



*STATE OF
MISSISSIPPI*

PROPOSAL FORMAT AND GUIDELINES

**LAUNDRY PRODUCTS
RFx No. 3130001050**

**DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF PURCHASING AND TRAVEL
701 WOOLFOLK BUILDING, SUITE A
501 NORTH WEST STREET
JACKSON, MISSISSIPPI 39201**

STATE OF MISSISSIPPI
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GUIDELINES LAUNDRY PRODUCTS

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Manufacturers interested in entering into a nonexclusive, negotiated contract for the commodity listed above with the State of Mississippi, Department of Finance and Administration, Office of Purchasing, Travel and Fleet Management should submit a proposal electronically through the State of Mississippi e-procurement system which must include all information requested in this Proposal Format and Guidelines. No costs or expenses associated with providing this information in the required format shall be charged to the State of Mississippi. All required documents must be attached as separate documents. It is the responsibility of the Manufacturer to verify that all of the requirements for submitting the proposal have been fulfilled and that Manufacturers are in agreement with the attached General Conditions for Negotiated Contracts document dated December 2017.

I. Registration - State of Mississippi E-Procurement System

Please note: It shall be the responsibility of each manufacturer to ensure that your profile is current in our e-procurement system. The website to register as a vendor with the State of Mississippi is: <http://www.dfa.ms.gov/dfa-offices/mmrs/mississippi-suppliers-vendors/>.

State contract vendors that do not have a MAGIC User Id and password, an email should be sent to mash@dfa.ms.gov. Enter "Vendor ID Request" as the email Subject, and include the following information in your email:

- MAGIC Vendor Number
- Vendor Name
- Contact Name
- Contact Email Address
- Contact Phone Number

Current information such as e-mail addresses, contact person(s), phone number(s), etc., must be updated whenever there are any changes to your profile. Also it shall be the responsibility of the manufacturer to ensure that all dealers listed on your dealers' list are registered with their current information. If a dealer is not registered, they will not be listed in the State's online ordering and will not receive any orders from State Agencies.

For online learning instructions on submitting your Proposal electronically, select "Supplier Training" from the link listed above. Select the LOG820 Supplier Self-Service Course link and then click "Launch Course" or follow this link for instructions <http://www.dfa.ms.gov/media/1690/index.pdf>.

II. Proposal Letter

Submit a signed letter with the proposal from an authorized representative of the Manufacturer indicating the Manufacturer's interest in entering into a state contract for the items being proposed. This letter should include Manufacturer's name, location address, mailing address, telephone number, fax number, email address, website address, (if applicable) and name of authorized representative submitting proposal. By signing this letter, the Manufacturer is certifying that it is authorized to do business in the State of Mississippi, that neither the Manufacturer nor any potential subcontractors are debarred or suspended from submitting bids for contracts issued by

any political subdivision or agency of the State of Mississippi, and that it is not an agent of a person or entity that is currently debarred from submitting bids for contracts issued by any political subdivision or agency of the State of Mississippi.

III. Internal Catalog Pricing Spreadsheet and Product Information

Manufacturers are required to complete the attached internal catalog spreadsheet in its entirety. *All items listed on the Internal Catalog Spreadsheet (ICS) are required to have a discount off the manufacturer's suggested retail price (MSRP) to be considered for a state contract.* This list shall be limited to the **top 100 products**.

In addition to the Internal Catalog Pricing Spreadsheet, information to be submitted shall include the following:

- A. Product literature on all models and options being proposed for contract.
- B. Labels must be furnished for all products being proposed. Labels must present product application information and dilution rates (where applicable).
- C. Material Safety Data Sheets (MSD) must be furnished for all products being proposed.
- D. The following are the minimum service requirements:
 1. Contractor shall provide for service calls to be made by technically trained personnel to each location or agency.
 - a. A minimum of one service call per month shall be made to each location.
 - b. Emergency calls shall be made within 24 hours after notification.
 - c. The contractor shall give two days prior notice to each agency where service calls are made, unless such service calls are sufficiently routine as to occur at the same time each month. The above provision is necessary to assure the presence of the proper institutional personnel while the service representative is visiting the institution.
 2. Contractor/representative shall be solely responsible for coordinating service visit(s) with laundry manager and for insuring that all of the following services are provided to the manager's satisfaction while the agency is utilizing contractor's product(s):
 - a. Inspect machine(s) in operation at agency as to functioning of mechanical parts, gauges and valves. Provide adjustment as necessary.
 - b. Check solutions on each machine for optimum concentration and temperature.
 - c. Render any and all other services normally provided other customers which shall include instruction on necessary machine maintenance procedures to be followed by agency personnel between regular service calls.

If a Manufacturer is listed on a GSA contract, a copy of the current price list must be submitted as an attachment. Discounts shall be competitive when compared to prices and discounts received by the GSA, other state governments, and large volume commercial customers.

Entities making purchases over \$50,000 may consider obtaining two competitive quotes from

the authorized dealers/distributors' list on a Manufacturer's contract. When requested, those Manufacturers that do not have dealers/distributors' list should be prepared to submit a quote.

IV. Length of Price Guarantee

Pricing shall be firm for a 12-month period. Price increases are not allowed during the term of the contract.

V. Transportation Terms

All freight and shipping costs are the responsibility of the Vendor and are not reimbursable. All items must be transported F.O.B. Destination. **No surcharges or any other fee of any kind are allowed.**

VI. Payment Terms and Invoices

MS Code Section 31-7-305(3) allows a state entity to pay invoices within 45 days without penalty.

The State requires the Vendor to submit invoices electronically throughout the term of the agreement. Vendor invoices shall be submitted to the state agency using the processes and procedures identified by the State. Payments by state agencies shall be made and remittance information provided electronically as directed by the State. These payments shall be deposited into the bank account of the Vendor's choice. Vendor understands and agrees that the State is exempt from the payment of taxes. All payments shall be in United States currency.

VII. Distribution

The Office of Purchasing, Travel and Fleet Management prefers to have these contracts established with the Manufacturer. All authorized distributors shall be listed on the provided Excel distributor's list. It is the Manufacturer's responsibility to keep this list updated during the contract period. Dealers/Distributors must be registered in the State's e-procurement system.

We will **not** enter into more than one contract for any single brand. An authorized dealer/sales representative may enter into a contract on behalf of the manufacturer by submitting a letter from the Manufacturer authorizing them to do so. This letter must be on the Manufacturer's official stationary, signed by the Manufacturer's appropriate personnel or his/her designee stating that the authorized dealer/sales representative has permission to enter into a contract with the State of Mississippi on behalf of the Manufacturer. The letter should include the name of the authorized representative, location address, mailing address, telephone number, toll free number (if applicable), fax number and e-mail address.

Minority Vendor Status - Vendors should indicate if they or any of the distributors they list are considered Minority Vendors. Minority Vendor means a business concern that (1) is at least 51% minority-owned by one or more individuals, or minority business enterprises that are both socially and economically disadvantaged, and (2) have its management and daily business controlled by one or more such individuals as ascribed under the Minority Business Enterprise Act 57-69 and the Small Business Act 15 USCS, Section 637(a). **MINORITY** as used in this provision means a person who is a citizen or lawful permanent resident of the United States and who is: Black Americans - racial groups of Africa; Hispanic Americans - of Mexican, Puerto Rican, Cuban, Central/South America, Spanish or Portuguese culture or origin; Native Americans - origin in any of the original peoples of North America; Asian Pacific Americans - origins of the Far East, Southeast Asia, the Indian subcontinent; or a Woman.

VIII. Purchase Summary

If a manufacturer currently has a contract with the State of Mississippi, a purchase summary is required. The summary should only include sales to State agencies and governing authorities. Please do not include sales to nongovernmental entities. Complete the attached excel spreadsheet for the current contract period *starting October 1, 2018*. This purchase summary must be attached with the proposal.

Please Note: Because of the expense associated with the maintenance of this type of contract, it has been determined that a lack of sales activity under \$25,000 for two consecutive years will be cause for rejection of a new contract for a period of two years.

IX. Award of Contract

New contracts will be awarded to all Manufacturers that submit proposals that are in compliance with this format and are proposing competitive prices. Any requested information not submitted may be cause for the contract proposal to be denied.

If you currently have a State Contract and your information is not received by the required submission date, the contract will expire and you will be denied a new contract for a period of one year.

X. E-Verify Compliance

If applicable, Vendor represents and warrants that it will ensure its compliance with the Mississippi Employment Protection Act, Section 71-11-1 et seq of the Mississippi Code Annotated (Supp 2008), and will register and participate in the status verification system for all newly hired employees. The term "employee" as used herein means any person that is hired to perform work within the State of Mississippi. As used herein, "status verification system" means the Illegal Immigration Reform and Immigration Responsibility Act of 1996 that is operated by the United States Department of Homeland Security, also known as the E-Verify Program, or any other successor electronic verification system replacing the E-Verify Program. Vendor agrees to maintain records of such compliance and, upon request of the State, and approval of the Social Security Administration or Department of Homeland Security, where required, to provide a copy of each such verification to the State. Vendor further represents and warrants that any person assigned to perform services hereunder meets the employment eligibility requirements of all immigration laws of the State of Mississippi. Vendor understands and agrees that any breach of these warranties may subject Vendor to the following: (a) termination of this Agreement and ineligibility for any state or public contract in Mississippi for up to three (3) years, with notice of such cancellation/termination being made public, or (b) the loss of any license, permit, certification or other document granted to Vendor by an agency, department or governmental entity for the right to do business in Mississippi for up to one (1) year, or (c) both. In the event of such termination/cancellation, Vendor would also be liable for any additional costs incurred by the State due to contract cancellation or loss of license or permit.

XI. Addendum Period: Additions/Deletions

Manufacturers wishing to make additions/deletions to their contract during the contract period should be aware of the following policies of this office:

- A. Additions/deletions will be allowed only once during a contract period. Price increases are not allowed during the addendum period.
- B. Additions/deletions must be submitted during the addendum period which is February 1 through February 15 for additions/deletions to be effective April 1.

- C. When requesting additions/deletions, the Manufacturer shall attach a letter electronically (email to the person listed on this proposal) requesting the additions/deletions. A list of all items being proposed for addition/deletion should be included. The Manufacturer shall submit all required documents as listed in this Proposal Format for any new items. Product literature shall also be submitted with the request.

- D. When a dealer/distributor is being added to the original dealers/distributors' list, the new dealers/distributors' list shall be submitted electronically (email) in the Excel spreadsheet format provided with "read and write" capabilities. The new dealers/distributors' list shall have a complete name, address, contact person, phone number, fax number and email address.**

XII. Proposal Deadline

This contract is effective October 1 through September 30; therefore, proposals must be received by July 15. Any proposal received after this date will not be considered.

If you have any questions concerning this Proposal Format and Guidelines, please contact:

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