

# KONOVAl

## **FIRE & RESCUE FULL ARMOR RIG SOLICITATION #50-00123247**

Jefferson Parish  
Gretna, LA

Prepared For

Jefferson Parish  
**ATTN: MISTY CAMARDELLE**  
200 Derbigny Street  
Gretna, LA, 70053  
United States  
mcamardelle@jeffparish.net  
504-364-2683

Response By

KSENIA KONOVAL  
**KONOVAL, LLC.**  
1544 SPRING HILL ROAD #5510  
MCLEAN, VA  
703.728.0678  
KSENIA@KONOVAL.COM

100% Women Owned  
WOSB (SWAM) CERTIFIED 725829  
SAM REGISTERED KseniaKR

June 23rd, 2018

Jefferson Parish  
**ATTN: MISTY CAMARDELLE**  
200 Derbigny Street  
Gretna, LA, 70053 United States  
mcamardelle@jeffparish.net  
504-364-2683

**Re: 50-00123247 - FIRE & RESCUE FULL ARMOR RIG**

Dear Misty Camardelle,

Thank you for the opportunity to place an offer for this solicitation. We are a 100% Women Owned Small Business that is also SWAM certified and included with this response letter is our full response to your solicitation which includes our company profile, product specifications and quote.


Most of our products are made in the United States, which sets us apart from most other manufacturers, we also allow customizations of the products at no additional cost. Customizations can be in any form such as adding handles, changing a design on a cut, or making a pocket larger/smaller. This level of detail and customization and the ability to do in time production in our facility in Knoxville, TN. with great quality product has set us apart in the industry.

Our products have been used by USPFO Alabama, Wisconsin and Rhode Island, DLA and by Counties and Cities such as Frisco, Jefferson Parish and Roanoke and we currently have several multi-year contracts as well as one-time contracts for both Federal and Cities.

All items quoted include shipping cost and will be delivered in new condition and made to order within 45 days and there are no known conflicts that would prevent us from participating.

We look forward to your decision and we appreciate you taking the time to review our offer. Should you have any follow up questions or concerns please feel free to reach out to us directly.

Best,

  
Ksenia Konoval  
CEO  
Konoval, LLC.

## VENDOR OVERVIEW

<b>Business Name</b>	Konoval, LLC.
<b>Point of Contact</b>	Ksenia Konoval
<b>Address</b>	1544 Spring Hill Road #5510 McLean, VA 22103
<b>Phone</b>	703.728.0678
<b>Website</b>	<a href="https://www.konoval.com">https://www.konoval.com</a>
<b>Email</b>	<a href="mailto:ksenia@konoval.com">ksenia@konoval.com</a>
<b>Size of Business</b>	100% Small Women Owned Business SWAM WS CERTIFICATE #725829
<b>DUNS Number:</b>	080609205
<b>EIN</b>	82-0686678
<b>CAGE NO</b>	7US86
<b>SWAM</b>	725829
<b>SAM Registered</b>	KseniaKR
<b>W-9</b>	To follow this page
<b>SCC#</b>	S665384-6
<b>Jefferson Parish Vendor #</b>	22318

# Request for Taxpayer Identification Number and Certification

► Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Give Form to the  
requester. Do not  
send to the IRS.

Print or type.  
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. <b>KONOVAL LLC</b>		
2 Business name/disregarded entity name, if different from above		
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes. <input checked="" type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► <b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) ►	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <small>(Applies to accounts maintained outside the U.S.)</small>	
5 Address (number, street, and apt. or suite no.) See instructions. <b>1544 SPRING HILL ROAD #5510</b>	Requester's name and address (optional)	
6 City, state, and ZIP code <b>MCLEAN, VA 22102</b>		
7 List account number(s) here (optional)		

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

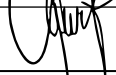
Social security number									
			-				-		
or									
Employer identification number									
8	2		-	0	6	8	6	6	7

## Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ► 	Date ► 01/18/18
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## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

## TABLE OF CONTENTS

<b>VENDOR OVERVIEW</b>	<b>3</b>
<b>W9</b>	<b>4</b>
<b>TABLE OF CONTENTS</b>	<b>5</b>
<b>CAPABILITIES</b>	<b>6</b>
MANUFACTURING	6
DELIVERY	6
SAMPLES	7
INSURANCE	7
MADE TO ORDER	7
WARRANTY	7
SHIPPING	7
ACCOUNT MANAGER	7
QUALITY CONTROL & INVENTORY CONTROL	8
<b>TECHNICAL OVERVIEW</b>	<b>9</b>
SPECIFIED PRODUCTS	9
SPECIFICATIONS OVERVIEW	9
ITEM #1 FIRE/RESCUE FULL ARMOR RIG	9
DESIGN AND CONFIGURATION	10
FIRE/EMS PROTECTIVE VEST IIIA SPECIFICATION SHEET	11
CARRIER ACCESSORIES SPECIFICATION SHEET	12
PROGUARD MC4 SPECIFICATION SHEET	13
ITEM #2 BADGER HELMET	14
DESIGN AND CONFIGURATION	14
BADGER HELMET SPECIFICATION SHEET	15
<b>PAST PERFORMANCE</b>	<b>16</b>
<b>QUOTE</b>	<b>18</b>

## **CAPABILITIES**

Konoval is a 100% Women Owned Small Business that is also SWAM certified with a focus on helping design, manufacture and protect our clients with the latest in ballistic equipment.

Most of our products are made in the United States by Midwest Armor which has been manufacturing products for the past 9+ years with a focus on tactical and ballistic gear, uniforms and accessories. Konoval has worked closely with Midwest to manufacture products that are unique and address today's challenges in the tactical space while still meeting all requirements and not compromising on quality. Our products are used by state counties such as Gwyneth county, by federal states such as Rhode Island and Alabama as well as by federal departments.

What truly sets us apart is the ability to customize our products to meet the user requirements. We have had great success with these customizations, which is included at no charge, in particular in areas where the end user has needs such as custom designed ballistic panels, expanding a pocket to carry extra gear, expanding the areal coverage to ensure coverage over stomach and groin areas for larger body types, ensuring additional straps from field experience and colors. There is no limit to the customizations we can do and all the design work is done in-house and samples can be provided within 14 days.

## **MANUFACTURING**

We manufacture most of our products in our Knoxville facility where we have two warehouses that operate in tandem to serve all our product lines. We currently produce products in the tactical and ballistics space with one warehouse dedicated to large ballistics items like panels and steel work and our other facility dedicated to soft armor and cut and sew.

In addition to manufacturing in the US all our raw material is sourced, when possible, from US locations that are local to our area or from known large suppliers such as those for Dyneema®; this allows us to produce quality products at an unbeatable price.

With expert designers and technicians on site we are able to design and custom make products that give our users the most effective design while meeting stringent protection requirements.

## **DELIVERY**

Our products are delivered to clients all over the US and we have partnerships with the largest and most reliable services to offer delivery as well as white glove delivery where our team will deliver, cleanup and even install products as needed.

## **SAMPLES**

We are happy to provide samples for any of our products upon request; please email [team@konoval.com](mailto:team@konoval.com) to request samples of any of the products specified above at no charge.

## **INSURANCE**

We carry insurance for liability, E&O as well as general business and can furnish a full insurance statement in the name requested upon request and available within 24 hours.

## **MADE TO ORDER**

All our products are made to order which ensures the longest lasting life possible for the products purchased and increase the shelf-life of a product for maximum usage.

## **WARRANTY**

All our products are backed by a manufacturer warranty that varies on the type of item, the grid below shows warranty by product type. Any issues will be resolved within a 45 day period from date of notification.

### **PRODUCT TYPE WARRANTY**

Ballistic Panels	10 Years
Soft & Hard Ballistic Armor	5 Years
Ballistic Helmets	5 Years
Carriers	3 Years
Cut & Sew	2 Years

Warranty does not start until all products are accepted by the designated point of contact and/or an invoice against items is paid.

## **SHIPPING**

We ship everything FOB and all our prices quoted include shipping.

## **ACCOUNT MANAGER**

Konoval, at its own expense, will provide an account manager to be the single Point of Contact for all needs related to this solicitation.

## QUALITY CONTROL & INVENTORY CONTROL

We deploy a technology based inventory control system which allows us to track all our products from raw source to production, for anything made in house, as well as tracking of products manufactured for us through serial numbers and labeling. Our solution also allows us to manage just in time production, inventory stock for multi-year contracts such as helmets and vests as well as manage supply by viewing previous history for a particular client. In addition our system allows for us to modify and customize labeling to meet the needs of the solicitation.

At all times we will maintain the following reports:

- Order Status including status of production and delivery
- Material Test Data and Performance Investigations
- Usage Reports
- Remedial / Warranty Action Reports
- Recycling / Disposal Reports

*[Space intentionally left blank; technical overview to follow]*



## TECHNICAL OVERVIEW

This section covers all the technical details of the products requested, products specified as well as our specification sheets for the products recommended.

## SPECIFIED PRODUCTS

We are bidding an alternative to all of the products, the below grid shows the products that are equal and those that are identical to specification call out.

#	ITEM	BRAND ALTERNATIVE	BRAND MODEL
1	Fire/Rescue Full Armor Rig	Midwest Armor	Fire/EMS Protective Vest IIIA  Level IV NIJ Certified Armor Plates  2 Medic Identifiers  1 Radio pouch w/ Reflective Straps
2	Advanced Combat Helmet Level IIIA	Midwest Armor	Badger IIIA Ballistic Helmet

## SPECIFICATIONS OVERVIEW

The purpose of the grid below is to outline our products specifications against the requested product and ensure that it meets each specification as well as outline the areas where we feel the product exceeds that of the one sought.

The specifications overview is broken down by each item requested.

### ITEM #1 FIRE/RESCUE FULL ARMOR RIG

Our Fire & Rescue full armor rig consists of the following:

- (1) Fire/EMS Protective Vest IIIA w/ reflective straps
- (2) Front & Back Level IV NIJ Certified Armor Plates

- (1) Radio pouch w/reflective straps
- (2) Medic Identifiers

The EMS Protective Vest is designed as a one-size fits all carrier with ballistic protection against bullets and fragmentation. A combination of ballistic materials provides multi-hit protection with minimal trauma effects. With side strap protection, one of the most advanced ballistic coverage on the market and the ability to accept soft and hard armor plates this vest is indispensable.

Our Proguard MC4 Armor Plates are designed to be a high performance plate that provides level IV stand-alone stopping power and is ideal for active shooter kits, long term wear, or to carry in your patrol car for emergency high-threat situations.

## DESIGN AND CONFIGURATION

SPECIFICATION REQUESTED	EQUAL	NOTES
Armor plates are NIJ Level IV Certified	YES	
EMS Vest is Level IIIA	YES	
EMS Vest has reflective tape	YES	
EMS Vest comes with 2 Medic Identifiers (placards)	YES	
EMS Vest comes with radio pouch with reflective tape	YES	

*[Space intentionally left blank; specification sheets to follow]*

# EMS IIIA VEST

FIRE/EMS PROTECTIVE VEST

BY **MIDWEST**



The EMS Protective Vest is designed as a one-size fits all carrier with ballistic protection against bullets and fragmentation. A combination of ballistic materials provides multi-hit protection with minimal trauma effects. With side strap protection, one of the most advanced ballistic coverage on the market and the ability to accept soft and hard armor plates this vest is indispensable.

## FEATURES

- NIJ06 Certified Level III-A
- Front/Rear pockets for hard armor plates
- 500D Cordura Nylon
- Industry leading adjustable cummerbund and shoulder straps
- 3M Reflective Hi-Visiblity Tape (optional)
- Loop front & back for ID placards
- Extra deep front pockets for carrying additional gear
- Removable Cummerbund
- Colors: Black, Red, Yellow, Tan, Royal Blue and Navy Blue (custom colors also available)

## EXCLUSIVE FEATURES

- Industry leading ballistic coverage with extended coverage on sides and stomach
- Extra adjustments for a true "one-size fits most"
- Deep front pockets for additional gear
- Optional carrying handle

# CARRIER ACCESSORIES

BY **MIDWEST**



## Kydex Multicam Holster

All our Multicam Holsters are made custom to fit your model of sidearm and are manufactured using KYDEX and comes with a lifetime warranty.

**Sizes:** Custom **Colors:** Standard Colors and Custom

## Multicam Magazine Holster

Made of Mil-Spec 1000D Cordura Nylon and come in an M4 version which holds up to four magazines, a Pistol version which holds up to two pistol magazines as well as custom.

**Sizes:** Custom **Colors:** Standard Colors and Custom



## Multicam Pouches

We manufacture Multicam pouches for radios, custom configuration as well as custom sized pouches all made from 1000D Cordura Nylon.

**Sizes:** Custom **Colors:** Standard Colors and Custom

ALL OUR PRODCUTS ARE CUSTOM MADE IN THE USA



# PROGUARD MC4

HARD ARMOR PLATES

BY **MIDWEST**



Designed to be a high performance plate the Proguard MC4 provides level IV stand-alone stopping power that is ideal for active shooter kits, long term wear, or to carry in your patrol car for emergency high-threat situations.

## FEATURES

- **Size:** 10"x12", all SAPI Sizes (Small to X-Large), 6"x6", 5"x8" and Side Plates
- **Thickness:** 0.99"
- Resistant to UV Rays, Salt Water
- Multi-Hit
- Multi-Curve
- Liner: Polyurea Liner
- Ballistic Solution: Ceramic / UHMWPE
- Level IV NIJ 06
- **Weight:** 6.8lbs (10x12)

**MIDWEST**  
ARMOR & STRATEGIC SOLUTIONS

**STRIKE FACE**

ITEM #2 BADGER HELMET

The Badger MICH/ACH III-A Ballistic Helmet is designed according to the latest US Military requirements utilizing the most advanced ballistic protection against gun ammunition. The shell is composed of multi-layered composite and comes with a harness assembly that consists of a Comfipad suspension system and a four point harness with leather chinstrap.

DESIGN AND CONFIGURATION

SPECIFICATION REQUESTED	EQUAL	NOTES
NIJ Level IIIA Protection	YES	
ACH Cut	YES	
Colors: Black, Tan, Camo, Green and Custom	YES	
Sizes: S, M, L and XL	YES	

*[Space intentionally left blank; specification sheet to follow]*

# BADGER MICH/ACH

III-A BALLISTIC HELMET

BY **MIDWEST**



The Badger MICH/ACH III-A Ballistic Helmet is designed according to the latest US Military requirements utilizing the most advanced ballistic protection against gun ammunition. The shell is composed of multi-layered composite and comes with a harness assembly that consists of a Comfipad suspension system and a four point harness with leather chinstrap.

## FEATURES

NIJ Level IIIA

**Shape:** MICH/ACH

**Shell:** Multi-layered advanced composite

Integrated Night Vision Goggle Mount

Picatinny Rail Adapter Included

Comfipad 4-Point Suspension System Harness

Adjustable retention knob

7 impact-absorbing pads

4 point harness with leather-lined chin star

Works with Gas Masks

**Colors:** Black, Tan, Multicam and Custom Colors

**Warranty:** 5 Years

**Sizes:** Small, Medium, Large, X-Large

## OPTIONAL VISOR

Optional Paulson Visor. DK6-H.150 shown to right, other models available.



## PAST PERFORMANCE

<b>Agency Name:</b> USPFO Alabama	<b>Contracting Point of Contact:</b> <ul style="list-style-type: none"><li>● <b>Full Name:</b> LTC Mike Davenport</li><li>● <b>Position Title:</b> LTC</li><li>● <b>Phone:</b> 334-558-4318</li><li>● <b>Email:</b> Steven.m.davenport.mil@mail.mil</li></ul>
<b>Project Title:</b> Ballistic Panels	
<b>Contract No. or Task Order No.:</b> W912JA-17- P-0176	<b>Technical Point of Contact:</b> <ul style="list-style-type: none"><li>● <b>Full Name:</b> William Craig Kast</li><li>● <b>Position Title:</b> Contracting Officer</li><li>● <b>Phone:</b> 334.271.7333</li><li>● <b>Email:</b> william.c.kast.civ@mail.mil</li></ul>
<b>Period of Performance:</b> 09/17-01/18	
<b>Funded Value (Annual):</b> \$364,956.16	
<b>Description of work performed:</b> Furnished 296 ballistic panels to various state recruiting stations throughout the state; which required custom manufacturing of steel, assembly, workmanship and design.	

<b>Agency Name:</b> Jefferson Parish County	<b>Contracting Point of Contact:</b> <ul style="list-style-type: none"><li>● <b>Full Name:</b> Karen Leonard</li><li>● <b>Position Title:</b> Purchasing Agent</li><li>● <b>Phone:</b> 504-363-5742</li><li>● <b>Email:</b> leonard_kk@jpso.com</li></ul>
<b>Project Title:</b> Maritime Tactical Body Armor	
<b>Contract No. or Task Order No.:</b> 18-JAN-3101	<b>Technical Point of Contact:</b> <ul style="list-style-type: none"><li>● <b>Full Name:</b> Lt. Todd Vignes</li><li>● <b>Position Title:</b> JP SO SWAT Team</li><li>● <b>Phone:</b> 504-250-4880</li><li>● <b>Email:</b> vignes_tm@jpso.com</li></ul>
<b>Period of Performance:</b> 02/18-3/18	
<b>Funded Value (Annual):</b> \$34,218.96	
<b>Description of work performed:</b> Provided 120 hard armor plates	

<b>Agency Name:</b> City of Frisco	<b>Contracting Point of Contact:</b> <ul style="list-style-type: none"> <li>● <b>Full Name:</b> Daniel Ford</li> <li>● <b>Position Title:</b> Purchasing Manager</li> <li>● <b>Phone:</b> 972.292.5545</li> <li>● <b>Email:</b> dford@friscotexas.gov</li> </ul>
<b>Project Title:</b> Ballistic vests and helmets	



<b>Contract No. or Task Order No.:</b> 113851	<b>Technical Point of Contact:</b> <ul style="list-style-type: none"><li>● <b>Full Name:</b> Shannon Brinton</li><li>● <b>Position Title:</b> Battalion Chief - Special Operations</li><li>● <b>Phone:</b> 972.292.6337</li><li>● <b>Email:</b> sbrinton@friscofire.com</li></ul>
<b>Period of Performance:</b> 03/18-03/20	
<b>Funded Value (Annual):</b> ~\$90,000	
<b>Description of work performed:</b> A multi-year contract for ballistic vests, bags and helmets.	

*[Space intentionally left blank]*

# KONOVAL

KONOVAL LLC  
1544 SPRING HILL ROAD #5510  
MCLEAN, VA 22103  
702.728.0678

## QUOTATION

DATE	June 23rd, 2018
PREPARED BY	Ksenia Konoval
EMAIL	ksenia@konoval.com

PREPARED FOR
<b>SOLICITATION #50-00123247</b> Jefferson Parish <b>ATTN: MISTY CAMARDELLE</b> 200 Derbigny Street Gretna, LA, 70053 United States

SAM	KseniaKR
CAGE CODE	7US86
TAX ID	82-0686678
DUNS NUMBER	80609205
100% Small Women Owned Business WOSB (SWAM) Certified #725829	

FOB	VALID FOR	TERMS	DELIVERY	WARRANTY
Gretna, LA	190 Days	NET 30	45 Days	5 Years on Ballistics 3 Years on Outer Material

ITEM NO.	PART #	DESCRIPTION	QTY	UNIT PRICE	TOTAL
1	K-MDA-EMS-RIG	<b>MIDWEST FIRE/RESCUE FULL ARMOR RIG</b>  Rig includes the following items: (1) Fire/EMS Protective Vest IIIA w/ reflective straps (2) Front & Back Level IV NIJ Certified Armor Plates (1) Radio pouch w/reflective straps (2) Medic Identifiers	20	\$638.00	\$12,760.00
2	K-MDA-BDH-B	<b>MIDWEST BADGER HELMET - BLACK</b>	20	\$239.00	\$4,780.00
3	K-MDA-BDH-T	<b>MIDWEST BADGER HELMET - TAN</b>	4	\$239.00	\$956.00
	<b>SHIPPING</b>		-	Included	Included
<b>THANK YOU</b>			<b>TOTAL</b>		<b>\$18,496.00</b>

THANK YOU

*For questions concerning this invoice, please contact  
Ksenia Konoval, 703.728.0678, ksenia@konoval.com  
www.konoval.com*