



350 Green Oaks Pkwy | Holly Springs, NC 27540
Phone: (866) 387-9965 | Fax: (919) 387-9914
www.FallProtect.com
info@FallProtect.com

10/3/2022

Regina Bazile
George Mason University
4400 University Drive, Mailstop 3C5
Fairfax, VA 22030

RE: GMU-1833-23 Fall Protection Assessment and Equipment

Ms. Bazile,

In response to GMU RFP 1833-23, our proposal is attached for fall protection assessments, inspections, recommendations, installations, repair, training, and safety of equipment at George Mason University in Fairfax, VA.

Diversified Fall Protection specializes in the design, engineering, fabrication, installation, and certification of complete fall protection safety systems that keep workers safe while working at heights. Our service-oriented team of safety professionals is responsible for thousands of fall protection installation projects across the United States. We appreciate the invitation to be of service on this project. Per the RFP guidelines, our proposal includes hourly rates and unit pricing for various fall protection services and products as requested by George Mason University.

I appreciate your consideration of this proposal. Please feel free to call me if you have questions or need any additional information. We look forward to hearing from you!

Sincerely,

A handwritten signature in black ink, appearing to be "BC", with a long horizontal line extending to the right.

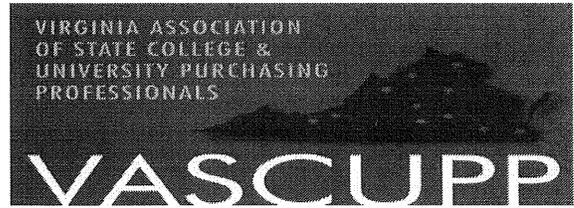
Ben Copeland, PE
Director – East
Diversified Fall Protection
M: 919-609-4509
bcopeland@fallprotect.com

Table of Contents

XIII.B.1 Procedural Information.....	2
XIII.B.2 Qualifications and Experience.....	7
XIII.B.3 Specific Plan (Methodology).....	9
XIII.B.4 References.....	11
XIII.B.5 Proposed Pricing.....	12
XIII.B.6 Other Information.....	14



Purchasing Department
 4400 University Drive, Mailstop 3C5
 Fairfax, VA 22030
 Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>



**REQUEST FOR PROPOSALS
 GMU-1833-23**

ISSUE DATE: August 10, 2022
TITLE: Fall Protection Assessment and Equipment
PRIMARY PROCUREMENT OFFICER: Regina Bazile, Sr. Buyer, rbazile@gmu.edu
SECONDARY PROCUREMENT OFFICER: James F. Russell, Director, jrussell@gmu.edu

QUESTIONS/INQUIRIES: E-mail all inquiries to both Procurement Officers listed above, no later than 4:00 PM Eastern Time (ET) on August 17, 2022. **All questions must be submitted in writing.** Responses to questions will be posted on the Mason Purchasing Website by 5:00 PM ET on August 24, 2022. Note: Questions must be submitted in WORD format. Also see section III. COMMUNICATION, herein.

PROPOSAL DUE DATE AND TIME: September 8, 2022 @ 2:00 PM ET. SEE SECTION XIII.A.1 FOR DETAILS ON ELECTRONIC PROPOSAL SUBMISSION.

In Compliance With This Request For Proposal And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiations.

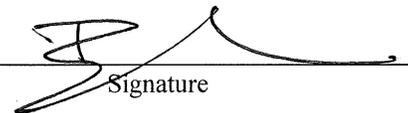
Name and Address of Firm:

Legal Name: Diversified Acquisition Corp.

Date: 10/3/2022

DBA: Diversified Fall Protection

Address: 350 Green Oaks Parkway

By: 
Signature

Holly Springs, NC 27540

Name: Ben Copeland

FEI/FIN No. 83-4483965

Title: Director - East

Fax No. 919-387-9914

Telephone No. 919-387-9965 x 119

Email: bcopeland@fallprotect.com

SWaM Certified: Yes: _____ No: X (See Section VII. SWaM CERTIFICATION for complete details).

SWaM Certification Number: _____

This public body does not discriminate against faith-based organizations in accordance with the *Governing Rules, § 36* or against a Bidder/Offeror because of race, religion, color, sex, national origin, age, disability, or any other prohibited by state law relating to discrimination in employment.



Purchasing Department
 Mailing Address: 4400 University Drive, Mailstop 3C5
 Street Address: 4441 George Mason Boulevard, 4th Floor, Suite 4200
 Fairfax, Va. 22030
 Voice: 703.993.2580 | Fax: 703.993.2589

August 25, 2022

RFP ADDENDUM #1

Request for Proposal: Title:	GMU-1833-23 Fall Protection Assessment and Equipment
RFP Dated: For Delivery To:	August 10, 2022 George Mason University

The following changes are hereby incorporated into the aforementioned RFP:

Please make sure to sign and include this addendum and all other addendums issued under this RFP with your offer/proposal.

- **Answers to Questions submitted by the Question Submission Deadline on August 17, 2022:**

Answers to these questions shall be considered part of the RFP requirements and the offeror should include any changes that result from this addendum into their offer. Failure to consider the information provided below may result in your offer being scored lower:

1. Question: Will this work take place at the main campus (Fairfax) only, or the entirety of campuses?

Answer: The work will be on all Mason Campuses and respective buildings where Fall Protection services are currently installed or potential projects.

2. Question: Is there an approximate total award amount per year?

Answer: There is not an approximate award amount per year.

3. Question: Is this a multi-year contract with escalation?

Answer: Per Section X. HH of the RFP: The contract will be for one (1) year from effective date of contract with four (4) successive one-year renewal option. If Mason elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by more than the percentage increase/decrease of the “other goods and services” category of the CPI-U section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.



Purchasing Department
 4400 University Drive, Mailstop 3C5
 Fairfax, Va. 22030
 Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>

RFP ADDENDUM NO. 3:

Date: September 20, 2022
 Reference: RFP #GMU-1833-23
 Title: Fall Protection Assessment and Equipment
 RFP Issued: August 10, 2022
 Proposal Due Date: September 8, 2022 @ 2:00 PM EST

The following changes are hereby incorporated into the aforementioned RFP:

- In an effort to achieve maximum competition, proposals will now be accepted until October 4, 2022 @ 2:00 PM EST.**

All other terms and conditions remain unchanged.

Regina Bazile, Senior Buyer

Please sign and include this addendum as part of your offer.

In Compliance With this RFP And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services required by this RFP at the prices indicated in the pricing schedule, and the undersigned hereby certifies that all information provided below and in any schedule hereto is true, correct, and complete.

Name and Address of Firm: _____
 Diversified Fall Protection

 350 Green Oaks Parkway

 Holly Springs, NC 27540

 Fed ID No: 83-4483965

 Email: bcopeland@fallprotect.com

Date: 10/3/2022
 By: Ben Copeland
 Title: Director East
 Signature:
 Phone: 919-387-9905 x119

Sincerely,
 Regina Bazile
 Senior Buyer
rbazile@gmu.edu

Purchasing Department
 George Mason University



Purchasing Department
 4400 University Drive, Mailstop 3C5
 Fairfax, Va. 22030
 Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>

RFP ADDENDUM NO. 3:

Date: September 20, 2022
 Reference: RFP #GMU-1833-23
 Title: Fall Protection Assessment and Equipment
 RFP Issued: August 10, 2022
 Proposal Due Date: September 8, 2022 @ 2:00 PM EST

The following changes are hereby incorporated into the aforementioned RFP:

- In an effort to achieve maximum competition, proposals will now be accepted until October 4, 2022 @ 2:00 PM EST.**

All other terms and conditions remain unchanged.



 Regina Bazile, Senior Buyer

Please sign and include this addendum as part of your offer.

In Compliance With this RFP And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services required by this RFP at the prices indicated in the pricing schedule, and the undersigned hereby certifies that all information provided below and in any schedule hereto is true, correct, and complete.

Name and Address of Firm:
 Diversified Fall Protection

 350 Green Oaks Parkway

 Holly Springs, NC 27540

 Fed ID No: 83-4483965

 Email: bcopeland@fallprotect.com

Date: 10/3/2022
 By: Ben Copeland
 Title: Director - East
 Signature: 
 Phone: 919-608-4508

Sincerely,
 Regina Bazile
 Senior Buyer
rbazile@gmu.edu

Purchasing Department
 George Mason University

ATTACHMENT A
SMALL BUSINESS SUBCONTRACTING PLAN
TO BE COMPLETED BY OFFEROR

Offerors must advise any portion of this contract that will be subcontracted. All potential offerors are required to include this document with their proposal in order to be considered responsive.

Small Business: "Small business (including micro)" means a business which holds a certification as such by the Virginia Department of Small Business and Supplier Diversity (DSBSD) on the due date and time for proposals. This shall also include DSBSD certified women- owned and minority-owned businesses and businesses with DSBSD service-disabled veteran owned status when they also hold a DSBSD certification as a small business on the proposal due date. Currently, DSBSD offers small business certification and micro business designation to firms that qualify.

Certification applications are available through DSBSD online at www.SBSD.virginia.gov (Customer Service).

Offeror Name: Diversified Fall Protection

Preparer Name: Ben Copeland **Date:** 10/3/2022

Who will be doing the work: I plan to use subcontractors I plan to complete all work

Instructions

- A. If you are certified by the DSBSD as a micro/small business, complete Section A of this form.
- B. If the "I plan to use subcontractors" box is checked, complete Section B of this form. For the proposal to be considered and the offeror to be declared responsive, the offeror shall identify the portions of the contract that will be subcontracted to any subcontractor, to include DSBSD certified small business for the initial contract period in relation to the offeror's total price for the initial contract period in Section B.

Section A

If your firm is certified by the DSBSD provide your certification number and the date of certification.

Certification Number: _____ Certification Date: _____

Section B

If the "I plan to use subcontractors" box is checked, populate the requested information below, per subcontractor to show your firm's plans for utilization of any subcontractor, to include DSBSD-certified small businesses, in the performance of this contract for the initial contract period in relation to the offeror's total price for the initial contract period. Certified small businesses include but are not limited to DSBSD-certified women-owned and minority-owned businesses and businesses with DSBSD service-disabled veteran-owned status that have also received the DSBSD small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc. It is important to note that these proposed participation will be incorporated into the subsequent contract and will be a requirement of the contract. Failure to obtain the proposed participation dollar value or percentages may result in breach of the contract.

Plans for Utilization of Any subcontractor, to include DSBSD-Certified Small Businesses, for this Procurement Subcontract #1

Company Name: _____ SBSB Cert #: _____
Contact Name: _____ SBSB Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____

Subcontract #2

Company Name: _____ SBSB Cert #: _____
Contact Name: _____ SBSB Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____

XIII.B.2: Qualifications and Experience

a. Background and brief history of your company.

Peak Fall Protection (Peak) was created in partnership with a specialty engineering firm in 2004. Peak originally focused on design and turnkey installation of anchorage systems to support suspended maintenance operations. In 2010, new product lines were implemented to address other rooftop fall protection needs. In 2011, Peak merged with a specialty steel fabricator which allowed further flexibility of product offerings as well as quality and service controls. Since 2010, Peak grew strategically each year, careful not to outpace the ability to service their dedicated customer base but eager to expand our quality service. In 2019, Peak Fall Protection was acquired by and joined forces with Diversified Fall Protection (Diversified), a portfolio company, headquartered in Cleveland, OH. Diversified Fall Protection (formerly Peak Fall Protection) located in Raleigh, NC includes the same expertise and a team of dedicated safety professionals that will directly service George Mason University as we have successfully for several years.

Since 1994, Diversified Fall Protection's team of experts have established a comprehensive system for delivering OSHA-compliant fall protection solutions and educating clients. We provide exceptional value and service through the systems we engineer and the industry-leading expertise we bring to every partnership. Our trained professionals provide full turnkey service to include hazard analysis, training, and yearly inspections to ensure that our equipment never fails when you need it most. We're involved in every step of the process from beginning to end. Some of our more widely used products include roof anchors, guardrails, access platforms, and horizontal lifelines. We work diligently with our clients to ensure that our products are exactly what they need for their specific project.

b. Names, qualifications and experience of personnel to be assigned to work with Mason.

The members of our team all have extensive experience and training in the fall protection industry to include general construction, welding, structural design and practical use of the systems we offer. The fall protection industry constantly evolves to meet market demands and in response to updated fall protection standards, specifically the ANSI Z359 Fall Protection Code and OSHA 1910 Subpart D.

Diversified is evolving with the industry through strategic partnerships and membership with pertinent organizations, as well as through acquisitions of additional qualified partners. We bring the top names in fall protection all under one roof: Peak Fall Protection, Fall Protection Systems (St. Louis, MO), Rooftop Anchor (Salt Lake City, UT), and Versatile Systems (Valencia, CA). At Diversified, it's our goal to elevate fall protection safety standards to new heights. This evolution allows us to provide our clients with the most effective, compliant solutions as we expand our knowledge on new technologies, updated protocols and industry development. Our Raleigh, NC office does not fully subcontract installation services, and can therefore better control consistency and quality control as components are installed and tested by our qualified technicians.

Key members of our operations team include our corporate Vice President of Engineering, East Director, Engineering Manager, Field Engineer, Installation Supervisor, Technical Sales Specialist, and Corporate Safety Manager:

- Corporate Vice President of Engineering, Travis Nelson, is a registered Professional Engineer (PE), to include VA, and a Certified Safety Professional (CSP). He holds (17) years of construction experience and (11) years of Fall Protection Design and Engineering experience.
- Director - East, Ben Copeland, is a registered professional Engineer (PE), to include VA. He operates the Diversified East Business unit to include project management, manufacturing, and installation. Ben has (8) years of experience in the Fall Protection and Construction industry.
- Field Engineer, Andrew Woodward, is a registered Engineering Intern (EIT) with four years of Fall Protection and Construction Experience and a BS in Civil Engineering. Andrew works closely with our inspections and hazard assessment teams for system design and compliance review.
- Installation Supervisor, Shea Geyer, holds (7) years of experience in Construction and Fall Protection Installation. He is OSHA 30 certified, CPR, First Aid and Lift certified, and is a Certified Fall Protection Installer. Shea is responsible for managing our in-house team in the proper installation and certification of fall protection systems.
- Technical Sales Specialist, Brandon Nelson, holds (4) years of experience in the inspection, certification, and design of Fall Protection Systems. Brandon works with customers directly to evaluate fall protection hazards and determine cost-effective solutions to meet their needs.
- Corporate Safety Manager, Travis Walsh, is a Graduate Safety Practitioner (GSP) and has over (3) years' experience in manufacturing and construction environments, all of which included a focus on fall protection safety. Travis works with all locations to facilitate safety workplace practices as well as collaborates with operational leaders on project-specific safety applications.

In addition to internal product lines and custom design and fabrication capabilities, Diversified is also partnered as an approved distributor/installer with other international fall protection manufacturers such as 3M (Capital Safety/DBI SALA), MSA (Latchways), Gorbel, Saferack / ErectaStep, and Precision Ladders, among others.

Analysis and modification of fixed ladders is not typically a service offered by fall protection contractors since there often is not opportunity to sell new product. However, Diversified also identifies fixed ladders as a significant fall hazard when built or installed improperly and has made simple retrofit adjustments to hundreds of ladders over the past two years. The 2017 update to OSHA 1910 Subpart D included updates to fixed ladder standards and requirements. Our dedication to custom design applications and strong partnerships in the industry means that we can offer a solution to our customer that best suits the hazard.

XIII.B.3: Specific Plan (Methodology)

a. *Your approach to providing the services described herein.*

Because each building is unique, there is not a “one-size-fits-all” solution and our process is designed to maximize available efficiencies at each building. Proper implementation of a fall protection program requires hazard analysis to include a thorough review of the building and maintenance activities with focus on several key variables, to include:

- The frequency, duration, and occurrence of maintenance tasks where the user is subjected to fall hazards, related to rooftops, ladders, and interior applications.
- The severity of the fall, obstructions in the fall path, and environmental conditions. Diversified Fall Protection carefully reviews architectural elements to confirm compatibility of the proposed remedial actions, to include hazard elimination when applicable.
- Other workers/contractors in the immediate area, access to the task/structure, and the history of accidents or incidents related to the task or structure.

For a campus or group of buildings, it’s important to review an adequate sample of the buildings. This is critical because it allows Diversified and the owner to identify priority areas, based on the severity of hazard and budget for remediation. Also, review of a representative sample allows opportunity to identify recurring hazards so that when practical, a universal solution can be applied to a universal hazard. The benefit to this approach is that the system user can then be trained to approach a hazard using the same methodology without need for significant deviation from location to location. This is better accomplished by assessing hazards first by building, then as a general overview of the campus so that adjustments can be made to best suit the overall program (although some case sensitive modifications are to be expected).

Diversified is experienced and well suited to assist in this process, which is a partnership with the owner’s representatives that can provide valuable insight to typical maintenance needs that may not be fully apparent. Also critical is the review of existing building structure as sometimes the most viable fall protection solutions require coordination with building structure that can support fall protection loads. Diversified employs Registered Engineers in-house that can identify the most efficient means for connection to structure or identify ballasted or alternative options when connection to structure would require significant bracing to sustain loads. The hazard analysis process is sometimes iterative as Diversified makes recommendations to the owner which may require modification to suit architectural and budget constraints.

b. *What, when, and how services will be performed.*

Diversified Fall Protection understands that historical buildings hold a special significance in the minds of the clients, and we recognize that many historical buildings stand on university property. At George Mason University, Diversified will be sensitive to architectural needs, while at the same time, preparing for the building’s future use.

The process begins with collaboration and interview of university representatives followed by a site visit and hazard analysis of a representative sample of buildings. Diversified will then provide feedback

through drawings and reports, presented in a format that will be easy to follow as the information is distributed through various university channels for review and comment. After initial review, Diversified typically provides budgetary information to determine that the proposed approach is not only viable from a user perspective, but also from a budget perspective. Adjustments are made as required until a final concept design is approved.

Once approved, the Diversified design team creates shop drawings using CAD and 3D modeling programs to represent project details. It is important that details are not only easy for purpose of installation, but also for the system user for future reference. Our details are represented in both sectional and isometric views to ensure that the intended installation and use are apparent to all parties. Lead time for material fabrication varies from a few days to a few weeks, depending on the level of customization for any specialty applications. Regarding installation, Diversified is sensitive to work on campus to include work during summer and holiday breaks, or after hours.

Diversified Fall Protection anchorage products are proof tested in place once installed to comply with industry standards and as confirmation of anchorage capacity prior to placing the anchorage system into service. Diversified provides a system logbook for each installation to include a sealed as-built drawing to indicate layout and details, user instructions, inspection requirements, test reports, typical photos, and a certification letter. A system is not complete without thorough user training, which Diversified personnel complete in a classroom setting and/or by a demonstration of the system. The turnkey process that Diversified provides is designed to prevent scope gaps, and to ensure that the finished system is safe and effective for its intended use.

c. It is the responsibility of the vendor to provide engineering evaluation as necessary regarding installation of temporary and permanent fall protection systems. The university will provide schematics and drawings when available.

Diversified Fall Protection as described above is capable and responsible for providing structural review for the design and engineering of fall protection systems to be installed to supporting structure. Diversified has the expertise required to determine suitable structure for attachment and to design the attachment method, which is verified by proof load testing and then certified for use. Depending on the scope of work and availability of structural drawings, Diversified may defer structural review to a qualified engineering partner as recommended by Diversified and/or directed by GMU. Diversified maintains partnerships with several local and national firms to easily facilitate special structural engineering requests.

4. References

a. *Provide a list of three (3) references that demonstrates the Officer's qualifications, preferably from other comparable higher education institutions your company is/has provided services with and that are similar in size and scope to that which has been described herein. Include a contact name, contact title, phone number, and email address for each reference and indicate the length of service.*

Errol Simon, University of North Carolina at Chapel Hill

Construction Manager

(919) 903-6169

errol@fac.unc.edu

Length of Service: 12 years

Lynn Swank, North Carolina State University

Project Manager

(919) 513-4637

ldswank@ncsu.edu

Length of Service: 10 years

Zachary Brackett, University of Virginia

Construction Administration Manager

(434) 243-2505

Zb5x@virginia.edu

Length of Service: 8 years

ATTACHMENT C
PRICING SCHEDULE

PART I: Labor Rates			
Enter hourly rates for services as defined in Section VII. Paragraph A. Labor rates shall be paid on the basis of time on the job site. Labor rates should account for the labor associated with installation and repair of fall protection systems on a per hourly basis.			
Labor Rates			
1.	Building Assessments	HR	\$ <u>115.00</u>
2.	Inspections	HR	\$ <u>115.00</u>
3.	Installations (per technician)	HR	\$ <u>95.00</u>
4.	Repairs (per technician)	HR	\$ <u>95.00</u>
5.	Training	HR	\$ <u>115.00</u>
6.	Professional engineering services (for fall protection only)	HR	\$ <u>170.00</u>
PART 2: Fall Protection Equipment			
Enter percent discount off of list prices. Using the format below, provide any additional products that have not been specified in this solicitation. <u>Include list prices with proposal submission.</u>			
Fall Protection Equipment: Percent discount off of list prices			
	Manufacturer	Product Type/ Category Type	Discount Off List
1.	Diversified Fall Protection	Single Point Anchors	12%
2.	Diversified Fall Protection	Roof Hatch Rail	7%
3.	Diversified Fall Protection	Structure Mounted Guardrail	12%
4.	Diversified Fall Protection	Dual Lanyard Horizontal Lifeline	12%
5.	Diversified Fall Protection	Continuous Travel Horizontal Lifeline	12%

6.	Diversified Fall Protection	Fixed Ladders	7%
7.	3M or MSA	Roofsafe Horizontal Lifeline	5%
8.	3M or MSA	Harness, Lanyard, End User Equipment	5%
9.	Diversified Fall Protection	Working Platforms	7%
10.	Diversified Fall Protection	Ballasted Guardrail	12%
11.	3M	Ballasted Anchor	5%
12.	Diversified Fall Protection	Ladderguard Guardrail System	12%
13.	Diversified Fall Protection	Warning Line	12%
14.	3M or MSA	Ladder Climbing Safety	5%
15.	PS Doors	Safety Gates	5%
16.	Gorbel	Overhead Track Systems	5%
17.	Diversified Fall Protection	Overhead Monorail Systems	8%
18.	Diversified Fall Protection	Skylight Screens	5%
19.			%
20.			%
21.			%
22.			%
23.			%
24.			%
25.			%

XIII.B.6: Other Information & Addendum 1 Response

- a. *Are you and/or your subcontractor currently involved in litigation with any party?* No
- b. *Please list any investigation or action from any states, local, federal or other regulatory body (OSHA, IRS, DOL, etc.) related to your firm or any subcontractor in the last three years.* None
- c. *Please list all lawsuits that involved your firm or any subcontractor in the last three years?*
Former entity named in a no-fault lawsuit from 2016, case closed 2019.
- d. *In the past ten (10) years has your firm's name changed? If so, please provide a reason for the change.* Yes – Peak Fall Protection Inc. was acquired by Diversified Acquisition Corp. dba Diversified Fall Protection in October of 2019.
- e. Peak Fall Protection prefers to pay via Payment Option #3: Net 30 Payment Terms.
- f. Addendum 1 Question 4 Response:
 - a. Installation teams will travel from the Raleigh, NC office in most instances.
 - b. Mobilization costs to and from Raleigh will need to be factored separately. The rates listed on the Pricing Sheet do not include mobilization expenses. Diversified is open to negotiation to ensure this is manageable and equitable for both parties, but suggest the below as starting point for discussions for mobilization to and from George Mason University from Raleigh, NC:
 - i. Mobilization cost (to and from) site assessment, inspections, training: \$1,200
 - ii. Mobilization cost (to and from) installation (per 2-man crew): \$2,000
 - iii. Daily cost (per day on site, per person): \$250
 - c. To ensure quality of service and competency, Diversified will remain cost competitive using internal resources from our closest office in Raleigh, NC instead of utilizing local third-party firms or contractors.