

Homeland Security

HIRE Award
(Hazardous Incident Response Equipment)




The Beginnings



History of the Initiative

- 9-11...it all begins
- New York State Weapons of Mass Destruction Task Force
- The Task Force was using Federal prime vendor contracts with the State Comptroller's agreement
- Discussed need to establish comprehensive state contracts at the Agricultural Terrorism Workshop



Time to look for a new procurement method



Vision

- Problem
 - Numerous individual procurement requests using time sensitive grant money for approved products.
- Solution
 - Develop comprehensive catalog contract with variety of products, manufacturers and competitive prices.
 - Replace fragmented, duplicative procurement approach with multi-state approach to eliminate waste of time and money.



Homeland Security Funds

- Per David Bates – Editor of Government Security Magazine
 - \$9 Billion federal funds allotted to state and local government during 2003-2004
- Target areas such as:
 - First responders – EMTs, hazmat teams, police, Weapons of Mass Destruction Taskforce (WMDT)
 - Bio-terrorism (planning and readiness assessments)
 - Health and safety
 - Security systems
 - Communications



Procurement Strategy

- Began March 2004 in response to State and Local Entities' inquiries about vendors of homeland security technologies.
- Federal Homeland Security Secretary Tom Ridge appointed NY Senator Balboni to a national Task Force that examined the flow of homeland security dollars from the federal government to local communities. Senator Balboni also co-chaired the state Legislature's Temporary Joint Legislative Committee on Disaster Preparedness and Response.
- Initiated a Procurement Workgroup consisting of representatives from several key agencies to assist OGS.
- Discussed comprehensive catalog contracts with NY Senator Balboni, Homeland Security Chair, to meet homeland security needs.



Homeland Security Workgroup

- Developed as a need to form better communications among multiple agencies with homeland security needs.
- First time procurement worked directly with first responders versus typical procurement officials
- Provide linkage between the needs of first responders and state procurement officials.



Homeland Security Workgroup

- As a result of Senator Balboni's inquiries, the Procurement Workgroup met in July, 2004, and consists of the following agencies:
 - NYS Office of Public Security (OPS)
 - NYS Weapons of Mass Destruction Taskforce (WMD)
 - NYS Cyber Security Critical Infrastructure Coordinator (CSCIS)
 - State Emergency Management Office (SEMO)
 - NYS Police
 - New York City Department of Central Administrative Services (DCAS)
 - NYS Empire State Development Corporation (ESD)
 - NYS Association of Municipal Purchasing Officials (SAMPO)
 - NYS Office of Homeland Security
 - NYS Office of General Services Procurement Services Group and Finance
 - NYS Office for Technology



Workgroup Mission

- Needs identification utilizing federal grant funding guidelines and seek input from Workgroup members for technical expertise.
- Determine products and services required.
- Identify those products and services best obtained under OGS contracts.
- Prioritize procurements – greatest products at lowest cost.
- Assist in providing information and education to first responders.



Tasks Identified

- Review the federal grant spending guidelines, containing 18 categories of commodities & services.
- Identify the changing needs of the state agencies and municipalities.
- Provide multi-state approach.



HIRE Categories Covered

- Personal Protective Equipment (PPE)
- Explosive Device Mitigation and Remediation Equipment
- CBRNE Search and Rescue Equipment
- Detection Equipment
- Decontamination Equipment
- Physical Security Enhancement Equipment
- Terrorism Incident Prevention Equipment
- CBRNE Logistical Support Equipment (chemical, biological, radiological, nuclear, explosive)
- Medical Supplies
- CBRNE Reference Materials
- Agricultural Terrorism Prevention, Response and Mitigation Equipment
- Intervention Equipment
- Other Authorized Equipment – and many more



Collaboration

- Identify current and potential vendors for radio, security equipment, Homeland Security, and health and safety equipment.
- Develop a strategy for the procurement
 - Interface with a varied vendor environment for these needs (manufacturers, resellers, integrators, service providers, etc.).



Governing News Article

January 10, 2005 Headlines
Government Security Magazine

- “New York Pioneers System for Homeland Purchases” - system for both state and local governments.


David Bates, Chief Editor of Government Security Magazine made the following statement:

“New York State’s Homeland Security Procurement Workgroup and Homeland Security procurement is an example for other states to emulate.”



Hazardous Incident Response Equipment (HIRE)

- January 16, 2005 bid sent via online vendor registration service to 15,000 vendors throughout the United States. Received 62 bids.
- Major multi-state initiative with 14 other states (NY lead for NASPO sponsored cooperative).
- Increased awareness and interest of the large scale vendor community.



Hazardous Incident Response Equipment Award (HIRE)

- Comprehensive catalog contracts providing for discount for a minimum of 13 categories of Homeland Security equipment covered by federal grants and Law Enforcement Terrorism Prevention Program Funding.
- Created national interest in the Office of Homeland Defense in Washington D.C.
- Five year term with renewals.




Contract Results

- Created an efficient method of obtaining marketplace information. Saves months in procurement cycle.
- Created a method of communicating to vendors how the state plans to procure homeland security commodities and services.
- Determined the types of contract vendors and the alternatives to direct contracts with approved list of products reducing interoperability issues.



NYS Governor's Office

- On July 22, 2005, James G. Natoli, Sr. Advisor to the Governor for Disaster Preparedness congratulates PSG for creating the OGS Homeland Security Procurement Workgroup.
- Praises the New York State direction to meet the needs of state and local governments.



Contract Award

- 47 Current Contractors
- 17 Participating Entities and increasing
- Over 100,000 items
- Over 600 product lines
- Highly competitive prices – average saving 13% overall lower than any existing state contract
- Expected sales of \$500 million over 5 years and savings over \$67 million



Award Specifics

- Currently, 17 states participate by signing an addendum with NYS to use these contracts.
- States interested in joining may do so at any time.
- Covers much of the equipment needed for domestic preparedness and disaster events.
- States may choose contractors with whom they wish to do business and complete a participating addendum.
- Continuous recruitment in September 2006; more product lines may be added in the near future.



HIRE Contract

Address: <http://www.ogs.state.ny.us/purchase/ogj/awards/3023219145CAL.htm>

Hazardous Incident Response Equipment (HIRE) (Statewide)	
Award Document <small>(Updated / Revised)</small>	Contract Period: September 02, 2005 - May 31, 2010
Supplemental Award	Group: 38232 Award: 19745
Amendment	Use of Contracts: All State Agencies and Political Subdivisions
Pricing Information	Purchasing Officer: Sue Wassigal
Certified Equipment	Telephone: (518) 473-9441 Fax: (518) 474-5052
Manufacturers	Email Address: susan.wassigal@ogs.state.ny.us
Terms & Conditions	Contract Issued: September 02, 2005
Contract Use Information	Contract Updated: July 27, 2006
Usage Participation	History Details <small>(Includes Original Award, Supplemental and Amendments)</small>
Customer Service	

If you are new to these contracts, please review the Bid to "Contract Use Information" first to understand how the contracts work.

Description:
NYS/ASPO multiple award contracts for a broad spectrum of domestic preparedness equipment. This is a partial award notice - complete Level One Contractors and complete Level Two Contractors that have been expedited at the request of the NYS Weapons of Mass Destruction Task Force) are included in this initial award notice. Other offers are being reviewed and will be awarded as soon as possible.

[View all Free Adobe Acrobat Reader for PDF Documents](#)




Contract Advantages

- It eliminates duplication of effort.
- Saves vendors from having to respond to thousands of separate bids and gets HIRE items to where they are needed much sooner.
- Pools volume among all the participating states means that tens of millions of dollars are saved at a national level.



Broader Implications

- Presence of this task force was a key factor in demonstrating that New York was in front of the curve meeting state and national needs.
- The Office of Federal Procurement Policy, (OFPP) links to contracts for Federal agencies to utilize in the event of emergencies and links to the HIRE contract.



Defense Acquisition University

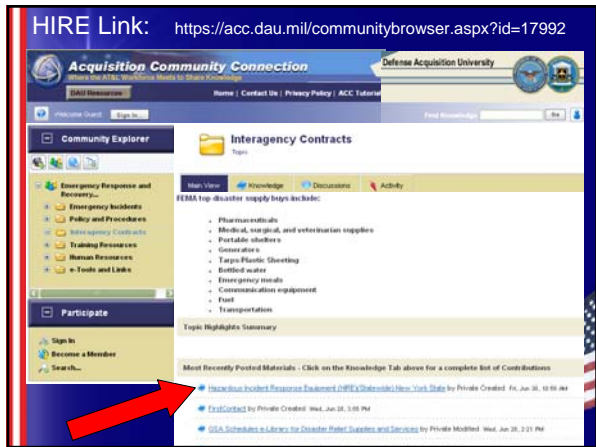
- Provides educational training to Department of Defense Acquisition, Technology and Logistics Workforce

<https://acc.dau.mil/CommunityBrowser.aspx?id=21713>

- Community Connection
- Link to the HIRE award









MIPT - Oklahoma
 Memorial Institute for the Prevention of Terrorism
<http://www.mipt.org>

- Dedicated to preventing and reducing terrorism and mitigating its effects.
- Provides first responders with lists of approved and certified equipment (Responder Knowledge Base) through the Office of Domestic Preparedness.
- OGS contract links to this site.

Citizen's Budget Commission
Prize for Public Service Innovation
March '06



- Created by the Citizen's Budget Commission to recognize and promote successful innovations in the delivery of public services.
- Awarded annually, the Prize celebrates creative thinking and shares government achievements with the public and other agencies.
- In alternating years it is awarded either to a New York State Agency or a New York City Agency.



Citizen's Budget Commission Prize
for Public Service Innovation

OGS receives the prestigious 2006 Citizen Budget Commission's Prize for Public Services.
<http://www.cbcny.org/>

Cynthia Searcy of the CBC, stated:



"OGS is very deserving of this year's prize for its initiative and expertise with the HIRE contract. You've worked very hard on this contract!"



2006 Winner:
New York State Office of
General Services'
Procurement Services
Group
HIRE Cooperative
Purchasing Contracts

Creative Talents Acknowledged

- Susan Wolslegel – realized the need and resolved to address it. Created acronym HIRE.
- Walter Bikowitz – provided the direction, vision, and workforce group.

Monica Wilkes assisted with coordination between OGS and NYC.
<http://www.ogs.state.ny.us>



Visionary

**“Vision without action is a dream.
Action without vision is simply
passing the time. Action with
Vision is making a positive
difference.”**

Joel Barker