

RFP 21-66406
BUSINESS PROPOSAL
ATTACHMENT E

INSTRUCTIONS

- Please supply requested information *in the blue-shaded areas* and indicate any attachments that have been included.
- Document all attachments with which section and question they pertain to.

2.3.1 General (optional) - Please introduce or summarize any information the Respondent deems relevant or important to the State's successful acquisition of the products and/or services requested in this RFP.

Galls has been in business for 54 years servicing the public safety market; specializing in law, fire, security, corrections, emergency medical services, federal government, military, postal, and transit uniforms and equipment. Galls employs more than 1072 employees. Galls generates over \$535 million in annual sales by servicing over one million individuals and 68% of all public safety agencies annually. We are **proud to serve** America's public safety professionals.

- Founded in 1967
- Purchased by ARAMARK (1995)
- Acquired Long Beach Uniform (2002)
- Launched first custom website (2004)
- Purchased by CI Capital Investment Group (2011)
- Acquired Quartermaster Uniforms (2012)
- Acquired Roy Tailors of Cincinnati/Columbus, OH (2013)
- Acquired Best Uniforms (2014)
- Acquired Blumenthal Uniforms (2014)
- Acquired Lone Star Uniforms (2014)
- Acquired AK Uniforms & Equipment Co. (2015)
- Acquired Sterling's Public Safety Inc. (2015)
- Acquired A.M.E.'S Uniforms (2015)
- Acquired U.S. Calvary (2016)
- Acquired Apparel Sewn Right (ASR) (2016)
- Acquired Alamar Uniforms (2016)
- Acquired Rosen's Uniforms (2016)
- Acquired Azar's Uniforms (2016)
- Acquired Neve's Uniforms (2016)
- Acquired Uniforms Unlimited (2016)
- Acquired Arslan Uniforms (2017)
- Acquired Patriot Outfitters, LLC (2017)
- Acquired Carpenter Uniforms (2017)
- Acquired Carpenter Uniforms and Promotional Products (2017)
- Acquired Red the Uniform Tailor (2017)
- Purchased by Charlesbank Capital Partners, LLC (2018)
- Acquired KEEPRS, Inc. (2018)
- Acquired Miller Uniforms and Emblems, Inc. (2018)
- Acquired Cruse Uniforms & Equipment, Inc. (2018)
- Acquired Lark Uniforms (2018)

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- Acquired Samzie's Uniforms (2018)
- Acquired Universal Uniforms (2019)
- Acquired Keystone Uniforms and On Guard Apparel (2019)

Stocking, Distribution and Fulfillment

Galls' distribution center (DC) is in Lexington, KY. The DC is approx. 350,000 square feet, containing 40,000 active pick locations and 38,000 reserve locations. Current capacity is 82% in active and 84% in reserve. Galls has a fully automated warehouse management software tool and state of the art conveyor system for order fulfillment allowing us to ship an average of 2,700 orders daily or 700k orders annually. Also note, Galls has 2 additional distribution centers; one in Cerritos, California with 50,000 square feet and the other in Olathe, Kansas with 30,000 square feet.

Product Availability

Galls is the **Indiana DNR** reliable source for quality, in-stock public safety equipment and apparel. Like you, we're quick, efficient, and effective. Galls understands that the demanding needs of your profession drive your purchasing decisions, so we demand the quality gear you require to do your job. As the public safety industry leader, we pride ourselves on having the [largest inventory](#) in the industry. However, your options do not end with our inventory; Galls will leverage our experience and knowledge to find the products you require in the rare event we do not inventory the item or brand.

No one can compare to our full spectrum of in-house [customization options](#) for apparel and gear.

Galls has the largest on-hand inventory in the public safety industry. This means less backorders, faster service and faster delivery. Galls also has the right inventory to match the market trends, so you are always ordering the latest and best in the industry.

As a public safety professional, your gear must perform. After all, it may mean the difference between life and death. That's why Indiana DNR can count on Galls to offer only top-quality products. But we don't do it all alone.

- 2.3.2 Respondent's Company Structure** - Please include in this section the legal form of the Respondent's business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

Galls, LLC is a Delaware Limited Liability company. A Delaware letter of Good Standing is included as an attachment. A company Organization Chart has been provided as an attachment.

- 2.3.3 Company Financial Information** - This section must include documents to demonstrate the Respondent's financial stability. Examples of acceptable documents include: most recent Dunn & Bradstreet Business

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Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.

Included as attachments are the 2018 and 2019 audited financials and Galls D&B report dated 1.25.21.

2.3.4 Integrity of Company Structure and Financial Reporting - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The particular areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

Galls, LLC, CFO David Scheve, takes personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal.

2.3.5 Contract Terms/Clauses - Please provide the requested information in RFP Section 2.3.5. Indicate the name of the document in the space provided.

Galls agrees to all terms and conditions of the sample contract as provide in RFP 21-66406.

2.3.6 References - Reference information is captured on **Attachment H**. Respondent should complete the reference information portion of the **Attachment H** which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of Attachment H should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive three (3) Attachment H's from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. Attachment H should be submitted to idoareferences@idoa.in.gov. Attachment H should be submitted no more than ten (10) business days after the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

Customer 1	
Legal Name of Company or Governmental Entity	Indiana State Police
Company Mailing Address	100 N. Senate Avenue Suite N340
Company City, State, Zip	Indianapolis, IN 46204
Company Website Address	www.in.gov/isp
Contact Person	Mick McClanahan
Contact Title	Lieutenant
Company Telephone Number	317-450-5700
Company Fax Number	NA
Contact E-mail	MMcClanahan@isp.in.gov
Industry of Company	Public Safety
Customer 2	

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Legal Name of Company or Governmental Entity	Minnesota Department of Natural Resources
Company Mailing Address	21371 State Hwy 15
Company City, State, Zip	New Ulm, MN 56037
Company Website Address	Mndnr.gov
Contact Person	Cory Palmer
Contact Title	Captain
Company Telephone Number	507-233-1206
Company Fax Number	NA
Contact E-mail	Cory.palmer@state.mn.us
Industry of Company	Public Safety
Customer 3	
Legal Name of Company or Governmental Entity	Nebraska Game and Parks Commission
Company Mailing Address	2200 N. 33 rd St.
Company City, State, Zip	Lincoln, NE 68503
Company Website Address	Outdoornebraska.gov
Contact Person	Travis Shelper
Contact Title	Division Administrator
Company Telephone Number	402-613-2312
Company Fax Number	NA
Contact E-mail	Travis.Shelper@nebraska.gov
Industry of Company	Public Safety

2.3.7 Registration to do Business - Selected out-of-state Respondents providing the products and/or services required by this RFP must be registered to do business within the State by the Indiana Secretary of State and the Indiana Department of Administration, Procurement Division. The address contact information for this office may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent's responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

Active Registration: Business ID 201912201363343

2.3.8 Authorizing Document - Respondent personnel signing the Transmittal Letter of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

David Scheve is an authorized signatory for Galls Parent Holdings, LLC. As evidence of his authority included as an attachment is a Corporate Resolution dated 9.16.19.

2.3.9 Subcontractors - The Respondent is responsible for the performance of any obligations that may result from this RFP and shall not be relieved by the non-performance of any subcontractor. Any Respondent's proposal must identify all subcontractors and describe the contractual relationship between the Respondent and each subcontractor. Either a copy of the executed subcontract or a letter of agreement over the official signature of the firms involved must accompany each proposal.

Any subcontracts entered into by the Respondent must be in compliance with all State statutes and will be subject to the provisions thereof. For each portion of the proposed products or services to be provided by a

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subcontractor, the technical proposal must include the identification of the functions to be provided by the subcontractor and the subcontractor's related qualifications and experience.

The combined qualifications and experience of the Respondent and any or all subcontractors will be considered in the State's evaluation. The Respondent must furnish information to the State as to the amount of the subcontract, the qualifications of the subcontractor for guaranteeing performance, and any other data that may be required by the State. All subcontracts held by the Respondent must be made available upon request for inspection and examination by appropriate State officials, and such relationships must meet with the approval of the State.

The Respondent must list any subcontractor's name, address and the state in which formed that are proposed to be used in providing the required products or services. The subcontractor's responsibilities under the proposal, anticipated dollar amount for subcontract, the subcontractor's form of organization, and an indication from the subcontractor of a willingness to carry out these responsibilities are to be included for each subcontractor. This assurance in no way relieves the Respondent of any responsibilities in responding to this RFP or in completing the commitments documented in the proposal. The Respondent must indicate which, if any, subcontractors qualify as a Minority, Women, or Veteran Owned Business under IC 4-13-16.5-1 and Executive Order 13-04 and IC 5-22-14-3.5. See Sections 1.21, 1.22 and Attachments A/A1 for Minority, Women, and Veteran Business information.

IVOSB entities (whether a prime or subcontractor) must have a bidder ID. If registered with IDOA, this should have already been provided (as with MWBEs). IVOSBs that are only registered with the Federal Center for Veterans Business Enterprise will need to ensure that they also have a Bidder ID provided by IDOA (please see section 2.3.7, Department of Administration, Procurement Division for details).

N/A

2.3.10 Evidence of Financial Responsibility – Not Applicable

2.3.11 General Information - Each Respondent must enter your company's general information including contact information.

Business Information	
Legal Name of Company	Galls Parent Holdings, LLC dba Galls, LLC
Federal Identification Number (FIN)	20-3545989
Contact Name	Tiffany Brewer
Contact Title	Sr. Mgr. Contract Compliance
Contact E-mail Address	Brewer-tiffany@galls.com
Company Mailing Address	1340 Russell Cave Rd.
Company City, State, Zip	Lexington, KY 40505
Company Telephone Number	800-876-4242
Company Fax Number	877-914-2557
Company Website Address	www.galls.com
Federal Tax Identification Number (FTIN)	20-3545989
Number of Employees (company)	1072
Years of Experience	54
Number of U.S. Offices	95
Year Indiana Office Established (if applicable)	N/A
Parent Company (if applicable)	Galls Intermediate Holdings, LLC

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Revenues (\$MM, previous year)	2020 489,398,622
	2018 499,936,549
Revenues (\$MM, 2 years prior)	2019 504,505,367
% Of Revenue from Indiana customers	.95%

- a. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

Yes. See attached Galls Disaster Recovery Plan

- b. What is your company's technology and process for securing any State information that is maintained within your company?

Attachment Galls Information Security Policy

2.3.12 Experience Serving State Governments - Please provide a brief description of your company's experience in serving state governments and/or quasi-governmental accounts.

Galls has been in business for over 54 years servicing local municipalities, state and federal government customers. We have over 750 long standing formal contracts with departments of all sizes including statewide procurement with mandatory and non-mandatory use by local and state agencies.

2.3.13 Experience Serving Similar Clients - Please describe your company's experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

City of Miami Police Department Mr. David Evans 400 NW 2ND A VE MIAMI, FL 33128-1706 US (305) 898-8243 41996@miami-police.org Dates of service: 2015-Present

Awarded contract to be sole provider of uniforms, footwear, duty gear and assorted equipment to over 1,800 law enforcement employees. The City of Miami Police Department utilizes Galls eQuip online ordering platform by having all their employees place their orders via eQuip. The success of implementing eQuip and high level of reliability that Galls has provided to the Miami Police Department have created a very strong, long lasting partnership. Miami PD utilizes a Galls on-site service center with a Galls employee to manage orders/inventory, perform alterations to uniforms and be the account liaison for Galls and the city.

Pasco County Sheriffs Office Purchasing Manager Chamanda Burris 19405 Central Blvd. Land O' Lakes, FL 34637 (813) 235-6001 Chamanda.burris@pascosheriff.org Dates of service: 2017-Present

Pasco County Sheriffs Office purchases all of their uniforms, duty gear, footwear and assorted equipment through their custom-built Galls eQuip online ordering platform. Pasco County Sheriffs Office partnered with Galls because they understood that Galls was the only supplier capable of supporting their high demand agency with timely deliveries and the product they needed. Galls worked closely with Pasco County Sheriffs Office to successfully execute two major uniform changes throughout their relationship, this involved successfully delivering a new style of uniform to over 700 law enforcement employees.

Leon County Sheriffs Office Procurement Manager Brandy Coxwell 2825 Municipal Way Purchasing Department Tallahassee, FL 32304 (850) 606-3210 coxwellb@leoncountyfl.gov Dates of service: 2014-Present

Leon County Sheriffs Office purchases all their uniforms, body armor, footwear, duty gear and assorted equipment through Galls and their custom built eQuip online ordering portal for their more than 500 law

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enforcement employees. Galls has built a strong partnership with the Leon County Sheriffs Office throughout the years through consistent timely deliveries, high levels of service and overall reliability in being able to provide products and services needed.

2.3.14 Indiana Preferences - Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent's ability to claim eligibility for Buy Indiana points. **Respondent must clearly indicate which preference(s) they intend to claim. Additionally, the Respondent's Buy Indiana status must be finalized when the RFP response is submitted to the State.**

Buy Indiana

Refer to Section 2.7 for additional information.

Indicate which preference(s), if any, Respondent intends to claim.

N/A

2.3.15 Payment – Not applicable.

N/A