



INTEROFFICE MEMORANDUM

TO: Felicia Strong-Whitaker, Chief Purchasing Agent
Purchasing and Contract Compliance

FROM: Joseph Davis, Director, DREAM *JD*

DATE: December 10, 2026

SUBJECT: Recommendation Award -. #25ITB1406230C-GS
Fire Sprinkler Protection System Maintenance
Services

RECOMMENDATION: We are requesting approval of the lowest responsible bidders- Department of Real Estate and Asset Management, Bid#25ITB1406230C-GS, Fire Sprinkler Protection System Maintenance Services in the total amount of \$300,000.00 with VSC Fire & Security, Inc., Inc. (Norcross, GA) in the amount of \$160,000.00 and Cliff's Fire Extinguisher Company, Inc. (Woodstock, GA) in the amount of \$140,000.00 to provide fire sprinkler protection system maintenance services for County facilities. Effective January 1, 2026 through December 31, 2026, with two renewal options.

DISCUSSION: The Department of Real Estate and Asset Management recommends approval of the lowest responsible and responsive bidders to provide fire sprinkler protection system maintenance services for County facilities for fiscal year 2026. The recommendation was based on the bidders' prices for quarterly, annual, and five year maintenance testing on various types of fire control systems (dry, control valves, flow switches, tampers and fire pumps) located throughout the facility; costs for winterization and fire hydrant testing on identified facilities; per hour labor cost for non-scheduled repairs by calculating the given estimated hours for annual labor charges; and trip service charges per call by calculating the given estimated number of trip charges and totaling up all costs for Based Bid Amount to determine the lowest responsible bidder.

The recommendation also was based on the bidder's submittal of required professional licenses such as: State of Georgia Certificate (Georgia Department of Insurance and Fire Safety calls for technicians/Inspectors to have current NICET Level III Certification in Inspection and Testing of Water-Based Systems or other acceptable forms of certification acceptable to the area having jurisdiction (City, State, etc.) to prove that they are qualified to perform maintenance on fire protection systems including fire pumps and dry systems on County facilities.

The County received and evaluated seven (7) bid responses to the solicitation. VSC Fire & Safety, Inc. (current contractor) submitted the lowest responsible bid in the amount of \$121,431.00; the 2nd lowest bidder was Cliff's Fire Extinguisher Company, Inc. submitted a bid in the amount of \$127,837.50; the 3rd lowest bidder Telgian Fire and Safety submitted a bid in the amount of \$129,278.00; the 4th lowest bidder Acom Integrated Solutions submitted a bid in the amount of \$149,525.00; the 5th lowest bidder ADT Commercial submitted a bid in the amount of \$153,195.00; the 6th lowest bidder Patriot Fire Protection submitted a bid in the amount of \$234,033.00 and the 7th lowest bidder DynaFire, LLC submitted a bid in the

amount of \$250,360.00. After determining these factors, The Department requiring multiple fire sprinkler protection contractors to provide the County with maximum flexibility to service needs.

Therefore, we recommend VSC Fire & Safety, Inc. as the lowest responsible bidder and Cliff's Fire Extinguisher Company, Inc. as the next most responsible and responsive bidder to provide fire sprinkler protection system maintenance services for County facilities for fiscal year 2026.

The \$300,000 in spending authority is requested because this is a time and materials contract that requires covering the cost for replacement of all parts/ components and labor for inspections, and maintenance repairs. The bid prices quoted by the bidders are only for a fixed cost, However, in most cases, because of the age of the systems there will be deficiencies. When such deficiencies are identified, Fulton County is liable to repair them and these repairs come at additional cost. The extra authority requested, over and above the base bid cost will be used to cover the cost of deferred maintenance.

If you require additional information, contact Khandi Flowers at (404) 612-7944.

ATTACHMENT: Bid Tabulation Sheet

Cc. Tim Dimond, Deputy Director, DREAM
John W. Adams, Administrator, DREAM
Ben Wright, T Building Maintenance Manger (Interim)– Central, DREAM
Willie Perryman, Building Maintenance Manger – Greater, DREAM
Mark Hawks, CAPA, Team C, Purchasing & Contract Compliance
Harry Jordan, Contract Management Administrator, DREAM
Khandi Flowers, Contract Administrator, Purchasing/DREAM