadis.com](mailto:dori.baker@arcadis.com) |
| Blue Rock Enterprises |  | 877.535.0911 | 815 South Perry St. | Castle Rock | CO | info@bluerockenterprises.com |
| Business Emergency Safety Training | Erroll Najee | (510) 451-2378 | 5707 Redwood Road | Oakland | CA | enajee115@yahoo.com |
| Cal OES | Clare Owen McComas | 805.549-3005 | 910 Sonoma Avenue | San Luis Obispo | CA | clare.owen-mccomas@caloes.ca.gov |
| CalEMA - CSTI |  | 805.549.3535 | 10 Sonoma Ave. | San Luis Obispo | CA | CSTInfo@calema.ca.gov |
| California Fire & Rescue Training Authority (CFRTA) | Cristy Jorgensen | 916-475-1664 | 10545 Armstrong Avenue, Suite 320 | Mather | CA | [Cristy.jorgensen@fireandrescuetraining.ca.gov](mailto:Cristy.jorgensen@fireandrescuetraining.ca.gov) |
| California PTC | Stacy Vogan | 510-625-6025 | 300 Frank Ogawa Plaza #520 | Oakland | CA | [captc@ucsf.edu AND stacy.vogan@ucsf.edu](mailto:captc@ucsf.edu) |
| Chloeta | Emily Cochran | 877-245-6382 | 2501 Liberty Pkwy, Suite 176 | Midwest City | OK | [ecochran@chloeta.com](mailto:ecochran@chloeta.com) |
| Citigate Associates |  | 916.458.5100 | 2250 East Bidwell #100 | Folsom | CA | dderoos@citygateassociates.com |
| CMC Rescue Equipment |  | 800.235.5741 | PO Box 6870 | Santa Barbara | CA | info@cmcrescue.com |
| Constant and Associates, Inc. | Scott MacKay | 800.745-3057 | 3655 Torrance Blvd., Suite 430 | Torrance | CA | scott@constantassociates.com |
| Cytel Group, Inc. | James Baker | 925.354-6893 | 17200 Foothill Blvd | Castro Valley | CA | jim@cytelgroup.com |
| D-Prep, LLC | Elmo Banning | 916-628-6770 | 705 East Bidwell Street, Ste 2-357 | Folsom | CA | elmobanning@dprep.com |
| Du-All Safety LLC | Terry Mcarthy | 510-651-8289 | 45950 Hotchkiss St | Fremont | CA | [terrym@du-all.com](mailto:terrym@du-all.com) |
| Du-All Safety LLC | Steve Pierre | 510-651-8289 | 45950 Hotchkiss St | Fremont | CA | stevep@du-all.com |
| EMT Tactical | David Hall | 912.692.8911 | P.O. Box 3853 | Savannah | GA | dave@rescue1.com |
| Federal Resources (formerly Hazmat IQ) | Cara Gorman | 540-665-1070 | 235 G Log Canoe Circle | Stevensville | MD | [cgorman@hazmatiq.com](mailto:cgorman@hazmatiq.com) |
| Haggerty Consulting | Gregg Medley | 209.406.2447 | 1618 Orrington Avenue | Evanston | IL | gregg.medley@hagertyconsulting.com |
| Hazmat Rescue | D. John O'connell | 510-894-0229 |  |  |  | [daniel@safetransafety.com](mailto:daniel@safetransafety.com) |
| ICF Consulting Services | Jon Cassady | 703.934.3867 | 9300 Lee Highway | Fairfax | VA | jcassady@icfi.com |
| Impact Bay Area |  | (510) 208-0474 | PO Box 23831 | Oakland | CA | [info@impactbayarea.org](mailto:info@impactbayarea.org) |
| Incident Management Training Consortium | Geoff Wilford | 661.619.8600 | 50282 Highway 41, Ste# 7 | Oakhurst | CA | Geoff.wilford@imtcllc.com |
| Industrial Emergency Council | Dan Belville | 650.508.9008 | 1301 Shoreway Road S #375 | Belmont | CA | [dbelville@iectraining.org](mailto:dbelville@iectraining.org) |
| Industrial Emergency Council | Lucrezia Mota | 650.508.9008 | 1301 Shoreway Road S #375 | Belmont | CA | lmota@iectraining.org |
| International School of Tactical |  |  | P.O. Box 2852 | Palm Springs | CA | info@tacticalmedicine.com |
| ISTM, LLC | Robert Schumacher | 925.980-2142 | P.O. Box 2609 | Rancho Mirage | CA | schumacher7591@gmail.com |
| Lee & Associates | Jay Pelk | 831.338.7692 | 14670 Highway 9 | Boulder Creek | CA | jpelk@rescuenet.com |
| Lee & Associates | Joelene Di Tano | 831-338-7692 | 14670 Highway 9 | Boulder Creek | CA | [joelene@leerescue.com](mailto:joelene@leerescue.com) |
| Marine Emergency Response Group | Terry | 703-221-4915 | 16205 Neabsco Road | Woodbridge | VA | [terry@mergllc.com](mailto:terry@mergllc.com) |
| Mission-Centered Solutions | Lark McDonald | 303.646.3700 | PO Box 969 | Franktown | CO | lmcdonald@mcsolutions.com |
| Mozaik Solutions | Kim Guevara | 949-433-7836 |  |  |  | [kim@mozaiksolutions.com](mailto:kim@mozaiksolutions.com) |
| National Association of State Boating Law Administrators | Dave Considine | 859-225-9487 | 1648 McGrathiana Pkwy, Suite 360 | Lexington | KY | [dave.Considine@nasbla.org](mailto:dave.Considine@nasbla.org) |
| North Coast Fire and EMS Training | Ken Johnson | 707-570-9226 | PO Box 842 | Hopland | CA | ken@ncfems.com |
| North Vector | Chuck O'Conner | 775.343.9778 | 1376 Willow Road | Menlo Park | CA | info@northvector.com |
| Pave Prevention, Inc. | Arlene Limas | 703 209-2349 |  | Chicago | IL | [arlene@paveprevention.com](mailto:arlene@paveprevention.com) |
| Preparative Consulting | Paul Bockrath | 707-685-2209 | P.O.Box 143 | Vacaville | CA | [paul@preparativeconsulting.com](mailto:paul@preparativeconsulting.com) |
| Public Safety Training Insitute | Mike Elerick |  |  | San Leandro | CA | Mike@PSTI-Site.org |
| Remmel Consulting | Kelle Remmel | 408-596-0184 |  |  |  | [kelleremmel@gmail.com](mailto:kelleremmel@gmail.com) |
| Remotec | Royce Hollman | 865.483.1492 |  |  |  | royce.hollman@ngc.com |
| RW Jones & Associates | Randall W. Jones | 209.406.2447 | PO BOX 362 | Riverbank | CA | [rwjonesert@gmail.com](mailto:rwjonesert@gmail.com) |
| Safety Compliance Management | Management | 925-362-2265 | 3160 Crow Canyon Place #115 | San Ramon | CA | [info@scm-safety.com](mailto:info@scm-safety.com) |
| Science Applications International Corp | Betty Kamara | 321.441.8518 | 2301 Lucien Way Ste# 120 | Maitland | FL | betty.v.kamara@saic.com |
| Security Solutios International (SSI) | Henry Morgenstern |  |  | Miami | FL | hsnmorgenstern@gmail.com |
| Security Solutios International (SSI) | Carmen Arnaes | 786.573-3999 | 3479 NE 163 Street | North Miami Beach | FL | ARNAES@HOMELANDSECURITYSSI.COM |
| SenseMakers LLC | Jim Bailey | 760-521-5087 | 6808 Shearwaters Drive | Carlsbad | CA | jim@sensemakersllc.com |
| STS Consulting | Eric Stratton | 413.531.8699 | PMB Box 176, 1981 Memorial Dr. | Chicopee | MA | stratton@tactical-ems.com |
| Tactical Medics International |  |  | 3948 Third Street South, Ste# 132 | Jacksonville Beach | FL | info@tacmedics.com |
| The Fire Boat Academy | Tony Carli | 617.892.5053 | 13 Krochmal Road | Peabody, ma 01960 | MA | [tony@fireboattraining.com](mailto:tony@fireboattraining.com) |
| The Scalingi Group | Paula Scalingi |  |  |  |  | [pscalingi@bayareacrdr.org](mailto:pscalingi@bayareacrdr.org) |
| The Scalingi Group | Gerald Kiernan |  |  |  |  | [gkiernan@bayareacrdr.org](mailto:gkiernan@bayareacrdr.org) |
| UWTAF LLC | Ephraim Cheever | (650) 465-5558 |  |  |  | ephraim@uwtaf.com |
| Viking Tactics, Inc. |  | 910.987.5983 |  | Fayetteville | NC | Lamb@VikingTactics.com |
| Wiland Associates, LLC | Richard Andring | 509-697-9773 | PO Box 117 | Selan | WA | [richard@wilandassociates.com](mailto:richard@wilandassociates.com) |
| Willdan Homeland Solutions | Jim Bailey | 714.940.6389 | 2401 E. Katella Ave. Ste# 220 | Anaheim | CA | [jbailey@willdan.com](mailto:jbailey@willdan.com) |
| Witt Group Holding | Allison Taylor | 202.470.2023 | 1501 M Street NW, Ste#500 | Washington | DC | ataylor@wittassociates.com |
| WMD Tech | Christopher Brown | 208.639.2107 |  |  |  | cbrown@wmdtech.com |