
Proposal Response – 1GPA “Best and Final Offer” Response

RFP #23-12P Safety/Security Window Film Applications

On November 18, 2022, Safe Haven Defense, LLC, received correspondence authored by Ms. Christy Knorr, Vice President, 1 Government Procurement Alliance (1GPA), requesting response to three question proposed in the document. The directions indicated that the response should be returned to 1GPA through Ms. Claudia Leon, no later than 11/22/2022, 9:00 AM. The following answers are presented in response to the inquiry from 1GPA.

Question 1 Answer:

On page 4, under section 2.2, there are 5 paragraphs which outline, nonspecifically, our method and process for applying security laminate. The specific application method is proprietary in order to apply security laminates to the 30 mil, forced entry resistance, and the 70+ mil, bullet resistance levels. Our supplier has knowledge of Safe Haven Defenses application methods and processes, and back the warranties.

We are simply stating that if 1GPA requires detailed disclosure and knowledge of our methods and processes for application we will share any additional details regarding the application to 1GPA upon contracting.

Competitors may declare that they can complete a 30-mil application, however, the question is whether their supplier warranties the application process to that level.

Question 2 Answer:

Safe Haven Defense does, in most cases, apply an external layer, graffiti, frosted, film. These layers not only protect the integrity of the glass during a trauma incident but may also diminish vision in a specific area. One example is our experience that most schools request an external graffiti layer be applied due to their experience with vandalism, writing on or etching into the glass. The external layer assists in protecting the original clarity of the glass along with lessening the effects of vandalism damage. School officials can call for repair to this layer in order to remove the damage which occurs to the film layer versus the glass.

The repair requested is typically initiated by the customer/owner.



Question 3 Answer:

We have carefully reevaluated our pricing, originally submitted, and believe it is appropriate for the current markets and industries we serve, specifically, when compared to an alternative of replacing current existing glass with manufactured bullet resistance window glass. This alternative is expensive due to the cost of the products and remodeling required, due to the added weights of the products. Our pricing is 75% less than bullet resistant, and 40% less than forced entry resistant products being marketed.

Our proposal, and pricing response is directed to needs regarding “forced entry resistance,” and peripherally to “bullet resistance security laminates being applied to existing or new glass meeting current code requirements.

We are aware of other companies submitting proposals to 1GPA, however, to the best of our knowledge we are the only company actively installing security laminate film at the 30-mil level.

To apply a 30-mil security laminate while maintaining supplier warranty is a value add to any business. Further, we have certifications issued to our bullet resistance material at the NIJ and UL standards. Others may assert this level, but the question remains whether they have certifications to back up their products.

Respectfully Submitted,

Safe Haven Defense, LLC., an Arizona Limited Liability Company

Ricky G. Bennett

Chief Executive Officer *Ricky G Bennett* : Signature

Dated: 11/21/2022

Attachments: Bullet Resistance Certifications