

State of Maine
Master Score Sheet

RFP# 202411208					
MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms					
Bidder Name:		Northstar Protection LLC	Eastern Fire		
Proposed Cost:		\$102,147	\$93,520		
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass	Fail		
Section II: Organization Qualifications and Experience	25	N/A	N/A		
Section III: Proposed Services	25	N/A	N/A		
Section IV: Cost Proposal	50	N/A	N/A		
TOTAL	<u>100</u>	N/A	N/A		

Award Justification Statement
RFP #202411208
MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

I. Summary

Through RFP# 202411208, MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms, two bidders responded. One of the bidders, Eastern Fire, did not provide the required certification documentation, as clearly specified in the RFP, therefore their bid was disqualified and was not evaluated. Northstar Protection LLC. (Northstar) provided a thorough and complete bid with the required certification and their bid was evaluated. It was determined that Northstar meet all the requirements as well as providing a scope of work that met the requirements, therefore they will provide the best value to the State of Maine.

II. Evaluation Process

The RFP process with team consensus scoring was laid out prior to the RFP going out to bid, as was the evaluation team members. The team was comprised of State employees who were a cross section of qualifications and expertise. Though there was only 1 bid to review the team did meet to review the proposal and agreed that the proposal met the RFP expectations.

III. Qualifications & Experience

- Northstar currently holds this contract
- They are partnered with a very secure monitoring partner and hold many other DOD-related monitoring contracts.
- Provided examples of multi facility agencies and locations with similar needs

IV. Proposed Services

The highlights of the service proposal are as follows:

- Northstar Protection will provide full service Central Station (CS) monitoring Services for all listed accounts in this RFP with our CS Partner Rapid Response.
- In addition to being UL Listed; Rapid Response Monitoring is Factory Mutual Approved.
- With Northstar Protection and Rapid Response we get the response of a locally owned and operated business and the facilities of world class monitoring system. Rapid Response Monitoring is among the industry's preeminent monitoring services with mirrored full failover reliability on both coasts: Syracuse, NY, and in Corona, CA. All aspects of the technology, infrastructure, and operations are multi-redundant to work faultlessly and ensure error-free, uninterrupted service.

- They also provided a detailed timeline with time milestones post award.

V. Cost Proposal

The cost proposal was reviewed and determined to be in line with expectations for current bids.

VI. Conclusion

While Northstar was the only qualified bidder we were able to review, they are more than qualified to complete the work proposed in the RFP Scope. Additionally, they are a known entity as they currently hold the expiring contract. The strengths of Northstar include a strong organization with relevant experience as well as a highly qualified partnership on the monitoring side. The Evaluation Team determined the proposal submitted by Northstar represented the best value to the State of Maine.



**STATE OF MAINE
DEPARTMENT OF DEFENSE, VETERANS &
EMERGENCY MANAGEMENT – Military Bureau**

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2/26/25

Lloyd Hall, Director of Operations:
Northstar Protection LLC
34 Freedom Parkway
Hermon, ME 04401

SUBJECT: Notice of Conditional Contract Award under RFP #202411208, MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

Dear Lloyd Hall,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Defense, Veterans & Emergency Management – Military Bureau for MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- Northstar Protection LLC

The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tanya L. Schaub', written in a cursive style.

Tanya L. Schaub
Contract/Grant Specialist

STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Office of State Procurement Services [formerly the Division of Purchases], Chapter 120, § (2) (2).



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2/26/2025

Eddie Chervenak:
Eastern Fire
170 Kittyhawk Ave
Auburn, ME 04210

SUBJECT: Notice of Conditional Contract Award under RFP #202411208, MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

Dear Eddie Chervenak,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Defense, Veterans & Emergency Management – Military Bureau for MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- Northstar Protection LLC

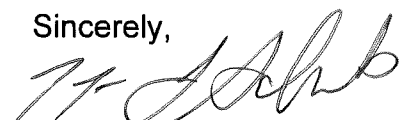
The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tanya L. Schaub', written over the word 'Sincerely,'.

Tanya L. Schaub
Contract/Grant Specialist

STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Office of State Procurement Services [formerly the Division of Purchases], Chapter 120, § (2) (2).

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

BIDDER NAME: Northstar Protection LLC

DATE: 2/5/2025

SUMMARY PAGE

Department Name: Defense, Veterans & Emergency Management – Military Bureau

Name of RFP Coordinator: Tanya L. Schaub

Names of Evaluators: Ken Merrifield, Mark Turmelle, David Keith

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
• UL Certification for UL 827	X	
• UL Certification for UL 1981	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	25	N/A
Section III. Proposed Services	25	N/A
Section IV. Cost Proposal	50	N/A
<u>Total Points</u>	<u>100</u>	<u>XX</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

BIDDER NAME: Northstar Protection LLC

DATE: 2/5/2025

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

Vendor provided all the requested documentation, and therefore passed.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

BIDDER NAME: Northstar Protection LLC

DATE: 2/5/2025

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	25	N/A

Evaluation Team Comments:

Organization Qualifications and Experience

A. Appendix C (Qualifications & Experience)

- *Been in business since 2006*
- *Partnered with a central station that has all the accreditations*
- *Has worked with multi facility agencies*
- *They provided an adequate summary of the organization*
- *Provided 3 examples of facilities with similar needs*

B. Subcontractors

- *No sub-contractor but does have a partner*

C. Organizational Chart

- *provided*

D. Litigation

- *none known*

E. Licensure/Certification (UL Certification for UL827 & UL1981)

- *provided*

F. Certificate of Insurance (COI on Acord form)

- *provided*

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

BIDDER NAME: Northstar Protection LLC

DATE: 2/5/2025

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	25	N/A

Evaluation Team Comments:

Proposed Services

A. Services to be Provided

- *Monitor fire panel/ sprinkler*
- *Monitor elevators communicators*
- *Monitor low temp alarms*
- *Implementation – Work Plan*
- *Services provided follows RFP*

B. Proposed Services – Work Plan

- *Outlined in scope of work they will perform*
- *Provided a 90-day implementation plan, well done plan.*

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

BIDDER NAME: Northstar Protection LLC

DATE: 2/5/2025

**EVALUATION OF SECTION IV
Cost Proposal**

Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Score
	/		x	50	=	N/A

Evaluation Team Comments:

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

BIDDER NAME: Eastern Fire

DATE: 2/5/2025

SUMMARY PAGE

Department Name: Defense, Veterans & Emergency Management – Military Bureau

Name of RFP Coordinator: Tanya L. Schaub

Names of Evaluators: Ken Merrifield, Mark Turmelle, David Keith

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
• UL Certification for UL 827		X
• UL Certification for UL 1981		X
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	25	
Section III. Proposed Services	25	
Section IV. Cost Proposal	50	
<u>Total Points</u>	<u>100</u>	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

BIDDER NAME: Eastern Fire

DATE: 2/5/2025

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Coordinator's Comment:

Vendor did not provide the Pass/Fail Documentation, resulting in fail status, and therefore their proposal was not provided to team for evaluation.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

BIDDER NAME: Eastern Fire

DATE: 2/5/2025

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	25	

Evaluation Team Comments:

Organization Qualifications and Experience

- A. Appendix C (Qualifications & Experience)*
- B. Subcontractors*
- C. Litigation*
- D. Licensure/Certification (UL Certification for UL827 & UL1981)*
- E. Certificate of Insurance (COI on Acord form)*

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

BIDDER NAME: Eastern Fire

DATE: 2/5/2025

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	25	

Evaluation Team Comments:

Proposed Services

A. Services to be Provided

B. Proposed Services – Work Plan

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

BIDDER NAME: Eastern Fire

DATE: 2/5/2025

**EVALUATION OF SECTION IV
Cost Proposal**

Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Score
	/		x	50	=	

Evaluation Team Comments:



**STATE OF MAINE
DEPARTMENT OF DEFENSE, VETERANS &
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**AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202411208**

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

I, (name) _____ Kenneth Merrifield _____ accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans & Emergency Management – Military Bureau. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

Bidders:

Northstar Protection, LLC
Eastern Fire

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

MERRIFIELD.KENNETH.ROY.10

06177359

Signature

Digitally signed by

MERRIFIELD.KENNETH.ROY.1006177359

Date: 2025.02.03 13:50:37 -05'00'

Date



STATE OF MAINE
DEPARTMENT OF DEFENSE, VETERANS &
EMERGENCY MANAGEMENT – *Military Bureau*

Janet T. Mills
Governor

Brigadier General Diane L. Dunn
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

I, (name) Mark Turmelle accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans & Emergency Management – Military Bureau. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

Bidders:

Northstar Protection, LLC
Eastern Fire

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

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Mark Turmelle
Signature

20 Feb 2025
Date



STATE OF MAINE
DEPARTMENT OF DEFENSE, VETERANS &
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Janet T. Mills
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AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202411208

RFP TITLE: MEARNG Remote Monitoring: Fire Panels, Boiler & Elevator Alarms

I, (name) David Keith accept
the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the
State of Maine Department of Defense, Veterans & Emergency Management – Military Bureau.
I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or
relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or
indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not
limited to: current or former ownership in the bidder's company; current or former Board
membership; current or former employment with the bidder; current or former personal
contractual relationship with the bidder (example: paid consultant); and/or current or former
relationship to a bidder's official which could reasonably be construed to constitute a conflict of
interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal
submitted in response to this RFP nor have I submitted a letter of support or similar
endorsement.

Bidders:

Northstar Protection, LLC
Eastern Fire

I understand and agree that the evaluation process is to be conducted in an impartial manner
without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there
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whether I should be disqualified from participation in the evaluation process.

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Proposals presented during the review process until such time as the Department
formally releases the award decision notices for public distribution.

David Keith
Signature

2-20-2025
Date