VIRGINIA SHERIFFS' ASSOCIATION

PHONE (804) 225-7152 | **FAX** (804) 225-7162 | **WEB** www.vasheriff.org

901 East Byrd Street, Suite 1301, Richmond, VA 23219

January 28, 2026

Dear First Responder Supplies and Equipment Dealers and Manufacturers,

The Virginia Sheriffs' Association (VSA) is pleased to invite qualified dealers and manufacturers to participate in the 2026–2027 First Responder Supplies and Equipment Procurement Program. This cooperative purchasing program is designed to provide nationwide public safety agencies with competitively solicited, legally compliant, and cost-effective contracts for a wide range of first responder supplies and equipment.

Through this program, the VSA establishes contracts that may be used by eligible public bodies throughout Virginia and, where permitted, across the United States. The VSA's goal is to streamline the procurement process for local government agencies while creating meaningful, long-term partnerships with companies that serve the public safety community.

Overview of the 2026–2027 Bid Process

The Association will solicit new bids for products and services for the 2026-2027 contract year. All bidding will be conducted electronically through the Association's online bidding platform, VendorLink. The VSA will not rollover any existing contract for the 2026-2027 contract year.

A detailed bid calendar outlining key dates, deadlines, and milestones is enclosed for your reference. Please pay close attention to all information included in the bid calendar.

Vendor Registration and Access to Bid Documents

All vendors wishing to participate must be registered in VendorLink.

- VendorLink Registration Period: January 28, 2026 – April 24, 2026
- Register Here: https://www.myvendorlink.com/external/register

Once registered, you must request access to the VSA First Responder Supplies and Equipment bid by contacting VendorLink Support at: support@evendorlink.com and asking to be added as a Planholder for Bid 27-03-0520. Even though the VSA is not rolling over any contracts, if your company already has a VendorLink account, you do not need to create a new one.

Vendors will not be able to access bid documents or submit a bid unless they are designated as a Planholder within VendorLink.

The VSA will not accept hard copy bid submissions or bids submitted outside of VendorLink.

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Executive Director John W. Jones

Bid Resources and Submission Tools

To assist vendors in preparing a complete and responsive bid package, the Association has provided several support documents located within VendorLink, including:

- Bid Submission Checklist – located within the Required Document Packet
- Build and Option Sheet Sample Guide
- VendorLink Vendor Reference Guide

All required bid documents, pricing, and supporting bid materials must be uploaded directly into VendorLink. Vendors are responsible for ensuring that all forms and pricing are fully completed and submitted by the stated deadlines and requirements.

Product Recommendations and Program Expansion

The VSA actively seeks input from our dealer and manufacturer partners regarding new products and services that would benefit local government. Vendors are encouraged to recommend additions to the program by completing the "New Item Submission Form" located in the "Documents" section of VendorLink under Bid 27-03-0520.

Completed forms should be submitted to the Association by **February 13, 2026**. This important deadline is also listed on the enclosed Bid Calendar.

Additional Program Information

More information about the VSA First Responder Supplies and Equipment Procurement Program, including 2025-2026 contracts, program terms and conditions, and much more is available at: https://vasheriff.org/first-responder-supplies-equipment-procurement-program/

All official bid documents and updates for the 2026–2027 contract year will also be maintained within VendorLink.

Contact Information

For questions regarding the Virginia Sheriffs' Association's Procurement Programs, please contact me at: jbennett@virginiasheriffs.org.

All bidders must be authorized to sell their products or services within the Commonwealth of Virginia. If your company does not meet this requirement, please contact me to be removed from this Invitation for Bid distribution list.

We appreciate your interest in the Virginia Sheriffs' Association's cooperative purchasing program and look forward to the opportunity to work with you.

Sincerely,

Jason Bennett
Virginia Sheriffs' Association

VIRGINIA SHERIFFS' ASSOCIATION
2026-2027 FIRST RESPONDER SUPPLIES & EQUIPMENT CALENDAR
BID 27-03-0520

Program Introduction and Invitation for Bid	Open Date	Close Date
VSA Publishes Solicitation for Vendors	Jan 28, 2026	Jan 28, 2026
Vendor Registration Open	Jan 28, 2026	Apr 24, 2026
VSA Publishes Invitation for Bid Announcement Publication and Advertisement	Feb 6, 2026	Feb 6, 2026
VSA Publishes NAPC Advertisement	Feb 6, 2026	Feb 6, 2026
VSA Publishes Newspaper Advertisement	Feb 6, 2026	Feb 6, 2026
Model Specification Review 1		
New Item Submission Form due to VSA	Feb 13, 2026	Feb 13, 2026
VSA Publishes First Draft Bid Package for Vendor Review	Mar 6, 2026	Mar 6, 2026
RSVP Deadline for Pre-Bid Conference	Mar 11, 2026	Mar 11, 2026
Pre-Bid Conference for all Vendors - *2:00 - 4:00pm EST Held on Zoom*	Mar 16, 2026	Mar 16, 2026
Deadline for Vendor Changes - First Draft Bid Package - *Submitted by 5pm EST*	Mar 18, 2026	Mar 18, 2026
Model Specification Review 2		
VSA Publishes Second Draft Bid Package for Vendor Review	Apr 1, 2026	Apr 1, 2026
Deadline for Vendor Changes - Second Draft Bid Package - *Submitted by 5pm EST*	Apr 8, 2026	Apr 8, 2026
Bid Finalization and Announcement		
VSA Publishes Final Draft Bid Package for Vendor Review	Apr 22, 2026	Apr 22, 2026
Deadline for Vendor Changes - Final Draft Bid Package - *Submitted by 5pm EST*	Apr 22, 2026	Apr 23, 2026
Bid Period Opens - *Bids Submitted In VendorLink*	Apr 29, 2026	May 20, 2026
Bid Period Closes - *Bids Submitted in VendorLink. Bid Period Closes at 12 noon EST*	May 20, 2026	May 20, 2026
Deadline - Bidder Government Reference Submission (5) - *Due to VSA by 12 noon EST*	May 20, 2026	May 20, 2026
VSA Publishes Bid Tabulation Results	May 22, 2026	May 22, 2026
VSA Review of Bid Submissions	May 26, 2026	Jun 12, 2026
VSA Publishes Intent to Award - Final Bid Review - *Review Submitted by 12 noon EST*	Jun 15, 2026	Jun 17, 2026
VSA Announces and Publishes Official Bid Award	Jun 20, 2026	Jun 20, 2026