

WHAT IS OPSCR?

The Office of Personal Service Contract Review is an office at the Mississippi Department of Finance and Administration. OPSCR serves as staff to the PPRB for oversight of procurement and contracts for personal and professional services.

OPSCR also consults with agencies regarding the procurement process and compliance with the PPRB OPSCR Rules and Regulations.

WHO WORKS AT OPSCR?

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WHAT IS A SERVICE CONTRACT?

A contract in which the Contractor furnishes labor, time, or effort not usually involving the delivery of a specific end product other than that which is incidental to the required performance.

CONTRACT APPROVAL Types

Board Approval

Contracts requiring Board approval.

Must be submitted on or before the first Wednesday of the month to be approved the following month.

Incomplete submission packets may result in being pushed to following month.

Staff Approval

Contracts which can be approved by OPSCR staff.

Up to 30 day approval timeline.

Board items will be processed first.

PERSONAL & PROFESSIONAL SERVICES PROCUREMENT 101

MISSISSIPPI PROCUREMENT ORGANIZATION

Public Procurement Review Board Mississippi Department of Finance and Administration (DFA) **OPSCR**: Personal and **Professional Services OPTFM:** Purchasing, Travel, Fleet Management BOB: Buildings, Construction RPM:

Real Property

Information Technology Services Board Mississippi Department of Information Technology Services (ITS) Information Technology Systems, Commodities, and Services

PURPOSE OF THE PPRB

The Public Procurement Review Board is charged with promulgating rules and regulations governing the solicitation and selection of contractual personnel, including personal and professional service contracts.

The PPRB's role is to ensure compliance with procurement laws and regulations and to maintain



in the solicitation and award of contracts.

Who are the Members of the PPRB?



NORMAN McLeod



RITA WRAY



NORMAN
KATOOL,
VICE CHAIR



BILLY MOREHEAD



DAVID RUSSELL, CHAIR

LIZ WELCH, EXECUTIVE DIRECTOR OF DFA, EX OFFICIO & NON-VOTING MEMBER

3 APPOINTEES BY THE GOVERNOR
2 APPOINTEES BY THE LIEUTENANT GOVERNOR

PPRB Threshold for Services

Personal and professional services contracts involving expenditures of funds in excess of \$75,000.00 must be approved by the PPRB, unless otherwise exempt.

Miss. Code Ann. § 27-104-7(2)(g)

The total expenditures shall not be artificially divided and agencies shall not underestimate the extent of services required in order to avoid PPRB purview.

Contracts for \$75,000.00 or less will not route to OPSCR for review and approval unless the agency has multiple contracts with the same vendor and the cumulative value of those contracts exceeds \$75,000.00.

PPRB Purview Over Service Contracts

Exemptions (Miss. Code § 27-104-7)

IT

Non-IT Commodities

Accountant*

Auditor *

Architect *

Attorney*

Engineer *

Anatomical Pathologist *

Utility Rate Experts *

Actuaries *

MDOT

VAB (limited)

PERS (relating to managing trust funds)

Agency with ONLY non-state service employees

IHL

Entertainers at the Mississippi State Fairgrounds

DFA (aircraft, Mental Health Accessibility)

DPS (specialized forensic lab equipment)

*These professionals must be performing duties for which they are licensed or certified.

Inclusions

Personal Services: Professional Services:

Consulting

Policy Analysis

PR

Marketing

Public Affairs

Legislative Advocacy (lobbyist)

Temporary Staffing

Janitorial Services

Linen/Laundry

Educational Testing

Waste Management

Transportation

Microfilming

Security

Advertising

Insurance

Food Services

Nurses

Psychologists

Physicians

Psychiatrists

Dieticians

Lab Services

Medical Personnel

Pharmacists

Pilots

Therapist

"any other contract that the board (leadership) deems appropriate for oversight"

WHEN DOES THE PPRB MEET?

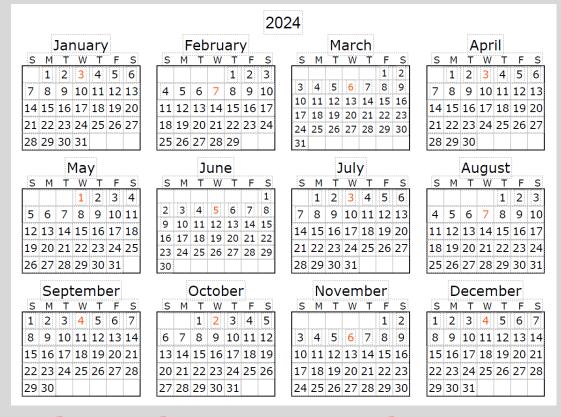
The PPRB meets on the 1st Wednesday of every month at 9:00 a.m.

Special meetings are sometimes called for protest hearings or overflow contracts (not for late contracts).

Meetings are currently being conducted virtually. A link to the meeting is available on DFA's website.

Agency representatives are asked to be available for OPSCR to contact during the meeting if the Board has questions about your contract.

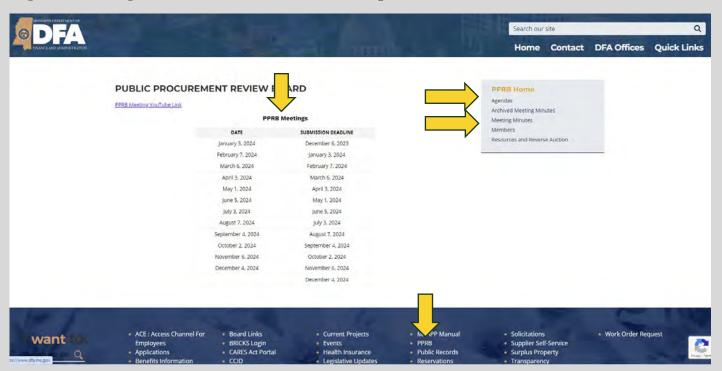
WHAT IS THE DEADLINE TO SUBMIT CONTRACTS FOR PPRB APPROVAL?



Approximately 30 days prior to the next Board Meeting

WHERE CAN I GET MORE INFORMATION ABOUT THE PPRB?

The Meeting Dates, Agendas, and Minutes are posted on the DFA website: www.dfa.ms.gov

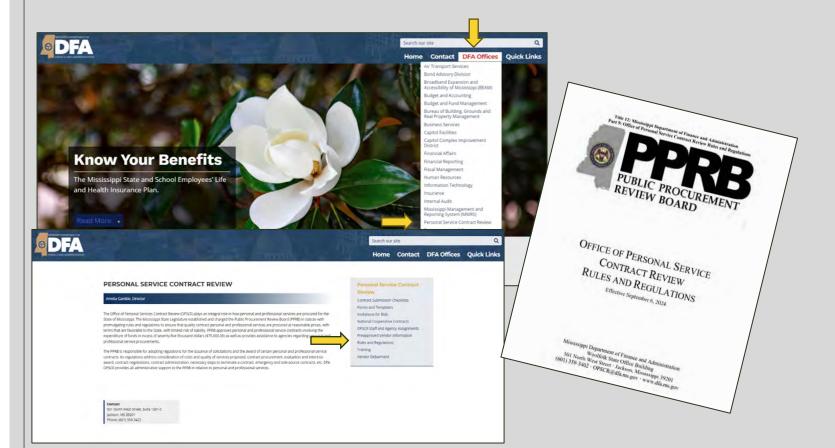


You may also receive regular communication about PPRB meetings and other information about oversight of service contracts from OPSCR@dfa.ms.gov.

What Governs Procurement of Services?

The PPRB OPSCR Rules and Regulations govern solicitation of personal and professional services.

The R&R can be found on the DFA website: www.dfa.ms.gov.



MISSISSIPPI CODE

§ 27-104-7 PPRB threshold, purview, exemptions

§ 31-7-401 et seq. RFP and RFQ solicitations

§ 25-9-120 PSCRB to PPRB effective January 1, 2018

PROCUREMENT CYCLE FOR SERVICES **Need Identified** Implementation Determine and Contract Purview Administration **Board Approval** Procurement and Contract Method Chosen Execution Prepare **Evaluation** and Solicitation with Contract Award SMEs Issue Solicitation and Receive Responses

HOW CAN MY AGENCY PROCURE A NEEDED SERVICE?

- 1. Invitations for Bids
- 2. Requests for Proposals*
- 3. Requests for Qualifications*
- 4. Requests for Applications
- 5. Small Purchases
- 6. Sole Source Procurement

- 7. Emergency Procurement
- 8. Exigent Circumstances
- 9. PVLs/Cooperatives
- 10. Statutory Exemptions
- 11. Government-to-Government
- 12. No Cost Contracts

*RFP and RFQ require prior approval from PPRB.

INVITATION FOR BIDS R&R CHAPTER 5

COMPETITIVE SEALED BIDDING IS THE STATUTORILY PREFERRED METHOD OF PROCURING SERVICES IN MISSISSIPPI Miss. Code § 31-7-403(1)

BIDS ARE EVALUATED TO DETERMINE IF THE VENDOR:

(1) IS RESPONSIVE TO THE INVITATION FOR BIDS

(2) IS RESPONSIBLE TO PROVIDE THE SERVICE

(3) BID THE LOWEST PRICE

CONTENT OF IFB THE IFB SHALL INCLUDE:

Instructions & Information regarding Bid Submission Requirements:

Time/Date set to receive Bids
Office Address to Deliver Bids
Latest Time Bids will be Accepted (maximum time for bid acceptance)
Manner of Bid Submission (including relevant forms)

The Purchase Description, Minimum Qualifications, Evaluation Factors, Performance Schedule, and other Acceptance Requirements

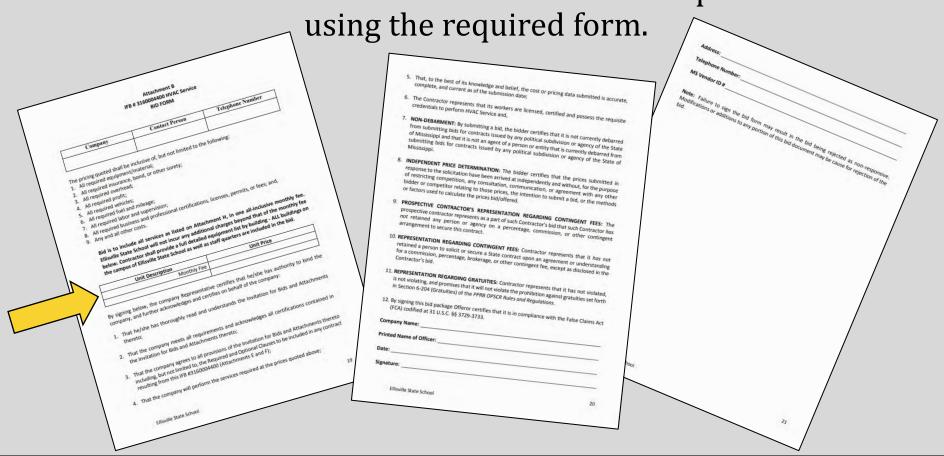
The Contract Terms & Conditions

PPRB OPSCR Rules & Regulations Section 5.1

BID FORM

R&R SECTION 5.1.3

Bid forms are required to be provided by the agency and all bidders must submit the bid price



CONVERTING AN RFP/RFQ INTO AN IFB

The Scope of Work should be very detailed and specific. Work with Agency SMEs to know exactly what you need.

Spell out precisely what you want and how you want it done.

Anything that is not specified in the IFB will not be required of the contractor.

KEY PHASES OF AN IFB PROCUREMENT

PUBLIC NOTICE

Procurement Portal Website

Newspaper, published twice

BID OPENING

Location, Record, Attendance Log

MINIMUM REQUIRE-MENTS

Responsive & Responsible

BID EVALUATION

Calculate Lowest Bidder

AWARD

Notice of Intent to Award sent to Bidders, Website, Procurement Portal

PUBLICATION

R&R SECTION 5.2

Furnished to a minimum of 3 Bidders (can be accomplished by selecting all Bidders in MAGIC under the product category code)

Required Publication:

Newspaper (1x per week for 2 consecutive weeks) – Legal Notice Section, County of Agency
Agency Website
Procurement Portal

Content of Newspaper Advertisement:

Agency Name
Personal or Professional Services Sought
Due Date for Responses
Name & Contact Information of Procurement Officer
Means of Obtaining the Solicitation
RFx Number

Time for Publication:

30 Calendar Days Prior to Bid Submission Deadline
Unless Chief Procurement Officer determines a shorter time is necessary – 14 day minimum

AMENDMENTS TO THE IFB

R&R SECTION 5.3

Bidders must acknowledge receipt in writing

• Distribution: all prospective bidders

procurement portal

agency website

"within a reasonable time" to be considered (14 calendar

days)

• Q&A documents must be treated as an amendment

• Pre-Bid Conference (optional): explain procurement requirements

14+ days after IFB issued

must be recorded

transcript and Q&A become amendments

BID OPENING

R&R SECTION 5.4

- Bids shall be date stamped upon receipt
- Remain unopened until time set for bid opening
- Opened privately
 - one or more witnesses (Agency officials)
 - names of witnesses recorded
- Time, Date, Place in IFB
- Name of Bidder & Price recorded

BID EVALUATION

Responsive

Does the bid meet the technical requirements of the IFB?

Page Numbers, Signed Certification, Correct Number of References, etc.

Responsible

Is the Bidder capable and qualified to perform the work?
Minimum Requirements
Past Experience, Reference Checks, Equipment, etc.

Lowest Price

Of the Bidders deemed Responsive and Responsible, who bid the lowest price?

Cannot use evaluation criteria which is not contained in the IFB.

Be consistent!!! Consult with agency legal!!!

Can you defend your decisions?

REASONS TO REJECT BIDS OR CANCEL SOLICITATION R&R SECTION 5.7

- Non-responsible
- Non-responsive
- Agency determined the proposed price was unreasonable
- Lack of competitiveness
 - Collusion
 - Reasonably available competition not received
- Error in specifications
- Cancellation or changes in the intended project
- Limitation or lack of available funds

Vendors whose bids are rejected shall be promptly notified in writing of the rejection and the reasons therefor.

AWARD

Lowest Responsive and Responsible Bidder

Notice of Intent to Award

Provided to the public regarding intention of agency to award the contract to the successful bidder.

Published at the time the successful bidder is notified.

Distributed to all bidders, agency website, and the procurement portal.

Ranks names of all bidders and their prices from lowest to highest and recommends successful bidder for contract award.

States reasons why successful bidder was selected.

Public Posting of Agency Procurement File

Notice of Contract Award

Provided to the public regarding the agency's final award of the contract.

Published following PPRB approval and contract execution.

Distributed on agency website and procurement portal

Contains an analysis of why the contract was awarded, renewed, or amended; a summary of the award including the nature, amount, and duration of the contract, name of the bidder, and statement that the contract is available for public inspection.

Debriefing and Reconsideration

- Vendor receipt of the Notice of Intent to Award and posting of the Agency Procurement File triggers the Debriefing and Reconsideration periods.
 - Email Delivery Receipt & Read Receipt
- Vendors must be debriefed prior to the contract being presented to PPRB for approval.
- Vendors have 3 business days to file a Request for Reconsideration of the Intent to Award. Reconsideration is limited to what is in the procurement file, the terms of the solicitation, and violations of OPSCR's rules and regulations.
- Requests for Reconsideration must be resolved for Board approval.

REQUESTS FOR **APPLICATIONS** AND CONTRACT WORKERS R&R CHAPTER 7

REQUEST FOR APPLICATIONS

An RFA can <u>only</u> be used to procure WIN contract workers.

The Agency establishes:
Rate of Pay
Minimum Qualifications
Scope of Work

PUBLICATION

Time: 14 calendar days

Where: Procurement Portal

Newspaper or Recruiting Website or Both

Agency Website

Sent Directly to At Least 3 Potential Applicants

(recommended)

Content: Name of Agency & Means of Contacting Procurement Official

Minimum Qualifications for the Position

Period of Performance

Rate of Pay

Deadline to Submit Applications

Manner to Submit Applications

EVALUATION

Classify all applications as responsive and responsible. (Do they meet your minimum requirements?)

It's recommended that all acceptable applications be evaluated by the same person or committee.

Interviews <u>may</u> be conducted and applicants shall be evaluated on predetermined criteria.

AWARD

Notification of Intent to Award shall be given to applicants, posted on the Agency's website, and posted on the procurement portal.

Notice of Contract Award shall be made available to the public following approval by the PPRB and any other required entities and final execution. Notice shall include an analysis of why the contract was awarded, renewed, or amended.

Applicants do not have an automatic right to a Debriefing or Reconsideration.

CONTRACT WORKER

The Agency must make a written determination that a worker is a contract worker and not an independent contractor.

BEHAVIORAL CONTROL

- Instructions given to worker
- Training provided to worker

FINANCIAL CONTROL

- Reimbursement of business expenses
- How the worker is paid
- Extent of worker's investment
- Can the worker realize a profit or loss
- Extent to which the worker makes services available in the marketplace

RELATIONSHIP OF THE PARTIES

- Written contract
- Employee-like benefits
- Permanency of relationship
- Extent to which worker's work is a key aspect of business

Does the Agency treat the person as an employee (set schedule, heavily supervise, uses agency supplies, etc.)?



Does the Agency render very little control over the day to day activities of the person (only concerned about the final end product)?



INDEPENDENT CONTRACTOR

SMALL PURCHASES R&R CHAPTER 13

\$75,000.00 AND UNDER

PPRB Approval NOT Required

\$50,000.01 to \$75,000.00

"Insofar as it is Practical"

3 Written Quotes

Award to Lowest Responsive & Responsible Quote

Keep Records

\$50,000.00 and Under

Agency Standard Operating Procedure

"Adequate and Reasonable Competition"

Keep Records

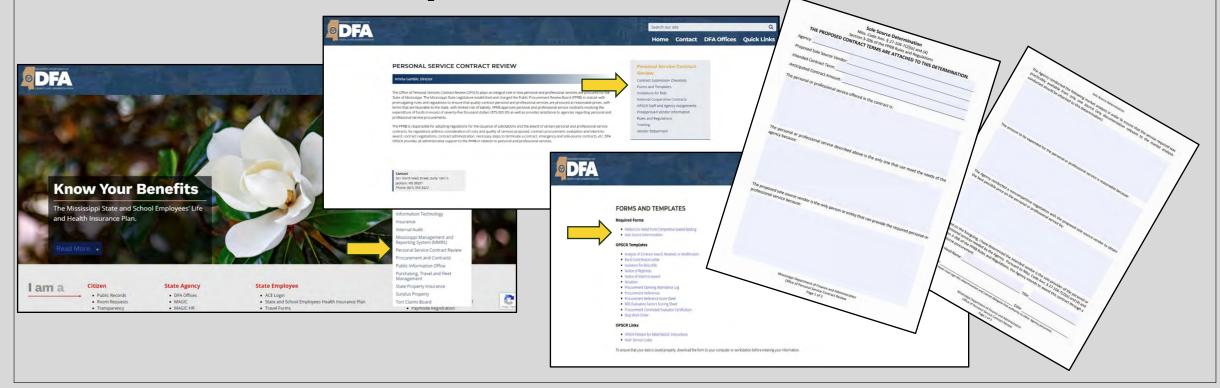
SOLE-SOURCE PROCURENT R&R CHAPTER 9

SOLE-SOURCE PROCUREMENT

Sole source procurement is not permissible unless a service is <u>available from only a single vendor.</u>

Only getting one response on a prior solicitation does not make the provider a sole source!

The Agency Head must make a written determination as to whether a procurement shall be made as a sole source.



Two Types of Sole Source

- 1. Court Order mandating Agency use a particular source or provider
 - Agency Head determination must include Court Order
 - Publication is not required
- 2. Service only available from a single provider
 - Publication:
 - Procurement Portal and Agency Website for 21 calendar days
 - Contents: Contract Ts & Cs

Agency Head Determination

Instructions for Filing Objection

- Vendors have 21 days minimum to file Objection
- Must be approved by PPRB if greater than \$75,000.

EMERGENCY AND EXIGENT CIRCUMSTANCES PROCUREMENT R&R CHAPTER 10

Detailed Circumstances of Emergency

Events Leading up to Situation

REQUIRED ELEMENTS OF AGENCY HEAD DETERMINATION

Negative Impact if Competitive Procurement Required

SCOPE OF EMERGENCY PROCUREMENT

- ✓ Scope of Services Necessary to Meet the Emergency
- ✓ Time Necessary to Meet the Emergency, No More than 1 Year

Basis for Selection of Particular Contractor Made with such Competition as is Practical under the Circumstances

Signed by Agency Head

R&R Section 10.1

REVIEW AND APPROVAL

Emergency Contracts do <u>not</u> require PPRB approval.

Upload executed contract and the Agency Head determination to MAGIC.

OPSCR will do a post-approval audit for compliance with R&R Section 10.1.5.

OPSCR reports Emergency Contracts:
PPRB (monthly)
House and Senate (quarterly)

EXIGENT CIRCUMSTANCES

Exigent Circumstances are a pressing need which cannot be met by undertaking any other method of procurement.

Required Elements of Agency Head Determination:

- Exigent circumstances exist
- Explanation of circumstances
- Why a competitive procurement cannot be done
- How the Agency maximized competition or a detailed explanation for why competition in unobtainable

Incumbent vendors must agree to extend all terms and conditions in the existing contract, including price.

Contracts require PPRB approval prior to execution. OPSCR only advises on procedural compliance. The Agency is responsible for advocating approval of the contract to PPRB.

COOPERATIVE PROCUREMENTS R&R CHAPTER 8

PPRB ESTABLISHES THE PVL

MISS. CODE § 27-104-7(2)(i)

Current Services

Security

Janitorial

Nursing

Temporary Staffing

Lawn & Landscaping

Background Screening

Remediation & Emergency

OPSCR runs IFBs for various commonly used services, and PPRB approves the PVL IFBs and prices.

Agencies can enter their own contracts with the PVL vendors for the services and at the bid price without PPRB approval.

Use of the PVL is optional.



NATIONAL COOPERATIVES





PERSONAL SERVICE CO

Amelia Gamble, Director

The Office of Personal Services Contract Revies State of Mississippi. The Mississippi State Legis promulgating rules and regulations to ensist terms that are favorable to the State, with limit expenditure of funds in excess of severity-five professional service procurements.

The PPRB is responsible for adopting regulatio contracts. Its regulations address consideration award, contract negotiations, contract administ OPSCR provides all administrative support to the CPSCR provides and CPSCR provides all the CPSCR provides and CPS

Contac

501 North West Street, Suite 1301-C jackson, MS 39201 Phone: (601) 359-3422

NATIONAL COOPERATIVE CONTR

The following National Cooperative Contracts have been adopted I provide the services contemplated at the rates provided in the pro will execute a State Participating Addendum with the vendor with

The Master Contract, any attachments thereto, and the State Parti MAGIC. Individual agencies cannot negotiate and execute the State please email <u>Amelia Gamble or Shannon Smith</u> to obtain the vendi



✓ Procurement Acquisition Support Services



Request to Adopt a National Cooperative as a Preapproved Vendor List PPRB OPSCR Rules and Regulations Section 3-208

PPRB's Authority to Establish Preapproved Vendor Lists

"The Public Procurement Review Board may establish a preapproved list of providers of various personal and professional services for set prices with which state agencies may contract bidding or prior approval from the board." Miss. Code Ann. § 27-104-7 (2)(I). The PPRB may its authority to establish PVLs for use by entities under its purview at its discretion. Section the PPRB OPSCR Rules and Regulations. Any request to adopt a cooperative must be revi compliance by OPSCR. Any contracts entered into under the cooperative must include the N specific participating addendum.

Requesting Agency:
Cooperative Group:
Service / Portfolio:
Lead State Conducting Procurement:
Current Termination Date of Portfolio:
Renewals Available:
Web Address for Portfolio:
V
Describe the Agency's Need for the Service:

Evaluate the impact to local suppliers and small businesses if the national cooperative is adopt

Provide a market analysis or other evaluation of the pricing of the contracts available thr cooperative and whether such pricing is competitive in the State and represents value to the S

Mississippi Department of Finance and Administration Office of Personal Service Contract Review Page 1 of 2



Request to Adopt a National Cooperative as a Preapproved Vendor List

Evaluate the economic importance or advantage to the Agency and/or to the State in adopting the cooperative as a PVL:

Describe any Price Adjustment allowed by the Procurement and/or Master Agreement:

Discuss any other interests of the State which need to be considered:

	Yes	No	N/A
The Requesting Agency's legal counsel reviewed the Master Agreement and approved it as compliant with Mississippi law.			
The Department of Finance and Administration and/or the Public Procurement Review Board's Legal Counsel reviewed the Master Agreement and approved it as compliant with Mississippi law.			
The risk management requirements (warranty, bonding, insurance, other security) in the Master Agreement are appropriate to meet the Requesting Agency's needs.		b	
The performance schedule requirements in the Master Agreement meet the Requesting Agency's needs.			
The key personnel required in the Master Agreement is satisfactory to the Requesting Agency.			
The licensing and certification requirements in the Master Agreement are satisfactory to the Requesting Agency.			
The minimum experience requirements in the Master Agreement are satisfactory to the Requesting Agency.			
The training requirements for contractor's personnel and, if applicable, Agency staff, are satisfactory to the Requesting Agency.			

IN-STATE COOPERATIVES

- When an Agency under PPRB's purview runs a solicitation in compliance with procurement laws and regulations, a different Agency may "piggyback" off that solicitation.
- Can use all or part of the soliciting agency's scope of services but no additional services can be added
- Piggybacking Agency can ONLY contract with winning vendors. If the soliciting Agency awarded to more the one vendor, the piggybacking Agency can award to less vendors but not more. Highest scoring vendors (or lowest price if an IFB was used) MUST be awarded.
- Piggybacking Agency can use same or lower pricing. If there is any change in scope, the piggybacking Agency must be able to demonstrate that the price per service was available in original procurement.
- Contract requires PPRB approval

OTHER METHODS TO PROCURE SERVICES R&R CHAPTERS 11 & 12

STATUTORY EXEMPTIONS

GOVERNMENT TO GOVERNMENT

No Cost

Professional Exemptions
Miss. Code § 27-104-7

Agency-Specific Exemptions

Upload to MAGIC

Contract with PPRB Agency - PPRB approval not required

Contract with non-PPRB State entity – Fair Market Value Determination No expenditure of State funds

Not under PPRB purview

REQUESTS FOR PROPOSALS AND QUALIFICATIONS

R&R CHAPTER 6
MISS. CODE § 31-7-400, *et seq*.

WHY USE AN RFP/RFQ INSTEAD OF AN IFB?

Lowest Price An IFB is evaluated on price alone, while an RFP/RFQ allows evaluation factors in addition to price.



After the submission deadline, RFP/RFQ allows:

Offerors to change their Responses

Best and Final Offer Agencies to engage in discussions with offerors

DECIDING BETWEEN AN RFP AND AN RFQ

Requests for Proposals

Can the service be performed differently depending on which vendor is selected?

Would the agency benefit from receiving various ideas and approaches?

Does the agency have an end goal in mind but want different proposals as to how a vendor would achieve it?

Requests for Qualifications

Is the offeror's personnel and experience the most important factor to consider?

Does the agency set the price?

A unique or creative approach to the work is not needed.

The most highly qualified offeror is needed.

Agencies have discretion to choose solicitation type.

PETITION FOR RELIEF

R&R Section 6.3

An agency seeking to use an RFP or RFQ must obtain approval from the PPRB by filing a Petition for Relief from the requirement to use Competitive Sealed Bidding.

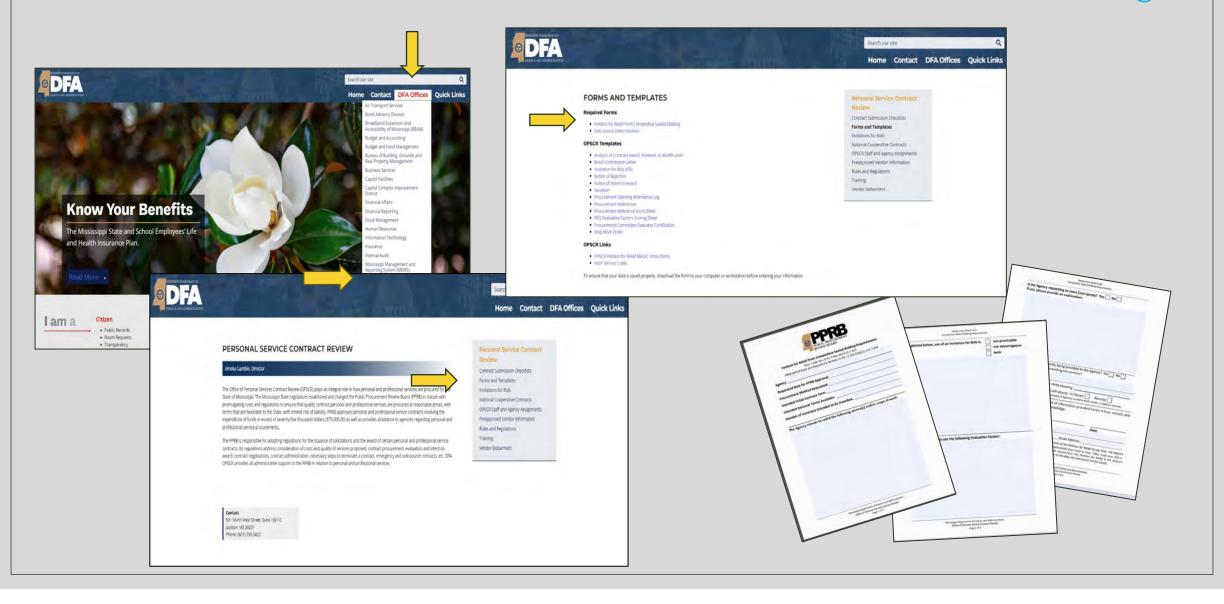
REQUIREMENTS

Submit using the form on DFA website
Explain why using an IFB is not practicable or advantageous
Include agency plan for alternative procurement
Include categories of evaluation factors
Signed by the Agency Head or Designee

TIMING

Submit Petition by regular submission deadline for PPRB approval
The RFP/RFQ cannot be released <u>until</u> Petition has been approved
PPRB can revoke approval at any time
Determination should be reviewed for applicability from time-to-time
PPRB's approval expires after one year

The Petition for Relief form can be obtained on the DFA website: www.dfa.ms.gov



Advantageous, Practicable, & Other Factors

Need for flexibility

Use of comparative judgment (relative ability of offerors) may result in more beneficial contracts

Need to weigh artistic and aesthetic value such that price is a secondary factor Not a fixed price contract

Discussions needed to be conducted with offerors

Need to offer opportunity to revise proposals

Price is not primary consideration in determining award

Quality, Availability,
Capability overriding
in relation to price

Priority should be
given to maintenance

Factors

Priority should be given to maintenance and service as compared to initial installation

The marketplace will respond better to an RFP or RFQ

racticable

Procurement of services which can be solicited using an IFB <u>cannot be combined</u> with solicitations for services using an RFP or RFQ.

Advantageous

EVALUATION FACTORS IN PETITION FOR RELIEF

The evaluation factors for the RFP/RFQ <u>must</u> be approved by PPRB with the Petition for Relief.

COST:

The Petition for Relief must show that Price is <u>at least</u> 35% of the available points, and whether any other factors will be considered in the evaluation of Cost.

TECHNICAL & MANAGEMENT:

The points allocated to each category must be approved with the Petition for Relief. Points allocated to subfactors are not required, <u>unless</u> any category has as many or more points allocated to it than Price. In that case, the agency must demonstrate that no <u>subfactor</u> will be allocated as many or more points than Price.

MAGIC PROCEDURES FOR
ISSUING A PETITION FOR RELIEF
(OVAR: OVERSIGHT APPROVAL REQUEST)



Agencies Must: (1) Publish the Petition for Relief, and (2) Publish the RFP/RFQ by creating a follow-on RFP/RFQ from a PPRB approved OVAR

Do you need Technical Help → mash@dfa.ms.gov

REQUIRED CONTENT FOR AN RFP/RFQ

A statement that discussions may be conducted with Offerors who submit Proposals or Qualifications determined to be reasonably susceptible of being selected for award, but that Proposals or Qualifications may be accepted without such discussions

Instructions and information concerning proposal submission requirements

Type of services required and description of work involved

Minimum qualifications

Contract Ts & Cs

A statement that the offeror's price was submitted and arrived at independently

REQUIRED CONTENT FOR AN RFP/RFQ

The order of importance of the evaluation criteria, either by the order listed, weight, or some other manner

A requirement that the Offeror list all their principals

A statement that the RFP or RFQ, its amendments, the Offeror's Proposal or Qualification and the Best and Final Offer shall constitute the contract

Offerors must acknowledge amendments in writing

A statement that the solicitation may be canceled at any time by the Agency and that the Agency can reject any proposal when in their best interest

REQUIRED CONTENT FOR AN RFP/RFQ

Notice of opportunity to request reconsideration to the terms of the solicitation

A requirement that the Offeror submitted an unredacted version of their proposal as well as a version redacted for confidential commercial or financial information and/or trade secrets and notice that the redacted version will be furnished by the Agency in response to public record requests

Notice of Exclusion if redactions are made in bad faith

DEVELOPING EVALUATION FACTORS

Like an IFB, an agency can prepare minimum qualifications and evaluate whether the Offeror is Responsive and Responsible.

Responsive and Responsible Offerors are evaluated on the following:

Technical Factors (optional)

Management Factors (optional)

Cost Factors

(Price, as a subfactor, is mandatory)

An agency has discretion as to what to evaluate in each category.

SCORING EVALUATION FACTORS

Blind Scoring is no longer required by Miss. Code Ann. Sec. 31-7-417

TECHNICAL FACTORS

Proposed Methodology

Does the Offeror demonstrate a clear understanding of the scope of work and related objectives?

Did the Offeror provide complete responses to the RFP/RFQ requirements?

Has past performance of proposed methodology been documented?

Does Offeror use innovative technology and techniques?

COST FACTORS

PRICE (DOLLAR AMOUNT ONLY) IS A SUBFACTOR AND MUST:

- be given at least 35% of the points
- be the highest weighted factor
- be scored objectively

THERE MAY BE COST FACTORS IN ADDITION TO PRICE:

Is the price and its component charges adequately explained? If required, are suitable bonds, warranties, or guarantees provided? Has the Offeror included quality control and assurance programs? Does the Offeror have sufficient financial resources?

MANAGEMENT FACTORS

Does the proposed scheduling timeline meet the needs of the agency?

Does Offeror document a record of reliability, timely performance, on-time and on-budget implementation, and compliance with contractual requirements?

Is there a project management plan?

Does the Offeror document industry or program experience?

Does the Offeror have a record of poor business ethics?

To what extent does the Offeror rely on in-house resources vs. contracted resources?

Is there documentation of experience in performing similar work by employees and subcontractors?

Does the Offeror demonstrate cultural sensitivity in hiring and training staff?

ASSIGNING EVALUATION POINTS

EXAMPLE 1

TechnicalManagementCost

Individual Cost Factors:

- 35 Price
- 10 Financial Stability

EXAMPLE 2

40 Technical

25 Management

35 Cost (Price Only)

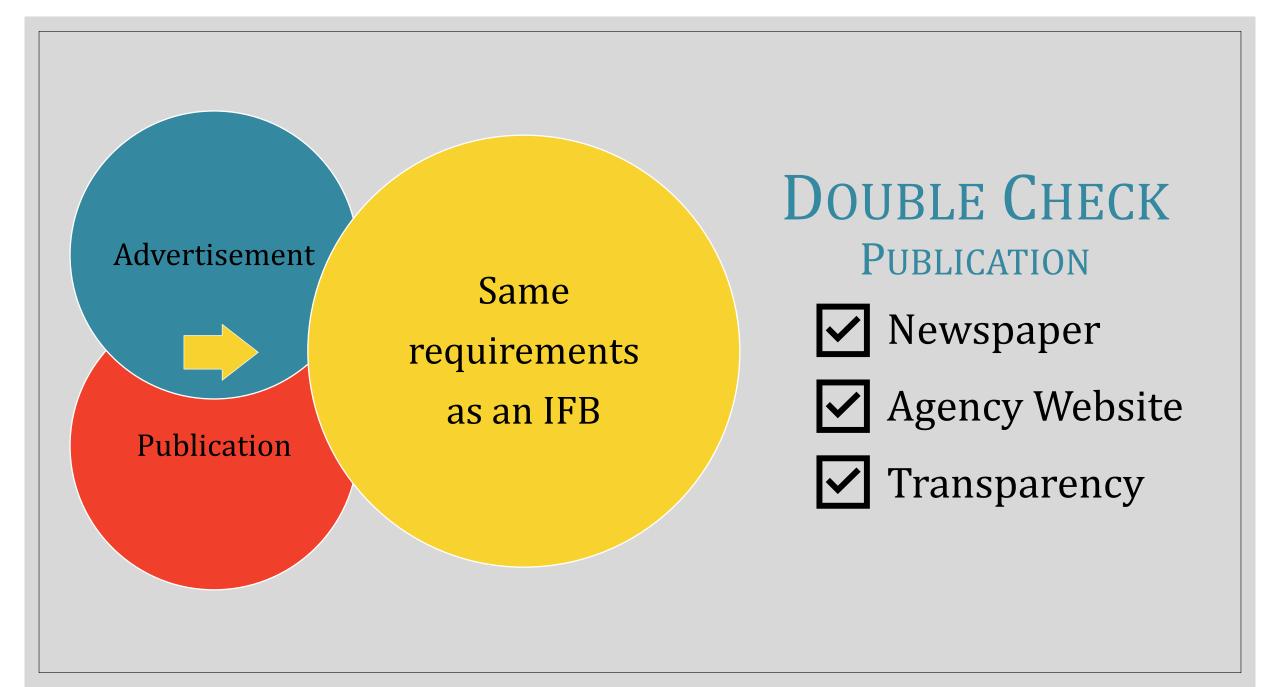
Individual Technical Factors:

- 10 Understanding of SOW
- 10 Innovative Technology and Techniques
- 10 Plan to Deliver Contract
 - Requirement A
- 10 Plan to Deliver Contract Requirement B

EXAMPLE 3

35 Technical35 Management30 Cost

On its face, this point allocation is not compliant with the statutory requirements. The number of points allocated to Cost does not meet the 35% requirement for Price, an *individual factor* under Cost. Price must be at least 35% and the highest weighted individual factor.



Not required under the R&R.

May assist in planning facilitation of procurement.

Cannot be due less than 14 days after public notice

LETTERS OF INTENT

PRE-PROPOSAL or QUALIFICATION CONFERENCE

Not required under the R&R.

Must be recorded, and recording must be put in writing. The writing must be treated as an amendment.

Must give Offerors
a reasonable
amount of time to
incorporate
Answers into their
proposals or
qualifications.

The Q&A must be treated as an amendment.

Q&A Period

AMENDMENTS

Amendments must be identified and Offerors required to acknowledge.

Send to all prospective Offerors; post on procurement portal and agency website.

Reasonable time to allow Offerors to incorporate into response.

EVALUATION COMMITTEE

Members shall have the relevant experience necessary to evaluate the proposal or qualification.

Members' names and job titles are disclosed publicly after contract award, including resumes of any members who are not State employees.

Must sign declaration that he or she has no conflict of interest before evaluating.

The committee may use advisors to provide opinions on the proposals and qualifications. Advisors are subject to the same rules and restrictions as committee members.

AWARD

RESPONSIVE AND RESPONSIBLE OFFEROR WITH THE HIGHEST EVALUATED RESPONSE

The same Notice of Intent to Award and Notice of Contract Award requirements apply to RFPs/RFQs as those which apply to IFBs.

STATUTORY REQUIREMENT:

Notice of Intent to Award must be posted 48 hours prior to contract award.

Debriefing and Requests for Reconsideration

- Vendor receipt of the Notice of Intent to Award and posting of the Agency Procurement File triggers the Debriefing and Reconsideration periods.
 - Email Delivery Receipt & Read Receipt
- Vendors must be debriefed prior to the contract being presented to PPRB for approval.
- Vendors have 3 business days to file a Request for Reconsideration of the Intent to Award. Reconsideration is limited to what is in the procurement file, the terms of the solicitation, and violations of OPSCR's rules and regulations.
- Requests for Reconsideration must be resolved for Board approval.

COMMON PROBLEMS

Time Management

Advertisement, Q&A,
Amendments, Site Visits,
Conferences, Evaluation,
Presentations, BAFO,
Award, Debriefing,
Protest, Regulatory
Board

Agency Procurement File

Advertising

Transparency, Website, Content of Advertisement, Amendments, Due Date

PLANNING YOUR RFP/RFQ TIMELINE

When does your current contract expire or when do you need the work to start? Schedule your operational start date and work backwards.

Do you need an Implementation Period? How long?

What is the date of the last PPRB Meeting where your Contract can be approved in order to meet your timeline? What date do you have to submit the contract to OPSCR?



Schedule Debriefing and Reconsideration (3) Periods. When can you send Notice of Intent to Award (48 hrs)?

Double Check Scoring, Executive Review of Award

How much time will you need to Evaluate Bids?

R&R/Technical/Cost/Management

Submission Deadline

Q&A

Vendor Preparation Time/Agency Preparation Time

Will you hold a pre-submission conference? How much time will vendors need to prepare? What date will you issue the RFP/RFQ?

When do you need to provide public notice? When does the newspaper need ad copy?

How long will it take you to prepare the RFP/RFQ? Who will need to review the RFP/RFQ at your agency?

When do you need the Board to approve the Petition for Relief? When must you submit it?

DEBRIEFING AND RECONSIDERATION

VENDOR DEBRIEFING: THE WHO, WHAT, WHERE, WHEN, AND WHY R&R SECTION 5.6.2 & 6.9.2

W

Unsuccessful Vendor

Successful Vendor H

Agency Procurement Official

Agency Personnel with Knowledge 0

If Vendor Brings An Attorney

Agency AG

Significant weaknesses in debriefed vendors offer, if any

Price of winning vendor and debriefed vendor

WHAT

Ranking of all vendors

Summary of the rationale for the award

Reasonable responses to relevant questions re: procedures & regulations followed

NOT a
point-by -point
comparison of
debriefed
vendor's offer
with other
offers

Debriefings must be conducted before PPRB approval

List of vendors and dates of debriefings in Agency Procurement File In Person

Telephonic

WHERE

Video Conference Any Method Acceptable to the Agency

W

H

E

N

Agency Notify Vendors of Right to Debriefing

- Award Letters to Vendors
- Procedure & Deadlines

Vendors Must Request Debriefing

 Agency sets deadline and method for when requests for debriefing must be received

Agency Must Conduct Debriefing

- While OPSCR is reviewing the procurement (in Agency Head's discretion)
- Prior to Presentation to PPRB for Approval



Strengthen Business Relationships



Improve the Procurement Process



Prevent Requests for Reconsideration



RECONSIDERATION: R&R SECTIONS 5.2.4, 5.6.3, 6.5.4, & 6.9.3



WHAT IS RECONSIDERATION:

An opportunity for vendors who are aggrieved by the solicitation or contract award to seek a remedy from the Agency

Procurement Preparation, Facilitation, and Contract Award

STATUTORY COMPLIANCE

REGULATORY COMPLIANCE

COMPLIANCE
WITH TERMS
OF
SOLICITATION

COMPETITION
FAIRNESS
TRANSPARENCY

Notify Vendors of Reconsideration Rights and Procedure in the **Solicitation** and **Award Letters** Vendors must file request in writing within 3 business days of Solicitation or Notice of Award being issued

Complete Agency
Procurement File must be
posted on Agency website
to trigger 3-day period

Vendors submit to Chief Procurement Officer of Agency **and** Director of OPSCR

Reconsideration **stays** the solicitation or contract award until resolved

Agency must reasonably respond to **each** allegation in writing

Requests for
Reconsideration must be
resolved **before**submission of the
contract to OPSCR

Request and Agency decision given to each vendor and posted on the procurement portal and the Agency's website

AGENCY PROCUREMENT FILE

APPENDIX D

- All documents required to be posted on Agency website as part of the Agency Procurement File are listed in Appendix D and sorted by solicitation type.
- Complete posting triggers period for reconsideration. If it is determined that part of the Agency Procurement File is missing, you must post the missing documents to be in compliance and trigger the 3 business day period.
- Because vendor submissions are now required to be posted, solicitations now require notice to vendors that they must produce both a redacted and unredacted version of their submissions or that by not providing a redacted version their unredacted submission will be posted as submitted.

CONTRACT SUBMISSION PACKETS

OPSCR Contract Submission Packet

All Procurement Documents

Any Documents Demonstrating Compliance with R&R

Unexecuted Contract with PPRB required Clauses

Solicitation

Bid Opening / Registration of Bids/Proposals

All Vendor Responses

Publication/Advertising (Newspaper, Website, Transparency)

Documentation of Vendor Conferences

Amendments/Q&A

Reference Score Sheets

Evaluation Team and Score Sheets

Notice of Intent to Award

All Correspondence with Vendors

Certificates of Insurance

Evaluator Conflict of Interest Certifications

Reconsideration Requests/Decisions

Checklists

Incomplete packets delay review and may result in having to be pushed to the next PPRB meeting.

OPSCR Training

Email: OPSCR@dfa.ms.gov for information

 Visit DFA OPSCR website for future class dates