



REQUEST FOR PROPOSALS

Complex Coordinated Terrorist Attack (CCTA) Regional Training Development & Delivery (RFP No. 19-024)

ISSUE DATE:

Date: February 18, 2019

ISSUING DEPARTMENT:

**County of Durham Purchasing Division
1st Floor / 200 East Main Street
Durham, NC 27701**

Proposals will be received until 2:00 P.M., Eastern Time, on March 21, 2019 to provide a Complex Coordinated Terrorist Attack (CCTA) Regional Training Development & Delivery for Durham County. All inquiries concerning the Scope of Services, Proposal Submission Requirements or Procurement Procedures should be directed to:

**Hilda W. Williams, Senior Procurement Specialist, (919) 560-0054
Purchasing Division
Email: purchasinggroup@dconc.gov**

Proposals shall be mailed and/or hand delivered to the Issuing Department shown above, and the envelope shall bear the name and number of this Request for Proposals (RFP). It is the sole responsibility of the Proposer to ensure that his/her Proposal reaches the Purchasing Division by the designated date and hour indicated above.

In compliance with this Request for Proposals and to all the terms and conditions imposed herein, the undersigned offers and agrees to furnish the goods and services described in accordance with the attached signed proposal.

Firm Name: C3 Pathways, Incorporated

Date: March 26, 2019

Address: 531 S Econ Circle, Ste. 1001

By: William M. Godfrey
(Name Typed/Printed)

Oviedo, Florida 32765


(Signature in Ink)

Phone: (407) 490-1300

Attachment I



PROPOSAL COST FORM

In accordance with the attached instructions, terms, conditions, and Scope of Services we submit the following proposal to the County of Durham.

| PERSONNEL/LABOR BY CATEGORY | HOURLY RATE | COST |
|-----------------------------|-------------|---------------------|
| Clerical/Analyst/Edit | \$ 73.47 | \$ 6,323.00 |
| Project Management | \$ 120.31 | \$ 12,756.00 |
| ISD/Development | \$ 100.31 | \$ 13,909.00 |
| Associates | \$ | \$ |
| Subject Matters Experts | \$ 150.46 | \$ 18,356.00 |
| Other | \$ | \$ |
| Subtotal | | \$ 51,344.00 |

| TRAVEL – Per Diem | COST |
|------------------------------|--------------------|
| Airfare | \$ 2,688.00 |
| Car | \$ 800.00 |
| Taxi/Uber/Lyft/etc. | \$ |
| Hotel | \$ 2,624.00 |
| Fuel | \$ 124.00 |
| Parking | \$ 200.00 |
| Tolls | \$ 120.00 |
| Meals (No alcohol permitted) | \$ 1,480.00 |
| Subtotal | \$ 8,036.00 |

| OTHER DIRECT COSTS (ODC) | COST |
|--------------------------|----------------------|
| Printing/Copies | \$ 640.00 |
| CCTA Course Deliveries* | \$ 179,880.00 |
| Other | \$ |
| Subtotal | \$ 180,520.00 |

TOTAL PROJECT PROPOSED COST

\$ 239,900.00

Two Hundred Thirty-Nine Thousand, Nine Hundred Dollars
(Total Project Proposed Cost in Writing)

*Includes standard government pricing for turnkey delivery of the unbranded PER353 (i.e. ASIM Advanced) and the accompanying ASIM Basic Train-the-Trainer. C3 Pathways will honor this pricing for cooperative procurement (i.e. Piggyback) by other interested government entities for a period of two (2) years from date of award.

The above Total Proposed Cost should be based on being awarded the entire project.

TAB 2 – EXECUTIVE SUMMARY

C3 Pathways has reviewed the Scope of Services set out in RFP 19-024. C3 understands broadly the end deliverable is a comprehensive, multi-modal training program to accomplish awareness training of the Complex Coordinated Terrorist Attack (CCTA) Regional Coordination Plan and three (3) deliveries of an experiential learning course similar to TEEX PER-353 followed by a half-day Train-the-Trainer. Incorporated are planning meetings and project management to achieve identified deliverables.

The Texas A&M University's Texas Engineering Extension Service (TEEX) PER-353 course Active Shooter Incident Management (ASIM Advanced 3-day) was developed solely by C3 Pathways and is exclusively taught/delivered by C3 Pathways on behalf of TEEX and Texas State University's Advanced Law Enforcement Rapid Response Training (ALERRT).

The Active Shooter Incident Management (ASIM) series of courses were developed by C3 Pathways from the research and work being conducted by C3 to improve police, fire, and EMS response to active assailant events. This ground-breaking work led to development of the Active Shooter Incident Management Checklist, which to date has been incorporated into five (5) Department of Homeland Security (DHS) certified curricula as well as Department of Justice (DOJ) curricula and adopted by emergency response agencies in nearly every state in the US. C3 Pathways exclusively owns the copyrighted ASIM curricula and the ASIM Checklist. C3 Pathways grants **free** copyright license usage of the ASIM Checklist to emergency responders, such as police, fire, and EMS.

C3 Pathways has an in-house technology practice that develops and maintains numerous simulation and electronic learning systems used by C3 and its instructor cadre to deliver the ASIM series (such as PER-353) and other courses. C3's in-house technology practice is more than capable of developing and supporting the required 1-hr eLearning module identified in the Scope of Services.

C3 Pathways also has an in-house curriculum development group that develops and maintains all C3 curricula. The curriculum development deliverables identified in the Scope of Services are well within the capabilities of the in-house C3 curriculum team.

Finally, C3 Pathways maintains a cadre of well-trained and exceptionally skilled instructors from all disciplines within the emergency response community, including police, fire, EMS, dispatch, emergency management, bomb, SWAT, intelligence, school safety, and more.

The RFP requires three deliveries

In summary, C3 Pathways proposes delivering the following (please see full details contained within this proposal):

- Three (3) instances of:
 - the unbranded version of the TEEX PER353 course (existing 3-day ASIM Advanced course), with each delivery followed by
 - the 1-day ASIM Basic Train-the-Trainer course.
- Development of a 1-hr CCTA awareness course to include:
 - an on-line delivery format to be hosted on NCTERMS,
 - a classroom delivery format with instructor and participant guides, and
 - one (1) delivery of the classroom course.

Included within this proposal is the project management, face-to-face meetings, review, and coordination necessary to accomplish the deliverables.

This C3 Pathways proposal meets 100% of the requirements in the Durham RFP with NO exceptions taken. This proposal is submitted as a firm-fixed-priced of **\$239,900**.

The TEEX PER-353 ASIM course, delivered exclusively by C3 Pathways, continues to be the highest rated DHS course from TEEX, with an overall participant rating of 4.8 out of 5 (>1,600 participant evaluations, see <https://www.c3pathways.com/reviews>).

Simply put, C3 Pathways is **uniquely qualified** to deliver the RFP 19-024 Scope of Services.

Cooperative Procurement Statement:

C3 Pathways supports cooperative procurement (i.e. Piggyback) among government entities on competitive bid contracts. C3 Pathways will honor the pricing for course deliveries within this proposal to other interested government entities for a period of two (2) years from date of award.

I certify that the contents of this proposal are known to no one outside the firm, and to the best of my knowledge all requirements have been complied with.

Date: March 26, 2019

Authorized Signature: _____



Name: Williams M. Godfrey

Title: Chief Executive Officer

Firm Name: C3 Pathways, Inc.

Attachment A

Addendum Acknowledgement

(RFP No. 19-024)

Receipt of the following Addendum is acknowledged:

Addendum no. 1 Date March 20, 2019

Addendum no. _____ Date _____

Addendum no. _____ Date _____

Addendum no. _____ Date _____

Addendum no. _____ Date _____

Signature:  Date: March 26, 2019

C3 Pathways, Incorporated

Name of Firm

Chief Executive Officer

Title