

City of Coquitlam

Request for Proposals

RFP No. 26-012

Self-Contained Breathing Apparatus –  
SCBA

## TABLE OF CONTENTS

<b>1. KEY DATES .....</b>	<b>3</b>
<b>2. RFP REQUIREMENTS, GUIDELINES, AND TERMS &amp; CONDITIONS .....</b>	<b>3</b>
<b>3. DEFINITIONS .....</b>	<b>4</b>
<b>4. INSTRUCTIONS TO PROPONENTS .....</b>	<b>5</b>
4.1. Acknowledgement.....	5
4.2. Purpose.....	5
4.3. Proposal Submission .....	5
4.4. Prices.....	5
4.5. Requested Departures .....	5
4.6. Evaluation Criteria .....	5
4.7. Term.....	8
<b>5. SCOPE OF SERVICES.....</b>	<b>8</b>
5.1. Scope.....	8

### Appendix A – Technical Submission Matrix

### [PROPOSAL SUBMISSION FORM](#)

**1. KEY DATES**

<b>RFP Issue Date</b>	<b>Thursday, April 9, 2026</b>
<b>Deadline for Questions</b> Send questions to: <a href="mailto:bid@coquitlam.ca">bid@coquitlam.ca</a> referencing the RFP name and number.	<b>12:00 PM (local time)</b> <b>Monday, April 27, 2026</b>
<b>Submission Deadline</b>	<b>2:00 PM (local time)</b> <b>Thursday, April 30, 2026</b>

**2. RFP REQUIREMENTS, GUIDELINES, AND TERMS & CONDITIONS**

All applicable requirements and guidelines for this RFP, are available on the City's website: [City Purchasing Information](#).

To be eligible for the award, the City requires only the **successful Proponent** to have the following in place before providing any Goods or Services. The requirements that apply to this RFP, listed in order of precedence are:

- a) Instructions to Proponents
- b) City Standard Terms and Conditions - Purchase of Goods and Services

**Do Not Submit – The items below are not required as part of this RFP Proposal. The City will request this documentation from the successful Proponent prior to entering into an agreement for Services.**

- c) A City of Coquitlam or Tri Cities Intermunicipal Business License is required for any Contractor performing Work within the City or if their office is located within the City, excluding delivery-only services

### 3. DEFINITIONS

**“Agreement” “Contract”** means the City Purchase Order that will be issued to formalize the Contract with the successful Proponent through negotiation process with the City based on the Proposal submitted and will incorporate by reference the Request for Proposals, the Terms and Conditions of Contract included in this RFP, any additional subsequent information, any addenda issued, the Proponent’s response and acceptance by the City

**“City” “Owner”** means City of Coquitlam

**“Contractor”** means the person(s) firm(s) or corporation(s) appointed by the City to carry out all duties, obligations, work and services described in the Request for Proposal and all associated documentation, which may also include mutually agreed revisions subsequent to submission of a Proposal. Both “Contractor” and “Proponent” are complementary in terms of duties, obligations and responsibilities contemplated at the Request for Proposals stage, through evaluation process, execution and performance of the services and Works

**“Price”** means the amount that will be paid by the City to the Contractor for delivery and acceptance of goods and Services

**“Proponent”** means responder to this Request for Proposals

**“Proposal”** means the submission by the Proponent

**“Request for Proposals” “RFP”** shall mean and include the complete set of documents, specifications and addenda incorporated herein, and included in this Request for Proposals

**“SCBA”** means Self Contained Breathing Apparatus

**“Services” “Work” “Works”** means and includes the provision by the successful Proponent of all services, duties, and expectations as further described in this RFP. This will also mean the whole of the Work, tools, materials, labour, equipment, travel, and all that is required to be done, furnished and performed by the Contractor

**“Shall” “Must” “Will” “Mandatory”** means a requirement that must be met

**“Supply” “Provide”** shall mean supply and pay for and provide and pay for

#### 4. INSTRUCTIONS TO PROPONENTS

##### 4.1. Acknowledgement

The City acknowledges with gratitude and respect that the name Coquitlam was derived from the hə́nqə́míhə́m (HUN-kuh-MEE-num) word kwíkʷə́lə́m (kwee-KWET-lum) meaning “Red Fish Up the River”. The City is honoured to be located on the kwíkʷə́lə́m traditional and ancestral lands, including those parts that were historically shared with the kícə́y (kat-zee), and other Coast Salish Peoples.

##### 4.2. Purpose

The purpose of this RFP is to invite Proposals from qualified, experienced companies for “as, and when required,” for the supply and delivery of **Self-Contained Breathing Apparatus – SCBA** as stated within this RFP.

##### 4.3. Proposal Submission

Proponents should complete and submit the information requested in this RFP document on the Proposal Submission.

##### 4.4. Prices

Prices shall be all-inclusive and stated in (Canadian Funds). Prices shall remain FIRM for the completion Term of the Contract.

Prices shall include the provision of all tools, materials, equipment, labour, transportation, fuel, supervision, management, overhead, materials, traffic control, services, all necessary packing and crating (where applicable), Canadian Customs import and export duties, freight, handling, insurance, all other associated or related charges, foreign, federal, provincial and municipal taxes, bonding costs, all licences, permits, inspections and all other requirements necessary for the commencement, performance and completion of Services as described.

Taxes are to be shown separately at time of invoicing.

The lowest price of any Proposal will not necessarily be accepted but will be analyzed to determine best overall value.

##### 4.5. Requested Departures

The Proponent acknowledges that the departures requested in the Proposal Submission Form will not form part of the Contract unless and until the City specifically consents in writing to any of them. The City may not consider any departures not stated in the Proponent’s Proposal Submission.

##### 4.6. Evaluation Criteria

###### a) Instructions for Proposal Submission and Attachment Referencing

The City uses Microsoft Word to streamline the transfer of Proponent information into an evaluation document. Responses on the Proposal

Submission Form should provide direct answers or concise summaries of any referenced attachments. Where attachments are necessary, each response should summarize the relevant information and clearly indicate where the City can find the corresponding details within the attachments, specifying precisely, for example, "see Section X, subsection Y, paragraph Z, on page N."

b) Submission Format and Content Authenticity

Lower scores may be assigned if Proposal Submission Forms:

I. Non-conforming

- Are not submitted in Microsoft Word format.
- Rely solely on references such as "see section X in the attached document" without providing summaries.

II. Authenticity

- The City preference is for Proposals to be original and directly aligned with the requirements outlined in this RFP. Proposals will be evaluated on specificity and relevance of content. Proposals containing generic, boilerplate, non-responsive content may receive a lower score.
- Proponents must demonstrate a clear understanding of the City's needs by providing detailed, tailored responses, including methodologies. Proposals lacking sufficient detail and originality may result in a lower evaluation score.

c) Evaluation Criteria and Points Allocation

Each proposal will be evaluated based on the following criteria:

Proposal Evaluation Summary	Maximum Points to be Awarded
<a href="#">Corporate</a>	25
<a href="#">Sustainable Benefits and Social Responsibility</a>	10
<a href="#">Technical</a>	45
<a href="#">Financial</a>	20
<b>Total</b>	<b>100</b>

d) The criteria for evaluation of the Proposals may include, but is not limited to:

**Corporate Experience, Capacity and Resources**

- Business and technical reputation and capabilities; experience, financial stability, capacity and resources
- Value added benefits
- References - Demonstrated successful use in comparable municipal or fire rescue settings

### **Sustainable Benefits and Social Responsibility**

- Sustainable benefits
- Reconciliation
- Social Responsibility

### **Technical**

- Technical Specifications (Appendix A – Technical Submission Matrix)
- Lead-time
- Maintenance - Local support and parts availability in Metro Vancouver area
- Warranties
- Training availability in Metro Vancouver area
- Demonstration Unit
- Technical Support – Repair and Maintenance
- Training for CFR staff
- Response time
- Challenges, Risks and Opportunities

### **Financial**

- Price

#### e) Proposal Comparison

These criteria will be used to determine best overall value to the City. Proposals will be compared to select one or more that are most advantageous.

#### f) Reference Checks and Interviews

Upon selection of one or more lead Proponent(s):

- References may be contacted
- Interviews may be conducted
  - As part of the evaluation of Corporate Experience

The City reserves the right to check references on other projects even if they are not specifically listed. Information obtained from references will be confidential and will not be disclosed to any Proponents.

#### g) Additional Evaluation Considerations

These criteria will be used to determine best overall value to the City as well as any other criteria that may become evident during the evaluation process.

The City may, at its discretion, request clarification or additional information from a Proponent with respect to any Proposal and the City may make such requests to only selected Proponents. The City may consider such clarifications or additional information in evaluating a Proposal.

h) Proposal Compliance and Rejection

Incomplete Proposals or Proposals submitted on forms other than the Proposal Submission Form may be rejected.

The City reserves the right to reject without further consideration any Proposal which in its opinion does not meet the criteria it considers essential for the Work outlined in this RFP.

Where only one Proposal is received, the City may reject such and re-issue the RFP on a selected basis.

i) Disclosure of Information

Proponents agree the City may disclose names of Proponents and total award amount, however, unevaluated results, unit prices, rates or scores will not be provided to any Proponents.

4.7. Term

The initial term of the Contract is two (2) years with the option to extend the Contract by additional terms, upon mutual agreement of the parties.

**5. SCOPE OF SERVICES**

5.1. Scope

The City is seeking the supply, delivery, commissioning, training, and support of a complete Self-Contained Breathing Apparatus (SCBA) system, including all required components, accessories, and associated equipment to ensure full operational readiness.

a) Standards and Compliance

i. All SCBA units and associated equipment must meet or exceed the following:

- NIOSH 42 CFR Part 84 (pressure-demand, open-circuit SCBA)
- NFPA 1970 (2025 edition)
- NFPA 1981 and NFPA 1982 (latest applicable editions where required for certification under NIOSH approval)

ii. All electronic components must be certified at a minimum as:

- Class I, Division 2
- Non-incendive

b) SCBA System Requirements

The Work includes supply of a minimum 4500 PSI SCBA platform consisting of 100 SCBA assemblies. Each SCBA assembly must include:

- Pressure-demand open circuit system

- Integrated face piece and mask-mounted regulator
  - Pressure-reducing regulator with redundant pressure reduction via dual valves or equivalent certified system
  - Integrated PASS device
  - Dual End-of-Service Time Indicators (EOSTI)
  - Dual Emergency Breathing Support capability (EBSS)
  - Rapid Intervention Crew / Universal Air Connection (RIC/UAC)
  - Compatibility with 45- and 60-minute cylinders (minimum)
  - Optional compatibility with 75-minute cylinders
  - Quick-connect or CGA-compliant threaded cylinder connection
  - Durable ergonomic harness and back frame
  - Optional locator/tracking capability
  - Accessories required to retrofit apparatus mounting brackets
- c) Pressure-Reducing Regulator
- Be securely mounted to the back frame
  - Connect via CGA-compliant threaded or approved quick connect system
  - Prevent cylinder removal while pressurized
  - Include resettable over-pressurization relief valve
  - Provide redundant pressure reduction or equivalent certified safety system
  - Automatically transfer to backup regulation or equivalent safety mitigation method
  - Provide indication of transfer to backup mode (where applicable)
  - Include functional test capability
- d) End-of-Service Time Indicators (EOSTI)
- i. Primary EOSTI:
    - Located in wearer's view
    - Audible and tactile alert
    - Activate at 33–35% rated service pressure
    - Activate upon low pressure or malfunction
  - ii. Secondary EOSTI (HUD):
    - Powered by SCBA primary power source
    - Mounted within field of vision
    - LED indicators at 100%, 75%, 50%, and 33–35%
    - Flashing red at 33–35%
    - Low battery indication
- e) Face Pieces and Regulators
- Face Pieces (Approximately 190 Units)
  - Be available in multiple sizes
  - Contain no natural rubber latex
  - Meet NFPA 1970 (2025 Edition)

- Withstand 500°F for 5 minutes and pass impact testing
  - Include anti-fog and abrasion-resistant coatings
  - Be submersible for cleaning
  - Include integrated asset identification capability
  - Be compatible with supplied SCBA
- f) Mask-Mounted Regulator
- Maintain positive pressure up to 103 L/min
  - Include demand and purge valve
  - Include swivel low-pressure hose
  - Provide engagement confirmation
  - Direct airflow for defogging
  - Automatically stop airflow when disengaged
- g) Back Frame and Harness
- Be lightweight composite or coated metal alloy
  - Protect hoses and wiring
  - Accommodate 45 and 60 minute cylinders
  - Include secure cylinder retention
- h) Harness
- Include shoulder straps and waist belt
  - Include closed-cell padding
  - Be removable without tools
  - Be machine washable
  - Include quick-release buckles
  - Include reflective elements
  - Include integrated Drag Rescue Device (minimum 1000 lb pull strength)
  - Be naturally articulating without hinges
  - Be waist extension compatible
- i) Cylinders
- i. Supply includes:
    - 230 × 45-minute cylinders
    - 18 × 60-minute cylinders
    - 8 × 75-minute cylinders (in RIT packs)
    - 6 × 15-minute EEBA cylinders (with EEBA packs)
  - ii. Cylinders must:
    - Meet DOT and Transport Canada requirements
    - Be composite construction
    - Be rated minimum 4500 PSI (option for 5500 PSI)
    - Include integrated asset identification capability
    - Include CGA-compliant valve
    - Include protective cap

- Be quick-connect compatible where applicable
- iii. Cylinder valves must:
- Be forged aluminum or equivalent
  - Be fail-open design
  - Include frangible disc relief
  - Include dual-reading gauge
  - Include elastomeric bumper
  - Include angled outlet
  - Not require mandatory overhaul to maintain warranty
- j) RIT Packs (8 Units)
- Include high-pressure 5500 psi, 75 minute cylinder
  - Include hoses and compatible fittings
  - Be compatible with multiple SCBA brands
  - Include compliant RIC/UAC connection
  - Be durable for rapid deployment
- k) Emergency Escape Breathing Apparatus (EEBA) (6 Units)
- Be compatible with supplied SCBA face piece
  - Include minimum 4500psi, 15-minute cylinder
  - Allow supplied air capability
- l) PASS and Locator System
- Comply with NFPA 1970 (2025 Edition)
  - Activate upon cylinder opening
  - Include hands-free reset
  - Operate from single battery source
  - Include battery check
  - Emit Universal PASS Tone
- i. If locator equipped:
- Wireless transmission
  - Programmable ID
  - Immediate and delayed transmission capability
- ii. Console must:
- Be shoulder-mounted
  - Include mechanical gauge
  - Include LED indicators
  - Auto-adjust brightness
  - Include external air-status display
- iii. Sensor module must:
- Be protected within back frame
  - Include motion sensor
  - Include dual sound emitters

- Provide multi-directional output
  - Include visual indicators
- m) Diagnostic and Testing Equipment
- SCBA flow test bench with adapters and software
  - Adapters for Port-A-Count fit testing
- n) Training
- Factory training for 12 technicians
  - Train-the-Trainer certification or equivalent
  - All required specialty tools included
- o) Tracking and Accountability
- Integrated tracking capability for SCBA units
  - Wireless or direct-connect preferred
  - Asset tracking integration
- p) Warranty and Support
- i. Minimum:
    - 15 years on SCBA packs and frames
    - 3 years on electronics and tracking
  - ii. Must:
    - Not require product registration
    - Not require mandatory overhaul
  - iii. Proponents must provide:
    - Warranty Period (SCBA)
    - Warranty Period (Electronics)
    - Extended warranty options
- q) Service and Support
- Local authorized service capability within Lower Mainland
  - Defined response and turnaround times
  - Documented service procedures



City of Coquitlam

## PROPOSAL SUBMISSION FORM

RFP No. 26-012

### Self-Contained Breathing Apparatus – SCBA

Proposals will be received as per the date and time specified in the Key Dates Section of the RFP.

#### INSTRUCTIONS FOR PROPOSAL SUBMISSION

Proposal submissions are to be returned in Microsoft Word and any other supporting documents to be consolidated into one PDF file and uploaded through QFile, the City’s file transfer service accessed at website: <https://qfile.coquitlam.ca/filedrop/purchasing>

1. In the “From” field enter: your email address
2. In the “Subject” field enter: Bid Name
3. In the “Bid Number” field enter: Bid Number
4. In the “Type” field enter **New** if this is a new submission or **Update** if this is an updated submission
5. Add files and Send (ensure your browser remains open until you receive a files sent message. You will also receive an email from QFile confirming the submission).

Proponents are responsible to allow ample time to complete the Proposal submission process prior to the closing date and time. Late submissions will not be accepted. If assistance is required phone 604-927-3037.

<b>Legal Name of Company</b>	
<b>Contact Person and Title</b>	
<b>Business Address</b>	
<b>Telephone</b>	
<b>Email Address</b>	

**1. DEPARTURES**

**a) CONTRACT** - I/We have reviewed the City's **Standard Terms and Conditions - Purchase of Goods and Services** (per Section 2 of the RFP) and would be prepared to enter into in an agreement that incorporates the City's Standard Terms and Conditions, amended by the following departures (list, if any):

Section	Requested Departure(s) / Alternative(s)

**b) SERVICES** - I/We have reviewed the Scope of Services as described in this RFP and are prepared to meet those requirements, amended by the following departures and additions (list, if any):

Requirements – Requested Departure(s) / Alternate(s) / Addition(s)

**2. CORPORATE**

<b>a) DEMONSTRATION UNITS</b> - Availability, location and notification required to arrange for a demonstration and testing of the equipment as proposed: <b>**The City may choose to use the demo in the field for one day**</b>

<b>b) CAPABILITIES, CAPACITY AND RESOURCES</b> - Proponents to provide information on the following (use the spaces provided and/or attach additional pages, if necessary):
i. Provide an overview of the Proponent’s organizational background, including history, mission, vision, corporate structure, and years in business:
ii. Provide a detailed narrative as to the Proponent’s understanding of the project objectives, outcomes and vision:
iii. Proponent is to state any value added benefits and activities they can provide in delivering the Services. Provide details:
iv. Describe the Proponent’s current capabilities and capacity to perform the Services, including relevant resources, staffing levels, and the ability to manage this project alongside existing workloads:

**c) REFERENCES** – Proponent shall be competent and capable of performing the Services requested and successfully delivered service contracts of similar size, scope and complexity. The City reserves the right to contact any person(s), agency(ies) or firm(s) not listed as part of an independent review (use the spaces provided and/or attach additional pages, if necessary):

<b>Reference No. 1</b>	
<b>Project Title and Description of Contract</b>	
<b>Size and Scope</b>	
<b>Work Performed</b>	
<b>Start Date and End Date</b>	
<b>Contract Value</b>	
<b>Completed on budget and schedule</b>	
<b>Project completed on schedule</b>	
<b>Reference Information</b>	Company:
	Contact Name:
	Phone Number and Email:
<b>Reference No. 2</b>	
<b>Project Title and Description of Contract</b>	
<b>Size and Scope</b>	
<b>Work Performed</b>	
<b>Start Date and End Date</b>	
<b>Contract Value</b>	
<b>Completed on budget and schedule</b>	
<b>Project completed on schedule</b>	
<b>Reference Information</b>	Company:
	Contact Name:
	Phone Number and Email:
<b>Reference No. 3</b>	
<b>Project Title and Description of Contract</b>	
<b>Size and Scope</b>	
<b>Work Performed</b>	
<b>Start Date and End Date</b>	
<b>Contract Value</b>	
<b>Completed on budget and schedule</b>	
<b>Project completed on schedule</b>	
<b>Reference Information</b>	Company:
	Contact Name:
	Phone Number and Email:

**3. SUSTAINABLE BENEFITS AND SOCIAL RESPONSIBILITY**

<b>I.</b> Describe all initiatives, policies, programs and product choices that illustrate your firm’s efforts towards sustainable practices and environment responsibility in providing the services that would benefit the City:
<b>II.</b> What policies does your organization have for hiring apprentices, indigenous peoples, recent immigrants, veterans, young people, women, people with disabilities and any other groups:
<b>III.</b> What policies does your organization have for the procurement of goods and services from local small and medium sized business or social enterprises or Indigenous owned businesses:
<b>IV.</b> What policies does your organization have to support reconciliation with indigenous peoples:

**4. TECHNICAL**

<b>a) LEAD TIME FOR DELIVERY</b> – State the lead time for delivery:

<b>b) KEY FACILITY LOCATIONS</b> - Business Name and Location:

**I. Warranty and Repair Service Center**

State location of nearest affiliate service facilities with factory authorized technicians located in Metro Vancouver area. Business Name and Location:

**II. State the procedure for handling warranty claims:**

**c) QUALITY ASSURANCE**

I. Provide information on the systems of Quality Control and build specification assurance:

II. **Repair And Maintenance** - Describe what repair and maintenance would be required that would optimize the life cycle value:

**d) TRAINING AND MANUALS**

I. **Manuals** (online/web based/paper manuals) included:

- 1 parts manual
- 1 repair manual for truck and all mounted equipment
- 1 service manual
- 2 Operator's manuals
- Wiring schematics including all installed systems and equipment

**State format available:**

II. **Training Materials:**

Access to online/web based training, 1 for Operators and 1 for Technicians

**Confirm and State format available:**

<b>e) RESPONSE TIME</b> - Indicate Response time in hours for Emergency & Non-Emergency Call outs:	
<b>Emergency Call Out:</b>	
<b>Non-Emergency Call Out:</b>	

<b>f) Attach Appendix A – Technical Submission Matrix</b>	
<input type="checkbox"/> <b>Yes</b>	<input type="checkbox"/> <b>No</b>

**5. FINANCIAL**

<b>a) PRICE</b> - Prices proposed are to be all inclusive; therefore, include all labour, material, tools, equipment, transportation, fuel, supervision, disposal fees, permit fees and any other items required for provision of the services (exclude GST):				
ITEM	SCOPE OF WORK	QUANTITY	UNIT PRICE (exclude GST)	TOTAL PRICE (exclude GST)
i.	SCBA Assemblies	110	\$	\$
ii.	Tracking (Optional) for SCBA	110		
iii.	RIT Pack w 5500psi/75 min cylinder	8	\$	\$
iv.	Emergency Escape Breathing Apparatus c/w 15 min Cylinder	6	\$	\$
v.	Compatible SCBA Face-Piece	190	\$	\$
vi.	Cylinder 4500/45	230	\$	\$
vii.	Cylinder 4500/60	18	\$	\$
viii.	Diagnostic Equipment /Flow Test Bench	1	\$	\$
ix.	Compatible Mask Fit Test Adapter	1	\$	\$
x.	Tracking and Accountability System (Optional)	1	\$	\$
xi.	Extended Warranty	State:	\$	\$
xii.	Annual Service and Maintenance	State:	\$	\$
xiii.	ECO Levy	State:	\$	\$
xiv.	Shipping and Handling	State:	\$	\$
xv.	Other not Listed	State:	\$	\$
xvi.	Other not Listed	State:	\$	\$
<b>Total</b>				<b>\$</b>

**Attention Purchasing Manager:**

6. **I/We, the undersigned duly authorized representative of the Proponent**, having received and carefully reviewed all of the Proposal documents, including the RFP and any issued addenda posted on the City’s website [www.coquitlam.ca/Bid-Opportunities](http://www.coquitlam.ca/Bid-Opportunities), and having full knowledge of the Site, and having fully informed ourselves as to the intent, difficulties, facilities and local conditions connected to performing the Services; submit this Proposal in response to the RFP.
7. **I/We** agree to the rules of participation outlined in the **Instructions to Proponents** (per section 2 of RFP) and should our Proposal be selected, agree to the City’s **Standard Terms and Conditions - Purchase of Goods and Services** (per Section 2 of RFP) and will accept the City’s Contract as defined within this RFP document.
8. **I/We acknowledge** receipt of the following Addenda related to this Request for Proposals and have incorporated the information received in preparing this Proposal.

Addendum No.	Date Issued

**This Proposal** is submitted this \_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

**I/We have the authority to sign on behalf of the Proponent and have duly read all documents.**

<b>Legal Name of Company</b>	
<b>Signature(s) of Authorized Signatory(ies)</b>	1.
	2.
<b>Print Name(s) and Position(s) of Authorized Signatory(ies)</b>	1.
	2.