



RAPID CITY FIRE DEPARTMENT

Prepare, Prevent, Protect



To: Rapid City Mayor and Common Council
CC: Fire Chief Mike Maltaverne
From: Deputy Chief Rod Seals
Date: January 6, 2016
Re: HGAC Buy Government Procurement Service

In the past six months, I've had conversations with some of my counterparts across the country about various group purchasing organizations and the HGACBuy program was always rated at the top. I began conducting some research and compared a recent purchase, as well as an upcoming purchase to take a look at the potential savings, and I must say, it's substantial. The nice thing about this GPO is it is applicable to all Departments within the City; meaning it is not just for fire service equipment only, as many of the newly formed GPO's that I have looked at are.

- New Demers ambulance purchased through competitive bid process from Allegiant Emergency Services = \$98,000. HGAC price = \$79,890. Savings of \$18,110.
- Quote from our regional vendor for a new breathing apparatus air compressor = \$68,182. HGAC price = \$56,243. Savings of \$11,939.

We like to keep as much business local as possible to support our community (and will continue to do so), but we have a responsibility of being good stewards of the tax payers money. Much of the specialized equipment the fire department purchases doesn't come from local suppliers, as there isn't one many times. When there is a local vendor, the prices from HGAC will serve as a baseline to determine whether or not we are getting a good deal. If you have any questions or concerns, feel free to contact me at the information below. Thank you in advance for your support.

Rod Seals

Deputy Chief
Rapid City Fire Department
(605) 394-4180 office
(605) 390-4510 cell
Rod.Seals@rcgov.org