



State of New Hampshire

DEPARTMENT OF SAFETY
JAMES H. HAYES BUILDING
33 HAZEN DRIVE
CONCORD, NEW HAMPSHIRE 03305
603-271-2791



EDDIE EDWARDS
ASSISTANT COMMISSIONER

ROBERT L. QUINN
COMMISSIONER

STEVEN R. LAVOIE
ASSISTANT COMMISSIONER

September 16, 2026

Her Excellency, Governor Kelly A. Ayotte
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Pursuant to MOP 1 50, VII(C), authorize the Department of Safety, Division of Homeland Security & Emergency Management (HSEM), to enter into a **Sole Source** contract with Advanced Security Technologies LLC (AST) (VC# 582548-B001) for the purchase of three (3) MVB3X Modular Vehicle Barrier Systems, in the amount of \$414,980, to support public-safety operations throughout the state, effective upon Governor and Council approval through June 30, 2027. **100% Federal Funds.**

Funding is available in account, 100% EMPG Local Match, as follows:

02-23-236010-80920000-030-500311 – Equipment General (New)	<u>FY 2027</u> \$414,980
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EXPLANATION

This request is **Sole Source** because the Contractor, AST, is the exclusive United States distributor of the MVB3X barriers and the complete MVB3X Mobile Vehicle Barrier System package.

The purpose of this request is to purchase three (3) fully equipped, 48-unit MVB3X trailer systems for use by communities throughout New Hampshire during public events, emergencies, and other public-safety operations. The purchase will provide a total of 144 barrier units capable of protecting up to 18 lanes.

MVB3X barriers are portable, modular anti-vehicle barriers that connect to form a continuous system designed to prevent unauthorized vehicles from entering protected areas. The complete package includes specialized transport trailers, pivot units, slide wheels, storage boxes, sequential lighting, visibility banners, and the other equipment necessary to transport, store, configure, and deploy the barriers. No other company or entity provides the complete integrated MVB3X system.

Each barrier weighs less than 53 pounds, requires no routine maintenance, and can be deployed by one person without tools. The modular design allows the barriers to be configured for roadways of varying widths and to provide controlled access points for emergency and authorized vehicles. The barriers can also be moved laterally without disassembling the system. The specialized trailers securely store and transport the barriers and accessories, eliminating the need to purchase and maintain separate storage and deployment equipment.

The MVB3X system is designated under the United States Department of Homeland Security SAFETY Act and certified to ASTM F2656-15 standards. It is designed to stop a 16,500-pound truck by using the vehicle's momentum to activate the barrier and incapacitate the vehicle. The system provides certified stopping capability, rapid deployment, mobility, integrated storage, and operational flexibility.

The Department evaluated the MVB3X system through a hands-on demonstration with the Concord Fire Department, an existing user of the system, and confirmed that it is portable, rapidly deployable, and suitable for operational needs. Securing the same system will also support coordination and consistent deployment practices.

The Department initially sought competition for portable vehicle barriers through Bid 107-26 and received four responses. Following its review, the Department determined that three responses did not meet the applicable solicitation and federal grant requirements. AST submitted the only compliant proposal for the MVB3X system.

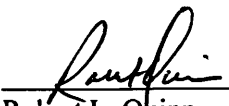
After the bid closed, the Department determined that a substantially greater quantity of equipment was necessary to establish an effective statewide public-safety resource. Because the revised purchase exceeded the quantity included in AST's compliant proposal by more than ten percent, the Department requested a waiver of the competitive-bidding requirements. The Department of Administrative Services approved the waiver on June 9, 2026, contingent upon Governor and Council approval.

Because the federal funds supporting this purchase expire on August 31, 2026, conducting another competitive solicitation would jeopardize the Department's ability to secure the equipment needed to support public-safety operations throughout the State.

Based on AST's exclusive distribution rights, the lack of another source for the complete MVB3X system, the system's specialized capabilities, and the Department's operational evaluation, it was determined that this system represents the best value to the State.

In the event that Federal Funds are no longer available, General Funds and/or Highway Funds will not be requested to support this purchase.

Respectfully submitted,


Robert L. Quinn
Commissioner of Safety

1. The State of New Hampshire engages the firm or individual ("the Vendor") to perform the services and/or sale of goods, described in the attached State Proposal and the Vendor's proposal, bid or quotation, any of which are incorporated herein by reference.

2. COMPLIANCE BY VENDOR WITH LAWS AND REGULATIONS. In connection with the performance of this agreement, the Vendor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities which shall impose any obligation or duty upon the Vendor, including, but not limited to civil rights and equal opportunity laws. In addition, the Vendor shall comply with all applicable copyright laws.

3. TERM. The contract and all obligations of the parties thereunder, shall become effective on a specified date and shall be completed in their entirety prior to a specified date. Any work undertaken by the Vendor prior to the effective date shall be at his sole risk and, in the event that the contract shall not become effective, the State shall be under no obligation to reimburse the Vendor for any such work.

4. CONTRACT PRICE. The contract price, a payment schedule and a maximum limitation of price shall be as specified by the proposal or bid invitation and the Vendor's response. All payments shall be conditioned upon receipt, and approval by the State, of appropriate vouchers and upon satisfactory performance by the Vendor, as determined by the State. The payment by the State of the Contract Price shall constitute complete reimbursement to the Vendor for all expenses of any nature incurred by the Vendor in the performance by the contractor and complete payment for the Services. The State shall have no other liability to the Vendor.

5. DELIVERY. If the Vendor fails to furnish items and/or services in accordance with all requirements, including delivery, the state may repurchase similar items from any other source without competitive process, and the original Vendor may be liable to the state for any excess costs.

If a Vendor is unable to complete delivery by the date specified, he must contact the using branch and or agency. However, the branch and or agency is not required to accept a delay to the original delivery date. All deliveries are subject to inspection and receiving procedure rules as established by the State of New Hampshire. Deliveries are not considered accepted until compliance with these rules has been established. State personnel signatures on shipping documents shall signify only the receipt of shipment.

6. INVOICING. All invoices must be in triplicate showing Order Number, Unit and Extension Prices and discounts allowed. A separate invoice shall be submitted for each order. Unless otherwise noted on the proposal or purchase order, payment will not be due until thirty(30) days after all services have been completed, or all items have been delivered, inspected and accepted or the invoice has been received, whichever is later.

7. PERSONNEL.

7.1. The Vendor shall disclose in writing the names of all owners (5% or more), directors, officers, employees, agents or subcontractors who are also officials or employees of the State of New Hampshire. Any change in this information shall be reported in writing within fifteen (15) days of their occurrence.

7.2. The person signing this agreement on behalf of the State, or his or her delegee ("Contracting Officer") shall be the State's representative for purposes of this agreement. In the event of any dispute concerning the interpretation of this agreement, the Contracting Officer's decision shall be final.

8. EVENT OF DEFAULT; REMEDIES.

8.1. Any one or more of the following acts or omissions of the Vendor shall constitute an event of default hereunder ("Events of Default").

8.1.1. failure to deliver the goods or services satisfactorily or on schedule; or

8.1.2. failure to submit any report required hereunder; or

8.1.3. failure to perform any of the other covenants and conditions of this agreement.

8.2. Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1. give the Vendor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty(30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this agreement, effective two (2) days after giving the Vendor notice of termination; and

8.2.2. give the Vendor a written notice specifying the Event of Default and suspending all payments to be made under this agreement and ordering that the portion of the Contract Price, which would otherwise accrue to the Vendor during the period from the date of such notice until such time as the State determines that the Vendor has cured the Event of Default, shall never be paid to the Vendor; and

8.2.3. set off against any other obligation the State may owe to the Vendor any damages the State suffers by reason of any Event of Default; and

8.2.4. treat the agreement as breached and pursue any of its remedies at law or in equity, or both.

9. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event, or any subsequent Event. No express failure of any Event of Default shall be deemed a waiver of any provision hereof. No such failure or waiver shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof regarding any further or other default on the part of the Vendor.

10. VENDOR'S RELATION TO THE STATE. In the performance of this agreement the Vendor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Vendor nor any of its officers, employees, agents or members shall have authority to bind the State nor are they entitled to any of the benefits, workmen's compensation or emoluments provided by the State to its employees.

11. ASSIGNMENT AND SUBCONTRACTS. The Vendor shall not assign, or otherwise transfer any interest in this agreement without the prior written consent of the State. No work required by this contract shall be subcontracted without the prior written consent of the State.

12. INDEMNIFICATION. The Vendor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the state, its officers and employees, by or on behalf of any person, on account of, based on, resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Vendor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant shall survive the termination of this agreement.

12.1. PATENT PROTECTION. The Vendor agrees to indemnify and defend the State of New Hampshire from alleged and actual patent infringements and further agrees to hold the State of New Hampshire harmless from any liability arising under RSA 382-A:2-312(3). (Uniform Commercial Code).

13. TOXIC SUBSTANCES. In compliance with RSA 277-A known as the Workers Right to Know Act, the Vendor shall provide Material Safety Data Sheets with the delivery of any and all products covered by said law.

14. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given below.

15. AMENDMENT. This agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto.

16. CONSTRUCTION OF AGREEMENT AND TERMS. This agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns.

17. ADDITIONAL PROVISIONS. The additional provisions (if any) have been set forth as Exhibit "A" hereto.

18. ENTIRE AGREEMENT. This agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings relating hereto.



Bringing Advanced Technologies to the Security World

August 11th, 2026

Hannah Ireland
Administrative Manager
NH Homeland Security & Emergency Management
110 Smokey Bear Boulevard
Huntingdon Valley, PA 19006

Tel: 603-931-0169
E-Mail: HannahL.Ireland@dos.nh.gov

REFERENCE: MVB3X Modular Vehicle Barrier System – 48 unit/6 Lanes of Coverage
Fleet package (3 Trailer Systems): System #: AST3X-48/48-240103-20-B2

Dear Ms. Ireland,

Thank you very much for your interest in our MVB3X Modular Vehicle Barrier System. We are pleased to provide the specifications and pricing information related to the system below. We sincerely appreciate your agency's positive interest in utilizing our certified system in protecting your events.



A. Performance Based Specifications:

1. Must be US Department of Homeland Security Safety Act Designated
2. Barrier System must be certified to ASTM-F2656-15.
3. Barriers System must be certified to ASTM/PAS 68 & IWA standards.
4. Barrier System must be modular and adaptable to any road width.
5. Multiple traffic lanes of continuous coverage must be able to be assembled without the use of cables or ball/hitch connections. Cables cannot be used in a modular vehicle barrier perimeter.
6. Three points of connection via metal structure and pins are REQUIRED to connect the barriers to each other to ensure continuity in the barrier integrity and stopping capability.
7. The system must be an "open" design where no piece of metal is more than 18" x 24". This ensures that no adversary can use a vehicle barrier system for cover and concealment.
8. The Barriers MUST be Safety Yellow in color for maximum visibility
9. Open and close a lane in less than ten seconds by a single person using no tools
10. One person to assemble, deploy and dismantle
11. Quick perimeter access in case of an emergency
12. No tools required for assembly
13. Zero maintenance
14. Individual Barrier Units must fold for easy carrying and storage

B. Modular Vehicle Barrier Product Specifications:

1. Barrier Units must be able to be deployed in increments of 2 feet or less to ensure it will fit any size roadway.
2. Each complete MVB3X unit must weigh less than 53 lbs.
3. Each unit dimensions: L~46.5", W~21", H~32".
4. Tools shall not be required. System is to be assembled with pins.
5. Barriers must have the ability to be folded for transportation.
6. MVB3X units must have the option to pivot and transition into an operational gate.
7. MVB3X units must have the option of slide wheels for lateral movement.
8. Barriers must be capable of quick deployment (less than a minute to deploy a single unit).
9. Barriers must be able to be deployed by one person.
10. Bottom edges of the barriers must be protected by aluminum covers (for pedestrian safety).
11. Barriers shall be capable of deploying from the road and onto a curb in one continuous line.
12. MVB3X units shall have multi-terrain capability.
13. MVB3X units shall not require any maintenance.
14. Magnetic sequential lights shall attach to MVB3X units.

C. MVB3X Transport Trailer Specifications:

1. The Trailer shall be made in the United States and comply with U.S. DOT regulations.
2. The Trailer must be New/Unused.
3. Trailer to include drip rails.
4. Trailer can hold up to 48 MVB3X units + Pivots.
5. 48 unit Trailer will have 4 doors on each side
6. 48 Unit Trailer shall be 16 feet long.
7. Trailer shall be 101.5" wide.
8. 48 Unit Trailer shall be tandem axel.
9. 10,000 lb. hauling capacity.
10. Electric brakes, LED lighting.
11. 15,000 pound safety chain.
12. Trailer will come equipped with a 2 5/16" hitch.
13. Spare wheel + Tire ST225/75/R12 (6 Lug).
14. All containment steel shall be powder coated.
15. MVB3X barriers can be loaded/stored from both sides.
16. Each MVB3X unit has its own dedicated slot for safe transport.
17. Each MVB3X is locked in place for transport with secondary retainment system.
18. Unit shall have Stainless Steel latches & hinges.
19. Zinc coated steel rivets, Zinc coated nuts & bolts.
20. Dedicated space for pivot units.
21. Each door has locks for safe storage. All keyed alike.
22. Single storage compartment shall be provided on the trailer.
23. Each compartment shall be 24" tall x 35" deep x 96" wide.
24. Compartment shall have dedicated slots for the pivot units.
25. Trailer shall be black in color.



D. Sequential Lighting Specifications

1. 24+ hours of continuous flash.
2. Charge all flares at once.
3. Visible range of 3,000+ feet
4. 6 hour recharge time from completely dead battery.
5. RDS™ (Rapid Deployment System): Automatically turns on flare when removed from case.
6. 30,000 lbs crush strength.
7. Flare specification: Weight = .5 lbs.
Dimensions: L = 4.25 in, W = 3.5 in, H = 1 in.
8. 10 Set specification: Weight with flares = 7 lbs,
Dimensions: L = 11.7 in, W = 9.2 in, H = 1.2 in
Includes: Carrying/Charging case, DC 12/24V car charger plug, AC wall charger plug

E. 48 X MVB3X Unit Trailer Pricing – Provides up to 6 Lanes of closure

System Number	Description	Unit Price	Quantity	Extended
AST3X-48/48-240103-20-B2	48 MVB3X Capacity Fully Loaded Trailer System	\$139,961	3	\$419,883
Freight	F.O.B. Destination	Included	1	Included
AST Services	On-Site Equipment Training (Fee Waived)	Included	1	Included
			Total	\$419,883
		Freight Discount		-\$4,903
		Total		\$414,980

Bill of Materials (Each Trailer System)

Description	Quantity	Description	Quantity
Trailer with capacity for 48 MVB3X Units and accessories	1	Fixed Slide Wheels	1
MVB3X Units	48	Rotating Slide Wheels	3
Pivot Units	24	Block Sets of Sequential Lighting (Total of 20 Magnetic Lights Included)	2
Large Storage Shipping Box	3	Banner - Single Lane	2
Freight	Included.	On-Site System Training	1

F. Notes:

1. The number of pivots accessories, slide wheels, lights and banners can be modified based upon your specific operational requirements.
2. Slide wheels are used for the purposes of moving assembled sections of MVB3X laterally throughout an area of operation without requiring the end user to disassemble and re-assemble the section.

G. Terms & Conditions:

1. F.O.B – Destination. Shipping has been included in the above price.
2. Taxes are not included. Should any taxes be levied they will be paid for by the purchaser.
3. Delivery: in accordance with project schedule, current lead time is 8 to 10 weeks
4. Payment terms –net 30 days
5. Quote is valid for 60 days
6. Purchase of equipment is subject to Advanced Security Technologies LLC standard terms and conditions.

Please do not hesitate to contact me should you require additional information.

Sincerely,

A handwritten signature in black ink, appearing to read 'Sal DiSalvo', with a long horizontal flourish extending to the right.

Sal DiSalvo
Advanced Security Technologies LLC
Mobile: (201) 755-0557 | sdisalvo@adsectec.com

The Advanced Security Technologies, LLC hereby confirms acceptance of all Contract Terms and Conditions associated with Purchase Order 1114450. By executing this attestation, the vendor agrees to comply with all requirements, obligations, and provisions set forth in the referenced contract and acknowledges that all goods and/or services will be provided in accordance with those terms.

Authorized Representative:

Name: 

Title: Sal DiSalvo
Managing Partner

Date: 8/26/26



DEPARTMENT OF ADMINISTRATIVE SERVICES
DIVISION OF PROCUREMENT AND SUPPORT SERVICES
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX
CONCORD, NEW HAMPSHIRE 03301-6398

DATE: 06/03/2026

TO: CHARLES ARLINGHAUS, COMMISSIONER
DEPT. OF ADMINISTRATIVE SERVICES

Requester: Hannah Ireland	Agency: NH Homeland Security
Commodity: Portable Barricade System	Vendor: Advanced Security Technologies
RFB/RFP/RFQ (if applicable) RFB 107-26	Contract: N/A
Est. Amount: \$414,980.00	

PERMISSION IS HEREBY REQUESTED TO WAIVE THE COMPETITIVE BID REQUIREMENTS OF RSA 21-I:11, (A)(3) AND ADMINISTRATIVE RULE 600 FOR THE FOLLOWING REASONS:

The Dept. of Homeland Security is requesting to waive the competitive bid requirements in order to purchase a portable barricade system from Advanced Security Technologies in the amount of \$414,980.00. Bid 107-26 was completed resulting in three responses. However, the Dept. of Homeland Security needed to significantly increase the desired quantity after the bid was completed but does not have the time to rebid since this purchase is using federal funds which expire on 8/31/2026, and will require Governor and Executive Council approval.

The approval of this waiver is contingent upon receiving approval from the Governor and Executive Council.

SUBMITTED FOR ACCEPTANCE BY:

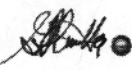
Jonah L. Rosa
Digitally signed by
Jonah L. Rosa
Date: 2026.06.03
09:55:17 -0400
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Christopher R. Fuller
Digitally signed by
Christopher R. Fuller
Date: 2026.06.03
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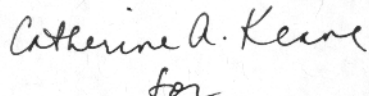
Mathew T. Stanton
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Mathew T. Stanton
Date: 2026.06.08
11:03:53 -0400

PA / ADMIN / DEPUTY DIRECTOR
BUREAU OF PURCHASE AND PROPERTY

APPROVED FOR ACCEPTANCE BY:


Digitally signed by
Gary S. Lunetta
Date: 2026.06.08
11:47:49 -0400

GARY S. LUNETTA, DIRECTOR
DIVISION OF PROCUREMENT & SUPPORT SERVICES
ACCEPTED FOR THE STATE OF NEW HAMPSHIRE UNDER
THE AUTHORITY GRANTED TO ME BY NEW HAMPSHIRE
REVISED STATUTES, ANNOTATED 21-I:14, XII.


for 6/9/26

CHARLES M. ARLINGHAUS, COMMISSIONER **DATE**
DEPARTMENT OF ADMINISTRATIVE SERVICES