



RELEASE DATE: March 21, 2018

The State of Hawaii
State Procurement Office
In conjunction with



Request for Proposals
Solicitation #RFP-18-002-SW

Procurement of Acquisition Support
Services

OFFERS ARE DUE AT 2:30 P.M., HAWAII STANDARD TIME (HST) ON

May 1, 2018

(or such later date as may be established by the State of Hawaii by an Addendum to this RFP)

BY SUBMISSION TO THE HAWAII STATE EPROCUREMENT SYSTEM (HiEPRO)

DIRECT ALL QUESTIONS REGARDING THIS RFP, QUESTIONS OR ISSUES RELATING TO THE ACCESSIBILITY OF THIS RFP (INCLUDING THE ATTACHMENTS AND EXHIBITS AND ANY OTHER DOCUMENT RELATED TO THIS RFP) AND REQUESTS FOR ACCOMMODATIONS FOR PERSONS WITH DISABILITIES IN CONNECTION WITH THIS RFP, TO:

DONNA (DONN) TSURUDA-KASHIWABARA, TELEPHONE
(808) 586-0565 OR EMAIL ADDRESS donna.tsuruda-kashiwabara@hawaii.gov.

Mara Smith
Procurement Officer

RFP-18-002-SW

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RFP Administrative Information

RFP Title:	Procurement of Acquisition Support Services
RFP Project Description: (See Section 1.2 Purpose)	The State of Hawaii in conjunction with NASPO ValuePoint, is seeking Contractor(s) to provide acquisition support services.
RFP Lead: (See Section 1.3 Lead State, Solicitation Number and Lead State Contract Administrator)	Buyer Name – Donna (Donn) Tsuruda-Kashiwabara Agency Name – State Procurement Office Agency Address – 1151 Punchbowl Street, Room 416 City, State, Zip – Honolulu, HI 96813 Buyer email – donna.tsuruda-kashiwabara@hawaii.gov Buyer Phone – (808) 586-0565
Submit proposals electronically via Hawaii Electronic Procurement System (HiePRO): (See Section 4.3 Electronic Submission of Proposals)	Electronic Submission hiepro.ehawaii.gov
Pre-Proposal Conference: Pre-Proposal Conference Location: (See Section 2.5 Pre-Proposal Conference)	March 28, 2018; 9:00 a.m. Hawaii Standard Time (HST) via webinar
Deadline To Receive Questions: (See Sections 1.4 Schedule and Significant Dates and 2.7 Electronic Submission of Questions)	April 4, 2018; 2:30 p.m. HST
Question & Answers: (Sections 1.4 Schedule and Significant Dates and 2.7 Electronic Submission of Questions)	All questions, including those about Terms and Conditions, must be submitted through HiePRO. Questions must be submitted by the question deadline date.
RFP Closing Date: (See Section 1.4 Schedule and Significant Dates)	May 1, 2018
RFP Closing Time: (See Section 1.4 Schedule and Significant Dates)	2:30 p.m. HST
Initial Term of Contract and Renewals: (See Attachment A, Section 3 Term of the Master Agreement)	The initial term of the Contract will be two (2) years with the option, upon mutual written agreement, for three (3) additional renewal periods of one (1) year each or parts thereof. Upon mutual agreement, the contract may be extended or amended.
<p>TAKE NOTE OF THE 0.25% NASPO VALUEPOINT ADMINISTRATIVE FEE DETAILED IN SECTION 6 OF THE NASPO VALUEPOINT STANDARD TERMS AND CONDITIONS (ATTACHMENT A), WHICH MUST BE INCORPORATED INTO YOUR PRICE. OTHER STATES MAY NEGOTIATE ADDITIONAL ADMINISTRATIVE FEES IN THEIR PARTICIPATING ADDENDA FOLLOWING AWARD OF A MASTER AGREEMENT. ALSO, NOTE THE MANDATORY .75% (.0075) TRANSACTION FEE TO HAWAII INFORMATION CONSORTIUM, LLC (HIC) BASED ON QUARTERLY SALES FOR AWARDS MADE IN HIEPRO TO HAWAII AGENCIES ONLY AND LIMITED TO THE FIRST YEAR. (DETAILED IN SECTION 2.3 ELECTRONIC PROCUREMENT AND SECTION 3.19 PAYMENT TO HAWAII INFORMATION CONSORTIUM, LLC.)</p>	

REQUEST FOR PROPOSALS

Procurement of Acquisition Support Services

Solicitation # RFP-18-002-SW

Section 1: General Information

1.1 Background

The field of Acquisition has undergone considerable change in the last few years. This is attributable to many factors including the necessity to research and implement strategies to realize cost savings due to an austere economy and advances in the use of technology and ability to collect and analyze data. Even the way acquisition is perceived has changed. It has become a high level strategic function rather than a lower level process function.

The intent of this procurement is to contract Acquisition Subject Matter Experts to supplement current lack of knowledge and expertise in any one or many areas of the acquisition lifecycle and not intended to be utilized to provide staff augmentation services. For this request for proposals, use of “acquisition” refers to acquisition expertise.

Services expected include acquisition planning assistance, including market research and recommending procurement strategy; acquisition document development including cost/price estimates, quality assurance surveillance plans, statements for work, synopses, solicitations, price negotiation memoranda, etc.; expert assistance in supporting proposal evaluations, including price/cost analysis or technical proposal analysis; contract administration support services, including assistance reviewing contractor performance, development of contract modifications, and investigating reports of contract discrepancies; contract close-out assistance; competitive sourcing support, including strategic sourcing studies; privatization studies, public-private partnerships.

Services may be required in any phase within the acquisition life cycle phases shown below.



It is important to recognize, however, that the government/state/city organization has fundamental inherent government functions that should not be delegated to a Contractor. When it relates to acquisition, the only people who should be making final decisions should be government personnel. Federal Procurement Law defines inherent functions to be performed only by government employees. The State of Hawaii, State Procurement

Office (SPO) recommends this guidance as a good acquisition policy. The SPO considers the following responsibilities inherently governmental:

- Determining what supplies or services are to be acquired by the Government;
- Approving any solicitation documents, to include documents defining requirements, specifications, incentives, and evaluation criteria;
- Negotiating;
- Awarding contracts;
- Approving post-award contract changes to include, but not limited to, ordering changes in contract scope, schedule, budget;
- Responding to evaluations of Contractor performance and accepting or rejecting Contractor products or services; and
- Terminating contracts.

It is the responsibility of the Procurement Officer placing the order to make the determination if an action must be performed by the government or may be performed by a Contractor. Ordering activities must require prospective Contractors to identify potential conflicts of interest and address those, prior to task order award. For more information, see Attachment B Scope of Work, 2. Contractor Responsibility.

1.2 Purpose

The State of Hawaii, State Procurement Office (SPO) serving as the Lead State is requesting proposals for Procurement of Acquisition Support Services (PASS) in furtherance of the NASPO ValuePoint Cooperative Purchasing Program. The purpose of this Request for Proposals (RFP) is to establish Master Agreements with qualified offerors to provide acquisition support services for all Participating States. **Services do not include assistance and/or support in the acquisition of construction contracts.**

The objective of this RFP is to obtain best value and achieve more favorable pricing by leveraging economies of scale than is obtainable by an individual state or local government entity. The Master Agreement(s) resulting from this procurement may be used by state governments (including departments, agencies, institutions), institutions of higher education, political subdivisions (i.e., colleges, school districts, counties, cities, etc.), the District of Columbia, territories of the United States, and other eligible entities subject to approval of the individual state procurement director and compliance with local statutory and regulatory provisions. The initial term of the master agreement shall be two (2) years with three (3) additional 12-month renewal periods or parts thereof as outlined in Section 3 of the NASPO ValuePoint Master Terms and Conditions (Attachment A).

It is anticipated that this RFP may result in Master Agreement awards to multiple Contractors at the Lead State's discretion.

This RFP is designed to provide interested Offerors with sufficient information to submit proposals meeting minimum requirements, but is not intended to limit a proposal's content or exclude any relevant or essential data.

The purpose of this solicitation is to select Contractor(s) who can offer all services for all members participating in the NASPO ValuePoint Cooperative Purchasing Program. Full coverage across the nation is our primary goal. As such, this Program will recognize regional and/or local companies within a State to ensure sufficient coverage.

1.3 Lead State, Solicitation Number and Lead State Contract Administrator

The State of Hawaii State Procurement Office (SPO) is the Lead State and issuing office for this document and all subsequent addenda relating to it. The reference number for the transaction is Solicitation # RFP-18-002-SW. This number must be referred to on all proposals, correspondence, and documentation relating to the RFP.

The Lead State Contract Administrator identified below is the single point of contact during this procurement process. Offerors and interested persons shall direct to the Lead State Contract Administrator all questions concerning the procurement process, technical requirements of this RFP, contractual requirements, changes, clarifications, and protests, the award process, and any other questions that may arise related to this solicitation and the resulting Master Agreement. The Lead State Contract Administrator designated by the State of Hawaii, State Procurement Office is:

Donna (Donn) Tsuruda-Kashiwabara, C.P.M.
 Purchasing Supervisor
 State of Hawaii, State Procurement Office
 1151 Punchbowl Street, Room 416
 Honolulu, HI 98613
 donna.tsuruda-kashiwabara@hawaii.gov
 phone: (808) 586-0565; fax: (808) 586-0570

1.4 Schedule and Significant Dates

The table below contains the State's current estimate of the schedule and significant dates. All times are Hawaii Standard Time (HST). If a component of this schedule, such as "Proposals Due Date and Time" is delayed, the rest of the schedule may likely be shifted by the same number of days. Any change to the RFP Schedule and Significant Dates prior to the proposal due date shall be issued by addendum.

Event	Date
Solicitation Release:	March 21, 2018
Pre-Proposal Conference:	March 28, 2018; 9:00 a.m.
Question Submittal Deadline:	April 4, 2018; 2:30 p.m.
Answers to Questions:	April 13, 2018; 2:30 p.m.
Proposal Due Date and Time:	May 1, 2018; 2:30 p.m.
Estimated Date for Discussions, if necessary	June 25 - 29, 2018
Estimated Due Date for BAFO, if necessary	July 20, 2018
Anticipated Award Date:	August 15, 2018

1.5 Definitions

The following definitions apply to this solicitation. Attachment A also contains definitions of terms used in this solicitation and the NASPO ValuePoint Master Agreement terms and conditions.

Action Plan is the comprehensive research summary completed by the Contractor which outlines the insights found and provides the steps needed to convert an organization's current structure and processes into a Category Management structure.

A la carte basis means a separate price for each service offered by the Contractor.

Best value means the most advantageous offer determined by evaluating and comparing all relevant criteria in addition to price so that the offer meeting the overall combination that best serves the State is selected. These criteria may include, in addition to others, the total cost of ownership, performance history of the vendor, quality of goods or services, delivery and proposed technical performance.

Contract Administrator means the person designated to manage the various facets of the contract(s) to ensure Contractor's total performance is in accordance with the contractual commitments and obligations are fulfilled.

Construction means the process of building, altering, repairing, improving, or demolishing any public structure or building, or other public improvements of any kind to any public real property. The term includes the routine operation, routine repair, or routine maintenance of existing structures, buildings, or real property. **NOTE: ANY RESULTING CONTRACT TO THIS RFP WILL NOT INCLUDE SERVICES TO SUPPORT CONSTRUCTION PROCUREMENT.**

Contractor means the person having a contract with a governmental body.

Fixed-price basis means an established price agreed upon by the Contractor and Purchasing Entity, by agreement or by authority, as the price to be charged for a specified amount of services.

Goods means all property, including but not limited to equipment, equipment leases, materials, supplies, printing, insurance, and processes, including computer systems and software, excluding land or a permanent interest in land, leases of real property, and office rentals.

Governmental body means any department, commission, council, board, bureau, authority, committee, institution, legislative body, agency, government corporation, or other establishment or office of the executive, legislative, or judicial branch, city or county of any U.S. State, (including the Office of Hawaiian Affairs for the State of Hawaii).

Hawaii Administrative Rules (HAR) means the adopted operating procedures for state agencies authorized by the laws of the State of Hawaii.

Hawaii Revised Statutes (HRS) means the laws that govern the State of Hawaii.

Inherently Governmental Duties means those duties which shall only be performed by a government employee.

IT Consulting Services means services provided by firms who focus on providing the following services: writing, testing and supporting custom software; planning and designing integrated hardware, software and communication infrastructure; and on-site management of computer systems and data processing facilities. **NOTE: THIS CONTRACT DOES NOT INCLUDE A CATEGORY OF SERVICES FOR IT CONSULTING SERVICES; HOWEVER, A CONTRACTOR MAY BE HIRED TO ASSIST IN THE ACQUISITION OF IT CONSULTING SERVICES.**

Key Performance Indicator (KPI) means how a quantifiable measure is utilized to assess the success of a Contractor in meeting strategic goals and objectives for performance.

Lead State means the State conducting this cooperative procurement, evaluation, and award, which for this procurement is Hawaii.

Market Research means the gathering and studying of data relating to consumer preferences and purchasing power. In relation to the procurement life cycle, Market Research means the examination of available sources of information to find available sources of supply to meet the needs of any given procurement.

Market Research Plan means the process that one will follow to gather, analyze, and interpret information about a particular market. The plan would define market research approaches and include different types of market research to undertake for maximum impact.

Offeror means the company or firm who submits a proposal in response to this Request for Proposal.

Prime Contractor means the Contractor awarded a contract for all categories for acquisition support services.

Proposal means the official written response submitted by an Offeror in response to this Request for Proposals.

Proposer has the same meaning as Offeror.

Request for Proposals or "RFP" means the entire solicitation document, including all parts, sections, exhibits, attachments, and Addenda.

Statement of Work defines the services to be delivered by the Contractor. Note: For

the purposes of this RFP, statement of work describes the services within a Task Order when requesting quotes from awarded Contractor(s).

Subcontractor means a Contractor contracted for work by the Prime Contractor.

Target Market means a particular group of consumers at which a product or service is aimed.

1.6 NASPO ValuePoint Background Information

NASPO ValuePoint (formerly known as WSCA-NASPO) is a cooperative purchasing program of all 50 states, the District of Columbia and the territories of the United States. The Program is facilitated by the NASPO Cooperative Purchasing Organization LLC, a nonprofit subsidiary of the National Association of State Procurement Officials (NASPO), doing business as NASPO ValuePoint. NASPO is a non-profit association dedicated to strengthening the procurement community through education, research, and communication. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia and the territories of the United States. NASPO ValuePoint facilitates administration of the cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states, the District of Columbia, and territories of the United States. For more information consult the following websites www.naspovaluepoint.org and www.naspo.org.

1.7 Participating States

In addition to the Lead State conducting this solicitation, the following Participating States have requested to be named in this RFP as potential users of the resulting Master Agreement: Maryland, Massachusetts, Montana, Nebraska, Nevada, North Dakota, Utah and Virginia. Other entities may become Participating Entities after award of the Master Agreement. Some States may have included special or unique terms and conditions for their state that will govern their state Participating Addendum. These terms and conditions are being provided as a courtesy to proposers to indicate which additional terms and conditions may be incorporated into the state Participating Addendum after award of the Master Agreement. The Lead State will not address questions or concerns or negotiate [other States'](#) terms and conditions. The Participating States shall negotiate these terms and conditions directly with the supplier. Lead state's specific terms and conditions are included in Exhibits 1-3.

1.8 Anticipated Usage

This is a new Master Agreement for the Lead State and NASPO ValuePoint. Annual usage data, therefore, is not available. No minimum or maximum level of sales volume is guaranteed or implied in awarded agreements made under this RFP.

1.9 Period of Performance

This contract has a base period of two (2) years plus three (3) additional 12-month periods.

1.10 Contract Type

This is a Firm-Fixed-Price (FFP) contract based on labor hours under which only FFP task orders can be issued. For work performed by the Contractor's employees and/or Subcontractor employees, the labor categories, direct-productive-labor-hours (DPLH) and fixed labor rates shall apply. The qualifications for the labor categories are identified in Section 6.6 Minimum Qualifications of Labor Categories.

Section 2: Solicitation Information

2.1 Governing Laws and Regulations

This procurement is conducted by the Lead State, Department of Accounting and General Services (DAGS), State Procurement Office (SPO), in accordance with the Lead State Procurement Code. Information about SPO and its governing laws are available at <http://spo.hawaii.gov/>.

This procurement shall be governed by the regulations and laws of the Lead State. Venue for any administrative or judicial action relating to this procurement, evaluation, and award shall be in State of Hawaii. The provisions governing choice of law and venue for issues arising after award and during contract performance are specified in Section 35 Governing Law and Venue of the NASPO ValuePoint Master Agreement Terms and Conditions in Attachment A.

2.2 Overview of State of Hawaii Procurement Process

- 2.2.1** The RFP is issued pursuant to Subchapter 6 of HAR chapter 3-122, implementing HRS §103D-303 on competitive sealed proposals.
- 2.2.2** The RFP will be issued through HlePRO. Written questions regarding the RFP are submitted through HlePRO. Responses to questions are issued by Addendum through HlePRO. Changes to the RFP are issued by Addendum through HlePRO.
- 2.2.3** Proposals shall be received through HlePRO. Offeror's proposal shall be open to the public after posting of award, except for portions of the proposal that the Offeror has labeled confidential and/or proprietary pursuant to HAR §3-122-58.
- 2.2.4** An evaluation committee approved by the Procurement Officer, shall evaluate the proposals in accordance with Section 3.8 Evaluation Criteria.
- 2.2.5** Proposals may be accepted on evaluation without discussion. If deemed necessary, prior to entering into discussions, a "priority list" of responsible Offerors submitting acceptable and potentially acceptable proposals shall be generated. The priority list may be limited to a minimum of three (3) responsible Offerors who submitted the highest-ranked proposals. The objective of these discussions is to clarify issues regarding the Offeror's proposal before the Best and Final Offer (BAFO) is tendered.
- 2.2.6** If the State determines a BAFO is necessary, it shall request one from the Priority-Listed Offeror(s). The Offeror shall submit its BAFO through HlePRO.
- 2.2.7** If during discussions there is a need for any substantial clarification or change

in the RFP, the RFP shall be amended by an addendum to incorporate such clarification or change. Addenda to the RFP shall be distributed only to priority-listed offerors.

2.2.8 The date and time for Offerors to submit their BAFO, if any, is indicated in Section 1.4 Schedule and Significant Dates. If Offeror does not submit a notice of withdrawal or a BAFO, the Offeror's immediate previous bid shall be construed as its BAFO.

2.2.9 After receipt and evaluation of the BAFOs in accordance with 5.9 Evaluation Criteria, the evaluation committee may have additional discussions after receiving approval by the CPO to conduct a second BAFO. Award(s), if any shall be made to the Offeror(s) whose proposal is determined to be the most advantageous to the State taking into consideration price and the evaluation factors set forth in the RFP.

2.2.10 The contents of any proposal shall not be disclosed during the review, evaluation, or discussion process. Once the notice of award(s) is made, all proposals, successful and unsuccessful, become available for public inspection. Those sections that the Offeror and the State agree are confidential and/or proprietary should be identified by the Offerors and shall be excluded from public access.

If a person is denied access to a State procurement record, the person may appeal the denial to the office of information practices in accordance with HRS §92F-42(12).

2.2.12 The RFP, any addenda issued, and the successful Offerors' proposal shall become a part of the contract. All proposals shall become the property of the State of Hawaii.

2.3 Electronic Procurement

2.3.1 The State has established the Hawaii State eProcurement (HlePRO) System to promote an open and transparent system for vendors to compete for state contracts electronically. Offerors interested in responding to this solicitation must be registered on HlePRO. Registration information is available at the State Procurement Office (SPO) website: <http://spo.hawaii.gov/HlePRO/>, then select HlePRO Vendor Registration Guide.

2.3.2 The State will use HlePRO to issue the RFP, receive Offers, and issue Addenda to the RFP. Addenda and the other information and materials shall be provided by the State through HlePRO, including additions or changes with respect to the dates in Section 1.4 Schedule and Significant Dates. The State shall not be responsible for any person's or entity's failure

to do so for any reason. The State is not responsible for any delay or failure of any Offeror to receive any materials updated through the RFP Process on a timely basis.

2.3.3 As part of this procurement process, Offerors are informed that awards made for this solicitation, if any, shall be done through the HlePRO and shall therefore be subject to a mandatory .75% (.0075) transaction fee, not to exceed \$5,000 for the total contract term. The mandatory fee (.75%) is applicable for awards to Hawaii government agencies only, calculated on a quarterly basis for the first year only. This transaction fee shall be based on the total sales made against this contract, payable to HIC, the vendor administering HlePRO. Refer to the Section 7.10 Payment to Hawaii Information Consortium, LLC (HIC).

2.3.4 HlePRO Special Instructions. Offeror shall review all special instructions located in HlePRO. Offerors are responsible for ensuring that all necessary files are attached to their offer prior to the proposal deadline.

Offerors are advised that they should not wait until the last minute to submit their proposal on HlePRO. Offerors should allow ample time to review their submitted proposal, including attachments, prior to the proposal deadline.

Offerors shall enter \$1.00 as the Unit Price in US Dollars and Cents when submitting their offer in HlePRO.

2.4 RFP Addenda

Changes to this RFP including but not limited to contractual terms and procurement requirements shall only be changed via formal written addenda issued by the Lead State.

The Lead State accepts no responsibility for a prospective Offeror not receiving solicitation documents and/or revisions to the solicitation. It is the responsibility of the prospective Offeror to monitor the Hawaii State eProcurement System (HlePRO) to obtain RFP addenda or other information relating to the RFP.

2.5 Pre-Proposal Conference

A pre-proposal conference will be held on March 28, 2018, at 9:00 a.m. HST via webinar. The link to attend is: <https://spo.adobeconnect.com/rgz6zbqcvlxy/>. Attendance at the conference is optional. A summary of the pre-proposal conference will be provided via an addendum posted in Hawaii State eProcurement System (HlePRO).

2.6 Questions Regarding RFP Contents

If a Prospective Offeror believes that any provision of the RFP is unclear, potentially defective or would prevent it from providing a meaningful Offer, it shall submit questions to the State POC requesting clarification on or before the deadline for doing so in Section 1.4 Schedule and Significant Dates. Each question shall identify the page, section

number, paragraph, and line or sentence of such provision(s) of the RFP to which the question applies. The State POC will respond by the date for the same in Section 1.4 Schedule and Significant Dates. The State may issue Addenda in response to written questions received regarding the RFP.

2.7 Electronic Submission of Questions

All questions must be submitted through Hawaii State eProcurement System (HiePRO). Questions must be submitted by the question deadline date and time shown in Section 1.4 Schedule and Significant Dates. Answers will be given via the Hawaii State eProcurement System (HiePRO) site as noted in Section 1.4 Schedule and Significant Dates.

Offerors are cautioned about including context in questions that may reveal the source of questions. The identity of potential Offerors will not be published with the answers, but the text of questions will be restated, to the extent possible, to exclude information identifying potential Offerors.

The Lead State may refuse to answer any questions received after the Question/Answer deadline.

2.8 Proposal Due Date

Proposals must be received by the posted closing date and time as described in Section 1.4 Schedule and Significant Dates of this RFP.

2.9 Cancellation of Procurement

This RFP may be canceled at any time prior to execution of the Master Agreement(s) if the Lead State determines such action to be in the collective best interests of Participating States.

2.10 Firm Offers

Responses to this RFP, including proposed costs, will be considered firm for (180) days after the proposal due date.

2.11 Right to Accept All or Portion of Proposal

Unless otherwise specified in the solicitation, the Lead State may accept any item or combination of items as specified in the solicitation or of any proposal unless the Offeror expressly restricts an item or combination of items in its Proposal and conditions its response on receiving all items for which it provided a proposal. If the Offeror so restricts its Proposal, the Lead State may consider the Offeror's restriction and evaluate whether the award on such basis will result in the best value to the Lead State and the NASPO ValuePoint program. The Lead State may otherwise determine at its sole discretion that such restriction is non-responsive and renders the Offeror ineligible for further evaluation.

2.12 Ownership or Disposition of Proposals and other Materials Submitted

All costs incurred by the Offeror in preparing or submitting a proposal shall be the Offeror's sole responsibility whether any award results from this RFP. The State shall not reimburse such costs. All proposals become the property of the State of Hawaii.

2.13 Additional Information

The Offeror shall provide additional information regarding aspects of an Offeror's Proposal within five (5) business days of the State's request, unless the State specifies another period. As noted, each Offeror shall submit only one Proposal. If an Offeror submits more than one Proposal, then the State reserves the right to reject and or dismiss the Offeror from the RFP Process.

Section 3: Requirements

3.1 Mandatory Minimum Administrative Proposal Requirements

This section contains the minimum requirements that must be met to be considered for the evaluation phase. All items described in this section are non-negotiable. All Offerors must state willingness and demonstrate ability to satisfy these requirements in the proposal submitted for consideration.

3.2 Minimum Requirements and Qualifications

Offeror shall provide all services as described in Attachment B, Scope of Work. Offeror shall have been in business and have provided all services in Categories One through Thirteen for at least three (3) years.

3.3 NASPO ValuePoint Master Agreement Statement of Compliance

NASPO ValuePoint Master Agreement(s) resulting from this RFP will constitute the final agreement except for terms and conditions specific to a Participating Entity's Participating Addendum.

The Master Agreement will include, but not be limited to, the NASPO ValuePoint Standard Terms and Conditions in Attachment A and Lead State specific terms and conditions required to execute a master agreement, the scope of work (Attachment B) and selected portions of the Offeror's Proposal.

This section highlights terms and conditions of NASPO ValuePoint Master Agreement Terms and Conditions, although Offerors will be bound to all the terms and conditions when executing a Master Agreement as shown in Attachment A. Offerors must include a statement in their Proposal that they have read and understand the terms and conditions as shown in the Master Agreement (Attachment A).

3.4 Insurance

To be eligible for award, the Offeror agrees to acquire insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state at the prescribed levels set forth in Section 21 of the NASPO ValuePoint Master Agreement Terms and Conditions. Describe your insurance or plans to obtain insurance satisfying the requirements in Section 21. See also Special Provisions 10.15 Liability Insurance that awarded Offeror(s) shall be required to submit to execute a formal contract with the Lead State of Hawaii.

3.5 NASPO ValuePoint Administrative Fee and Reporting Requirements

To be eligible for award, the Offeror agrees to pay a NASPO ValuePoint administrative fee as specified in Section 6 of the NASPO ValuePoint Master Agreement Terms and

Conditions. Moreover, specific summary and detailed usage reporting requirements are prescribed by Section 7 of NASPO ValuePoint Master Agreement Terms and Conditions.

Offerors shall identify the person responsible for providing the mandatory usage reports. This information must be kept current during the contract period. Contractor will be required to provide reporting contact within fifteen (15) days of Master Agreement execution.

3.7 Lead State Terms and Conditions

Refer to Section 10 Special Provisions, Exhibit 1 General Provisions, and Exhibit 2 AG General Conditions for the Lead State Special Terms and Conditions that apply to this solicitation. Offeror shall indicate in their Proposal that they have read and understand the requirements shown in Lead State Terms and Conditions.

3.8 Participating State Terms and Conditions

As a courtesy to Offerors, some Participating States' specific Terms and Conditions are provided in Attachments to this solicitation. These are for informational purposes only and will be negotiated with other Participating States after award of the Master Agreement. Each state reserves the right to negotiate additional terms and conditions in its Participating Addendums. Offerors shall submit a statement that they understand they may be required to negotiate these additional terms and conditions when executing a Participating Addendum.

NASPO AND STATE OF HAWAII REQUIREMENTS

3.9 Sales Reports

3.9.1 Summary Sales Data

Contractor will be provided a login to submit quarterly sales reports directly to NASPO ValuePoint using the NASPO ValuePoint Quarterly Sales/Administrative Fee Reporting Tool.

RFP Reference: Attachment A NASPO ValuePoint Master Agreement T's and C's Section 7. NASPO ValuePoint Summary and Detailed Usage Reports, a. Summary Sales Data

3.9.2 Detailed Usage Reporting Requirements

Contractor will be required to submit to NASPO ValuePoint and the Lead State detailed quarterly sales reports. Currently, Contractors are instructed to e-mail the detailed report to both parties.

RFP Reference: Attachment A NASPO ValuePoint Master Agreement T's and C's

Section 7. NASPO ValuePoint Summary and Detailed Usage Reports b. Detailed Sales Data.

3.9.3 Executive Summary

Contractor will be required to provide an executive summary report of a list of states that hold an active Participating Addendum.

RFP Reference: Attachment A NASPO ValuePoint Master Agreement T's and C's Section 7. NASPO ValuePoint Summary and Detailed Usage Reports d.

3.9.4 Summary of Sales for State of Hawaii Purchasing Agencies

Summary of sales shall be provided to the Lead state for each fiscal quarter. The report shall indicate the total sales by each State of Hawaii purchasing agency. Reports are due no later than 30 days after the end of each fiscal quarter (November 1, February 1, May 1, August 1 and shall be sent to the following addresses:

State Procurement Office
1151 Punchbowl Street, Room 416
Honolulu, HI 96813
Attn: Purchasing Specialist
Re: HlePRO Sales/PASS

and

Emailed to: Donn Tsuruda-Kashiwabara
Email Address: donna.tsuruda-kashiwabara@hawaii.gov
Subject: PASS Quarterly Report

Summary information shall be used to bill the transaction fee. Refer to the Section 2.3 ELECTRONIC PROCUREMENT provision and Section 3.19 PAYMENT TO HIC provisions herein. The State reserves the right to audit these reports for accuracy.

Failure of the Contractor to submit the reports as required may result in termination of the contract.

3.10 Promotion of the NASPO ValuePoint Master Agreement

The NASPO ValuePoint Master Agreement Terms and Conditions include program provisions governing participation in the cooperative, reporting and payment of administrative fees, and marketing/education relating to the NASPO ValuePoint cooperative procurement program. In this regard, know that Contractor will be expected to:

- a. Promote the use of the Master Agreement.

- b. Integrate each state's procurement officials' (CPO) permission to use the Master Agreement.
- c. Acknowledge that Public entities are sensitive to "scope" issues, that is, whether performance is within the intended scope of the solicitation as awarded. Contractor shall have a strategy to promote agreements of this nature.

POST AWARD MANAGEMENT PLAN

3.11 Dispute Process and Escalation

During the contract term, Purchasing Entities shall attempt to resolve disputes directly with the Contractor. If, however, after several attempts a dispute cannot be resolved, concerns shall be reported by submitting Form SPO-012, Evaluation: Vendor or Product (Exhibit 4) to the Lead State.

3.12 Performance Management Plan (PMP)

The Contractor shall develop and maintain throughout the contract, a Performance Management Plan (PMP), that shall be used as a foundation for technical direction, resources management planning and the method of assuring quality performance during this contract.

The PMP shall include, but not be limited to, the following information:

- Planned initiatives and key events
- Staffing Plan
- Contractor/Government Organizational relationships, including Subcontractors and problem escalation process
- Subcontract Management (if applicable)

The PMP shall be approved by the Lead State Contract Administrator (CA), and there will be no deviation from the PMP, unless agreed to by the Contractor and CA. Where the Contractor identifies deviations from the plan, the Contractor shall provide the supporting rationale necessitating the deviation, in a written submission to the CA. It is the Contractor's responsibility to keep the PMP up-to-date.

Deliverable: The Performance Management Plan shall be submitted for approval to the CA no later than 90 days after contract award.

3.13 Contractor Responsibility for Subcontractors

The Subcontractors providing services shall meet the same service requirements and provide the same quality of service required of the Contractor and in a timely manner. No subcontract shall relieve the Contractor of its responsibilities for the Services it provides. The Contractor shall manage the quality and performance, project management and schedules and timely start and completion of services performed by each of its

Subcontractors. The Contractor shall be solely responsible and accountable for the completion of all Services it has subcontracted.

3.14 Removal of Subcontractors

In addition to any rights the State has under Law, the State shall have the right to require the removal of a Subcontractor or any of its personnel providing or supporting services for good cause. In such case, the State shall specify the deadline for such removal after consultation with the applicable Contractor. A Subcontractor proposed by the Contractor to replace the removed Subcontractor shall be subject to the approval of the Lead State.

3.15 Right to Retain Subcontractors

The State shall have the right to directly retain any Subcontractor after the expiration, termination or suspension of the Contract under which it is retained, including any Subcontractor providing services subject to any part of a Contract that is terminated or suspended.

3.16 Additional Contractor Requirements

Each Contractor shall:

Adhere to its Contract with the State;

Provide all labor, materials and equipment necessary to meet the RFP Requirements;

Communicate contract requirements to its Subcontractors' personnel and direct and coordinate project activities to ensure that the services progress efficiently and are completed on schedule;

Ensure that all its and its Subcontractors' employees can communicate effectively with State employees;

Ensure that it is current with all payments and registration fees and similar financial obligations owed to the State during the term of its Contract with the State;

Fully cooperate and maintain effective communication with the State and cooperate in the resolution of problems, suspected problems or potential problems;

3.17 Payment

Pursuant to HRS §103-10, the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of projects to make payment. For this reason, the State will reject any offer submitted with a condition requiring payment within a shorter period. Further, the State will reject any offer submitted with a condition requiring interest payments greater than that allowed by HRS §103-10, as amended.

The State will not recognize any requirement established by the Contractor and communicated to the State after award of the contract, which requires payment within a

shorter period or interest payment not in conformance with statute.

3.18 Purchasing Card (Pcard)

Offeror is informed that all agencies of the Executive branch, with the exception of the University of Hawaii, the Department of Education, Hawaii Health Systems Corporation, and the Office of Hawaiian Affairs, shall use the State's purchasing card (pCard) for all orders totaling less than \$2,500. For purchases of \$2,500 or more, agencies may use the pCard, subject to its credit limit, or issue a purchase order.

3.19 Payment to Hawaii Information Consortium, LLC (HIC)

HlePRO is administered by Hawaii Information Consortium, LLC (HIC). HIC shall invoice the Contractor(s) directly for payment of transaction fees. Payment must be made to HIC within thirty (30) days from receipt of invoice. HIC is an intended third-party beneficiary of transaction fees, which are used to fund the operation, maintenance and future enhancements of the HlePRO system. See Section 3.9.4 Summary of Sales for State of Hawaii Purchasing Agencies for information used to bill transaction fees.

3.20 Contractor Performance Review Meeting

Contractors are required to participate in a "Contractor's Performance Review Meeting" with the Lead State. The purpose of the meeting is to discuss the contract, the services provided and best practices. A NASPO ValuePoint Contractor's Performance Meeting Workbook shall be completed annually. Contractor performance meetings shall be held once a year or as necessary.

Information to be submitted annually may include the following information:

- Participating Addenda
- Calendar Year Sales
- Other Cooperative Purchasing Participation
- Key Customers
- Website Compliance, if applicable
- Customer Service
- Marketing Efforts
- Compliance to Submitting Reports
- Emerging Industry Trends
- Contractor Challenges or Concerns
- Lessons Learned by Contractor

3.21 Termination for Non-Performance

Refer to Section 13 of the AG General Conditions, Form AG-008 103D.

3.22 Contract Services

- a. Status reports (as required by the Purchasing Entity): The Contractor shall provide, electronically, a Monthly Status Report (MSR). Distribution of this report will be determined by the Purchasing Entity. The MSR shall focus on contractual items, such as travel cost expenditures, performance, personnel, schedules, and recap all problems, issues, concerns, and actions taken over the report period. The format of the MSRs shall be agreed to by Purchasing Entity. The Contractor shall prepare a MSR that includes:
 - o Overall status of services and capabilities
 - o Schedule for new activities
 - o Existing and potential problem areas and proposed resolution and timelines
 - o Proposed recommendations for improvements/enhancements to service, capabilities, management procedures, as appropriate

Deliverable: The Contractor shall provide the Monthly Status Reports no later than the 15th day of each succeeding month, commencing no later than 45 days after contract award or as agreed by the Purchasing Entity.

- b. Quarterly In-Process/Status Reviews (IPRs) (as requested by the purchasing entity): The Contractor shall organize and present quarterly (IPRs) as requested. The method and schedule for these reviews shall be in the Contractor's Program Management Plan approved by the purchasing entity. The objectives of these reviews are to track project progress, identify and resolve issues, and identify project risks and mitigation strategies. The Contractor shall submit to the purchasing entity an "Action Item Report" 15 days after the meeting has taken place that documents what was agreed to by the purchasing entity and Contractor and what the Contractor is doing to resolve outstanding issues, all of which would not impact the contract price or costs, schedule or terms and conditions of the contract.

The Contractor shall present the following at each review:

- i. Review of all open items and issues.
- ii. Status of each outstanding task.
- iii. Data collected from continuous evaluation of the work performed using benchmarks and metrics designed to improve its quality, user-satisfaction, and cost effectiveness, including information on "lessons learned" and best practices.
- iv. Self-assessment of their performance against the performance measures delineated in the Performance Management Plan (PMP) to include the methods, metrics and data used
- v. Contractor recommendation to the Government on changes to the contract for improving the overall quality of services, to include implementation plans, schedules, savings, avoidances, benefits,

and impacts associated with the recommendation(s).

3.23 Services – Purchasing Entity Furnished Materials and Facilities

Facilities, Supplies and Services - Work may be performed at a Purchasing entity provided facility, digital or telework (offsite). Basic facilities such as work space and its associated operating requirements (i.e., phones, desks, utilities, information technology, consumable and general-purpose office supplies) may be provided while working in a Purchasing Entity facility.

Information - The Purchasing Entity may provide information, material and forms unique to the Purchasing Entity for supporting the task. All Purchasing Entity unique information related to a requirement, which is necessary for Contractor performance, may be made available to the Contractor. The Purchasing Entity will identify the point of contact for identification of any required information to be supplied by the Purchasing Entity.

Documentation - All existing documentation, relevant to a task accomplishment, may be made available to the Contractor. The Contractor will be required to prepare documentation in accordance with defined guidelines provided by the Purchasing Entity.

3.24 Travel

The Contractor may be required to travel in performance of orders issued under this contract.

Contractor shall be reimbursed actual cost of all travel conducted while providing the services in accordance with statements of work and respective Purchasing Entities' regulations. Allowable travel and State per diem charges will be agreed upon at the time work is requested. Thus, all travel shall be pre-approved.

The Contractor shall perform all travel necessary to accomplish the tasks contained in a task order. At a minimum, the Contractor shall be prepared to travel in conjunction with studies, vendor site visits, and to provide support at Purchasing Entity meetings. All travel requirements shall be approved in advance by the Purchasing Entity. The Contractor shall be responsible for making all travel arrangements.

Costs for transportation may be based upon mileage rates, actual costs incurred, or a combination thereof, provided the method used results in a reasonable charge. Travel costs shall be considered reasonable and allowable only to the extent that they do not exceed, on a daily basis, the maximum State per diem rates in effect at the time of the travel.

3.25 Training

The Purchasing Entity may provide the Contractor with appropriate training that is directed by the Purchasing Entity and for Purchasing Entity "unique/non-commercial

systems.”

3.26 Quality Control

The Contractor shall provide quality services/products and management oversight of all processes. The Contractor shall provide accurate data/reports and meet task order objectives, with emphasis on overall success and positive impact to the acquisition program and organizational mission. The Contractor shall provide for the management and support of personnel, to include training, guidance, and supervision of qualified personnel to accomplish the task order.

Section 4: Instructions to Offerors – Proposal Submission

4.1 Proposal Structure and Labeling

Proposals must be detailed and concise. Each Proposal must be labeled and organized in a manner that is congruent with the requirements and terminology used in this RFP and must include a point by point response, structured in form and reference to the RFP, addressing all requirements and the Scope of Work elements.

4.2 Proposal Submission Instructions

Proposals must be received by 2:30 p.m. on May 1, 2018 through the Hawaii Electronic Procurement System (HlePRO). Hard copies will not be accepted.

4.3 Electronic Submission of Proposals

Proposals shall be submitted and received electronically through HlePRO by the date and time listed in Section 1.4 Schedule and Significant Dates. This electronically submitted offer shall be considered the original. Any offers received outside of the HlePRO, including faxed or e-mailed bids, shall not be accepted or considered for award. Any offer received after the due date and time shall be rejected. (See Section 2.3 Electronic Procurement for further information.) **The maximum file size that HlePRO can accept is 100MB. Files larger than 100MB must be reduced into two or more files.**

Submission of a proposal shall constitute an incontrovertible representation by the Offeror that the Offeror agrees to comply with every requirement of this RFP, and that the RFP documents are sufficient in scope and detail to indicate and convey reasonable understanding of all terms and conditions of performance of the work.

4.4 Required Format and Content

All Proposals must be submitted in the following format. Detailed information on submitting each of these sections is contained in later sections of this RFP. Proposal shall be submitted in size 12 Arial font or equivalent.

1. **Offer Checklist.** Complete and submit all items noted on the Offer Checklist.
2. **Offer Form, OF-1.** Offeror shall complete and sign OF-1 Offer Form. See Special Provisions 10.7 Proposal Preparation.
3. **Table of Contents.** A Table of Contents must be included with each proposal. All major parts of the proposal shall be identified by referencing page number.
4. **Executive Summary.** The executive summary [not to exceed one (1) page] is to briefly describe the Offeror's Proposal. This summary should highlight the major features of the Proposal. Response should demonstrate the Offeror's understanding of and ability to meet the Administrative and Technical Requirements of the RFP. The Lead State should be able to determine the essence of the Proposal by reading the executive summary.

5. Evaluation Criteria Submittals (Refer to Section 5 Evaluation and Award).

This section shall be sub-divided by the evaluation criteria and include the narrative and any other requirements exclusive of the Attachment B-1 Submittal Questions Matrix (SQM).

- a. Management Plan – See Section 6. Narrative limited to seven (7) pages, excluding resumès
- b. Technical/Experience – See Section 7. Narrative limited to five (5) pages
- c. Past Performance – See section 8. Narrative limited to two (2) pages
- d. Price Proposal. See Section 7. Offeror shall complete the attached Cost Proposal Form (Attachment C-2), in which Offeror shall submit fully-burdened rates inclusive of all cost factors (e.g. direct labor, indirect labor, G&A, and profit) excluding travel price per labor category and other Purchasing Entities' taxes, i.e. sales or general excise tax.

6. Questions Submittal Matrix. Offeror shall complete all sections in Attachment B-1, Submittal Questions Matrix. Responses are limited to 1500 characters per question. "See attached" response shall not be accepted. Attachments shall not be accepted.

7. Confidential, Protected or Proprietary Information. All confidential, protected or proprietary information must be included in this section of proposal response. Do not incorporate protected information throughout the Proposal. Rather, provide a reference in the proposal response directing Lead State to the specific area of this protected Information section. If Offeror believes that any portion of its proposal, offer, specification, protest, or correspondence contains information that should be withheld as confidential, then the Procurement Officer should be so advised in writing and shall be furnished with justification for confidential status. Price is not considered confidential and shall not be withheld.

Information included in the Confidential, Protected or Proprietary Information section of an Offeror's proposal is not automatically accepted as protected. All information identified in the section will be subject to review by the Lead State in accordance with the procedures prescribed by the Lead State's open records statute, freedom of information act, or similar law.

Section 5: Evaluation and Award

5.1 Evaluation of Proposals

The Procurement Officer of the State of Hawaii State Procurement Office (SPO), or an evaluation committee of at least three (3) qualified State employees selected by the (SPO) Procurement Officer, shall evaluate proposals for the base Master contract. The evaluation will be based solely on Section 5. Evaluation Criteria and the process described in this section.

5.2 Initial Review and Award without Discussions

In the initial phase of the evaluation process, the Lead State will review all proposals timely received. Unacceptable proposals (non-responsive proposals not conforming to RFP requirements) will be eliminated from further consideration.

The Lead State reserves the right to award on receipt of initial proposals without an opportunity for discussion or proposal revision, so Offerors are encouraged to submit their most favorable proposal at the time established for receipt of proposals. Offerors shall be accorded fair and equal treatment with respect to any opportunity for discussion and/or written revisions of proposals.

5.3 Discussion with Priority Listed Offerors

Prior to holding any discussions, a priority list shall be generated consisting of proposals determined to be acceptable or potentially acceptable.

If numerous acceptable and potentially acceptable proposals are submitted, the evaluation committee may limit the priority list to three (3) highest ranked, responsible Offerors.

The State may invite priority listed Offerors to discuss their proposals to ensure thorough, mutual understanding. The State in its sole discretion, shall schedule the time and location for these discussions, generally within the timeframe indicated in Section 1.4 Schedule and Significant Dates. The State may also conduct discussions with priority listed Offerors to clarify issues regarding the proposals before requesting Best and Final Offers, if necessary.

In conducting discussions, there shall be no disclosure of any information derived from proposals submitted by competing Offerors.

5.4 Best and Final Offers

If deemed appropriate by the State in its sole discretion, the State may request each Offeror to submit its BAFO. The request shall be issued via an Addendum, which will provide guidance and additional instructions. Offeror's BAFOs shall be submitted to the

Lead State through HlePRO on or before the deadline called for. If an Offeror fails to do so, its last submitted Offer shall be deemed its BAFO.

The BAFOs will be evaluated by the Evaluation Committee taking into consideration the Evaluation Criteria set forth in Section 5.8 Evaluation Criteria.

5.5 Award of Master Agreement(s)

Award shall be made to the responsible Offeror(s) whose proposal is determined the most advantageous to the State of Hawaii and NASPO ValuePoint, taking into consideration price and the other evaluation factors set forth in this request for proposals.

5.6 Coverage

The purpose of this solicitation is to select Contractor(s) who can offer all services for all members participating in the NASPO ValuePoint Cooperative Purchasing Program. Full coverage across the nation is our primary goal. As such, this Program will recognize regional and/or local companies within a State to ensure sufficient coverage. No single State proposal will be accepted.

5.7 Responsibility of Offeror

Pursuant to HRS §103D-310(c), the selected offeror shall at the time of award be compliant with all laws governing entities doing business in the State of Hawaii. See Special Provisions 10.5 Responsibility of Offerors.

5.8 Evaluation Criteria

The following criteria shall be used in evaluating the Offerors:

Table 1 - Evaluation Criteria

Evaluation Category	Evaluation Subcategory	Point Breakdown	Points Possible
Evaluation Criteria 1: Management Plan		250	
	Staff Experience – Key Personnel (Resumès)	75	
	Usage Fee and Reporting Plan	25	
	Subtotal		350
Evaluation Criteria 2: Technical/Experience	General Requirements	20	
	Acquisition Planning	48	
	Market Research	48	
	Solicitation and Award	48	
	Contract Management	48	
	Completion & Closeout	48	
	Other Services	40	
	Subtotal		300
Evaluation Criteria 3: Past Performance	Offeror References		50
Evaluation Criteria 4: Price			300
Total Possible Points			1000

5.9 Scoring Process

Evaluators shall score proposals by reviewing the narrative and Submittal Questions Matrix (SQM) for each of the evaluation criteria above (except for price).

Evaluators shall use a rating of 0 to 5 for each evaluation criteria. Rating is defined as follows:

- 0- The Proposal fails to address the criterion or cannot be assessed due to missing

or incomplete information. Offeror has not demonstrated sufficient knowledge of the subject matter or has grossly failed to explain how requirement(s) is met.

- 1- Poor. The criterion is inadequately addressed, Offeror demonstrates only slight ability to comply, or there are serious inherent weaknesses.
- 2- Fair. The Proposal broadly addresses the criterion, but there are significant weaknesses. May have one or more deficiencies, or Offeror has not adequately explained how its services fit the requirement.
- 3- Good. The Proposal addresses the criterion well; meets the requirement. Demonstrates knowledge and understanding of the subject matter, with no deficiencies noted regarding technical approach.
- 4- Very Good. The Proposal addresses the criterion very well, highly comprehensive. No deficiencies noted.
- 5- Excellent. The Proposal successfully addresses all relevant aspects of the criterion. Excellent reply that goes beyond the requirements listed in the RFP to provide added value. In addition, the response may cover areas not originally addressed within the RFP and/or include additional information and recommendations that would prove both valuable and beneficial to the agency. The response includes a full, clear, detailed explanation of how requirement(s) are met. No errors in technical writing.

The average of each evaluators' rating for each evaluation criteria shown in Table 1, shall be converted based on the following formula:

<u>Rate Achieved</u>	X	Points Possible For	= Points
Total Rating Achievable		that Criteria	

Price will be scored based on the points to conversion as explained in Section 9 Evaluation Criteria 4: Price, 9.3.1 Cost Points Conversion.

Proposals that do not score 70% overall shall not be considered for the award pool.

The Lead State reserves the right to adjust the percentage threshold to assure coverage in all states.

5.10 Notice of Award

After a final selection(s) are made, the Lead State will issue a notice of award on its electronic procurement system (HlePRO). Upon award, proposal files are public records and available for review at the offices of the Lead State by submitting Request for Access to Government Record. Information on the Office of Information Practices and forms may be found at: <http://oip.hawaii.gov>.

5.11 Debriefing

Pursuant to HAR §3-122-60, a non-selected Offeror may request a debriefing to understand the source selection decision and contract award.

A written request for debriefing shall be made within three (3) working days after the posting of the award of the contract. The Procurement Officer or designee shall hold the debriefing within seven (7) working days to the extent practicable from the receipt date of written request.

A protest by the requestor following a debriefing, shall be filed within five (5) working days, as specified in HAR §103D-303(h). See Special Provisions Section 10.12 Protest Procedures for submitting a protest.

Section 6: Evaluation Criteria 1: Management Plan

6.1 Management Plan Submittal

This section contains requirements pertaining to the management plan. Offeror shall submit a narrative of a maximum seven (7) pages, not including resumès or the responses to Attachment B-1 Submittal Questions Matrix (SQM). Narratives to be submitted in size 12 Arial font or equivalent.

6.2 Management Plan

A full narrative shall explain how Offeror meets or exceeds the requirements of each section below. Narrative shall explain how it will meet the needs and coverage for all participating entities for the scope of this RFP.

6.3 Offeror Profile

Provide the following information specific to your company:

- a. Description of your company's ownership structure
- b. Employee size (number of employees)
- c. Organizational Chart
- d. Website
- e. Sales person contact information
- f. Your client retention rate during the past 3 years
- g. A brief history of your company and the year it was founded
- h. Description of your company's growth during the past three years.

6.4 Customer Service

- a. What are your hours of operation and when are key account people available to us?
- b. Describe how problem identification and resolution will be handled.
- c. How do you assess customer satisfaction?

6.5 Certification of Non-Debarment

The Offeror must certify that neither the Offeror nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (Master Agreement) by any governmental department or agency. If the Offeror cannot certify this statement, attach a written explanation for review by the Lead State.

List any lawsuits that have been filed against it in the past three (3) years, with a brief description of the nature and status of these lawsuits. Explain how the Offeror is financially stable.

6.6 Labor Categories

The Lead State has determined the scope of work described in this RFP shall be fulfilled by the labor categories described in Table 2. The qualifications for the labor categories are provided in Section 6.7 Minimum Qualification of Labor Categories and in Table 2 below.

6.7 Minimum Qualifications of Labor Categories

6.7.1 Whether specifically stated, all labor categories shall exhibit the following qualities:

1. Proficiency in MS Office (Word, Excel, PowerPoint and Outlook).
2. Effective oral and written communication skills.
3. Ability to work independently or in a team environment.
4. Exhibit a high degree of professionalism in the production of deliverables and in interactions with fellow employees and client personnel.

6.7.2 Selected Labor Categories are consolidations and serve multiple specialties that fulfill the needed services in the acquisition lifecycle.

6.7.3 The Minimum Qualifications are not intended to be exhaustive or all inclusive. They are intended to allow placement of appropriately skilled personnel.

6.7.4 Additional duties may also be included per Labor Categories that are not specifically listed, (i.e., Other duties as assigned).

Table 2

LABOR CATEGORIES	
Labor Category	Minimum Qualification(s)
Program Director (Key Personnel)	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Ten or more years of progressive experience in managing significant projects and processes. • Must have the ability to manage and direct large and complex project tasks covering contract administration which may include acquisition planning, RFP/IFB preparation, market research, cost and price analysis, evaluation of performance, contract termination, and contract closeout. • Ability to research and define multiple project scopes, schedules, and targets. • Provides expert advice and guidance to agency senior level staff members. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Project Management certification • Master's Degree or higher
Program Manager	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Eight or more years of providing management for multiple projects/tasks and ongoing operational efforts • Must have the ability to provide technical knowledge on the effectiveness and efficiency of government programs. • Able to apply advanced or specialized knowledge of the nature of agency programs and activities, agency policies and objectives • Possessing the analytical and evaluative methods and techniques for assessing program development and execution. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Project Management certification • Master's Degree or higher

Table 2

LABOR CATEGORIES	
Labor Category	Minimum Qualifications(s)
Subject Matter Expert III (Key Personnel)	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Fifteen (15) or more years of progressive experience and possess extensive knowledge when advising on large and high complex project/programs. • Must have the ability to analyze project requirements and develop strategic solutions and plans to meet agency's needs. • Able to provide highly technical and specialized guidance concerning solutions to complex problems. • Demonstrates executive decision-making skills and judgment. • Applies principles and methods of the subject matter to specialized solutions. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Project Management certification • Master's Degree or higher
Subject Matter Expert II	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Eight (8) or more years of progressive experience and possess extensive knowledge when advising on large and high complex project/programs. • Must have the ability to analyze project requirements and develop strategic solutions and plans to meet agency's needs. • Able to provide highly technical and specialized guidance concerning solutions to complex problems. • Demonstrates executive decision-making skills and judgment. • Applies principles and methods of the subject matter to specialized solutions. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Project Management certification • Master's Degree or higher
Subject Matter Expert I	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Five (5) or more years of progressive experience • Must have the ability to analyze project requirements and develop strategic solutions and plans to meet agency's needs. • Able to provide highly technical and specialized guidance concerning solutions to complex problems. • Applies principles and methods of the subject matter to specialized solutions. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Project Management certification • Master's Degree or higher

Table 2

LABOR CATEGORIES	
Labor Category	Minimum Qualifications(s)
Acquisition Support Specialist III	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Eight (8) or more years of providing a broad range of complex acquisition management support services. • Must have the ability read and interpret each State's acquisition policy, regulations, and directives and apply those interpretations fully and legally to all activities described in the Statement of Work (SOW.) • Able to analyze cost and pricing data, assistance in proposal evaluations, and assistance in preparing contract negotiations. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Certification from a nationally recognized organization such as NCMA, UPPCC or DAU. • Master's Degree or higher in Business Administration, Business Law, or Public Administration
Acquisition Support Specialist II	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Five (5) or more years of providing a broad range of complex acquisition management support services. • Must have the ability read and interpret each State's acquisition policy, regulations, and directives and apply those interpretations fully and legally to all activities described in the Statement of Work (SOW.) • Able to analyze cost and pricing data, assistance in proposal evaluations, and assistance in preparing contract negotiations. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Certification from a nationally recognized organization such as NCM, UPPCC or DAU. • Master's Degree or higher in Business Administration, Business Law, or Public Administration
Acquisition Support Specialist I	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Three (3) or more years of providing a broad range of complex acquisition management support services. • Must have the ability read and interpret each State's acquisition policy, regulations, and directives and apply those interpretations fully and legally to all activities described in the Statement of Work (SOW.) • Able to analyze cost and pricing data, assistance in proposal evaluations, and assistance in preparing contract negotiations. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Certification from a nationally recognized organization such as NCMA, UPPCC or DAU. • Master's Degree or higher in Business Administration, Business Law, or Public Administration

Table 2

LABOR CATEGORIES	
Labor Category	Minimum Qualification(s)
Analyst II	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Five (5) or more years of relevant experience in developing and applying analytic methodologies. • Ability to lead the application of analytic techniques and assist in defining the project objectives, methodologies, and principles. • Perform a wide variety of analytical tasks with the continuous improvement of processes, personnel, organization, system, or training. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Business Data Analytics Certificate, Cost Estimator/Analyst Certification, CPA License • Master's Degree
Analyst I	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Three (3) or more years of relevant experience in developing and applying analytic methodologies. • Ability to lead the application of analytic techniques and assist in defining the project objectives, methodologies, and principles. • Perform a wide variety of analytical tasks with the continuous improvement of processes, personnel, organization, system, or training. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Business Data Analytics Certificate, Cost Estimator/Analyst Certification, CPA License

6.8 Key Personnel

The Lead State has determined that key personnel are made up of the following labor categories: Program Director and Acquisition Support Specialist III.

The Lead State will evaluate the proposed key personnel for those technical and management positions the Offeror considers essential to the successful performance of the contract. The Lead State will evaluate whether the proposed key personnel will be assigned full-time to their respective position, physically located where most of their requirements are performed and employed by the prime Contractor for the duration stated in each letter of commitment.

Qualifications and suitability. The Lead State will evaluate the proposed key personnel qualifications and suitability for the proposed position in relation to the work for which they are proposed to perform and areas of responsibility. In evaluating the Key Personnel, the Program Director will be considered more important than other proposed Key Personnel. The qualifications and suitability of the individual key personnel will be evaluated on the following:

1. Education. The key personnel will be evaluated on their education, training, certifications, experience, and/or licenses. Experience, in lieu of education, may be considered.
2. Experience. The key personnel will be evaluated on their relevant experience in performing work similar in scope, size, and complexity for each position.
3. Record of past success and accomplishments. The key personnel will be evaluated on their record of past success, including leadership and other accomplishments, as demonstrated through the resumé information and reference checks.

6.9 Expertise of Key Personnel

Resumés (maximum two pages per person). A resumé or summary of qualifications, work experience, education, and skills must be provided for all key personnel, including any Subcontractors, who will be performing any aspects of the contract. Include years of experience providing services like those required; education; and certifications where applicable. Identify what role each person would fulfill in performing work identified in this RFP. Include, at a minimum:

- writing or technical background;
- specific training attended to increase technical knowledge;
- record for meeting timelines and accuracy of time estimates for projects.

6.10 Usage Fee and Reporting Plan

- a. Offerors shall include in their proposal a detailed plan for meeting the usage fee and reporting requirements of NASPO ValuePoint and Participating States. All information within the plan must be kept current, with NASPO ValuePoint and the Lead State Contract Administrator being notified of any changes to the usage fee and reporting plan immediately.

The plan shall include but not be limited to the following components:

- Offerors shall identify the person responsible for providing the mandatory usage reports.
- Offerors shall identify all authorized distributors and the method and frequency in collecting required sales and usage data from each authorized distributor.
- Offerors shall identify the method in which usage fees will be distributed to NASPO ValuePoint and applicable Participating States.
- Offerors shall identify the method in which up to date information will be provided to NASPO ValuePoint and the Lead State Contract Administrator.

Section 7: Evaluation Criteria 2: Technical/Experience

7.1 Technical/Experience Submittal

This section contains requirements pertaining to technical and experience. Offeror shall submit a narrative of a maximum of five (5) pages, not including responses to Attachment B-1 Submittal Questions Matrix (SQM). Narratives to be submitted in Arial font size 12 or equivalent

7.2 Scope of Work

A full narrative shall explain how Offeror meets or exceeds the requirements of each section of Attachment B Scope of Work. The Offeror must explain its prior experience providing the types of services requested by this RFP. Describe at least three major projects or contracts you worked on during the past three (3) years, preferably in the public sector. Explain the scope of work, duration, and significant tasks that were completed.

Section 8: Evaluation Criteria 3: Past Performance

8.1 Past Performance Submittal

This section contains requirements pertaining to past performance. Offeror shall submit a narrative of a maximum of two (2) pages, not including references. Narratives to be submitted in size 12 Arial font or equivalent

8.2 Past Performance

Offeror shall provide a full narrative to describe past performance establishing the company submitting the proposal has the qualifications and experience to provide the services specified in this RFP. Describe the area of services that Offeror has provided acquisition support services, i.e. IT, general services.

8.3 References

- a. Offeror shall complete Section 1 of Attachment C-1 Offer Form OF-2 References with the names and contact information of customer references for at least three (3) government or similar agencies and submit this section with the initial offer.
- b. The Offeror shall then complete Section 2 of Attachment C-1 Offer Form OF-2 References and e-mail the completed section 2 and blank section 3 to each reference contact. Instructions for reference to complete section 3 is provided.

The reference will submit completed Sections 2 and 3 directly to the State of Hawaii. Offerors are encouraged to follow up with reference and ensure timely submission.

The State reserves the right to conduct reference checks beyond those provided by references.

The results of the reference checks will be reflected in the evaluation score for this criterion. Full points will not be awarded without receipt of Section 2 and 3 from at least three (3) listed customers.

8.4 Past Performance Relevancy and Recency Ratings

The Lead State will evaluate the Offeror's demonstrated record of contract performance in supplying services that meet users' needs, including price and schedule. The recency and relevancy of the information, the source of the information, context of the data and general trends in the Contractor's performance will be considered. More recent and more relevant performance usually has a greater impact in the confidence assessment than less recent and less relevant performance. The Lead State will perform an independent determination of relevancy of the data provided or obtained. A relevancy determination will be made in addition to the reference responses received. The Lead State is not bound

by the Offeror's opinion of relevancy. The following relevancy criteria apply and will be assigned to each effort identified in the Offeror's proposal on past performance.

PAST PERFORMANCE RELEVANCY RATING	
Rating	Definition
Very Relevant	Present/past performance effort involved essentially the same scope and magnitude of effort and complexities this solicitation requires.
Relevant	Present/past performance effort involved similar scope and magnitude of effort and complexities this solicitation requires
Somewhat Relevant	Present/past performance effort involved some of the scope and magnitude of effort and complexities this solicitation requires.
Not Relevant	Present/past performance effort involved little or none of the scope and magnitude of effort and complexities this solicitation requires.

Very Relevant – Has provided all services in the lifecycle of acquisition support to government agencies; has complied with federal, state, and local regulations in acquisition; has experience in handling / supporting at least IT and general services included in this contract; experience managing and maintaining a diverse vendor base.

Relevant – Has provided some services in the lifecycle of acquisition support to government agencies; has complied with federal, state, and local regulations in acquisition; has experience in handling / supporting at least IT and general services included in this contract; experience managing and maintaining a diverse vendor base.

Somewhat Relevant - Has provided few services in the lifecycle of acquisition support to government agencies; has complied with federal, state, and local regulations in

acquisition; has experience in handling / supporting at least IT and general services included in this contract; experience managing and maintaining a diverse vendor base.

Not Relevant: Present/past performance effort involved little or none of the scope and magnitude of effort and complexities this solicitation requires.

For purposes of this evaluation, recency is defined as active or completed efforts performed within the past five (5) years from the closing date of this solicitation. The more recent the effort the higher Recency score it will receive, as follows:

PAST PERFORMANCE RECENCY RATING	
Rating	Definition
Very Recent	Completion of a service project within the last one (1) to two (2) years
Recent	Completion of a service project within the last three (3) to five (5) years
Not Recent	Completion of a service project done more than five (5) years prior

NOTE: Scope and magnitude of effort and complexities in the above definitions not only includes the technical features and characteristics identified for each effort, but also the logistical and programmatic considerations including but not limited to quantity produced, length of effort, dollar values, type and complexity of services supported. When assigning a relevancy rating to a contract effort, the Lead State will consider the technical complexities, and the programmatic/logistical scope and magnitude of effort as separate aspects. If both aspects are not reflected in the submitted contract effort, the overall relevancy rating assigned to that contract will be affected. For example, if the submitted contract meets essentially the same technical complexities, but involves only some of the programmatic/logistical scope and magnitude of effort, a lesser relevancy rating may be assigned. In assessing past performance, the Lead State will employ several approaches to ensure that corrective measures have been implemented. The confidence assessment will consider issues including but not limited to the number and severity of the problems, the appropriateness and/or effectiveness of any corrective actions taken (not just planned or promised), and the overall work record. Prompt corrective action in isolated instances may not outweigh overall negative trends. For offerors/critical subcontractors that are newly formed entities (in existence less than three (3) years from the closing date of this solicitation) who either have no prior contracts or do not possess relevant corporate past performance, but have key personnel with relevant past performance while employed by another company, the quality of such key personnel's performance as verified by the Past Performance Team will be considered if the submitted contract involves the key personnel performing the same role currently being proposed on the instant acquisition and this performance occurred during the past three (3) years from the issuance date of this solicitation. The Lead State will take into account past performance information regarding predecessor companies, affiliates, other divisions, or corporate management if such was provided for evaluation and if the offeror's past performance volume demonstrates the company, affiliate, or division will provide the offeror with resources for the instant proposed effort, such as workforce, management, facilities, or other capabilities

demonstrating direct and meaningful involvement in the performance of the proposed instant effort. The Lead State shall consider an Offeror's/ critical subcontractor's contracts in the aggregate should the present and past performance lend itself to this approach. That is, an Offeror's contracts may represent only a rating less than very relevant when each contract is considered as a stand-alone effort. However, when these contracts are performed concurrently (in part or in whole) and are assessed in the aggregate, the work may reflect greater magnitude of complexities and/or magnitude of effort and such may be reflected in the confidence assessment. A critical subcontractor's two (2) contracts may represent only a rating less than very relevant when each contract is considered as a stand-alone effort. However, when these contracts are performed concurrently (in part or in whole) and are assessed in the aggregate, the work may reflect greater magnitude of complexities and/or magnitude of effort and such may be reflected in the confidence assessment. The Lead State may consider a critical subcontractor's submitted contracts in the aggregate in this same manner if their submitted efforts were performed concurrently (in part or in whole). Then considering the offeror's /critical subcontractor's respective role and their work in aggregate as well as the critical subcontractor(s) role and their work in aggregate, a confidence assessment rating will be assigned for the team as a whole.

Section 9: Evaluation Criteria 4: Price

9.1 Labor Categories

The labor categories shown in this solicitation were developed by using a variety of market research tools, including GSA acquisition support services SIN and were compiled by researching small, medium and large firms across the nation to create the set of labor categories provided in Section 6 Evaluation Criteria 1: Management Plan.

9.2 Hourly prices

Hours provided in Attachment C-2 Offer Form, OF-3 Hourly Pricing Per Labor Category are for proposal purposes only. Offeror shall submit proposed prices that represent fully-burdened rates inclusive of all cost factors (e.g. direct labor, indirect labor, G&A, and profit), excluding travel. Offeror shall submit prices for each labor category for the base period (two years) and each optional period. Prices shall remain the same during the base period. A 2% inflation rate will be considered in optional years. Any pricing above the 2% inflation rate is unacceptable.

9.3 Price Evaluation

The Offeror's price proposal is worth 30% of the total points, which is 300. The Offeror's price proposal shall be submitted on the spreadsheet provided in Attachment C-2 Offer Form, OF-3 Hourly Pricing Per Labor Category and as described in Section 9 Evaluation Criteria 4: Price. Prices shall be evaluated for competitiveness and reasonableness of price for labor categories. The Lead State may use any or all price analysis techniques and procedures to determine price reasonableness. For labor categories, the proposed labor rate for each labor category will be multiplied by the estimated quantity of direct-productive-labor-hours (DPLH) to determine the total proposed price for each labor category. In the event of a conflict between the proposed labor category price and the extended price specified by the Offeror, the labor category rate will be used to determine the total proposed price for that labor category. Note: Estimated Labor Hours are provided for evaluation purposes only.

9.3.1 Cost Points Conversion

In converting cost to points, the Lowest Total Cost will automatically receive the maximum number of points allocated to cost shown in Table 1. The point allocations for cost on the other Offers for each service category will be determined through the method set out in the following formula: $[\text{Lowest Total Cost multiplied by maximum points divided by } [\text{Offeror's Proposed Cost}] = \text{Cost Points Awarded}.$

9.4 Price and Rate Guarantee Period

All prices shall be guaranteed for each year as part of the Master Agreement. Requests for price adjustment shall not be considered.

Section 10: Special Provisions

10.1 Scope

The Offer shall be in accordance with this RFP solicitation, including the Special Provisions in this section, the Scope of Work specified herein, the SPO General Provisions, dated 7/2017 or as amended, and the Attorney General (AG) General Conditions, Form AG-008 or as amended.

A SPO vendor list contract will be issued as a result of any award(s) made for this RFP. Participating jurisdictions will contract for services on an “as needed” basis during the term of the contract.

10.2 State of Hawaii’s Commitment

In return for prices submitted the following purchasing jurisdictions may purchase their requirements from the successful Offeror(s):

Executive Department/Agencies	City & County of Honolulu
Department of Education	Honolulu City Council
Hawaii Health Systems Corporation	Honolulu Board of Water Supply
University of Hawaii	Honolulu Authority for Rapid Transportation
Public Charter School Commission and Schools	County of Hawaii
Office of Hawaiian Affairs	
House of Representatives	Hawaii County Council
Senate	County of Hawaii-Hawaii Department of Water Supply
Judiciary	County of Maui
	Maui County Council
	County of Maui-Department of Water Supply
	County of Kauai
	Kauai County Council
	County of Kauai-Department of Water

10.3 Use of Price List by Nonprofit Organizations

Pursuant to Section 103D-804, HRS nonprofit organizations with current purchase of services contract(s) (Chapter 103F, HRS) have been invited to participate in SPO price list contracts.

If a nonprofit organization (hereinafter called “nonprofit”) wishes to purchase from a SPO price list contract, the nonprofit must obtain approval from the price list vendor; participation must be mutually agreed upon. A price list vendor may choose to deny participation by a nonprofit. Provided, however, if a nonprofit and price list vendor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a price list vendor.

10.4 Ordering Procedures (Mandatory for Hawaii Purchasing Entities, Optional for other State Entities and other Participating Entities)

Note: For the purposes of this RFP, statement of work describes the services within a Task Order when requesting quotes from awarded Contractor(s).

Pursuant to Hawaii Revised Statutes (HRS) §103D-405(d) “Outside Contractors may be utilized to prepare specifications and work statements in the development of a solicitation. Contractors paid for those services shall be precluded from bidding on or receiving a contract when they participated in any way in the development of the solicitation package or any resulting contract.” Because of the nature of the Master Agreement, the organizational conflicts of interest procedures and limitations set forth for the State of Hawaii in this request for proposals shall apply to Orders placed by ValuePoint Participating Entities.

- a. Agency shall prepare a uniform request for quotations to obtain responses from at least three (3) Contractors. Agencies may use the Uniform Request for Quotes, or a similar form. fillable version of the form available on the SPO site (link to be provided in SPO VL instructions). It is the agency’s responsibility to give the Contractors a reasonable amount of time to prepare and submit the quote.
- b. Each RFQ will describe the project needs based on the Scope of Work categories one through thirteen of the RFP. Task Orders will include a statement of work which defines the services and deliverables.
- c. Each RFQ will require the Contractor to submit the names of each team member who will provide services throughout the contract period. The rate and description of each team member will be identified by the labor category as submitted by the Offeror (now Contractor). Agencies may request resumès or any other additional information about the team members to find out more about the expert level and experience that make up the team.
- d. Contractor responds by due date specified and shall submit a breakdown of the number of hours for requested tasks and pricing for requested services. The total price **shall be a firm fixed fee**.
- e. The tasks will be based on the Contractor’s assessment and recommendations accepted by the requesting agency. Deliverables will be described within each task that will trigger decision points and aid in further defining the subsequent tasks, if applicable. While this is a decisional phased approach, the order of the tasks and activities listed does not imply a strict sequential approach to project delivery. It is expected that the selected Contractor will describe in its quote how these tasks and activities will be performed and the scheduling of these activities based on the Contractor’s expertise and proposed delivery model.
- f. Contractor will also describe Schedule of Performance Payment Milestones and provide project schedule.
- g. Agency reviews and evaluates all quotes received. If a Contractor fails to respond by the due date specified, the agency shall document such failure in the

procurement file. If a Contractor submits a late quote, it is the agency's decision to accept or reject a late quote submittal. The agency shall document the late submittal in the procurement file.

- h. Agency determines best value based on agency's requirements of task order needs. Best value will be determined by price, technical and/or business requirements/service viability, past performance and other pertinent factors determined by the using agency. Such determination shall be in writing and placed in the procurement file.
- i. The Task Order Document shall be signed by the agency and Contractor.

10.5 Responsibility of Offerors

The Offeror is advised that in order to be awarded a contract under this solicitation, the Offeror will be required, to be compliant with all laws governing entities doing business in the State including the following chapters and pursuant to Hawaii Revised Statutes HRS §103D-310(c):

1. Chapter 237, General Excise Tax Law;
2. Chapter 383, Hawaii Employment Security Law;
3. Chapter 386, Worker's Compensation Law;
4. Chapter 392, Temporary Disability Insurance;
5. Chapter 393, Prepaid Health Care Act; and
6. §103D-310(c), Certificate of Good Standing (COGS) for entities doing business in the State.

10.5.1 Vendor Compliance - Hawaii Compliance Express (HCE)

Vendors may use the HCE, which is an electronic system that allows vendors/Contractors/service providers doing business with the State to quickly and easily demonstrate compliance with applicable laws. It is an online system that replaces the necessity of obtaining paper compliance certificates from the Department of Taxation, Federal Internal Revenue Service; Department of Labor and Industrial Relations, and Department of Commerce and Consumer Affairs.

10.5.2 Timely Registration on HCE

Vendors/Contractors/service providers intending to use the HCE to demonstrate compliance are advised to register on HCE as soon as possible at <https://vendors.ehawaii.gov>. The annual registration fee is \$12.00 and the 'Certificate of Vendor Compliance' is accepted for the execution of a contract and final payment. If a vendor/Contractor/service provider is not compliant on HCE at the time of award, the Offeror will not receive the award.

10.5.3 Verification of Compliance on the HCE

Prior to awarding this contract, the Lead State shall verify compliance of the Contractor(s).

10.5.4 Vendor Compliance - Paper Documents

Vendors not utilizing the HCE to demonstrate compliance shall provide the paper certificates to the Lead State as instructed below. All certificates must be valid on the date it is received by the SPO. Timely applications for all applicable clearances are the responsibility of the Offeror.

10.5.5 HRS Chapter 237 tax clearance requirement for award

Pursuant to Section 103D-328, HRS, the Contractor shall be required to submit a tax clearance certificate issued by the Hawaii State Department of Taxation (DOTAX) and the Internal Revenue Service (IRS). The certificate shall have an original green certified copy stamp and shall be valid for six (6) months from the most recent approval stamp date on the certificate.

The *Tax Clearance Application*, Form A-6, and its completion and filing instructions, are available on the DOTAX website: <http://tax.hawaii.gov/forms/>.

10.5.6 HRS Chapters 383 (Unemployment Insurance), 386 (Workers' Compensation), 392 (Temporary Disability Insurance), and 393 (Prepaid Health Care) requirements for award

Pursuant to Section 103D-310(c), HRS, the Contractor shall be required to submit a certificate of compliance issued by the Hawaii State Department of Labor and Industrial Relations (DLIR). The certificate is valid for six (6) months from the date of issue. A photocopy of the certificate is acceptable to the SPO.

The *DLIR Form LIR#27 Application for Certificate of Compliance with Section 3-122-112, HAR*, and its filing instructions are available on the DLIR website: <http://labor.hawaii.gov/forms/>.

10.5.7 Compliance with Section 103D-310(c), HRS, for an entity doing business in the State

The Contractor shall be required to submit a *Certificate of Good Standing (COGS)* issued by the State of Hawaii Department of Commerce and Consumer Affairs (DCCA) - Business Registration Division (BREG). The Certificate is valid for six (6) months from date of issue. A photocopy of the certificate is acceptable to the SPO.

To obtain the certificate, the Contractor must be registered with the BREG. A sole proprietorship is not required to register with the BREG and is therefore not required to submit the certificate.

For more information regarding online business registration and the COGS is available at <http://cca.hawaii.gov/breg/>.

10.5.8 Timely Registration

The above certificates should be applied for and submitted to the Lead State as soon as possible. If a valid certificate is not submitted on a timely basis for award of a contract, an Offeror otherwise responsive, may not receive the award.

10.5.9 Verification of Compliance

Upon receipt of compliance documents (A-6, LIR#27, COGS), the Lead State reserves the right to verify their validity with the respective issuing agency. The Contractor shall maintain their compliance throughout the term of the contract.

10.6 Required Review

Before submitting a proposal, each Offeror must thoroughly and carefully examine this RFP, any attachment, addendum, and any other relevant document, to ensure Offeror understands the requirements of the RFP. Offeror must also become familiar with State, local and Federal laws, statutes, ordinances, rules, and regulations that may in any manner affect cost, progress, or performance of the work required.

Should Offeror find defects and questionable or objectionable items in the RFP, Offeror shall notify the State in writing prior to the deadline for written questions as stated in the Section 1.4 Schedule and Significant Dates, as amended. This will allow the issuance of any necessary corrections and/or amendments to the RFP by addendum, and mitigate reliance on a defective solicitation and exposure of proposal(s) upon which award could not be made.

10.7 Proposal Preparation

10.7.1 Offer Form OF-1

Offer Form OF-1 is required to be completed using Offeror's exact legal name as registered with the Department of Commerce and Consumer Affairs, if applicable, in the appropriate space on OFFER FORM page OF-1.

The Offeror's authorized signature on the OFFER FORM, OF-1 shall be an original signature in ink, which shall be required before an award, if any, can be made. The submission of the proposal shall indicate Offeror's intent to be bound.

Completion of Offer Form OF-1 is Offeror's acknowledgement and agreement to provide services in all categories identified in the RFP, agreement to provide services in all fifty states, and its understanding of evaluation criteria and process.

10.7.2 Offer Guaranty

An offer guaranty is NOT required for this RFP.

10.7.3 Tax Liability

Work to be performed under this solicitation is a business activity taxable under HRS Chapter 237, and if applicable, taxable under HRS Chapter 238. Offerors are advised that they are liable for the Hawaii GET at the current 4.5% for sales made on Oahu, and at the 4% rate for the islands of Hawaii, Maui, Molokai, and Kauai. If, however, an Offeror is a person exempt by the HRS from paying the GET and, therefore, not liable for the taxes on this solicitation, the Offeror shall state its tax-exempt status and cite the HRS chapter or section allowing the exemption.

10.7.4 Federal I.D. No. and Hawaii General Excise Tax License I.D

Offeror shall submit its current Federal I.D. No. and Hawaii General Excise Tax License I.D. number in the space provided on OFFER FORM, page OF-1, thereby attesting that the Offeror is doing business in the State and that Offeror will pay such taxes on all sales made to the State.

10.8 Confidentiality

10.8.1 If an Offeror in good faith considers a portion of an Offer, or correspondence with the State, to contain confidential information, it shall follow the procedures set forth in Section 4.4 Required Format and Content, #7 Confidential, Protected or Proprietary Information. Costs included or required to be included in an Offer cannot be confidential and will not be withheld from public access.

10.8.2 Any Offeror may request the nondisclosure of designated trade secrets or other proprietary data it considers confidential. Such request shall be in writing specifically identifying the information or material asserted to be confidential and the justification for confidential treatment. The request shall be submitted with the submission of the Offer. The information or material asserted by the Offeror to be confidential to the Offeror shall be clearly marked and be submitted in or with the Offer in such manner as to be readily separable from the Offer (or remaining portion of the Offer) to facilitate public access to and inspection of the non-confidential portion of the Offer. Total Cost proposals cannot be marked confidential.

10.8.3 Pursuant to HAR §3-122-58, the Lead State will consult with the Attorney General regarding an Offeror's request for confidentiality of part of its Offer. The Attorney General shall determine what portions of the request are confidential under Law and what portions are not, in accordance with HRS Chapter 92F. The Lead State shall communicate the Attorney General's determination to the Offeror in writing. If the request for confidentiality is denied in whole or in part, the information or material deemed to be non-confidential shall be made available as public information unless the Offeror appeals pursuant to HRS

§ 92F-42(1).

10.9 Redaction by the State

If the State determines, pursuant to HRS §92F-13, that any information or material in an Offer, any written question or submission by a Prospective Offeror, an Offeror or a Contractor, any response to any question or submission from a Prospective Offeror, Offeror or Contractor, and/or any Contract document is not required to be disclosed, then the State shall segregate, or redact, or otherwise cause any such information or material to not be made available as public information.

10.10 Proposal Objectives

One of the objectives of this RFP is to make proposal preparation easy and efficient, while giving Offerors ample opportunity to highlight their proposals. The evaluation process must also be manageable and effective.

Proposals shall be prepared in a straightforward and concise manner, in a format that is reasonably considered and appropriate for the purpose. Emphasis will be on completeness and clarity and content.

When an Offeror submits a proposal, it shall be considered a complete plan for accomplishing the tasks described in this RFP and any supplemental tasks the Offeror has identified as necessary to successfully complete the obligations outlined in this RFP.

The proposal shall describe in detail the Offeror's ability and availability of services to meet the goals and objectives of this RFP.

10.11 Each Offeror to Bear its Own Costs

Each Offeror shall be responsible for all costs incurred by it prior to the Notice of Award, including, without limitation, its costs of preparing and submitting its Offer, responding to notices or requests, making Priority-Listed Offeror presentations, demonstrations and discussions, and otherwise participating in the RFP Process.

10.12 Protest Procedures

Pursuant to HRS §103D-701 and HAR §3-126-3, an actual or prospective Offeror who is aggrieved in connection with the solicitation or award of a contract may submit a protest. Any protest shall be submitted in writing to the Procurement Officer at:

Procurement Officer
State Procurement Office
1151 Punchbowl Street, Room 416
Honolulu, HI 96813

A protest shall be submitted in writing within five (5) working days after the aggrieved person knows or should have known of the facts giving rise thereto; provided that a protest based upon the content of the solicitation shall be submitted in writing prior to the date set for receipt of offers. Further provided that a protest of an award or proposed award shall be submitted within five (5) working days after the posting of award or if requested, within five (5) working days after the Procurement Officer's debriefing was completed.

The notice of award, if any, resulting from this solicitation shall be posted on the State of Hawaii electronic procurement site.

10.13 Notice to Proceed

Work will commence on the official commencement date specified on the Notice to Proceed.

10.14 Contract Execution

The successful Offeror receiving award shall enter into a formal written contract to be signed by the Contractor and returned within ten (10) days working.

No performance or payment bond is required for this contract.

No work is to be undertaken by the Contractor prior to the commencement date specified on the Notice to Proceed. The State of Hawaii is not liable for any work, contract, costs, expenses, loss of profits, or any damages whatsoever incurred by the Contractor prior to the official starting date.

If an option to extend is mutually agreed upon, the Contractor shall be required to execute a supplemental contract for the additional extension period.

10.15 Liability Insurance

The Contractor shall maintain in full force and effect during the life of this contract, liability and property damage insurance to protect the Contractor and his Subcontractors, if any, from claims for damages for personal injury, accidental death and property damage which may arise from operations under this contract, whether such operations be by the Contractor or by Subcontractor or anyone directly or indirectly employed by either of them. If any Subcontractor is involved, the insurance policy or policies shall name the Subcontractor as additional insured.

As an alternative to the Contractor providing insurance to cover operations performed by a Subcontractor and naming the Subcontractor as additional insured, the Contractor may require the Subcontractor to provide its own insurance, which meets the requirements herein. It is understood that a Subcontractor's insurance policy or policies are in addition to the Contractor's own policy or policies.

The following minimum insurance coverage(s) and limit(s) shall be provided by the Contractor, including its Subcontractor(s) where appropriate.

<u>Coverage</u>	<u>Limits</u>
Commercial General Liability (occurrence form)	\$1,000,000 per occurrence \$2,000,000 aggregate
Automobile Liability	\$1,000,000 per accident
Professional Liability	\$1,000,000 per claim \$2,000,000 aggregate

Professional Liability shall be required from vendors providing professional services requiring a license to conduct its business such as an engineer, architect, accountant, lawyer, information technology services etc.

Each insurance policy required by this contract (with the exception of the Professional Liability policy), including a Subcontractor's policy, shall contain the following clauses:

- A. "The State of Hawaii is added as an additional insured as respects to operations performed for the State of Hawaii."
- B. "It is agreed that any insurance maintained by the State of Hawaii will apply in excess of, and not contribute with, insurance provided by this policy."

A Waiver of Subrogation shall apply to the General Liability, Automobile Liability and Worker's Compensation insurance policies and shall be in favor of the State of Hawaii.

Prior to award, the Contractor agrees to deposit with the State of Hawaii certificate(s) of insurance necessary to satisfy the State that the insurance provisions of this RFP have been complied with and to keep such insurance in effect and the certificate(s) therefore on deposit with the State during the entire term of the price list and price list extensions, if any, including those of its Subcontractor(s), where appropriate. Upon request by the State, Contractor shall be responsible for furnishing a copy of the policy or policies.

Failure of the Contractor to provide and keep in force such insurance shall be regarded as material default, entitling the State to exercise any or all of the remedies provided in the contract and this RFP for a default by the Contractor.

The procuring of such required insurance shall not be construed to limit the Contractor's liability hereunder nor to fulfill the indemnification provisions and requirements of this RFP. Notwithstanding said policy or policies of insurance, the Contractor shall be obliged for the full and total amount of any damage, injury, or loss caused by negligence or neglect connected with this price list.

10.16 Contract Invalidation

If any provision of this contract is found to be invalid, such invalidation will not be construed to invalidate the entire contract.

10.17 Mistakes in Proposals

10.17.1 Mistakes shall not be corrected after award of contract.

10.17.2 When the Procurement Officer knows or has reason to conclude before award that a mistake has been made, the Procurement Officer may request the offeror to confirm the proposal. If the Offeror alleges mistake, the proposal may be corrected or withdrawn pursuant to this section.

10.17.3 If discussions are not held, or if the best and final offers upon which award will be made have been received, mistakes shall be corrected to the intended correct offer whenever the mistake and the intended correct offer are clearly evident on the face of the proposal, in which event the proposal may not be withdrawn.

10.17.4 If discussions are not held, or if the best and final offers upon which award will be made have been received, an Offeror alleging a material mistake of fact which makes a proposal non-responsive may be permitted to withdraw the proposal if: the mistake is clearly evident on the face of the proposal but the intended correct offer is not; or the Offeror submits evidence which clearly and convincingly demonstrates that a mistake was made.

Technical irregularities are matters of form rather than substance evident from the proposal document, or insignificant mistakes that can be waived or corrected without prejudice to other Offerors; that is, when there is no effect on price, quality, or quantity. If discussions are not held or if best and final offers upon which award will be made have been received, the Procurement Officer may waive such irregularities or allow an Offeror to correct them if either is in the best interest of the State. Examples include the failure of an Offeror to: return the number of signed proposals required by the request for proposals; sign the proposal, but only if the unsigned proposal is accompanied by other material indicating the Offeror's intent to be bound; or to acknowledge receipt of an amendment to the request for proposal, but only if it is clear from the proposal that the Offeror received the amendment and intended to be bound by its terms; or the amendment involved had no effect on price, quality or quantity.

10.18 Modification Prior to Submittal Deadline or Withdrawal of Offers

10.18.1 The Offeror may modify or withdraw a proposal before the proposal due date and time.

10.18.2 Any change, addition, deletion of attachment(s) or data entry of an Offer may be made prior to the deadline for submittal of offers



Attachment A: NASPO ValuePoint Master Agreement Terms and Conditions

1. Master Agreement Order of Precedence

a. Any Order placed under this Master Agreement shall consist of the following documents:

- (1) A Participating Entity's Participating Addendum ("PA");
- (2) NASPO ValuePoint Master Agreement Terms & Conditions;
- (3) A Purchase Order issued against the Master Agreement;
- (4) The Scope of Work;
- (5) The Solicitation or, if separately executed after award, the Lead State's bilateral agreement that integrates applicable provisions;
- (6) Contractor's response to the Solicitation, as revised (if permitted) and accepted by the Lead State.

b. These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

2. Definitions

Acceptance is defined by the applicable commercial code, except Acceptance shall not occur before the completion of delivery in accordance with the Order, installation if required, and a reasonable time for inspection of the Product.

Contractor means the person or entity delivering Products or performing services under the terms and conditions set forth in this Master Agreement.

Embedded Software means one or more software applications which permanently reside on a computing device.

HlePRO means Hawaii Electronic Procurement System.

Intellectual Property means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.

Lead State means the State centrally administering any resulting Master Agreement(s).

Master Agreement means the underlying agreement executed by and between the Lead State, acting on behalf of the NASPO ValuePoint program, and the Contractor, as now or hereafter amended.

NASPO ValuePoint is the NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, a 501(c)(3) limited liability company that is a subsidiary organization the National Association of State Procurement Officials (NASPO), the sole member of NASPO ValuePoint. NASPO ValuePoint facilitates administration of the NASPO cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states, the District of Columbia, and territories of the United States. NASPO ValuePoint is identified in the Master Agreement as the recipient of reports and may perform contract administration functions relating to collecting and receiving reports as well as other contract administration functions as assigned by the Lead State.

Order or Purchase Order means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

Participating Addendum means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any other additional Participating Entity specific language or other requirements, e.g. ordering procedures specific to the Participating Entity, other terms and conditions.

Participating Entity means a state, or other legal entity, properly authorized to enter into a Participating Addendum.

Participating State means a state, the District of Columbia, or one of the territories of the United States that is listed in the Request for Proposal as intending to participate. Upon execution of the Participating Addendum, a Participating State becomes a Participating Entity; however, a Participating State listed in the Request for Proposals is not required to participate through execution of a Participating Addendum.

Product means any equipment, software (including embedded software), documentation, service or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The term Products, supplies and services, and products and services are used interchangeably in these terms and conditions.

Purchasing Entity means a state (as well as the District of Columbia and U.S territories), city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, that issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

NASPO ValuePoint Program Provisions

3. Term of the Master Agreement

a. The initial term of this Master Agreement is for two (2) years. This Master Agreement may be extended beyond the original contract period for three (3) additional 12-month renewal periods or parts thereof at the Lead State's discretion, by mutual agreement, and upon review of requirements of Participating Entities, current market conditions, and Contractor performance.

b. The Master Agreement may be extended pursuant to Hawaii Administrative Rules (HAR) §3-122-3, (a) if a contract has exhausted its provision for extension(s) of time of performance, or if the contract does not include a provision for extension(s) of time of performance, the contract may be extended upon approval of the chief procurement officer, provided: (1) The period of each extension is for one hundred eighty calendar days or less; (2) The procurement officer makes a written determination that it is not practical to award another contract at the time of the expiration of the contract for reasons to include but not limited to the following: (A) A new contract cannot be executed by the time the contract expires; or (B) The need for the good or service is short term.

4. Amendments

The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written agreement of the Lead State and Contractor.

5. Participants and Scope

a. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed. The NASPO ValuePoint Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum. By way of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g. purchase order or contract) used by the Purchasing Entity to place the Order.

b. Use of specific NASPO ValuePoint cooperative Master Agreements by state agencies, political subdivisions and other Participating Entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.

c. Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. States or other entities permitted to participate may use an informal competitive process to determine which Master Agreements to participate in through execution of a Participating Addendum. Financial obligations of Participating Entities who are states are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating Entities who are states incur no financial obligations on behalf of other Purchasing Entities. Contractor shall email a fully executed PDF copy of each Participating Addendum to PA@naspo.valuepoint.org to support documentation of participation and posting in appropriate data bases.

d. NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school districts, counties, cities, etc.) for all 50 states, the District of Columbia and the territories of the United States.

e. Participating Addenda shall not be construed to amend the following provisions in this Master Agreement between the Lead State and Contractor that prescribe NASPO ValuePoint Program requirements: Term of the Master Agreement; Amendments; Participants and Scope; Administrative Fee; NASPO ValuePoint Summary and Detailed Usage Reports; NASPO ValuePoint Cooperative Program Marketing and Performance Review; NASPO ValuePoint eMarketCenter; Right to Publish; Price and Rate Guarantee Period; and Individual Customers. Any such language shall be void and of no effect.

f. Participating Entities who are not states may under some circumstances sign their own Participating Addendum, subject to the approval of participation by the Chief Procurement Official of the state where the Participating Entity is located. Coordinate requests for such participation through NASPO ValuePoint. Any permission to participate through execution of a Participating Addendum is not a determination that procurement authority exists in the Participating Entity; they must ensure that they have the requisite procurement authority to execute a Participating Addendum.

g. **Resale.** "Resale" means any payment in exchange for transfer of tangible goods, software, or assignment of the right to services. Subject to any specific conditions included in the solicitation or Contractor's proposal as accepted by the Lead State, or as explicitly permitted in a Participating Addendum, Purchasing Entities may not resell Products (the definition of which includes services that are deliverables). Any sale or transfer permitted by this subsection must be consistent with license rights granted for use of intellectual property.

h. The Lead State expects to evaluate the utilization of the Master Agreement at the annual performance review. Lead State may, in its discretion, cancel the Master Agreement pursuant to section 28, or not exercise an option to renew, when Contractor utilization does not warrant further administration of the Master Agreement. The Lead State may exercise its right to not renew the Master Agreement if vendor fails to record or report revenue for

three consecutive quarters, upon 60-calendar day written notice to the Contractor. Cancellation based on nonuse or under-utilization will not occur sooner than two years after award (or execution if later) of the Master Agreement. This subsection does not limit the discretionary right of either the Lead State or Contractor to cancel the Master Agreement pursuant to section 28 or to terminate for default pursuant to section 30.

i. Contractor agrees, within 30 days of contract award, to notify the Lead State and NASPO ValuePoint of any contractual most-favored-customer provisions in third-part contracts or agreements that may affect the promotion of this Master Agreements or whose terms provide for adjustments to future rates or pricing based on rates, pricing in, or Orders from this master agreement. Upon request of the Lead State or NASPO ValuePoint, Contractor shall provide a copy of any such provisions.

6. Administrative Fees

a. The Contractor shall pay to NASPO ValuePoint, or its assignee, a NASPO ValuePoint Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than sixty (60) days following the end of each calendar quarter. The NASPO ValuePoint Administrative Fee shall be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The NASPO ValuePoint Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with proposal.

b. Additionally, some states may require an additional fee be paid directly to the state only on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contractor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements shall not affect the NASPO ValuePoint Administrative Fee percentage or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee. The NASPO ValuePoint Administrative Fee in subsection 6a shall be based on the gross amount of all sales (less any charges for taxes or shipping) at the adjusted prices (if any) in Participating Addenda.

7. NASPO ValuePoint Summary and Detailed Usage Reports

In addition to other reports that may be required by this solicitation, the Contractor shall provide the following NASPO ValuePoint reports.

a. Summary Sales Data. The Contractor shall submit quarterly sales reports directly to NASPO ValuePoint using the NASPO ValuePoint Quarterly Sales/Administrative Fee Reporting Tool found at <http://calculator.naspovaluepoint.org>. Any/all sales made under this Master Agreement shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than thirty (30) days following the end of the calendar quarter (as specified in the reporting tool).

b. Detailed Sales Data. Contractor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contractor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and NASPO ValuePoint Cooperative Development Team no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the NASPO ValuePoint Cooperative Development Team electronically through a designated portal, email, CD-ROM, flash drive or other method as determined by the Lead State and NASPO ValuePoint. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in shown in Attachment D NASPO ValuePoint Detailed Sales Reporting Template - 2017.

c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, **social security numbers or any other numerical identifier**, may be submitted with any report.

d. Contractor shall provide the NASPO ValuePoint Cooperative Development Coordinator with an executive summary each quarter that includes, at a minimum, a list of states with an active Participating Addendum, states that Contractor is in negotiations with and any Participating Addendum roll out or implementation activities and issues. NASPO ValuePoint Cooperative Development Coordinator and Contractor will determine the format and content of the executive summary. The executive summary is due thirty (30) days after the conclusion of each calendar quarter.

e. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and NASPO ValuePoint shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

8. NASPO ValuePoint Cooperative Program Marketing and Performance Review

a. Contractor agrees to work cooperatively with NASPO ValuePoint personnel. Contractor agrees to present plans to NASPO ValuePoint for the education of Contractor's contract administrator(s) and sales/marketing workforce regarding the Master Agreement contract, including the competitive nature of NASPO ValuePoint procurements, the Master agreement and participating addendum process, and the manner in which qualifying entities can participate in the Master Agreement.

b. Contractor agrees to participate in an annual contract performance review at a location selected by the Lead State and NASPO ValuePoint, which may include a discussion of marketing action plans, target strategies, marketing materials, as well as Contractor reporting and timeliness of payment of administration fees.

9. NASPO ValuePoint eMarket Center

a. In July 2011, NASPO ValuePoint entered into a multi-year agreement with SciQuest, Inc. (doing business as JAGGAER) whereby JAGGAER will provide certain electronic catalog hosting and management services to enable eligible NASPO ValuePoint's customers to access a central online website to view and/or shop the goods and services available from existing NASPO ValuePoint Cooperative Contracts. The central online website is referred to as the NASPO ValuePoint eMarket Center.

b. The Contractor will have visibility in the eMarket Center through Ordering Instructions. These Ordering Instructions are available at no cost to the Contractor and provide customers information regarding the Contractor's website and ordering information. The Contractor is required at a minimum to participate in the eMarket Center through Ordering Instructions.

c. At a minimum, the Contractor agrees to the following timeline: NASPO ValuePoint eMarket Center Site Admin shall provide a written request to the Contractor to begin Ordering Instruction process. The Contractor shall have thirty (30) days from receipt of written request to work with NASPO ValuePoint to provide any unique information and ordering instructions that the Contractor would like the customer to have.

10. Right to Publish

Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of information that pertains to the potential work or activities covered by the Master Agreement. This limitation does not preclude publication about the award of the Master Agreement or marketing activities consistent with any proposed and accepted marketing plan. The Contractor shall not make any representations of NASPO ValuePoint's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent. Failure to adhere to this requirement may result in termination of the Master Agreement for cause.

11. Price and Rate Guarantee Period

All prices must be guaranteed for the initial term and additional years of the Master Agreement.

12. Individual Customers

Except to the extent modified by a Participating Addendum, each Purchasing Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their purchases. Each Purchasing Entity will be responsible for

its own charges, fees, and liabilities. The Contractor will apply the charges and invoice each Purchasing Entity individually.

Administration of Orders

13. Ordering

Order procedures shall be mandatory for State of Hawaii Purchasing Entities as provided in Section 10.4 Ordering Procedures, and those procedures apply in the event of conflict with this section.

a. Master Agreement order and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.

b. Purchasing Entities may define project-specific requirements and informally compete the requirement among companies having a Master Agreement on an “as needed” basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to the Purchasing Entity’s rules and policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Entity may select the quote that it considers most advantageous, cost and other factors considered.

c. Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities’ rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.

d. Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document under the law of the Purchasing Entity.

e. Orders may be placed consistent with the terms of this Master Agreement during the term of the Master Agreement.

f. All Orders pursuant to this Master Agreement, at a minimum, shall include:

- (1) A description of the services or supplies being delivered;
- (2) The place and requested time of delivery;
- (3) A billing address;
- (4) The name, phone number, and address of the Purchasing Entity representative;
- (5) The price per hour or other pricing elements consistent with this Master Agreement and the Contractor’s proposal;
- (6) A ceiling amount of the order for services being ordered; and
- (7) The Master Agreement identifier.

g. All communications concerning administration of Orders placed shall be furnished solely to the authorized purchasing agent within the Purchasing Entity’s purchasing office, or to

such other individual identified in writing in the Order.

h. Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to 120 days past the then-current termination date of this Master Agreement. Contractor is reminded that financial obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available. And all fees shall be paid, as applicable, even after the Master Agreement has been terminated or expired.

i. Notwithstanding the expiration, cancellation or termination of this Master Agreement, Contractor agrees to perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration, cancellation or termination of this Master Agreement, or otherwise inconsistent with its terms. Orders from any separate indefinite quantity, task orders, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement.

14. Shipping and Delivery

a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility shall pass to the Purchasing Entity except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate item on the invoice. Any portion of an Order to be shipped without transportation charges that is back ordered shall be shipped without charge.

b. All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order. Any damage to the building interior, scratched walls, damage to the freight elevator, etc., will be the responsibility of the Contractor. If damage does occur, it is the responsibility of the Contractor to notify the Purchasing Entity placing the Order immediately.

c. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases shall be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton shall be marked with the commodity, brand, quantity, item code number and the Purchasing Entity's Purchase Order number.

15. Laws and Regulations

Any and all Products offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

16. Inspection and Acceptance

a. Where the Master Agreement or an Order does not otherwise specify a process for Inspection and Acceptance, this section governs. This section is not intended to limit rights and remedies under the applicable commercial code.

b. All Products are subject to inspection at reasonable times and places before Acceptance. Contractor shall provide right of access to the Lead State, or to any other authorized agent or official of the Lead State or other Participating or Purchasing Entity, at reasonable times, in order to monitor and evaluate performance, compliance, and/or quality assurance requirements under this Master Agreement. Products that do not meet specifications may be rejected. Failure to reject upon receipt, however, does not relieve the Contractor of liability for material (nonconformity that substantial impairs value) latent or hidden defects subsequently revealed when goods are put to use. Acceptance of such goods may be revoked in accordance with the provisions of the applicable commercial code, and the Contractor is liable for any resulting expense incurred by the Purchasing Entity related to the preparation and shipping of Product rejected and returned, or for which Acceptance is revoked.

c. If any services do not conform to contract requirements, the Purchasing Entity may require the Contractor to perform the services again in conformity with contract requirements, at no increase in Order amount. When defects cannot be corrected by re-performance, the Purchasing Entity may require the Contractor to take necessary action to ensure that future performance conforms to contract requirements; and reduce the contract price to reflect the reduced value of services performed.

d. The warranty period shall begin upon Acceptance.

17. Payment

Payment after Acceptance is normally made within thirty (30) days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance, unless a different late payment amount is specified in a Participating Addendum, Order, or otherwise prescribed by applicable law. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

18. Warranty

Warranty provisions govern where specified elsewhere in the documents that constitute the Master Agreement; otherwise this section governs. The Contractor warrants for a period of one year from the date of Acceptance that: (a) the Product performs according to all specific claims that the Contractor made in its response to the solicitation, (b) the Product is suitable for the ordinary purposes for which such Product is used, (c) the Product is suitable for any special purposes identified in the solicitation or for which the Purchasing Entity has relied on the Contractor's skill or judgment, (d) the Product is designed and manufactured in a commercially reasonable manner, and (e) the Product is free of defects. Upon breach of

the warranty, the Contractor will repair or replace (at no charge to the Purchasing Entity) the Product whose nonconformance is discovered and made known to the Contractor. If the repaired and/or replaced Product proves to be inadequate, or fails of its essential purpose, the Contractor will refund the full amount of any payments that have been made. The rights and remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.

19. Title of Product

Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

20. License of Pre-Existing Intellectual Property

Contractor grants to the Purchasing Entity a nonexclusive, perpetual, royalty-free, irrevocable, license to use, publish, translate, reproduce, transfer with any sale of tangible media or Product, perform, display, and dispose of the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property"). The Contractor shall be responsible for ensuring that this license is consistent with any third party rights in the Pre-existing Intellectual Property.

General Provisions

21. Insurance

a. Unless otherwise agreed in a Participating Addendum, Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of A.M. Best's Insurance Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or, at a Participating Entity's option, result in termination of its Participating Addendum.

b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below:

- (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a

limit of not less than \$1 million per occurrence/\$2 million general aggregate;

- (2) Automobile Liability \$1,000,000 per accident
- (3) Professional Liability \$1,000,000 per claim
\$2,000,000 aggregate

Professional Liability shall be required from Contractors or subcontractors providing professional services requiring a license to conduct its business such as an engineer, architect, accountant, lawyer, information technology services etc.

Each insurance policy required by this contract (with the exception of the Professional Liability policy), including a Subcontractor's policy, shall contain the following clauses:

- A. "The Purchasing Entity is added as an additional insured as respects to operations performed for the Purchasing Entity."
- B. "It is agreed that any insurance maintained by the Purchasing Entity will apply in excess of, and not contribute with, insurance provided by this policy."

(4) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.

(5) A Waiver of Subrogation shall apply to the General Liability, Automobile Liability and Worker's Compensation insurance policies and shall be in favor of the Purchasing Entity.

c. Contractor shall pay premiums on all insurance policies. Contractor shall provide notice to a Participating Entity who is a state within five (5) business days after Contractor is first aware of expiration, cancellation or nonrenewal of such policy or is first aware that cancellation is threatened or expiration, nonrenewal or expiration otherwise may occur.

d. Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names the Participating States identified in the Request for Proposal as additional insureds, (2) provides that written notice of cancellation shall be delivered in accordance with the policy provisions, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory. Unless otherwise agreed in any Participating Addendum, other state Participating Entities' rights and Contractor's obligations are the same as those specified in the first sentence of this subsection except the endorsement is provided to the applicable state.

e. Contractor shall furnish to the Lead State copies of certificates of all required insurance in a form sufficient to show required coverage within thirty (30) calendar days of the

execution of this Master Agreement and prior to performing any work. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date to the applicable state Participating Entity. Failure to provide evidence of coverage may, at the sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.

f. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

22. Records Administration and Audit

a. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and Orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of five (5) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, or such longer period as is required by the Purchasing Entity's state statutes, to assure compliance with the terms hereof or to evaluate performance hereunder.

b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or Orders or underpayment of fees found as a result of the examination of the Contractor's records.

c. The rights and obligations herein exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.

23. Confidentiality, Non-Disclosure, and Injunctive Relief

a. Confidentiality. Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity or Purchasing Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to (1) any Purchasing Entity's records, (2) personnel records, and (3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information"). Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that (1) is or becomes (other than by disclosure by Contractor) publicly known; (2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement; (3) is

rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality, (5) is disclosed with the written consent of Purchasing Entity or; (6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.

b. Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement. Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person. Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information. Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

c. Injunctive Relief. Contractor acknowledges that breach of this section, including disclosure of any Confidential Information, will cause irreparable injury to Purchasing Entity that is inadequately compensable in damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.

d. Purchasing Entity Law. These provisions shall be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

e. The rights granted Purchasing Entities and Contractor obligations under this section shall also extend to the cooperative's Confidential Information, defined to include Participating Addenda, as well as Orders or transaction data relating to Orders under this Master Agreement that identify the entity/customer, Order dates, line item descriptions and volumes, and prices/rates. This provision does not apply to disclosure to the Lead

State, a Participating State, or any governmental entity exercising an audit, inspection, or examination pursuant to section 23. To the extent permitted by law, Contractor shall notify the Lead State of the identify of any entity seeking access to the Confidential Information described in this subsection.

24. Public Information

This Master Agreement and all related documents are subject to disclosure pursuant to the Purchasing Entity's public information laws.

25. Assignment/Subcontracts

a. Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State.

b. The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties to NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint and other third parties.

26. Changes in Contractor Representation

The Contractor must notify the Lead State of changes in the Contractor's key administrative personnel managing the Master Agreement in writing within ten (10) calendar days of the change. The Lead State reserves the right to approve changes in key personnel, as identified in the Contractor's proposal. The Contractor agrees to propose replacement key personnel having substantially equal or better education, training, and experience as was possessed by the key person proposed and evaluated in the Contractor's proposal.

27. Independent Contractor

The Contractor shall be an independent contractor. Contractor shall have no authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and agrees not to hold itself out as agent except as expressly set forth herein or as expressly agreed in any Participating Addendum.

28. Cancellation

Unless otherwise stated, this Master Agreement may be canceled by either party upon 60 days written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon thirty (30) days written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of a Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, rights attending any warranty or default in performance in association with any Order, and requirements for records administration and audit. Cancellation of the Master Agreement as a result of Contractor default may be immediate.

29. Force Majeure

Neither party to this Master Agreement shall be held responsible for delay or default caused by fire, riot, unusually severe weather, other acts of God, or war which are beyond that party's reasonable control. The Lead State may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

30. Defaults and Remedies

a. The occurrence of any of the following events shall be an event of default under this Master Agreement:

- (1) Nonperformance of contractual requirements; or
- (2) A material breach of any term or condition of this Master Agreement; or
- (3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or
- (4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or
- (5) Any default specified in another section of this Master Agreement.

b. Upon the occurrence of an event of default, the Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of fifteen (15) calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.

c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and the Lead State shall have the right to exercise any or all of the following remedies:

- (1) Exercise any remedy provided by law; and
- (2) Terminate this Master Agreement and any related Contracts or portions thereof; and
- (3) Impose liquidated damages as provided in this Master Agreement; and
- (4) Suspend Contractor from being able to respond to future bid solicitations; and
- (5) Suspend Contractor's performance; and
- (6) Withhold payment until the default is remedied.

d. Unless otherwise specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and shall have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

31. Waiver of Breach

Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, Participating Addendum, or Purchase Order.

32. Debarment

The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.

33. Indemnification

Indemnification provisions applicable to the State of Hawaii Purchasing Entities are prescribed in Exhibit 2, Section 7. This section applies to other Purchasing Entities.

a. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against third-party claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to tangible property arising from act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance under the Master Agreement.

b. Indemnification – Intellectual Property. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as

NASPO ValuePoint), Participating Entities, Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use, infringes Intellectual Property rights ("Intellectual Property Claim") of another person or entity.

(1) The Contractor's obligations under this section shall not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:

(a) provided by the Contractor or the Contractor's subsidiaries or affiliates;

(b) specified by the Contractor to work with the Product; or

(c) reasonably required, in order to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or

(d) It would be reasonably expected to use the Product in combination with such product, system or method.

(2) The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of it. The Indemnified Party, however, must consent in writing for any money damages or obligations for which it may be responsible. The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or settlement of it and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim. Unless otherwise agreed in writing, this section is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

34. No Waiver of Sovereign Immunity

In no event shall this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of the Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court.

This section applies to a claim brought against the Participating Entities who are states only

to the extent Congress has appropriately abrogated the state's sovereign immunity and is not consent by the state to be sued in federal court. This section is also not a waiver by the state of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.

35. Governing Law and Venue

a. The procurement, evaluation, and award of the Master Agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award shall be governed by the law of the state serving as Lead State. The construction and effect of any Participating Addendum or Order against the Master Agreement shall be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's State.

b. Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement shall be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum shall be in the Purchasing Entity's State.

c. If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; a Participating State if a named party; the state where the Participating Entity or Purchasing Entity is located if either is a named party.

36. Assignment of Antitrust Rights

Contractor irrevocably assigns to a Participating Entity who is a state any claim for relief or cause of action which the Contractor now has or which may accrue to the Contractor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided in that state for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at the Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

37. Contract Provisions for Orders Utilizing Federal Funds

Pursuant to Appendix II to 2 Code of Federal Regulations (CFR) Part 200, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards, Orders funded with federal funds may have additional contractual requirements or certifications that must be satisfied at the time the Order is placed or upon delivery. These federal requirements may be proposed by Participating Entities in Participating Addenda and Purchasing Entities for incorporation in Orders placed under this Master Agreement.

38. Leasing or Alternative Financing Methods

The procurement and other applicable laws of some Purchasing Entities may permit the use of leasing or alternative financing methods for the acquisition of Products under this Master Agreement. Where the terms and conditions are not otherwise prescribed in an applicable Participating Addendum, the terms and conditions for leasing or alternative financing methods are subject to negotiation between the Contractor and Purchasing Entity.

(March 2016)

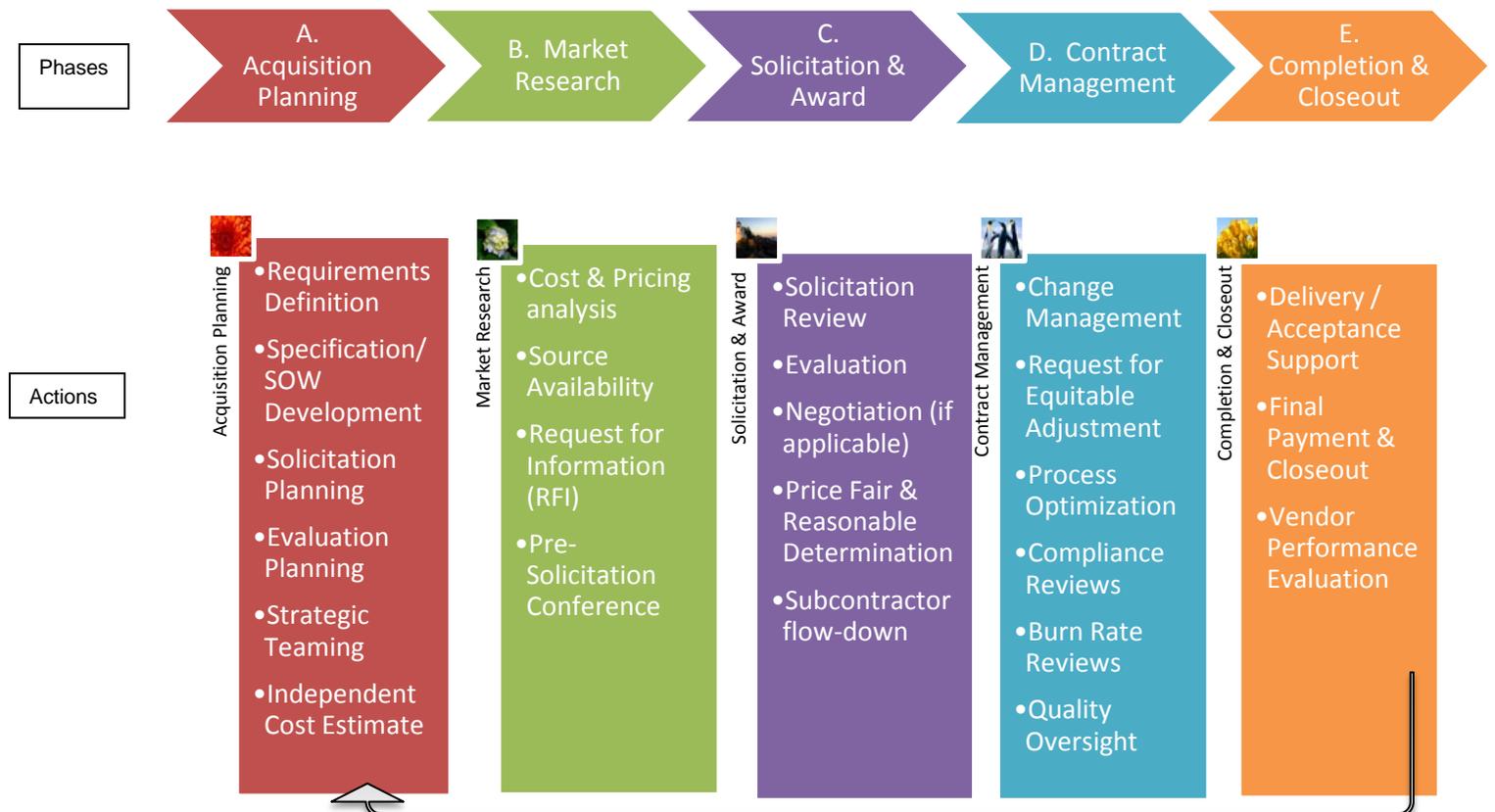
Attachment B: Scope of Work

1. Introduction

The State of Hawaii’s State Procurement Office (SPO) on behalf on the participating NASPO ValuePoint states plans to establish a vendor list for acquisition support services. The objective is to provide a wide-range of professional acquisition support services to Hawaii and any of the other forty-nine states (that choose to participate) in the areas of planning and market research; pre-award and source selection; post award contract management; policy support; category management; and vendor performance review planning.

The diagram below depicts services that support procurement activities based on a general acquisition lifecycle. Actions indicated within each phase (A. through E.) are examples of when they may be utilized throughout the lifecycle and may be required at any phase.

Acquisition Life Cycle



This contract is intended to supplement the resources needed to assist procurement personnel to obtain the desired goods and/or services. For example, if the agency has the need to procure IT consulting services, the Acquisition Support Services Contractor(s) will assist in writing specifications and/or develop an RFP and/or provide any other acquisition support services that will provide the agency with a resulting contract for such services.

construction.

2. Contractor Responsibility

The Contractor shall be able to provide **all services in all categories** described below. If the Contractor does not maintain the subject matter expert in-house, it will be their responsibility to secure the needed services as the Prime Contractor.

Pursuant to HRS §103D-405(d) “Outside contractors may be utilized to prepare specifications and work statements in the development of a solicitation. Contractors paid for those services shall be precluded from bidding on or receiving a contract when they participated in any way in the development of the solicitation package or any resulting contract. Therefore, if a Contractor is hired to provide any services through the PASS contract, the Prime Contractor and any of its subcontractors are precluded from bidding or responding to the resulting solicitation.

3. General Requirements

Contractors shall be responsible to meet the general requirements applicable across all categories. These requirements include:

- Customer Service
- Management
- Quality Control
- Personnel/Staffing
- Experience

Contractors are expected to maintain the highest standards of these requirements throughout the life of the contract and must require all Subcontractors to attest to the same standards of service.

4. Service Categories

The following describes the service categories and expected outputs that are within the scope of work of the Master Agreement. These services are actions that may be utilized throughout the acquisition lifecycle and may be required at any phase.

A. Acquisition Planning

Category One – Specifications/Scope of Work Review

After a need is determined, the quality, price and the performance of a product or service depend almost entirely on the purchase description used to communicate the requirement. If a specification was used as a method of describing the requirement, which mostly happens for services, that specification must be clear and concise. Challenges by potential suppliers, costly delays in completing a project or unnecessary problems further down the line are, in most instances, attributed to an improper, inadequate description of definition or requirements. The additional effort spent at the beginning of the procurement lifecycle increases the probability of full satisfaction in meeting the needs of the end-user,

procurement and contract specialist and Contractor/supplier.

This category of services is for the **review and/or assistance in development** of a scope of work (SOW) or specification(s). If not available in-house, the technical specification development by a subject-matter-expert shall be obtained/contracted by the awarded Contractor(s) for this category. Services within this category are as follows:

1. Review Services

Provide recommendation to amend/develop specifications/SOW to produce correct, clear, and concise obligations of all parties with respect to the needed goods or services. Review services shall include verification, validation, and recommendation so that the SOW/specifications for needed goods and/or service clearly identify how the specification/SOW may be amended/changed to reflect the following:

- The wording of the scope shall be precise.
- The overall message should be clear and understandable.
- The specification should simplify the process.
- The tolerances should be reasonable.
- The scope/specification should provide a relatively easy process to verify acceptance or rejection.
- The specification should be exact.
- The specification should not be restrictive, but be broad enough to allow competition. If, however, there is justification for a restrictive specification/SOW, the report/recommendation shall provide a clear explanation for the need of the restrictive specification.
- The specification/SOW should provide some built-in flexibility that is applicable to the industry.

2. Requirement Analysis

Requirement analysis is value analysis applicable to the writing of specifications or SOW to eliminate products and services that are not cost effective. Contractor shall identify and make recommendations to specifications or SOW to ensure that an agency will obtain the best products or services or meet the goals that are available in the market at prices that are determined fair and reasonable.

Requirement analysis services shall include review, analysis and recommendation and clearly identify how the specification/scope of work may be amended/changed to reflect the following, as applicable:

- Eliminate a requirement that is not cost effective.
- Improve the quality level without impacting the cost(s).
- Describe requirement(s) of quality standards to increase the service life.
- Achieve total value, i.e. not only initial expense as the award factor.

3. Specification Writing (Technical)

Contractors' support team members shall possess strong communication skills and expertise in needed topics of and programs. In addition, technical writers must have the skills to research and effectively interview subject matter experts (SMEs), if they are not the SMEs themselves. The technical writer should gather information and communicate complicated ideas in a clear and informative manner.

Contractor(s) shall be able to provide specification writing services for all types of specifications, such as design, specifications, performance specifications, or market grades to name a few.

Contractor shall assist in development and preparation of pre-award Request for Information (RFI), Statements of Work (SOW), Statements of Objective (SOO) and other requirements documents. This effort includes assisting in researching and drafting specifications and standards, including Performance-based Work Statements (PWS); developing performance measures, providing consultation and recommendations; and coordinating requirements documents. Note: State to state may vary on what they call SOW, i.e. statement of work, statement of need, scope of work, etc.

Outputs: SOWs; SOOs; PWSs; and related documents, i.e. restrictive specifications justification.

Category Two – Procurement Strategy/Acquisition Strategy Plan

The procurement team is made up of stakeholders that will participate in developing the procurement strategy plan. Stakeholders are individuals who have an interest in the needed goods or services. These individuals provide a significant contribution to the effort based on their subject matter expertise of the project scope or deliverables. Depending on the complexity of the procurement, support services may be needed to develop the plan. Services within this category are as follows:

1. Procurement Plan Development/Review

Contractor shall provide services to include advice and recommendations for all elements in the plan, including approaches, options, strategies, risks, contracting methods, competition, sources, cost, milestone schedule, etc. If not available in-house, the subject-matter-expert(s) shall be obtained/contracted by the awarded Contractor(s) for this category. The plan should contain the following information:

Acquisition Background

Description of Requirement/Statement of Need
Conditions
Background and Contract History
Contract Type: Unit costs or lump sum
Performance Period
Capability and capacity of Performance
Estimated Schedule

Estimated cost/budget

Plan of Action

Service Description

Potential Sources

Market Research Results/Interested Sources

Acquisition Approach

Competition

Source Selection Procedures

Contracting Considerations or Incentives

Other Considerations

Contract Administration

Surveillance: Monitoring timelines with milestones

Monitoring performance during contract period

Verifying contractor's performance of SOW through checklist(s)

2. Research/Reports

The Contractor shall research existing Government-wide contracts for available products and services. Contractor shall evaluate different approaches to and sources for acquisition support. Contractor shall research available suppliers and compare the services and costs of obtaining support from difference providers. Information gathered shall be provided in a report form for use the development of a procurement plan.

Contractor shall provide advice and recommendation for all elements in acquisition plans, including approaches, options, strategies, risks, contracting methods, competition, sources, cost, milestone schedule, etc. Research existing Government-wide contracts for available products and services. Evaluate different approaches to and sources for acquisition support. Research available suppliers and compare services and costs of obtaining support from the different providers.

Outputs: Written acquisition/procurement plans.

Category Three – Independent Government Cost Estimate

An Independent Government Cost Estimate (IGCE) is a tool developed by government personnel to estimate the costs incurred by a Contractor in the performance of a contract. An IGCE is generated by the government, who may utilize and obtain input from an outside Contractor. Such Contractor remains confidential and will not be allowed to respond to a solicitation for which it participated in the IGCE in any manner whatsoever. The IGCE is an unbiased realistic cost estimate that reflects a clear understanding of the requirements. IGCEs serve various functions as:

- A projected, anticipated, or probable cost;
- A benchmark for establishing cost/price analysis;

- An analysis of reasonable and required resources to perform the contract; and
- A justification for decisions made throughout the procurement life cycle.

Specifically, IGCEs are used to project and reserve funds for acquisitions, determine if assumptions in a cost proposal are based on the same or similar assumptions, and determine fair and reasonable pricing.

This category of services is for **consultation and/or assistance in the development** of IGCEs. Government agencies do not always have sufficient resources or expertise to conduct these cost estimates on their own and may rely on third party Contractors to generate these reports on their behalf. Contractors providing these services under the resultant cooperative agreement shall be required to sign non-disclosure agreements and may not have a vested interest in the contract for which the Contractor is generating the estimate. Contractor must be unbiased and objective in its approach and methodologies. Services within this category are as follows:

1. Data Collection

Contractor shall collaborate with the agency to gain a thorough understanding of the contract scope of work for which the IGCE is being generated. Contractor shall establish a plan that identifies stakeholders and other resource requirements necessary to generate the IGCE, including a schedule that specifies the start date and delivery date for the final report, and a list of all potential sources of information required to complete the cost estimate.

At a minimum, the Contractor shall request and receive the following information:

- Statement of Work (SOW) and supporting scope documents (solicitations, drawings, plans, etc.)
- Any agency-developed cost estimates or contractor cost proposal and technical approach.
- Basis of Estimate (BOE), including a description of the scope, methodologies, references and defining deliverables, assumptions and exclusions, clarifications, adjustments, and level of uncertainty.

Other documentation or information that is useful in performing an IGCE include, but are not limited to:

- Past purchases of similar products or services
- Market research and knowledge of current economic conditions
- Proposal narrative, including background
- Work Breakdown Structure (WBS) and WBS Dictionary
- Project schedule
- Risk management plan
- Rates for fees or other mark-ups

- Lists of government-furnished property, equipment or services
- Cost estimate back-up documentation such as contracted labor rates and associated mark-ups, subcontracted quotes, specification sheets, purchase orders, and catalog cut sheets

2. Sufficiency Review

Once all requested information has been received, Contractor shall review the information for sufficiency to ensure adequate quantity and quality of data exists to develop an accurate and effective IGCE. The Sufficiency Review serves to:

- Determine all costs involved in performing the contract scope of work, including any direct and indirect costs as well as contractor profits and fees.
- Examine the information to ensure that it meets the technical requirements for its intended purpose.
- Determine whether the information is clearly documented, well organized, and presented at an appropriate level of detail, and that summary documents are traceable to the supporting documentation.
- Look at the depth and breadth of the supporting documents, and data contained therein.

The Sufficiency Review may determine that certain documentation is insufficient for proceeding with the cost estimate. In such instances, Contractor shall notify the agency, provide a list of the documents that are insufficient, and provide reasons for the finding or specific information needed to make the document acceptable.

3. Data Analysis

Data Analysis consists of two components: review and analysis.

The review component consists of an-depth examination and qualitative analysis of all the sufficient information requested and received as part of Data Collection. Contractor shall conduct a thorough review of the SOW, agency-developed cost estimates or contractor-developed cost estimate or proposal, BOE, and any other sufficient information received. Contractor shall apply the appropriate estimating methodologies to the data to generate the IGCE.

Once the IGCE is generated, the estimate must be validated. Contractor shall employ the appropriate cost-validation techniques to test the cost estimate and determine whether it is reasonable and includes all necessary costs. Some commonly-accepted techniques include spot checking and preparing a check estimate. Offerors shall detail in their proposals the cost-validation techniques they utilize to validate cost estimates.

4. Results Reporting

Contractor shall prepare an in-depth IGCE report detailing its findings. The IGCE

report prepared by the Contractor shall describe the BOE and provide the agency with recommendations based on the findings to assist in decision-making throughout the procurement life cycle. Contractor may be required to update the IGCE report as the acquisition progresses through the different phases of the procurement life cycle.

Contractor shall provide services that may include but are not limited to research and analysis of past purchases of similar products or services, current market value of the products or services, or other agency purchases of similar products and services.

Outputs: IGCEs.

B. Market Research

Category Four – Market Research

Market Research is a necessary step to identify available sources to meet the needs of any given solicitation. Market research refers to the examination of available sources to find the available sources of supply which may identify critical business requirement. Due to limited resources or timing, agencies may require the assistance of an outside Contractor to provide necessary data to develop a solicitation that will reach the widest distribution possible.

This category of services is for **consultation and/or assistance with market research services**. Services within this category are as follows:

Market Research Services – Contractor shall research available suppliers and compare the services and costs of obtaining goods or services from difference providers. Information gathered shall be provided in a report form for use in the development of a competitive solicitation. Contractor shall provide advice and recommendation for all elements in market research, including approaches, options, strategies, risks, methods, competition, sources, cost, milestone, etc. Research existing Government-wide contracts for available products and services. Research available suppliers and compare services and costs of obtaining support from the different providers.

The market research team should consider the following:

- The overall budget for the project should be clearly stated and the funding source should be identified prior to commencement of services.
- The Market Research Plan should be agreed upon by all parties before any commencement of services.
- The methodology to be used should be clearly specified and agreed upon by all parties.
- The research should have a simplified process.
- The target markets should be clearly identified.
- The research should be broad enough to capture the largest possible data set.
- The research should not be overly restrictive.

- The research should provide some built-in flexibility that is applicable to industry.

Outputs: Market research documentation.

Category Five – Cost & Pricing Analysis

A Cost & Pricing Analysis conducted before a Request for Proposal (RFP) is released will assist a State in determining how to capture all costs related to a project, determine which method is best for evaluating cost, and if the budget for said project is realistic. Cost & Pricing Analysis is a key component to predicting the viability of a project. Because of limited resources or timing, agencies may require the assistance of an outside Contractor to assist with a Cost & Pricing Analysis for stakeholder review.

Cost & Pricing Analysis may also be conducted after BAFOs are received. And Cost & Pricing Analysis may also be conducted post award for contract renewals, modifications or assistance in determination of termination due to non-compliance with contract terms.

This category of services is for **consultation and/or assistance with cost & pricing analysis services**. Services within this category are as follows:

Cost & Pricing Analysis – Contractor shall assist in developing estimated cost and price elements for the work to be performed to prepare analyses for Stakeholders to make sound decisions on the financial viability of a project.

Cost & Pricing Analysis services shall include, but are not limited to:

- Developing plans and alternatives for effective price competition
- Informing states of impact of budget on technical, contract, and pricing outcomes
- Developing approach for State's/Stakeholder' budget planning
- Developing cost proposal solicitation documents to aid states in the development of the RFP
- Analyzing contracts/programs to assess price competitiveness
- Providing alternatives and research for stakeholders
- Providing estimates (case-by-case based on need of State/Stakeholder).
- Demonstrating value of RFP and/or new system/product to State/Stakeholder
- Providing a Make-or-buy analysis
- Providing a Go, no-go analysis
- Developing and analyzing BAFO requests
- Determining that the prices submitted by Offerors are acceptable, fair and reasonable
- Providing cost analysis during RFP evaluation – services performed to help States/Stakeholders analyze the cost proposals of several vendors to find best value

- Developing evaluation support documentation to help States/Stakeholders validate the reasonableness of proposed labor rates as well as indirect rates (fringe, overhead, general and administrative, and materials)
- Performing independent review of each cost element within an Offeror's cost proposal
- Providing post-award services (contract renewals, modifications, assistance in determination of termination if not in compliance with contract terms)
- Burn Rate Analysis
- Analysis of Change Orders & Modifications
- Award fee/incentive fee analysis
- Closeout payment analysis

Outputs: Cost and pricing analyses.

C. Solicitation & Award

Category Six – Solicitation Review or Preparation

The solicitation document is the official document inviting the vendor community to respond to the needs of the government entity. The solicitation should foster competition and ensure fair and equitable treatment of interested parties. Competition has multiple levels. Competition exists not only in prices but also in the technical competence of the vendors and in the quality of their products or services. The request for proposal process allows the opportunity for vendors to submit innovative solutions, increasing the Government's latitude of choice and assuring the reasonableness of costs.

This category of services is for the **review and/or development** of a solicitation document. Services within this category would be as follows:

1. Review Services

Contractor shall provide recommendation to amend/develop any part of the solicitation document to produce correct, clear, and concise obligations of all parties with respect to the needed goods or services. Review services shall include verification, validation, recommendation to improve at minimum the following sections of the solicitation:

- Scope of work, statement of work or specifications.
- Standard bid/proposal clauses such as bid guarantee, indemnification, intellectual property rights, insurance, etc.
- Evaluation criteria.
- Bidder/Offeror qualifications.
- Proposal format.
- Administrative and Technical Response Requirements.
- Price and Cost sheets.
- Contract administration, post award.

- Payment terms.

2. RFP Development

Contractor shall develop and prepare the solicitation document, which may be a request for quotes (RFQ), request for proposals (RFP), including two-step process solicitation or any other hybrid solicitation within the system of that State. The solicitation shall include all appropriate solicitation terms and conditions applicable

Outputs: Solicitations

Category Seven – Source Selection

The nature of the source selection planning process, the techniques for obtaining information, the procedures used in evaluation, and the decision-making methods vary from procurement to procurement. Source selection planning entails: preparing to receive bids or proposals, preparing to apply evaluation criteria, and determining standards to select a Contractor. Proposals are often separated into technical and price sections with each evaluated separately. Evaluation may be complex, requiring a panel experts. Some proposal evaluation may require a consultant's assistance. The Source Selection Plan (SSP) should include: evaluation criteria, evaluation standards, weighting system, screening system, and source selection process.

This category of services is for **assistance in preparation of a source selection plan and source selection activities**. Services within this category are as follows:

Source Selection – Contractor shall develop and prepare source selection plans, in accordance with State statute and rules; instruct evaluation team members on roles and responsibilities; act in the capacity of an advisory role during the evaluation, which may include cost estimating or technical subject matter expertise; ensure Conflict of Interest/Nondisclosure forms are signed; prepare evaluation sheets or score sheets; and prepare draft of source selection decision memorandum.

Outputs: Source Selection Plans (SSP), Evaluation Sheets

Category Eight – Cost Realism Analysis

Cost Realism Analysis is usually conducted after cost proposals have been received in response to a RFP. Cost Realism Analysis may be requested by States to determine if all components of cost have been contemplated from all vendors. Determining if cost proposals are acceptable and fair will assist States in a successful evaluation and award of a contract which is in the best interest of the State. Cost realism is about the system of logic, the assumptions about the future, and the reasonableness of the historical basis of the estimate. It's about the estimating information (cost data) that makes up the foundation of the estimate.

This category of services is for **consultation and/or assistance with cost realism analysis services**. Services within this category are as follows:

Cost Realism – Contractor shall independently review and evaluate specific elements of each Offeror’s proposed cost estimate to determine whether the cost estimate is realistic for the work to be performed; reflects a clear understanding of the requirements; and is consistent with the unique methods of performance and materials described in the Offeror’s technical proposal. Cost realism analysis is conducted by evaluating the supportive data that form the bases of the individual elements of cost to determine probable cost of the performance. The probable cost shall be used for the purposes of evaluation to determine the best value. The probable cost is determined by adjusting each Offeror’s proposed cost, and fee when appropriate, to reflect any additions or reductions in cost elements to realistic levels based on the results of the cost realism analysis.

Probable Cost Estimate: is the Purchasing Entity's estimate of what it will cost for the Offeror to complete the contract based on the Purchasing Entity's evaluation of the offeror's technical proposal and proposed costs. This estimate is complimentary with and must be performed in conjunction with all cost realism analyses and is a principal product of the Purchasing Entity in the source selection evaluation process.

Cost Realism services shall include, but are not limited to:

- Determining the Offeror’s price is realistic for the work proposed
- Understanding and implementation of contract risk factors
- Developing a Purchasing Entity’s probable cost estimate
- Conducting cost to technical realism analysis

Outputs: Cost realism analyses.

D. Contract Management

Category Nine - Contract Development/Contract Formation

The goal of contract development is to reduce in writing contract goals, contract type and contract elements. Identification of contract goals include the description of goods or services; delivery information (if applicable); protection of the financial interests of the agency; and any potential areas of dispute such as defining acceptance, handling wrong product, delays, personality conflicts, breach, payment or changes in a contract. The goals also include change order procedures.

Contractor shall provide assistance to the government entity in the formulation of the contract between the awarded vendor and government entity.

This category of services is for **consultation and/or assistance with contract development**. Services within this category are as follows:

Contract Development

Requirements of the contractor, and/or their sub-contractor will include:

- A general working knowledge of each individual state's procurement rules and regulations.
- A general working knowledge of the entity's General Terms and Conditions.
- Appropriate staff with the level of experience to handle the different needs or difficulties of the contract.
- To be able to work with the state entity to develop a schedule for completion of the contract.
- Must have existing legal staff available to vet the contract for each entity's legal requirements.
- Must be able to interact with the awarded vendor's attorney to produce a contract that is amicable to both parties.
- Must be able to format the contract to the entity's preference.
- Must provide pricing for the different levels of staffing that will provide service.
- Will be required to be available to handle and supplemental agreements or legal issues that arise out of the formation of the contract for the duration of the contract.

Outputs: Contract documentation.

Category Ten – Contract Management

Contract management refers to post-award type activities, such as contract implementation, contract administration, measurement of work completion and payment computation. Moreover, it involves the monitoring of a contract, making important changes and modifications to the contract and dealing with related problems. Activities in contract management facilitate a positive working relationship between the government customer, procurement staff, and the contractor for the successful implementation of the contract award. Acquisition consultants can assist the government procurement staff and program managers in various capacities of administration and facilitation with the contractor, not including any inherent governmental duties.

Services within this category are as follows:

1. Contract Administration

Manage the relationship between the Contractor and end user, including the monitoring contract fulfillment on the part of government agencies. Development of the Contract Administration Plan (CAP) which will define how the contract will be administered. Monitor contractor compliance with terms of the contract, including site visits and labor interviews.

The CAP provides a mechanism to reconcile the various contract documents and the order of precedence into a management tool that can be used to focus and govern implementation activities. The plan itself will vary based on the complexity, risk, and scope along with the requirements of each contract. In many cases a CAP should only be developed for high-risk or highly complex procurements. The frame of the plan should focus on the Who, What, When, Where, and How of contract

administration. CAPs generally address a common set of topics, with particular emphasis on process, output and outcome. In government contract management, there may be less emphasis on the “process” the contractor uses to achieve the goals of the contract than of the achievement of the expected outputs and outcomes.

While Contract Administration Plans generally share a similar structure, the inclusion of each topic into the CAP should be chosen based on necessity rather than out of formality. Contract Administration Plan topics may include:

- Project description
- Period of performance
- Schedule, critical milestones and/or delivery dates
- Critical path tasks and deliverables
- Roles and responsibilities
- Data and reporting
- Inspection and acceptance
- Personnel requirements
- Testing
- Warranty provisions
- Watch list items
- Special terms and conditions
- Insurance
- Process for managing change and issue resolution

Outputs: Performance Workplan or CAP; Documentation of Contract Performance such as Observation Record, Compliance Record, Discrepancy Record, Unsatisfactory Performance Report, Summary Evaluation Report, Contractor Status Report.

2. Vendor Performance Plan Development/Review

The Contractor shall have experience drafting comprehensive plans outlining the agency and vendor responsibilities and requirements in an easy to understand document. The plan must describe processes needed and recommend tools that will guide the contracting agency through the vendor performance evaluation. The plan shall include, but not be limited to, how to:

- Improve communication between buyers and vendors regarding performance

- Encourage better performance and accountability through incentives and penalties
- Enable performance analysis through Key Performance Indicators (KPI) and benchmarking
- Capture performance data
- Identify strategic priorities and set targets
- Capture performance data
- Meet strategic priorities and improve programs

The plan shall include the method for scoring and weighting the evaluation criteria and how scores shall be tied to an award or incentive fee determination along with penalties. The plan shall explain how Contractors must receive evaluation criteria, be informed of their performance during the contract, be debriefed at the end of the contract and deal with appeals.

3. Contract Modifications

Assist in the preparation of incentive and award fees. Incentive fees are typically dependent upon the performance over a given period and are usually taken in relation to a benchmark index. Award fees provides an additional profit or fee amount that may be awarded, in whole or in part, based upon periodic evaluations of ongoing contractor performance. Assist in review of directed changes, formal changes to the original contract resulting from the buyer's actions or directions that impact the cost or schedule for performance. Determine if a constructive change has occurred, that is, any action or inaction on the part of the agency that have not been made through a formal change order, which causes the Contractor to perform additional work outside the scope of the original contract. Contractor can assist government procurement staff and program managers in review and recommendation to make the appropriate contract modification.

Outputs: Award or incentive fee determinations; contract modification determination.

E. Completion & Closeout

Category Eleven – Vendor Performance Evaluation Program

Contract closeout involves several activities. Unlike a purchase order where receipt of the items ordered and subsequent payment constitute closure, a contract requires documentation to the contract file that includes a written report with the description and analysis of the Contractor's performance. A quality vendor performance review (aka performance evaluation) assesses how the vendor is performing against Key Performance Indicators (KPI)'s and Service Level Agreements (SLA)'s established in the vendor's contract. However, it can also show non-contractual performance issues, such as incidents that aren't measured by a service level.

This category for services is for the assistance in the development and implementation of a Vendor Performance Evaluation Program. This does not include vendor performance evaluation for construction contracts. Services within this category are as follows:

Evaluation Program

The contractor shall understand and have insights into the requirements needed to develop a vendor performance evaluation program. The contractor shall work with the contracting agency to determine information that is useful in creating a vendor performance evaluation to include, but not limited to:

- When the vendor performance evaluation is needed and how often it should be measured.
- The KPI's, such as contract compliance, customer satisfaction, cost competitiveness, cost control, continuous improvements, and timeliness should be clearly identified along with formulation of templates for the evaluation which shall become standardized.

Output: Key Performance Indicators, Vendor Performance Evaluation Program

F. Other Services

Category Twelve – Procurement Policy

Procurement planning is part of the annual budgeting process. Each departmental head is responsible for planning his/her project's estimated procurement needs on an annual basis through the use of the annual procurement plan (APP), which indicates the items to be bought in the various quarters of the year.

Services within this category are as follows:

Procurement Policy Writing – Contractor shall assist in developing a high-level overall plan embracing the general goals and acceptable procedures as it relates to the expenditure of governmental funds

Procurement Policy services shall include, but not be limited to, writing procedures for:

- Appointing and paying consultants
- Appointing and paying temporary staff
- Appointing and paying casual workers
- Procurement planning for good and services
- Vendor Selection, to include:
 - Selection criteria
 - Use of dealers and sole suppliers
 - Recurring purchases
- Procurement Processes

- Procurement Controls

Outputs: Policy analysis and briefings. Policy guides and handbooks.

Category Thirteen – Category Management

Category management is a strategic approach to purchasing that allocates a government's procurement resources into specific categories of spending to be analyzed by category managers and aligned with the marketplace through in-depth spend and market analyses.

The main objective of Category management is to build efficiencies and maximize purchasing decisions across the agency by reducing duplication in the contracting process; better leveraging the government's buying power, and promoting the use of innovative and best in class solutions.

By consolidating purchases into main areas of spend, category management serves to move the government away from managing purchases and evaluating prices individually across multiple purchasing units to more directly managing entire categories of common spend to deliver better value for the entire agency.

This category for services is for the **assistance in development and implementation of** an action plan for Category Management or Product and Service Catalogs. If not available in-house, the action plan development or implementation by a subject-matter-expert shall be obtained/contracted by the awarded contractor(s) for this category. Services within this category are as follows:

1. Data analysis

The Contractor shall have knowledge of principles and practices in public procurement including category management and have a clear understanding of various types of commodities and government services. Contractor shall be well versed in data analysis including the collecting of historical procurement data and analyzing agency spend data and procurement needs. The contractor shall also conduct in depth spend analysis using the agency's existing code structure (NIGP, NAICS, UNSPC or other). If no code structure exists, the vendor will help to consolidate minor categories and identify major categories of spending.

2. Supplier analysis

The Contractor shall have in-depth knowledge of the supplier marketplace and current economic conditions. The contractor will conduct market analysis to align the identified major categories of spending with the marketplace. Suppliers in the marketplace will be analyzed on their market share, historical changes and overall business health. Emphasis will be put on identifying suppliers that are looking to gain market share and can be leveraged for best prices; and identifying overlaps in suppliers to consolidate categories.

3. Action plan development

The Contractor shall have experience developing specifications and scopes of work aimed at creating efficiencies and reducing costs, developing and executing procurement strategies, driving process improvements and effectively instituting key performance metrics. The contractor shall develop, draft and assist in the execution of an action plan that details the findings of the data and supplier analyses and provide recommendations for implementing category management organization/agency-wide. Action plans should be inclusive of procurement organization and process changes, including timelines and flow charts of how the organization will move from its existing purchasing structure into a category management structure.

The action plan shall include but not be limited to:

- The purpose, strategic mission and vision associated with the new organization direction and structure of the organization/agency.
- The development of an ongoing program to analyze purchasing trends, develop options to reduce costs, improve timely delivery, and enhance the purchasing agencies supplier management strategies, including; performance tracking, benchmarking and planning for future category adjustments.
- The development of a system by which the agency can monitor and track spending data including but not limited to information pertaining to what the agency buys, who it buys it from and what it pays.
- The step by step walkthrough and explanation of requirements for a phased in approach to reorganizing the existing workforce and hiring additional employees to successfully implement a Category Management organization/agency/office structure.

4. Organizational restructure

The contractor shall have knowledge of staffing and management practices as it relates to structuring and organizing a workforce for Category Management. The contractor will be responsible for identifying, communicating and working with stakeholders to identify category managers, category workforce and acquisition workforce. As these stakeholders are identified, the contractor shall collaborate to share the knowledge of the analyses, create insights and trainings designed to serve all stakeholders and align staff with the strategic vision. The contractor will assist in overseeing all hiring and management decisions during implementation to ensure that staffing choices align with the Category Management structure. The contractor will assist in the development of staff evaluations designed to encourage performance

and competency within the organization/agency. Upon completion of the restructuring the contractor shall conduct “a lessons learned” and benchmark/milestones presentation to empower the organization/agency to move forward without the need of continuing assistance or consultation.

5. Product and Service Catalogs

The contractor shall have knowledge and experience in e-sourcing and strategic sourcing, including the building of catalogs to consolidate purchasing categories and create ease of access for purchasing agencies. The Contractor shall follow the steps for category management including data and supplier analysis and the creation of an action plan designed for the implementation of organization/agency wide electronic catalog services. The contractor may assist in the development of specifications and evaluation metrics for selecting an appropriate e-catalog provider. The contractor shall also assist in the creation of data collection procedures to track catalog purchases and consolidate catalog categories.

The Contractor shall assist in the planning and implementation of a Category Management procurement process and structure. This effort including assisting in data and supplier analysis as well as the restructuring and staffing of the workforce needed to meet the need of a Category Management system. The contractor may rely on third party tools, methods and best practices to properly empower the contracted organization. All information and insights gathered including the best perceived path forward will be summarized in an action plan, the overarching document for this category that explains all necessary steps to move forward. After the delivery and acceptance of the action plan, the contractor may assist agencies in implementing the changes proposed, including, but not limited to, establishing measurements to track and grow the categories. This includes coming up with benchmarks, projecting future opportunities for efficiencies and category streamlining, creating dashboards and data analytic tools to track the progress of category spend against the benchmarks and creating supplier performance metrics to evaluate suppliers as the categories mature.

Organizations/Agencies may contract through this category for the development of a Product and Services Catalog. The catalog service can be contracted as a stand-alone service or in addition to the Category Management system. Contractors shall deliver an action plan similar to that required for Category Management outlining the steps needed to implement an online Catalog. After delivery and acceptance of the action plan, the contractor may assist in the implementation of the Product and Services Catalog including but not limited to the acquisition of required software and the rollout of the Catalog to the vendor community.

Outputs: Action Plan, Dashboards and other Data Tracking Tools, Product and Services Catalog

**Attachment D: NASPO ValuePoint Detailed Sales Reporting
Template - 2017**

Field Name	Field Description
VENDOR NAME	The awarded Contractor's name
VENDOR CONTRACT NUMBER	Lead State assigned contract number (using Lead State's numbering protocol)
STATE	State postal abbreviation code (Alaska = AK, Missouri = MO, etc.)
CUSTOMER TYPE (SEGMENT)	State Gov't, Education-K12, Education-HED, Local Gov't, Medical, Other - are acceptable segments. [determined by industrial practice for each contract - uniform for each contract]
BILL TO NAME	Customer (agency) Bill to name
BILL TO ADDRESS	Customer (agency) Bill to address
BILL TO CITY	Customer (agency) Bill to city
BILL TO ZIPCODE	Zip code in standard 5-4 format [standard 5 digits is acceptable, formatted as a zip code]
ORDER NUMBER	Vendor assigned order number
CUSTOMER PO NUMBER	Customer provided Purchase Order Number
CUSTOMER NUMBER	Vendor assigned account number for the purchasing entity
ORDER TYPE	Sales order, Credit/Return, Upgrade/Downgrade, etc. [determined by industrial practice for each contract - uniform for each contract]
PO DATE (ORDER DATE)	(mm/dd/ccyy)
INVOICE DATE	(mm/dd/ccyy)
INVOICE NUMBER	Vendor assigned Invoice Number
CATEGORY NUMBER	Category number of purchased services
CATEGORY DESCRIPTION	Description of purchased services
LABOR CATEGORY	Title of Labor Category
NASPO ValuePoint PRICE	NASPO ValuePoint Price- US Currency (\$99999.999) - Labor category hourly price
NUMBER OF HOURS	Total number of hours
TOTAL PRICE	Extended Price (hourly price multiplied by the hours invoiced) - US Currency (\$99999999.999)
NASPO ValuePoint ADMIN FEE	Administrative Fee based on Total Price - US Currency (\$999999.999)

NASPO ValuePoint Detailed Sales Reporting Template - 2017

Contractor:

Quarter:

No Quarterly Sales

Vendor Name	Vendor Contract Number	State	Customer Type	Bill to Name	Bill to Address	Bill to City	Bill to Zipcode	Order Number	Customer PO Number	Customer Number	Order Type	PO Date	Invoice Date	Invoice Number	Category Number	Category Description	Labor Category	NASPO ValuePoint Labor Category	Number of Hours	Total Price	Admin Fee
Ameda, Inc.	CA-12345	CA	Local Gov't	A37565 COUN	725 EAST SA	SAN JOSE	95126	Sales Order #40356934	A37565	Invoice	3/3/2017	3/17/2017	21326	Category One	Specifications /Scope of Work Review	Acquisition Support Specialist III		\$400.00	50	\$20,000.00	\$50.00
Ameda, Inc.	CA-12345	CA	K-12	A73613 STAT	PO BOX 9973	SACRAMENT	00009-5899	Sales Order # 16-PO-00515	A73613	Invoice	3/2/2017	3/17/2017	21328	Category Five	Cost & Pricing Analysis	Analyst II		\$500.00	55	\$27,500.00	\$68.75

Attachments E-H: Additional Participating States' Terms and Conditions

Some States listed in Section 1.7 may have included special or unique terms and conditions for their state that will govern their state Participating Addendum. These terms and conditions are being provided as a courtesy to proposers to indicate which additional terms and conditions may be incorporated into the state Participating Addendum after award of the Master Agreement. The Lead State will not address questions or concerns or negotiate other States' terms and conditions. The Participating States shall negotiate these terms and conditions directly with the supplier. State-specific terms and conditions are included in Attachments E-H.

Attachment E: Additional Terms and Conditions - Maryland

V. REQUIRED STATE OF MARYLAND CONTRACTUAL PROVISIONS

The State of Maryland requires the use of the following contractual terms and conditions in a solicitation and reserves to right to modify, add, or delete these or any other needed terms and conditions at the appropriate time that any PA may be negotiated.

These contractual terms and conditions shall be applicable to any Offeror and are required for the State or any State Authorized User's participation in any joint or cooperative procurement conducted by another state.

A. CODE OF MARYLAND REGULATIONS (COMAR)

The Code of Maryland Regulations; Title 21. State Procurement Regulations; Subtitle 07. Contract Terms and Conditions; Chapter 21.07.01. Mandatory Contract Provisions – All Contracts (except as provided under COMAR 21.05.07, 21.07.02, and 21.07.03) shall apply to any contract entered into between a vendor and the State of Maryland under this solicitation.

B. AUTHORIZATION TO CONDUCT BUSINESS IN THE STATE

A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a limited liability partnership shall be authorized to transact business in the State as a domestic or foreign business entity if so required by the Code of Maryland or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the State, if so required, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section, in addition to any other available remedy.

C. NON-DISCRIMINATION

1. During the performance of this contract, the contractor agrees as follows:
 - a.) The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b.) The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
 - c.) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
2. The contractor will include the provisions of the foregoing paragraphs a, b and c in every subcontract or purchase order, so that the provisions will be binding upon each subcontractor or vendor.
3. Maryland public bodies do not discriminate against faith-based organizations, or against any bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by Maryland law.

D. IMMIGRATION REFORM AND CONTROL ACT OF 1986

By entering into a written contract with the State of Maryland, the contractor certifies that it does not, and shall not, during the performance of this contract, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.

E. CONTINGENT FEE PROHIBITION

The contractor, architect, or engineer (as applicable) warrants that it has not employed or retained any person, partnership, corporation, or other entity, other than a bona fide employee or agent working for the contractor, architect, or engineer, to solicit or secure this agreement, and that it has not paid or agreed to pay any person, partnership, corporation, or other entity, other than a bona fide employee or agent, any fee or any other consideration contingent on the making of this agreement.

F. MULTI-YEAR CONTRACTS CONTINGENT UPON APPROPRIATIONS

If the General Assembly fails to appropriate funds or if funds are not otherwise made available for continued performance for any fiscal period of this Contract succeeding the first fiscal period, this Contract shall be cancelled automatically as of the beginning of the fiscal year for which funds were not appropriated or otherwise made available; provided, however, that this will not affect either the State's rights or the Contractor's rights under any termination clause in this Contract. The effect of termination of the Contract hereunder will be to discharge both the Contractor and the State from

future performance of the Contract, but not from their rights and obligations existing at the time of termination. The Contractor shall be reimbursed for the reasonable value of any non-recurring costs incurred but not amortized in the price of the Contract. The State shall notify the Contractor as soon as it has knowledge that funds may not be available for the continuation of this Contract for each succeeding fiscal period beyond the first.

G. TERMINATION FOR DEFAULT

If the Contractor fails to fulfill its obligations under this Contract properly and on time, or otherwise violates any provision of the Contract, the State may terminate the contract by written notice to the Contractor. The notice shall specify the acts or omissions relied upon as cause for termination. All finished or unfinished work provided by the Contractor shall, at the State's option, become the State's property. The State shall pay the Contractor fair and equitable compensation for satisfactory performance prior to receipt of notice of termination, less the amount of damages caused by the Contractor's breach. If the damages are more than the compensation payable to the Contractor, the Contractor will remain liable after termination and the State can affirmatively collect damages. Termination hereunder, including the determination of the rights and obligations of the parties, shall be governed by the provisions of COMAR 21.07.01.11B.

H. TERMINATION FOR CONVENIENCE

The performance of work under this Contract may be terminated by the State, in accordance with this clause in whole, or from time to time in part, whenever the State shall determine that such termination is in the best interest of the State. The State will pay all reasonable costs associated with the contract that the Contractor has incurred up to the date of termination and all reasonable costs associated with termination of the Contract. However, the Contractor shall not be reimbursed for any anticipatory profits that have not been earned up to the date of termination. Termination hereunder, including the determination of the rights and obligations of the parties, shall be governed by the provisions of COMAR 21.07.01.12A(2).

I. DELAYS AND EXTENSIONS OF TIME

The Contractor agrees to prosecute the work continuously and diligently and no charges or claims for damages shall be made by it for any delays or hindrances from any cause whatsoever during the progress of any portion of the work specified in this Contract. Time extensions will be granted only for excusable delays that arise from unforeseeable causes beyond the control and without the fault or negligence of the Contractor, including but not restricted to, acts of God, acts of the public enemy, acts of the State in either its sovereign or contractual capacity, acts of another Contractor in the performance of a contract with the State, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, or delays of subcontractors or suppliers arising from unforeseeable causes beyond the control and without the fault or negligence of either the Contractor or the subcontractors or suppliers.

J. DEBARMENT STATUS

By participating in this contract, the contractor certifies that it is not currently debarred by the State of Maryland from submitting a response for the type of goods or services covered by this contract. The contractor further certifies that it is not debarred from filling any order or accepting any resulting order, and that it is not an agent of any person or entity that is currently debarred by the State of Maryland.

K. DRUG-FREE WORKPLACE

During the performance of this contract, the contractor agrees to:

1. provide a drug-free workplace for its employees;

2. post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition;
3. state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and
4. include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor.
5. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

L. ASSIGNMENT OF CONTRACT

Contracts and purchase orders with the State of Maryland shall not be assignable by the contractor in whole or in part without the written consent of the State.

M. eMM BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS

A contractor providing goods or services to the State of Maryland shall participate in the State's Internet e-procurement solution, hereinafter referred to as "eMM" by completing the eMM Vendor Registration at <https://emaryland.buyspeed.com/> or any then-current-URL. All contractors must register in eMM and may need to pay any nominal Vendor Transaction Fee that may be in effect at the time an order is received, before they may fulfill an order for the State.

N. PAYMENT

Payments to the Contractor pursuant to the Contract shall be made no later than thirty (30) days after the State's receipt of a proper invoice from the Contractor. Each such invoice must reflect the Contractor's federal tax identification number. Charges for late payment of invoices other than as prescribed by Title 15, Subtitle 1 of the State Finance and Procurement Article, Annotated Code of Maryland, or by the Public Service Commission of Maryland with respect to regulated public utilities, as applicable, are prohibited.

1. To Prime Contractor:

- a.) Contractor shall submit invoices for items ordered, delivered and accepted directly to the payment address shown on the purchase order or contract. All invoices shall show the state contract number, purchase order number, and social security number (for individual contractors) or federal employer identification number (for proprietorships, partnerships, and corporations).
- b.) Any payment terms requiring payment in less than thirty (30) days will be regarded as requiring payment thirty (30) days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than thirty (30) days, however.
- c.) All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public body is being billed.
- d.) The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Maryland Fair Debt Collection Practices Act.

- e.) **Unreasonable Charges.** Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, final payment in full is contingent on a determination that all invoiced charges are reasonable. Charges that appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the State shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve a Maryland state agency or agency of local government of its prompt payment obligations with respect to those charges that are not in dispute.

2. To Subcontractors:

- a.) A contractor awarded a contract under this solicitation is hereby obligated:
1. To pay the subcontractors within seven (7) days of the contractor's receipt of payment from the State, for the proportionate share of the payment received for work performed by the subcontractors under the contract; or
 2. To notify the State and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.
- b.) The contractor is obligated to pay the subcontractors interest at the rate of one percent (1%) per month (unless otherwise provided in this contract) on all amounts owed by the contractor that remain unpaid seven days following receipt of payment from the State, except for amounts withheld as stated in 2. above. The date of mailing of any payment by U.S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the State.

O. NOVATION OR CHANGE OF NAME

A contract with the State of Maryland is not transferable or otherwise assignable without the written consent of the State procurement officer, who, prior to granting consent, shall determine whether the proposed transfer or assignment is in the best interest of the State. If the State procurement officer determines that the proposed transfer or assignment is in the best interest of the State, before the State procurement officer consents to a transfer or assignment, the contractor (transferor) and the transferee shall enter into a novation agreement with the State procurement officer in which the transferee agrees to complete the contract affidavit and assumes all of the transferor's obligations, and the transferor waives all rights under the contract as against the State. A contractor that intends to change its name shall notify the State procurement officer and agree to enter into an agreement with the State procurement officer that reflects the change of name and provides that no other terms of the contract are changed.

P. APPLICABLE LAWS AND COURTS

This contract shall be governed in all respects by the laws of the State of Maryland, without reference to its choice of law rules. Any litigation involving a Maryland public body shall be brought in the Circuit Court for the City of Annapolis, Maryland. The contractor shall comply with all applicable federal, state and local laws, rules and regulations.

Q. CHANGES IN SCOPE

The State shall retain the unilateral right to require changes in the scope of services provided under the Contract so long as such changes are within the general scope of work to be performed under the Contract.

R. ETHICS IN PUBLIC CONTRACTING

By fulfilling an order placed by the State, the contractor certifies that they have not engaged in collusion or fraud in relation to any aspect of this contract, or its contract with the lead state or other entity that conducted the procurement upon which this contract is based, and that it has not offered or received any kickbacks or inducements to or from any other bidder, offeror, supplier, manufacturer, or subcontractor in connection with this contract or procurement. The contractor also certifies that it has not conferred on any public employee having responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

THE STATE RESERVES THE RIGHT TO ADD, DELETE, OR NEGOTIATE ANY OF THE ABOVE OR ANY ADDITIONAL REQUIRED CONTRACTUAL PROVISIONS AT SUCH TIME THAT A PARTICIPATING ADDENDUM MAY BE EXECUTED, IF ANY, FOR USE OF ANY RESULTING CONTRACTS BY THE STATE.

Attachment F: Additional Terms and Conditions - Montana

State Terms and Conditions

ACCESS AND RETENTION OF RECORDS: Contractor agrees to provide the department, Legislative Auditor, or their authorized agents, access to any records necessary to determine contract compliance. (Section 18-1-118, MCA). Contractor agrees to create and retain records supporting the services rendered or supplies delivered for a period of eight years after either the completion date of the contract or the conclusion of any claim, litigation, or exception relating to the contract taken by the State of Montana or third party.

ASSIGNMENT, TRANSFER AND SUBCONTRACTING: Contractor shall not assign, transfer or subcontract any portion of the contract without the express written consent of the department. (Section 18-4-141, MCA.)

COMPLIANCE WITH LAWS: Contractor shall, in performance of work under this Contract, fully comply with all applicable federal, state, or local laws, rules, regulations, and executive orders including but not limited to, the Montana Human Rights Act, the Equal Pay Act of 1963, the Civil Rights Act of 1964, the Age Discrimination Act of 1975, the Americans with Disabilities Act of 1990, and Section 504 of the Rehabilitation Act of 1973. Contractor is the employer for the purpose of providing healthcare benefits and paying any applicable penalties, fees and taxes under the Patient Protection and Affordable Care Act [P.L. 111-148, 124 Stat. 119]. Any subletting or subcontracting by Contractor subjects subcontractors to the same provisions. In accordance with 49-3-207, MCA, and Executive Order No. 04-2016 Contractor agrees that the hiring of persons to perform this Contract will be made on the basis of merit and qualifications and there will be no discrimination based on race, color, sex, pregnancy, childbirth or medical conditions related to pregnancy or childbirth, political or religious affiliation or ideas, culture, creed, social origin or condition, genetic information, sexual orientation, gender identity or expression, national origin, ancestry, age, disability, military service or veteran status, or marital status by the persons performing this Contract.

HOLD HARMLESS/INDEMNIFICATION: Contractor agrees to protect, defend, and save the State, its elected and appointed officials, agents, and employees, while acting within the scope of their duties as such, harmless from and against all claims, demands, causes of action of any kind or character, including the cost of defense thereof, arising in favor of Contractor's employees or third parties on account of bodily or personal injuries, death, or damage to property arising out of services performed or omissions of services or in any way resulting from the acts or omissions of Contractor and/or its agents, employees, representatives, assigns, subcontractors, except the sole negligence of the State, under this agreement.

REDUCTION OF FUNDING: State must by law terminate this Contract if funds are not appropriated or otherwise made available to support State's continuation of performance of this Contract in a subsequent fiscal period. (18-4-313(4), MCA) If state or federal government funds are not appropriated or otherwise made available through the state budgeting process to support continued performance of this Contract (whether at an initial contract payment level or any contract increases to that initial level) in subsequent fiscal periods, State shall terminate this Contract as required by law. State shall provide Contractor the date State's termination shall take effect. State shall not be liable to Contractor for any payment that would have been payable had the Contract not been terminated under this provision. As stated above, State shall be liable to Contractor only for the payment, or prorated portion of that payment, owed to Contractor up to the date State's termination takes effect. This is Contractor's sole remedy. State shall not be liable to Contractor for any other payments or damages arising from termination under this section, including but not limited to general, special, or consequential damages such as lost profits or revenues.

VENUE: This solicitation is governed by the laws of Montana. The parties agree that any litigation concerning this bid, request for proposal, limited solicitation, or subsequent contract, must be brought in the First Judicial District in and for the County of Lewis and Clark, State of Montana, and each party shall pay its own costs and attorney fees. (Section 18-1-401, MCA.)

TAX EXEMPTION: State of Montana is exempt from Federal Excise Taxes (#81-0302402) except as otherwise provided in the federal Patient Protection and Affordable Care Act [P.L. 111-148, 124 Stat. 119].

STATE OF MONTANA ADMINISTRATIVE FEE: The State of Montana assesses an Administrative Fee of one and one-half percent (1.50%) for all net sales (sales less credits and returns) made under this PA. The prices

paid to Contractor must include the 1.5% Administrative Fee. The Contractor shall remit this Administrative Fee concurrent with the Required Usage Reporting described below. The Administrative Fee must be submitted by ACH along with email notification to the State of Montana Contracts Officer. This Administrative Fee is effective upon execution of this Participating Addendum.

REQUIRED REPORTING: Contractor shall submit quarterly reports to the Contracts Officer (CO) assigned by the State to manage this contract. Contractor shall provide CO with an electronic usage report (Excel), which must list the following information at the minimum: purchasing entity; description of items purchased; date of purchase; contract price; and the extended price for each transaction. These reports are due no more than 30 days after the end of the quarter.

First Quarter:	July 1 through September 30
Second Quarter:	October 1 through December 31
Third Quarter:	January 1 through March 31
Fourth Quarter:	April 1 through June 30

Federal Terms and Conditions (Non-Construction)

1. NONDISCRIMINATION

The Contractor agrees that no person shall be denied benefits of, or otherwise be subjected to discrimination in connection with the Contractor's performance under this contract, on the ground of race, religion, color, national origin, sex or handicap. Accordingly, and to the extent applicable, the Contractor agrees to comply with the following:

- a. On the basis of race, color or national origin, in Title VI of the Civil Rights Act of 1964 (42 U.S.C. Section 2000d et seq.) as implemented by DoD regulations at 32 CFR part 195.
- b. On the basis of race, color, religion, sex, or national origin, in Executive Order 11246 {3 CFR, 1964-1965 Comp. pg. 339}, as implemented by Department of Labor regulations at 41 CFR part 60.
- c. On the basis of sex or blindness, in Title IX of the Education Amendments of 1972 (20 U.S.C. 1681, et seq.), as implemented by DoD regulations at 32 CFR part 196.
- d. On the basis of age, in The Age Discrimination Act of 1975 (42 U.S.C. Section 6101 et seq.), as implemented by Department of Health and Human Services regulations at 45 CFR part 90.
- e. On the basis of handicap, in Section 504 of the Rehabilitation Act of 1973 (29 U.S.C. 794), as implemented by Department of Justice regulations at 28 CFR part 41 and DoD regulations at 32 CFR part 56.

2. LOBBYING

a. The Contractor agrees that it will not expend any funds appropriated by Congress to pay any person for influencing or attempting to influence an officer or employee of any agency, or a Member of Congress in connection with any of the following covered Federal actions: the awarding of any Federal contract; the making of any Federal grant; the making of any Federal loan; the entering into of any cooperative agreement; and, the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

b. The Final Rule, New Restrictions on Lobbying, issued by the Office of Management and Budget and the Department of Defense (32 CFR Part 28) to implement the provisions of Section 319 of Public Law 101-121 (31 U.S.C. Section 1352) is incorporated by reference and the State agrees to comply with all the provisions thereof, including any amendments to the Interim Final Rule that may hereafter be issued.

3. DRUG-FREE WORK PLACE

The Contractor agrees to comply with the requirements regarding drug-free workplace requirements in Subpart B of 32 CFR part 26, which implements sec. 5151-5160 of the Drug-Free Workplace Act of 1988 (Public Law 100-690, Title V, Subtitle D; 41 U.S.C. 701, et seq.).

4. ENVIRONMENTAL PROTECTION

a. The Contractor agrees that its performance under this contract shall comply with:

- (1) The requirements of Section 114 of the Clean Air Act (42 U.S.C. Section 7414);
- (2) Section 308 of the Federal Water Pollution Control Act (33 U.S.C. Section 1318), that relates generally to inspection, monitoring, entry reports, and information, and with all regulations and guidelines issued thereunder;
- (3) The Resources Conservation and Recovery Act (RCRA);
- (4) The Comprehensive Environmental Response, Compensation and Liabilities Act (CERCLA);
- (5) The National Environmental Policy Act (NEPA);
- (6) The Solid Waste Disposal Act (SWDA);
- (7) The applicable provisions of the Clean Air Act (42 U.S.C. 7401, et seq.) and Clean Water Act (33 U.S.C. 1251, et seq.), as implemented by Executive Order 11738 and Environmental Protection Agency (EPA) rules at 40 CFR Part 31;
- (8) To identify any impact this contract may have on the quality of the human environment and provide help as needed to comply with the National Environmental Policy Act (NEPA, at 42 U.S.C. 4321, et seq.) and any applicable federal, state or local environmental regulation.

b. In accordance with the EPA rules, the parties further agree that the Contractor shall also identify to the state any impact this contract may have on:

- (1) The quality of the human environment, and provide help the agency may need to comply with the National Environmental Policy Act (NEPA, at 42 U.S.C 4321, et seq.) and to prepare Environment Impact Statements or other required environmental documentation. In such cases, the recipient agrees to take no action that will have an adverse

environmental impact (e.g., physical disturbance of a site such as breaking of ground) until the agency provides written notification of compliance with the environmental impact analysis process.

(2) Flood-prone areas, and provide help the agency may need to comply with the National Flood Insurance Act of 1968 and Flood Disaster Protection Act of 1973 (42 U.S.C. 4001, et seq.), which require flood insurance, when available, for federally assisted construction or acquisition in flood-prone areas.

(3) Coastal zones, and provide help the agency may need to comply with the Coastal Zone Management Act of 1972 (16 U.S.C. 1451, et seq.), concerning protection of U.S. coastal resources.

(4) Coastal barriers, and provide help the agency may need to comply with the Coastal Barriers Resource Act (16 U.S.C. 3501 et seq.), concerning preservation of barrier resources.

(5) Any existing or proposed component of the National Wild and Scenic Rivers System, and provide help the agency may need to comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. 1271 et seq.).

Underground sources of drinking water in areas that have an aquifer that is the sole or principal drinking water source, and provide help the agency may need to comply with the Safe Drinking Water Act (42 U.S.C 300H-3).

(6) Underground sources of drinking water in areas that have an aquifer that is the sole or principal drinking work source, and provide help the agency may need to comply with the Safe Drinking Water Act (42 U.S.C 300H-3)

5. USE OF UNITED STATES FLAG VESSELS

a. The Contactor agrees that travel under this contract shall use U.S.-flag air carriers (air carriers holding certificates under 49 U.S.C. 41102) for international air transportation of people and property to the extent that such service is available, in accordance with the International Air Transportation Fair Competitive Practices Act of 1974 (49 U.S.C. 40118) and the inter-operative guidelines issued by the Comptroller General of the United States in the March 31, 1981, amendment to Comptroller General Decision B138942.

b. The Contactor agrees that it will comply with the Cargo Preference Act of 1954 (46 U.S.C. 1241), as implemented by Department of Transportation regulation at 46 CFR 381.7, and 46 CFR 381.7(b).

6. DEBARMENT AND SUSPENSION

a. The Contractor shall not make any award or permit any award (sub-contract or contract) at any tier to any party which is debarred or suspended or is otherwise excluded from or ineligible for participation in Federal assistance programs under Executive Order 12549, "Debarment and Suspension.

b. The Contractor agrees to comply with the requirements regarding debarment and suspension in Subpart C of the OMB guidance in 2 CFR part 180, as implemented by the DoD in 2 CFR part 1125. The Contractor shall comply with 2 CFR Part 1125 by checking the Excluded Parties List System (EPLS) at www.sam.gov to verify Contractor eligibility to receive contracts and subcontracts resulting from this Agreement. The Contractor shall not solicit offers from, nor award contracts to Contractors listed in EPLS. This verification shall be documented in the Contractor's contract files, and shall be subject to audit by federal/State audit agencies

The Contractor agrees to communicate the requirement to comply with Subpart C to persons at the next lower tier with whom the Contractor enters into transactions that are "covered transactions" under Subpart B of 2 CFR part 180 and the DoD implementation in 2 CFR part 1125.

7. BUY AMERICAN ACT

The Contractor agrees that it will not expend any funds appropriated by Congress without complying with The Buy American Act (41 U.S.C. 10a et seq). The Buy American Act gives preference to domestic end products and domestic construction material. In addition, the Memorandum of Understanding between the United States of America and the European Economic Community on Government Procurement, and the North American Free Trade Agreement (NAFTA), provide that EEC and NAFTA end products and construction materials are exempted from application of the Buy American Act.

8. UNIFORM RELOCATION ASSISTANCE AND REAL PROPERTY POLICES

The Contractor agrees that it will comply with CFR 49 part 24, which implements the provisions of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (42 U.S.C. § 4601 et seq.) and provides for fair and equitable treatment of persons displaced by federally assisted programs or persons whose property is acquired as a result of such programs.

9. COPELAND "ANTI-KICKBACK" ACT

The Contractor agrees that it will comply with the Copeland "Anti-Kickback" Act (18 U.S.C. 874) as supplemented in Department of Labor regulations (29 CFR Part 3). As applied to this contract, the Copeland "Anti-Kickback" Act makes it unlawful to induce, by force, intimidation, threat or procuring dismissal from employment, or otherwise, any person employed in the construction or repair of public buildings or public works, financed in whole or in part by the United States, to give up any part of the compensation to which that person is entitled under a contract of employment.

10. CONTRACT WORK HOURS AND SAFETY STANDARDS

The Contractor agrees that it will comply with Sections 103 and 107 of the Contract Work Hours and Safety Standards Act.(40 U.S.C. 327-330) as supplemented by Department of Labor regulations (29 CFR Part 5). As applied to this agreement, the Contract Work Hours and Safety Standards Act specifies that no laborer or mechanic doing any part of the work contemplated by this agreement shall be required or permitted to work more than 40 hours in any workweek unless paid for all additional hours at not less than 1 1/2 times the basic rate of pay.

11. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT

Any discovery or invention that arises during the course of the contract shall be reported to the non-Federal entity. Contractor must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

12. CLEAN AIR ACT (42 U.S.C. 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. 1251-1387), AS AMENDED

Any Contract or subcontract in excess of \$150,000 must comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251-1387). Violations must be reported to the State who in turn will report to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

13. BYRD ANTI-LOBBYING AMENDMENT (31 U.S.C. 1352)

Contractors that bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

14. PROCUREMENT OF RECOVERED MATERIALS

Contractors must comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at [40 CFR part 247](#) that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Attachment G: Additional Terms and Conditions - Utah

**ATTACHMENT A: STANDARD TERMS AND CONDITIONS FOR SERVICES
STATE OF UTAH COOPERATIVE CONTRACT**

This is a State of Utah Cooperative Contract ("State Cooperative Contract") for services (including professional services), meaning the furnishing of labor, time, or effort by a contractor. This State Cooperative Contract is the result of a cooperative procurement for the benefit of Eligible Users and may be used by Eligible Users without the Eligible Users signing a participating addendum.

1. **DEFINITIONS:** The following terms shall have the meanings set forth below:
 - a) **"Confidential Information"** means information that is deemed as confidential under applicable state and federal laws, including personal information. The Eligible Users shall have the right to identify, during and after this Contract, additional types of categories of information that must be kept confidential under federal and state laws by Contractor.
 - b) **"Contract"** means either: (i) the Contract Signature Page(s), including all referenced attachments and documents incorporated by reference, or (ii) the Solicitation and the Proposal when accepted and signed by the Division. The format of the Contract, as described in the prior sentence, will be at the sole option of the Division. Additionally, the term "Contract" may include any purchase orders issued by the Division that result from this Contract.
 - c) **"Contract Signature Page(s)"** means the State of Utah cover page(s) that the Division and Contractor sign.
 - d) **"Contractor"** means the individual or entity delivering the Services identified in this Contract. The term "Contractor" shall include Contractor's agents, officers, employees, and partners.
 - e) **"Custom Deliverable"** means the Work Product that Contractor is required to deliver to DTS under this Contract.
 - f) **"Division"** means the State of Utah Division of Purchasing.
 - g) **"Eligible User(s)"** means those authorized to use State Cooperative Contracts and includes the State of Utah's government departments, institutions, agencies, political subdivisions (e.g., colleges, school districts, counties, cities, etc.), and, as applicable, nonprofit organizations, agencies of the federal government, or any other entity authorized by the laws of the State of Utah to participate in State Cooperative Contracts.
 - h) **"End User Agreement"** means any agreement that Eligible Users are required to sign in order to participate in this Contract including an end user agreement, customer agreement, memorandum of understanding, statement of work, lease agreement, service level agreement, or any other named separate agreement.
 - i) **"Services"** means the furnishing of labor, time, or effort by Contractor pursuant to this Contract. Services shall include, but are not limited to, all of the deliverable(s) and Custom Deliverable that result from Contractor performing the Services pursuant to this Contract. Services include those professional services identified in Section 63G-6a-103 of the Utah Procurement Code.
 - j) **"Proposal"** means Contractor's response to the Division's Solicitation.
 - k) **"Solicitation"** means the documents used by the Division to obtain Contractor's Proposal.
 - l) **"State of Utah"** means the State of Utah, in its entirety, including its institutions, agencies, departments, divisions, authorities, instrumentalities, boards, commissions, elected or appointed officers, employees, agents, and authorized volunteers.
 - m) **"Subcontractors"** means subcontractors or subconsultants at any tier that are under the direct or indirect control or responsibility of the Contractor, and includes all independent contractors, agents, employees, authorized resellers, or anyone else for whom the Contractor may be liable at any tier, including a person or entity that is, or will be, providing or performing an essential aspect of this Contract, including Contractor's manufacturers, distributors, and suppliers.
 - n) **"Work Product"** means every invention, modification, discovery, design, development, customization, configuration, improvement, process, software program, work of authorship, documentation, formula, datum, technique, know how, secret, or intellectual property right whatsoever or any interest therein (whether patentable or not patentable or registerable under copyright or similar statutes or subject to analogous protection) that is specifically made, conceived, discovered, or reduced to practice by Contractor or Contractor's Subcontractors (either alone or with others) pursuant to this Contract. Work Product shall be considered a work made for hire under federal, state, and local laws; and all interest and title shall be transferred to and owned by DTS. Notwithstanding anything in the immediately preceding sentence to the contrary, Work Product does not include any DTS intellectual property, Contractor's intellectual property (that it owned or licensed prior to this Contract) or Third Party intellectual property.
2. **GOVERNING LAW AND VENUE:** This Contract shall be governed by the laws, rules, and regulations of the State of Utah. Any action or proceeding arising from this Contract shall be brought in a court of competent jurisdiction in the State of Utah. Venue shall be in Salt Lake City, in the Third Judicial District Court for Salt Lake County.
3. **LAWS AND REGULATIONS:** At all times during this Contract, Contractor and all Procurement Items delivered and/or performed under this Contract will comply with all applicable federal and state constitutions, laws, rules, codes, orders, and regulations, including applicable licensure and certification requirements. If this Contract is funded by federal funds, either in whole or in part, then any federal regulation related to the federal funding, including CFR Appendix II to Part 200, will supersede this Attachment A.
4. **RECORDS ADMINISTRATION:** Contractor shall maintain or supervise the maintenance of all records necessary to properly account for Contractor's performance and the payments made by Eligible Users to Contractor under this Contract. These records shall be retained by Contractor for at least six (6) years after final payment, or until all audits initiated within the six (6) years have been completed, whichever is later. Contractor agrees to allow, at no additional cost, State of Utah auditors, federal auditors, Eligible Users or any firm identified by the Division, access to all such records. Contractor must refund to the Division any overcharges brought to Contractor's attention by the Division or the Division's auditor and Contractor is not permitted to offset identified overcharges by alleged undercharges to Eligible Users.
5. **CERTIFY REGISTRATION AND USE OF EMPLOYMENT "STATUS VERIFICATION SYSTEM":** This "Status Verification System" requirement, also referred to as "E-Verify", only applies to contracts issued through a Request for Proposal process and to sole sources that are included within a Request for Proposal.

1. Contractor certifies as to its own entity, under penalty of perjury, that Contractor has registered and is participating in the Status Verification System to verify the work eligibility status of Contractor's new employees that are employed in the State of Utah in accordance with applicable immigration laws.
2. Contractor shall require that each of its Subcontractors certify by affidavit, as to their own entity, under penalty of perjury, that each Subcontractor has registered and is participating in the Status Verification System to verify the work eligibility status of Subcontractor's new employees that are employed in the State of Utah in accordance with applicable immigration laws.
3. Contractor's failure to comply with this section will be considered a material breach of this Contract.
6. **CONFLICT OF INTEREST:** Contractor represents that none of its officers or employees are officers or employees of the Division or of the State of Utah, unless disclosure has been made to the Division.
7. **INDEPENDENT CONTRACTOR:** Contractor and Subcontractors, in the performance of this Contract, shall act in an independent capacity and not as officers, employees, or agents of the State Entity or the State of Utah.
8. **INDEMNITY:** Contractor shall be fully liable for the actions of its agents, employees, officers, partners, and Subcontractors, and shall fully indemnify, defend, and save harmless the Division, Eligible Users, and the State of Utah from all claims, losses, suits, actions, damages, and costs of every name and description arising out of Contractor's performance of this Contract caused by any intentional act or negligence of Contractor, its agents, employees, officers, partners, or Subcontractors, without limitation; provided, however, that the Contractor shall not indemnify for that portion of any claim, loss, or damage arising hereunder due to the sole fault of the Division, Eligible Users, or the State of Utah. The parties agree that if there are any limitations of the Contractor's liability, including a limitation of liability clause for anyone for whom the Contractor is responsible, such limitations of liability will not apply to injuries to persons, including death, or to damages to property.
9. **EMPLOYMENT PRACTICES:** Contractor agrees to abide by the following employment laws: (i) Title VI and VII of the Civil Rights Act of 1964 (42 U.S.C. 2000e), which prohibits discrimination against any employee or applicant for employment or any applicant or recipient of services, on the basis of race, religion, color, or national origin; (ii) Executive Order No. 11246, as amended, which prohibits discrimination on the basis of sex; (iii) 45 CFR 90, which prohibits discrimination on the basis of age; (iv) Section 504 of the Rehabilitation Act of 1973, or the Americans with Disabilities Act of 1990, which prohibits discrimination on the basis of disabilities; and (v) Utah's Executive Order, dated December 13, 2006, which prohibits unlawful harassment in the workplace. Contractor further agrees to abide by any other laws, regulations, or orders that prohibit the discrimination of any kind by any of Contractor's employees.
10. **AMENDMENTS:** This Contract may only be amended by the mutual written agreement of the Division and Contractor, which amendment will be attached to this Contract. Automatic renewals will not apply to this Contract.
11. **DEBARMENT:** Contractor certifies that it is not presently nor has ever been debarred, suspended, or proposed for debarment by any governmental department or agency, whether international, national, state, or local. Contractor must notify the State Entity within thirty (30) days if debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in any contract by any governmental entity during this Contract.
12. **TERMINATION:** This Contract may be terminated, with cause by either party, in advance of the specified expiration date, upon written notice given by the other party. The party in violation will be given ten (10) days after written notification to correct and cease the violations, after which this Contract may be terminated for cause immediately and subject to the remedies below. This Contract may also be terminated without cause (for convenience), in advance of the specified expiration date, by the Division, upon thirty (30) days written termination notice being given to the Contractor. The Division and the Contractor may terminate this Contract, in whole or in part, at any time, by mutual agreement in writing. On termination of this Contract, all accounts and payments will be processed according to the financial arrangements set forth herein for Services properly performed prior to date of termination.

Contractor shall be compensated for the Services properly performed under this Contract up to the effective date of the notice of termination. Contractor agrees that in the event of such termination for cause or without cause, Contractor's sole remedy and monetary recovery from the State Entity or the State of Utah is limited to full payment for all Services properly performed as authorized under this Contract up to the date of termination as well as any reasonable monies owed as a result of Contractor having to terminate other contracts necessarily and appropriately entered into by Contractor pursuant to this Contract. In no event shall the State Entity be liable to the Contractor for compensation for any services neither requested by the State nor satisfactorily performed by the Contractor. In no event shall the State Entity's exercise of its right to terminate this Contract for convenience relieve the Contractor of any liability to the State Entity for any damages or claims arising under this Contract.

13. **NONAPPROPRIATION OF FUNDS, REDUCTION OF FUNDS, OR CHANGES IN LAW:** Upon thirty (30) days written notice delivered to the Contractor, this Contract may be terminated in whole or in part at the sole discretion of the Division, if the Division reasonably determines that: (i) a change in Federal or State legislation or applicable laws materially affects the ability of either party to perform under the terms of this Contract; or (ii) that a change in available funds affects the Divisions or the Eligible User's ability to pay Contractor. A change of available funds as used in this paragraph includes, but is not limited to, a change in Federal or State funding, whether as a result of a legislative act or by order of the President or the Governor.

If a written notice is delivered, the Eligible User will reimburse Contractor for the Services properly performed until the effective date of said notice. The Division, the Eligible User, and the State of Utah will not be liable for any performance, commitments, penalties, or liquidated damages that accrue after the effective date of said written notice.

14. **SALES TAX EXEMPTION:** The Services under this Contract will be paid for from the Eligible User's funds and may be used in the exercise of the Eligible User's essential functions. Upon request, the Eligible User will provide Contractor with its sales tax exemption number. It is Contractor's responsibility to request the Eligible User's sales tax exemption number. It also is Contractor's sole responsibility to ascertain whether any tax deduction or benefits apply to any aspect of this Contract.

15. **CONTRACTOR'S INSURANCE RESPONSIBILITY.** The Contractor shall maintain the following insurance coverage:
 - a. Workers' compensation insurance during the term of this Contract for all its employees and any Subcontractor employees related to this Contract. Workers' compensation insurance shall cover full liability under the workers' compensation laws of the jurisdiction in which the work is performed at the statutory limits required by said jurisdiction.
 - b. Commercial general liability [CGL] insurance from an insurance company authorized to do business in the State of Utah. The limits of the CGL insurance policy will be no less than one million dollars (\$1,000,000.00) per person per occurrence and three million dollars (\$3,000,000.00) aggregate per occurrence.
 - c. Commercial automobile liability [CAL] insurance from an insurance company authorized to do business in the State of Utah. The CAL insurance policy must cover bodily injury and property damage liability and be applicable to all vehicles used in your performance of Services under this Agreement whether owned, non-owned, leased, or hired. The minimum liability limit must be \$1 million per occurrence, combined single limit. The CAL insurance policy is required if Contractor will use a vehicle in the performance of this Contract.
 - d. Other insurance policies required in the Solicitation.

Certificate of Insurance, showing up-to-date coverage, shall be on file with the State before the Contract may commence.

The State reserves the right to require higher or lower insurance limits where warranted. Failure to provide proof of insurance as required will be deemed a material breach of this Contract. Contractor's failure to maintain this insurance requirement for the term of this Contract will be grounds for immediate termination of this Contract.

16. **RESERVED.**

17. **END USER AGREEMENT:** If Eligible Users are required by Contractor to sign an End User Agreement before participating in this Contract, then a copy of the End User Agreement must be attached to this Contract. The term of the End User Agreement shall not exceed the term of this Contract, and the End User Agreement will automatically terminate upon the completion or termination of this Contract. An End User Agreement must reference this Contract, and may not be amended or changed unless approved in writing by the Division. Eligible Users will not be responsible or obligated for any early termination fees if the End User Agreement terminates as a result of completion or termination of this Contract.
18. **LARGE VOLUME DISCOUNT PRICING:** Eligible Users may seek to obtain additional volume discount pricing for large orders provided Contractor is willing to offer additional discounts for large volume orders. No amendment to this Contract is necessary for Contractor to offer discount pricing to an Eligible User for large volume purchases.
19. **ELIGIBLE USER PARTICIPATION:** Participation under this Contract by Eligible Users is voluntarily determined by each Eligible User. Contractor agrees to supply each Eligible User with Services based upon the same terms, conditions and prices of this Contract.
20. **INDIVIDUAL CUSTOMERS:** Each Eligible User that purchases Services from this Contract will be treated as if they were individual customers. Each Eligible User will be responsible to follow the terms and conditions of this Contract. Contractor agrees that each Eligible User will be responsible for their own charges, fees, and liabilities. Contractor shall apply the charges to each Eligible User individually. The Division is not responsible for any unpaid invoice.
21. **QUANTITY ESTIMATES:** The Division does not guarantee any purchase amount under this Contract. Estimated quantities are for Solicitation purposes only and are not to be construed as a guarantee.
22. **PUBLIC INFORMATION:** Contractor agrees that this Contract, related purchase orders, related pricing documents, and invoices will be public documents, and may be available for public and private distribution in accordance with the State of Utah's Government Records Access and Management Act (GRAMA). Contractor gives the Division, the Eligible Users, and the State of Utah express permission to make copies of this Contract, related purchase orders, related pricing documents, and invoices in accordance with GRAMA. Except for sections identified in writing and expressly approved by the Division, Contractor also agrees that the Contractor's Proposal to the Solicitation will be a public document, and copies may be given to the public as permitted under GRAMA. The Division, Eligible Users, and the State of Utah are not obligated to inform Contractor of any GRAMA requests for disclosure of this Contract, related purchase orders, related pricing documents, and invoices.
23. **DELIVERY:** Time is of the essence for all deliveries made under this Contract. All deliveries under this Contract will be F.O.B. destination with all transportation and handling charges paid for by Contractor. Responsibility and liability for loss or damage will remain with Contractor until final inspection and acceptance, when responsibility will pass to the Eligible User, except as to latent defects or fraud. Contractor's failure to provide the Services by the required delivery date is deemed a material breach of this Contract. Contractor shall be responsible for the customary industry standard in packing and shipping any goods relating to these Services.
24. **REPORTS AND FEES:**
 1. **Administrative Fee:** Contractor agrees to provide a quarterly administrative fee to the State in the form of a Check or EFT payment. The fee will be payable to the "State of Utah Division of Purchasing" and will be sent to State of Utah, Division of Purchasing, 3150 State Office Building, Capitol Hill, PO Box 141061, Salt Lake City, UT 84114. The Administrative Fee will be the amount listed in the solicitation and will apply to all purchases (net of any returns, credits, or adjustments) made under this Contract.
 2. **Quarterly Reports:** Contractor agrees to provide a quarterly utilization report, reflecting net sales to the State during the associated fee period. The report will show the quantities and dollar volume of purchases by each agency and

political subdivision. The quarterly report will be provided in secure electronic format and/or submitted electronically to the Utah reports email address: salesreports@utah.gov.

3. **Report Schedule:** Quarterly utilization reports shall be made in accordance with the following schedule:

<u>Period End</u>	<u>Reports Due</u>
March 31	April 30
June 30	July 31
September 30	October 31
December 31	January 31

4. **Fee Payment:** After the Division receives the quarterly utilization report, it will send Contractor an invoice for the total quarterly administrative fee owed to the Division. Contractor shall pay the quarterly administrative fee within thirty (30) days from receipt of invoice.
5. **Timely Reports and Fees:** If the quarterly administrative fee is not paid by thirty (30) days of receipt of invoice or quarterly utilization reports are not received by the report due date, then Contractor will be in material breach of this Contract.
25. **ORDERING:** Orders will be placed by the Eligible User directly with Contractor. All orders will be shipped promptly in accordance with the terms of this Contract.
26. **ACCEPTANCE AND REJECTION:** The Eligible User shall have thirty (30) days after delivery of the Services to perform an inspection of the Services to determine whether the Services conform to the standards specified in the Solicitation and this Contract prior to acceptance of the Services by the Eligible User.
- If Contractor delivers nonconforming Services, the State Entity may, at its option and at Contractor's expense: (i) return any deliverable related to the Services for a full refund; (ii) require Contractor to promptly correct or reperform the nonconforming Services subject to the terms of this Contract; or (iii) obtain replacement Services from another source, subject to Contractor being responsible for any cover costs.
27. **INVOICING:** Contractor will submit invoices within thirty (30) days after the delivery date of the Service(s) to the Eligible User. The contract number shall be listed on all invoices, freight tickets, and correspondence relating to this Contract. The prices paid by the Eligible User will be those prices listed in this Contract, unless Contractor offers a discount at the time of the invoice. It is Contractor's obligation to provide correct and accurate invoicing. The Eligible User has the right to adjust or return any invoice reflecting incorrect pricing.
28. **PAYMENT:** Payments are to be made within thirty (30) days after a correct invoice is received. All payments to Contractor will be remitted by mail, electronic funds transfer, or by a Purchasing Card (major credit card). If payment has not been made after sixty (60) days from the date a correct invoice is received by the Eligible User, then interest may be added by Contractor as prescribed in the Utah Prompt Payment Act. The acceptance by Contractor of final payment, without a written protest filed with the Eligible User within ten (10) business days of receipt of final payment, shall release the Division, the Eligible User, and the State of Utah from all claims and all liability to the Contractor. The Eligible User's payment for the Services shall not be deemed an acceptance of the Services and is without prejudice to any and all claims that the Division, Eligible User, or the State of Utah may have against Contractor. The State of Utah, the Division, and the Eligible User will not allow the Contractor to charge end users electronic payment fees of any kind.
29. **TIME IS OF THE ESSENCE:** Services shall be completed by any applicable deadline stated in this Contract. For all Services, time is of the essence. Contractor shall be liable for all reasonable damages to the Eligible User and the State of Utah, and anyone for whom the State of Utah may be liable, as a result of Contractor's failure to timely perform the Services required under this Contract.
30. **CHANGES IN SCOPE:** Any changes in the scope of the Services to be performed under this Contract shall be in the form of a written amendment to this Contract, mutually agreed to and signed by both parties, specifying any such changes, fee adjustments, any adjustment in time of performance, or any other significant factors arising from the changes in the scope of Services.
31. **PERFORMANCE EVALUATION:** The Eligible User may conduct a performance evaluation of Contractor's Services, including Contractor's Subcontractors, if any. Results of any evaluation may be made available to the Contractor upon Contractor's request.
32. **STANDARD OF CARE:** The Services of Contractor and its Subcontractors shall be performed in accordance with the standard of care exercised by licensed members of their respective professions having substantial experience providing similar services which similarities include the type, magnitude, and complexity of the Services that are the subject of this Contract. Contractor shall be liable to the Eligible User and the State of Utah for claims, liabilities, additional burdens, penalties, damages, or third party claims (e.g., another Contractor's claim against the State of Utah), to the extent caused by wrongful acts, errors, or omissions that do not meet this standard of care.
33. **REVIEWS:** The Division and Eligible Users reserve the right to perform plan checks, plan reviews, other reviews, and/or comment upon the Services of Contractor. Such reviews do not waive the requirement of Contractor to meet all of the terms and conditions of this Contract.
34. **INDEMNIFICATION RELATING TO INTELLECTUAL PROPERTY:** Contractor will indemnify and hold the Division, the Eligible User, and the State of Utah harmless from and against any and all damages, expenses (including reasonable attorneys' fees), claims, judgments, liabilities, and costs in any action or claim brought against the Division, the Eligible User, or the State of Utah for infringement of a third party's copyright, trademark, trade secret, or other proprietary right. The parties agree that if there are any limitations of Contractor's liability, such limitations of liability will not apply to this section.
35. **OWNERSHIP IN INTELLECTUAL PROPERTY:** The Division, the Eligible User, and Contractor agree that each has no right, title, or interest, proprietary or otherwise, in the intellectual property owned or licensed by the other, unless otherwise agreed

upon by the parties in writing. All Services, documents, records, programs, data, articles, memoranda, and other materials not developed or licensed by Contractor prior to the execution of this Contract, but specifically manufactured under this Contract, shall be considered work made for hire, and Contractor shall transfer any ownership claim to the Eligible User.

36. **OWNERSHIP IN CUSTOM DELIVERABLES:** In the event that Contractor provides Custom Deliverables to DTS, pursuant to this Contract, Contractor grants the ownership in Custom Deliverables, which have been developed and delivered by Contractor exclusively for DTS and are specifically within the framework of fulfilling Contractor's contractual obligations under this contract. Custom Deliverables shall be deemed work made for hire, such that all intellectual property rights, title and interest in the Custom Deliverables shall pass to DTS, to the extent that the Custom Deliverables are not recognized as work made for hire, Contractor hereby assigns to DTS any and all copyrights in and to the Custom Deliverables, subject to the following:

1. Contractor has received payment for the Custom Deliverables,
2. Each party will retain all rights to patents, utility models, mask works, copyrights, trademarks, trade secrets, and any other form of protection afforded by law to inventions, models, designs, technical information, and applications ("Intellectual Property Rights") that it owned or controlled prior to the effective date of this contract or that it develops or acquires from activities independent of the services performed under this contract ("Background IP"), and
3. Contractor will retain all right, title, and interest in and to all Intellectual Property Rights in or related to the services, or tangible components thereof, including but not limited to (a) all know-how, intellectual property, methodologies, processes, technologies, algorithms, software, or development tools used in performing the Services (collectively, the "Utilities"), and (b) such ideas, concepts, know-how, processes and reusable reports, designs, charts, plans, specifications, documentation, forms, templates, or output which are supplied or otherwise used by or on behalf of Contractor in the course of performing the Services or creating the Custom Deliverables, other than portions that specifically incorporate proprietary or Confidential Information or Custom Deliverables of DTS (collectively, the "Residual IP"), even if embedded in the Custom Deliverables.
4. Custom Deliverables, not including Contractor's Intellectual Property Rights, Background IP, and Residual IP, may not be marketed or distributed without written approval by DTS.

Contractor agrees to grant to DTS a perpetual, irrevocable, royalty-free license to use Contractor's Background IP, Utilities, and Residual IP, as defined above, solely for DTS and the State of Utah to use the Custom Deliverables. DTS reserves a royalty-free, nonexclusive, and irrevocable license to reproduce, publish, or otherwise use and to authorize others to use, for DTS's and the State of Utah's internal purposes, such Custom Deliverables. For the Goods delivered that consist of Contractor's scripts and code and are not considered Custom Deliverables or Work Product, for any reason whatsoever, Contractor grants DTS a non-exclusive, non-transferable, irrevocable, perpetual right to use, copy, and create derivative works from such, without the right to sublicense, for DTS's and the State of Utah's internal business operation under this Contract. DTS and the State of Utah may not participate in the transfer or sale of, create derivative works from, or in any way exploit Contractor's Intellectual Property Rights, in whole or in part.

37. **ASSIGNMENT:** Contractor may not assign, sell, transfer, subcontract or sublet rights, or delegate any right or obligation under this Contract, in whole or in part, without the prior written approval of the Division.
38. **DEFAULT AND REMEDIES:** Any of the following events will constitute cause for the Division to declare Contractor in default of this Contract: (i) Contractor's non-performance of its contractual requirements and obligations under this Contract; or (ii) Contractor's material breach of any term or condition of this Contract. The Division may issue a written notice of default providing a ten (10) day period in which Contractor will have an opportunity to cure. Time allowed for cure will not diminish or eliminate Contractor's liability for damages. If the default remains after Contractor has been provided the opportunity to cure, the Division may do one or more of the following: (i) exercise any remedy provided by law or equity; (ii) terminate this Contract; (iii) impose liquidated damages, if liquidated damages are listed in this Contract; (iv) debar/suspend Contractor from receiving future contracts from the Division or the State of Utah; or (v) demand a full refund of any payment that an Eligible User has made to Contractor under this Contract for Services that do not conform to this Contract.
39. **FORCE MAJEURE:** Neither party to this Contract will be held responsible for delay or default caused by fire, riot, act of God, and/or war which is beyond that party's reasonable control. The Division may terminate this Contract after determining such delay will prevent successful performance of this Contract.
40. **CONFIDENTIALITY:** If Confidential Information is disclosed to Contractor, Contractor shall: (i) advise its agents, officers, employees, partners, and Subcontractors of the obligations set forth in this Contract; (ii) keep all Confidential Information strictly confidential; and (iii) not disclose any Confidential Information received by it to any third parties. Contractor will promptly notify the Division and the relevant Eligible User of any potential or actual misuse or misappropriation of Confidential Information.

Contractor shall be responsible for any breach of this duty of confidentiality, including any required remedies and/or notifications under applicable law. Contractor shall indemnify, hold harmless, and defend the Division, the Eligible User, and the State of Utah, including anyone for whom the Division, the Eligible User, or the State of Utah is liable, from claims related to a breach of this duty of confidentiality, including any notification requirements, by Contractor or anyone for whom the Contractor is liable.

Upon termination or expiration of this Contract, Contractor will return all copies of Confidential Information to the Eligible User or certify in writing, that the Confidential Information has been destroyed. This duty of confidentiality shall be ongoing and survive the termination or expiration of this Contract.

41. **PUBLICITY:** Contractor shall submit to the Eligible User for written approval all advertising and publicity matters relating to this Contract. It is within the Eligible User's sole discretion whether to provide approval, which must be done in writing.

42. **CONTRACT INFORMATION:** During the duration of this Contract, the State of Utah Division of Purchasing is required to make available contact information of Contractor to the State of Utah Department of Workforce Services. The State of Utah Department of Workforce Services may contact Contractor during the duration of this Contract to inquire about Contractor's job vacancies.
43. **PROCUREMENT ETHICS:** Contractor understands that a person who is interested in any way in the sale of any supplies, services, construction, or insurance to the State of Utah is violating the law if the person gives or offers to give any compensation, gratuity, contribution, loan, reward, or any promise thereof to any person acting as a procurement officer on behalf of the State of Utah, or to any person in any official capacity who participates in the procurement of such supplies, services, construction, or insurance, whether it is given for their own use or for the use or benefit of any other person or organization.
44. **WAIVER:** A waiver of any right, power, or privilege shall not be construed as a waiver of any subsequent right, power, or privilege.
45. **ATTORNEY'S FEES:** In the event of any judicial action to enforce rights under this Contract, the prevailing party shall be entitled its costs and expenses, including reasonable attorney's fees, incurred in connection with such action.
46. **DISPUTE RESOLUTION:** Prior to either party filing a judicial proceeding, the parties agree to participate in the mediation of any dispute. The Division, after consultation with the Eligible User and Contractor, may appoint an expert or panel of experts to assist in the resolution of a dispute. If the Division appoints such an expert or panel, the Eligible User and Contractor agree to cooperate in good faith in providing information and documents to the expert or panel in an effort to resolve the dispute.
47. **ORDER OF PRECEDENCE:** In the event of any conflict in the terms and conditions in this Contract, the order of precedence shall be: (i) this Attachment A; (ii) Contract Signature Page(s); (iii) the State of Utah's additional terms and conditions, if any; (iv) any other attachment listed on the Contract Signature Page(s); (v) Contractor's terms and conditions that are attached to this Contract, if any; and (vi) Contractor's attachments, if any. Any provision attempting to limit the liability of Contractor or limit the rights of the Division, Eligible Users, or the State of Utah must be in writing and attached to this Contract or it is rendered null and void. Contractor's terms and conditions on its Sales Orders, Invoices, website, etc., will not apply to this Contract.
48. **SURVIVAL OF TERMS:** Termination or expiration of this Contract shall not extinguish or prejudice the Division's or the Eligible User's right to enforce this Contract with respect to any default of this Contract or defect in the Services that has not been cured.
49. **SEVERABILITY:** The invalidity or unenforceability of any provision, term, or condition of this Contract shall not affect the validity or enforceability of any other provision, term, or condition of this Contract, which shall remain in full force and effect.
50. **ENTIRE AGREEMENT:** This Contract constitutes the entire agreement between the parties and supersedes any and all other prior and contemporaneous agreements and understandings between the parties, whether oral or written.

Revised 28 February 2018

Attachment H: Additional Terms and Conditions - Virginia

COMMONWEALTH OF VIRGINIA

The Commonwealth requires the use of the following contractual terms and conditions for the Commonwealth and any Commonwealth Authorized User's participation in any joint or cooperative procurement that is conducted by another state. The Commonwealth reserves the right to add any other needed terms and conditions in any participating addendum that is negotiated.

A. VIRGINIA PUBLIC PROCUREMENT ACT

The Virginia Public Procurement Act ("VPPA", §2.2-4300 et seq. of the Code of Virginia), including Article 6, Ethics in Public Contracting, shall apply to any contract entered into between a vendor and a Virginia public body.

B. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH

A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.

C. NONDISCRIMINATION

1. During the performance of this contract, the contractor agrees as follows:
 - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
 - d. The requirements of these provisions 1. and 2. are a material part of the contract. If the Contractor violates one of these provisions, the Commonwealth may terminate the affected part of this contract for breach, or at its option, the whole contract. Violation of one of these provisions may also result in

debarment from State contracting regardless of whether the specific contract is terminated.

- e. In accordance with Executive Order 61 (2017), a prohibition on discrimination by the contractor, in its employment practices, subcontracting practices, and delivery of goods or services, on the basis of race, sex, color, national origin, religion, sexual orientation, gender identity, age, political affiliation, disability, or veteran status, is hereby incorporated in this contract.
2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
3. In accordance with §2.2-4343 of the Code of Virginia, public bodies do not discriminate against faith-based organizations, or against any bidder or offeror because of race, religion, color, sex, national origin, age disability or any other basis prohibited by Virginia law.

D. IMMIGRATION REFORM AND CONTROL ACT OF 1986 Applicable for all contracts over \$10,000

By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.

E. DEBARMENT STATUS In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

If a vendor is created or used for the purpose of circumventing a debarment decision against another vendor, the non-debarred vendor will be debarred for the same time period as the debarred vendor.

F. DRUG-FREE WORKPLACE

During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "*drug-free workplace*" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution,

dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

G. ASSIGNMENT OF CONTRACT

Contracts and purchase orders with Virginia Authorized Users shall not be assignable by the contractor in whole or in part without the written consent of the Authorized User.

H. eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS

The eVA Internet electronic procurement solution, website portal www.eVA.virginia.gov, streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution by completing the free eVA Vendor Registration. All bidders or offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected.

Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
 - a. DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
 - b. Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.
2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at www.eVA.virginia.gov.
3. The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, typically within 60 days of the order issue date. Any adjustments (increases/decreases) will be handled through purchase order changes.

I. PAYMENT

1. To Prime Contractor:
 - a. Contractor shall submit invoices for items ordered, delivered and accepted directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number, purchase order number, and social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
 - b. Any payment terms requiring payment in less than 30 days for state agencies or less than 45 days for localities will be regarded as requiring payment 30/45 days, as applicable, after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30/45 days, as applicable.
 - c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
 - d. The following shall be deemed to be the date of payment: the date of postmark

in all cases where payment is made by mail, or when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.

- e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be resolved in accordance with *Code of Virginia*, § 2.2-4363 and -4364. Upon determining that invoiced charges are not reasonable, the Commonwealth shall notify the contractor of defects or improprieties in invoices within fifteen (15) days as required in *Code of Virginia*, § 2.2-4351.,. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Code of Virginia*, § 2.2-4363).

2. To Subcontractors:

- a. Within seven (7) days of the contractor's receipt of payment from the Commonwealth, a contractor awarded a contract under this solicitation is hereby obligated:
 - (1) To pay the subcontractor(s) for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
 - (2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.
 - b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent (1%) per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.
3. Each prime contractor who wins an award in which provision of a SWaM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWaM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.

J. MODIFICATIONS

This contract may be modified in accordance with §2.2-4309 of the code of Virginia. No modifications shall be effective unless it is in writing and signed by the duly authorized representative of the Commonwealth. No term or provision hereof shall be deemed waived and no breach excused unless such waiver or consent to breach is in writing. Any contract issued on a firm-fixed price basis may not be increased more than twenty-five

percent (25%) or \$50,000 whichever is greater, without the approval of the Governor of Virginia or his authorized designee. In no event may the amount of the contract be increased without adequate consideration. The unauthorized approval of a modification cannot be the basis of a contractual claim as set forth in §2.2-4363.

K. APPLICABLE LAWS AND COURTS

This contract shall be governed in all respects by the laws of the Commonwealth of Virginia, without regard to its choice of law provisions, and any litigation with respect thereto shall be brought in the Circuit Court for the City of Richmond, Virginia. The Commonwealth or Authorized User and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (Code of Virginia, § 2.2-4366). ADR procedures are described in Chapter 9 of the *Vendors Manual*. Contractor shall comply with all applicable federal, state and local laws, rules and regulations.

L. VENDORS MANUAL

This solicitation is subject to the provisions of the Commonwealth of Virginia *Vendors Manual* and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the *Vendors Manual*. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at www.eva.virginia.gov under "Vendors Manual" on the "I Sell to Virginia" link.

M. ETHICS IN PUBLIC CONTRACTING

By fulfilling an order placed by a Commonwealth Authorized User, the contractor certifies that they have not engaged in collusion or fraud in relation to any aspect of this contract, or its contract with the lead state or other entity that conducted the procurement upon which this contract is based, and that it has not offered or received any kickbacks or inducements from any other bidder, offeror, supplier, manufacturer or subcontractor in connection with this contract or procurement. This contractor also certifies that it has not conferred on any public employee having responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

N. DEFAULT

In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

O. AVAILABILITY OF FUNDS

It is understood and agreed between the parties herein that the Commonwealth shall be bound hereunder only to the extent that the legislature has appropriated funds that are legally available or may hereafter become legally available for the purpose of this agreement.

Exhibit 1: State of Hawaii General Provisions

GENERAL PROVISIONS

FOR

GOODS AND SERVICES

HAWAII REVISED STATUTES (HRS)
CHAPTER 103D

Attached are the General Provisions, dated July 2017 which are made a part of all offers in response to the solicitation for goods and services. These provisions are in addition to the special provisions provided in the individual solicitations.

Offerors are cautioned to read and understand all the terms and conditions contained in the General Provisions as these provisions will also be made part of the contract for goods and services.

**GENERAL PROVISIONS
FOR
GOODS AND SERVICES**

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1. **DEFINITIONS OF TERMS**

Terms as used in these General Provisions, unless the context requires otherwise, shall have the following meaning:

a. **BID**

Bid means any offer submitted in competitive sealed bidding or in the second phase of multi-step bidding.

b. **BID PROPOSAL GUARANTY OR SECURITY**

The security when required, furnished by an Offeror with his offer to ensure that the Offeror will enter into the contract with the STATE and execute the required contract and payment bonds covering the work contemplated, if his offer is accepted.

c. **CONTRACT**

Contract means the combination of the solicitation, including the instructions to Offerors, the specifications or scope of work, the special provisions, and the general terms and conditions; the offer and any best and final offers; and any amendments to the solicitation or to the contract; and any terms implied by law.

d. **CONTRACT BOND**

The approved form of security furnished by the CONTRACTOR and his surety or sureties or by the CONTRACTOR alone, to ensure completion and satisfactory performance of the contract in accordance with the terms of the contract and to guarantee full payment of all claims for labor, materials and supplies furnished, used or incorporated in the work.

e. **CONTRACTOR**

An individual, partnership, firm, corporation, joint venture or other legal entity undertaking the execution of work under the terms of the contract with the STATE and acting directly or through his, their or its agents, employees or sub-contractors.

f. **DAYS**

Days mean calendar days unless otherwise specified.

g. **GENERAL CONDITIONS**

General Conditions issued by the Department of the Attorney General of the State of Hawaii, referred to as Form AG-008, as revised, and included in solicitations by reference. The applicable revised Form AG-008, which is included by reference, is the form dated and in effect at the date the solicitation is issued.

h. **GENERAL PROVISIONS**

General Provisions are standard terms and conditions.

- i. HAR
Hawaii Administrative Rules

- j. HEAD OF THE PURCHASING AGENCY
The head of any agency with delegated procurement authority by law or from a chief procurement officer of this STATE to enter into and, administer contracts.

- k. HRS
Hawaii Revised Statutes

- l. IFB
Invitation for Bids

- m. OFFER
An offer means a bid or proposal as defined in sections 1a and 1p, in response to any solicitation.

- n. OFFEROR
Any individual, partnership, firm, corporation, joint venture or other legal entity, submitting directly or through a duly authorized representative or agent, an offer for the work or services contemplated in response to a solicitation as defined in 1s.

- o. PROCUREMENT OFFICER
Procurement officer means the person with procurement delegation duly authorized to enter into and administer contracts and make written determinations with respect to the contract. The term includes an authorized representative acting within the limits of authority. The delegated authority is received from the chief procurement officer directly or through the head of a purchasing agency or designee to the procurement officer.

- p. PROPOSAL
A proposal means any offer submitted in response to any solicitation, except a bid as defined in section 1a.

- q. PURCHASING AGENCY
Purchasing agency means any governmental body which is authorized by law or rules, or by way of delegation to enter into contracts for procurement of goods, services, or construction.

r. RFQ

Request for Quotes

s. RFP

Request for Proposals

t. SOLICITATION

Solicitation means an invitation for bids ("IFB"), used in the competitive sealed bidding process, a request for quotes ("RFQ") used in the small purchases process, or a request for proposals ("RFP"), used in the competitive sealed proposal process for the purpose of obtaining quotes, bids or proposals to perform a STATE contract.

u. SPECIAL PROVISIONS

The terms and conditions pertaining to the specific solicitation in which they are contained and in addition to these General Provisions; including but not limited to terms and conditions describing the preparation of solicitations, evaluation of offers, determination of award, plus those applicable to performance by the CONTRACTOR.

Additions or revisions to the General Provisions, which shall be considered a part of the General Provisions, setting forth conditions or requirements applicable to the particular project or contract under consideration shall be included in the Special Provisions. Should any Special Provisions conflict with these General Provisions, said Special Provisions shall govern.

v. SPECIFICATIONS

A description of what the purchasing agency requires and, consequently, what an Offeror must offer to be considered for award.

w. STATE

STATE means the remaining departments of the executive branch and all governmental bodies administratively attached to it, excluding the judiciary, the legislature, the department of education, University of Hawaii, the division of community hospitals, and the office of Hawaiian affairs, except where specifically included in any particular solicitation.

x. SURETY

The individual, firm, partnership or corporation other than the CONTRACTOR, which executes a bond with and for the CONTRACTOR to ensure the CONTRACTOR's acceptable performance of the contract.

y. WORK

The furnishing by the CONTRACTOR of all labor, services, materials, equipment, and other incidentals necessary for the satisfactory performance of the contract.

2. COMPETENCY OF OFFEROR

Prospective Offeror must be capable of performing the work for which offers are being called. Either before or after the deadline for an offer, the purchasing agency may require Offeror to submit answers to questions regarding facilities, equipment, experience, personnel, financial status or any other factors relating to the ability of the Offeror to furnish satisfactorily the goods or services being solicited by the STATE. Any such inquiries shall be made and replied to in writing; replies shall be submitted over the signatures of the person who signs the offer. Any Offeror who refuses to answer such inquiries will be considered non-responsive.

The purchasing agency reserves the right to visit an Offeror's place of business to inspect its facilities and equipment and to observe its methods of operation in order to facilitate evaluation of performance capabilities.

3. OFFER INCORPORATES SOLICITATION

The solicitation, including the AG's General Conditions, Specifications, General Provisions and any Special Provisions, and other documents referenced in or attached to the solicitation shall be considered a part of the offer whether attached to the solicitation or not at the time of its submission. Such documents shall not be altered in any way when the proposal is submitted and any alterations so made by the Offeror may be cause for rejection of the offer.

4. PREPARATION OF OFFER

An Offeror may submit only one offer in response to a solicitation. If an Offeror submits more than one offer in response to a solicitation, then all such offers shall be rejected. Similarly, an Offeror may submit only one offer for each line item (if any) of a solicitation. If an Offeror submits more than one offer per line item, then all offers for that line item shall be rejected.

Competing subsidiary or jointly-owned companies may submit bids or proposals and these may be accepted for evaluation and award if such companies submit with their bids or proposals a certificate of non-collusion, sworn to before a notary, which acknowledges that the offer is without collusion.

Unless otherwise specified in the solicitation, all prices shall include applicable Federal, state and local taxes. Any illegible or otherwise unrecognizable price offer shall cause automatic rejection of the offer.

Offers submitted in response to an IFB or RFP shall be signed in ink in the space provided on the bid or proposal page by (1) the owner of a sole proprietorship, (2) one or more members of a partnership, (3) one or more members or officers of each firm representing a joint venture, (4) one or more officers of a corporation, or (5) an agent of the Offeror duly authorized to submit offers on the Offeror's behalf.

5. LATE OFFERS, LATE WITHDRAWALS, AND LATE MODIFICATIONS

Any notice of withdrawal, notice of modification of an offer with the actual modification, or any offer received at the place designated for receipt and opening of an offer after the time and date set for receipt and opening of offers is late. A late offer, late modification, or late withdrawal shall not be considered late if received before contract award and would have been timely but for the action or inaction of personnel within the procurement activity. A late offer or late modification that will not be considered for award shall be returned to the bidder unopened as soon as practicable and accompanied by a letter from the procurement activity stating the reason for its return. A late withdrawal request shall be responded to with a statement of the reason for non-acceptance of the withdrawal.

6. DISQUALIFICATION OF OFFERORS

An Offeror shall be disqualified and his offer automatically rejected for any one of the following reasons: proof of collusion, in which case, all offers involved in the collusive action will be rejected and any participant to such collusion will be barred from future solicitations until reinstated; or Offeror's delivery of the offer after the deadline specified in the public notice calling for offers, or as amended.

An Offeror may be disqualified and his offer rejected for any one or more of the following reasons: Offeror's lack of responsibility and cooperation as shown by past work or services; Offeror's being in arrears on existing contracts with the STATE or having defaulted on previous contracts; Offeror's lack of proper equipment and/or sufficient experience to perform the work contemplated; Offeror does not possess proper license to cover the type of work contemplated, if required; or Offeror's failure to pay, or satisfactorily settle, all bills overdue for labor and material on former STATE contracts at the time of issuance of solicitation.

7. IRREGULAR OFFERS

Offers will be considered irregular and shall be rejected for the following reasons including but not limited to the following: if the offer is unsigned by the Offeror, unless otherwise specified in the solicitation; if the required offer guaranty received separately from the offer is not identifiable as guaranty for a specific offer, or is received after the date and time set for the opening; if the required offer guaranty is not in accordance with the solicitation; if the Offeror or surety fails to sign the surety bond submitted as offer guaranty; if Offeror fails to use the surety bond form furnished by the STATE or identical wording contained in the said form when submitting a surety bond as proposal guaranty; if the offer shows any non-compliance with applicable law or contains any unauthorized additions or deletions, conditioned, incomplete, or irregular or is in anyway making the proposal incomplete, indefinite, or ambiguous as to its meaning; or unbalanced offers in which the price for any item is obviously out of proportion to the prices for other items.

8. STANDARDS OF CONDUCT

All Offerors should be certain that their offer is not in violation of HRS §84-15. This section provides as follows:

- a. A state agency shall not enter into any contract to procure or dispose of goods or

services, or for construction, with a legislator, an employee, or a business in which a legislator or an employee has a controlling interest, involving services or property of a value in excess of \$10,000 unless:

- (1) The contract is awarded by competitive sealed bidding pursuant to section 103D-302;
 - (2) The contract is awarded by competitive sealed proposal pursuant to section 103D-303; or
 - (3) The agency posts a notice of its intent to award the contract and files a copy of the notice with the state ethics commission at least ten days before the contract is awarded.
- b. A state agency shall not enter into a contract with any person or business which is represented or assisted personally in the matter by a person who has been an employee of the agency within the preceding two years and who participated while in state office or employment in the matter with which the contract is directly concerned.

9. CAMPAIGN CONTRIBUTIONS BY STATE AND COUNTY CONTRACTORS

Unless otherwise specified in the solicitation, a legislative body has appropriated the funds for this contract.

Therefore, if awarded a contract in response to this solicitation, Offeror agrees to comply with Section 11-205.5, HRS, which states that campaign contributions are prohibited from a State and county government contractor during the term of the contract if the contractor is paid with funds appropriated by a legislative body. Note: This paragraph applies only to Hawaii and not to other participating states.

10. ACCEPTANCE OF OFFER

- a. Acceptance of offer, if any, will be made within sixty calendar days after the opening of offers, and the prices quoted by the Offeror shall remain firm for the sixty-day period. Unless otherwise provided, each individual item or group of items will be awarded to the responsive and responsible Offeror whose offer complies with all the solicitation requirements. In determining the responsive and responsible Offeror, offers will be evaluated not only on the amounts thereof, but on all factors relating to the satisfactory performance of the contract. Products or servicing capabilities must be of a quality and nature that will meet the needs and purposes of the intended use and must conform to all requirements prescribed in the specifications. The Offeror must have the ability to perform as called for in the contract terms. The STATE shall be the sole judge of product or vendor capability. The successful vendor will be notified by letter that the offer has been accepted and that the vendor is being awarded the contract.
- b. If the offer is rejected or if the vendor to whom the contract was awarded fails to enter into the contract and furnish satisfactory security, if applicable, the

purchasing agency may, at their discretion, award the contract to the next lowest or remaining responsible Offeror or may publish another call for offers; provided in the case of only one remaining responsible Offeror, the head of a purchasing agency may negotiate with such bidder to reduce the scope of work, if available funds are exceeded, and to award the contract at a price which reflects the reduction in the scope of work.

- c. The head of a purchasing agency further reserves the right to cancel the contract award at any time prior to execution of said contract by all parties, without any liability to the awardee and to any other Offeror.

11. EXECUTION OF CONTRACT

The following subsections shall not apply to any contract in which the total amount payable to the CONTRACTOR cannot be accurately estimated at the time the contract is to be awarded:

- a. In cases where the contract award equals or exceeds the dollar level specified in Section 103D-305, HRS, the STATE shall forward a formal contract to the successful Offeror for execution. The contract shall be signed by the successful vendor and returned, together with a satisfactory contract bond if required, and other supporting documents, within ten days after receipt by the vendor or within such further time as the procurement officer may allow.
- b. No such contract shall be considered binding upon the STATE until the contract has been fully and properly executed by all the parties thereto and the State Comptroller has, in accordance with Section 103D-309, HRS, endorsed thereon a certificate that there is an appropriation or balance of an appropriation over and above all outstanding contracts, sufficient to cover the amount required by the contract; with the exception of a multi-term contract, whereby, the State Comptroller shall only be required to certify that there is an appropriation or balance of an appropriation over and above all outstanding contracts, that is sufficient to cover the amount required to be paid under the contract during the fiscal year or remaining portion of the fiscal year of each term of the multi-year contract.
- c. Pursuant to the Attorney General's General Conditions (AG-008, as revised), Section 18, in any contract involving not only STATE but supplemental funds from the Federal government, this section shall be applicable only to that portion of the contract price as is payable out of STATE. As to the portion of the contract price as is expressed in the contract to be payable out of Federal funds, the contract shall be construed to be an agreement to pay the portion to the CONTRACTOR, only out of Federal funds to be received from the Federal government. This subsection shall be liberally construed so as not to hinder or impede the STATE in contracting for any project involving financial aid from the Federal government.

12. CONTRACT BOND

- a. The requirement for contract performance and payment bonds, if any, shall be stated in the Special Provisions of the solicitation.
- b. When required by the Special Provisions, a performance bond and a payment

bond shall be delivered by the CONTRACTOR to the STATE at the same time the executed contract is delivered. Each amount of the performance and payment bonds shall not exceed fifty per cent of the amount of the contract price; provided, for contracts where contract price cannot be determined at the time of award, the amounts of the bonds shall be as stated in the solicitation. ‘

- c. The acceptable performance and payment bonds are the same as the acceptable bid or proposal security deposit specified in the solicitation. If a surety bond is submitted for either the performance or payment bond, in addition to the form prescribed, a power of attorney for the surety’s attorney-in-fact executing the bond shall be provided.

13. FAILURE TO EXECUTE CONTRACT

If the Offeror to whom a contract is awarded shall fail or neglect to enter into the contract, and to furnish satisfactory security as required by Section 12 within ten days after such award or within such further time as the procurement officer may allow, the purchasing agency shall pay the amount of Offeror’s proposal guaranty, as required in the solicitation, into the State Treasury as a realization of the STATE. The procurement officer may thereupon award the contract to the next lowest responsible Offeror or may call for new offers, whichever method he may deem is in the best interest of the STATE.

14. RETURN OF OFFER GUARANTIES

All offer guaranties submitted as required by subchapter 24, chapter 3-122, HAR, shall be retained until the successful Offeror enters into contract and furnishes satisfactory security or if the contract is not awarded or entered into, until the procurement officer’s determination is made to cancel the solicitation. At such time, all offer guaranties, except surety bonds, will be returned.

15. PAYMENT

Section 103-10, HRS, provides that the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of contract to make payment. For this reason, the State will reject any bid submitted with a condition requiring payment within a shorter period. Further, the State will reject any bid submitted with a condition requiring interest payments greater than that allowed by §103-10, HRS, as amended.

The State will not recognize any requirement established by the Contractor and communicated to the State after award of the contract, which requires payment within a shorter period or interest payment not in conformance with statute.

16. DELIVERY EXTENSIONS

In the case of contracts for the purchase of goods, the delivery date or the maximum number of days for delivery will be specified by the STATE in its solicitation requirements, and all goods must be delivered with the time specified. However, the CONTRACTOR will not be held responsible for delay due to fire, flood, riot, labor disturbances, war, shortage of transportation, act of God or other reason beyond his control, provided that he notifies the STATE of such delay and the reason therefore as

soon as practicable after its occurrence and requests extension prior to the specified date of delivery. Requests for extension of time shall be accompanied by documents such as the CONTRACTOR's purchase order, manufacturer's acknowledgement, shipping manifest, and any other documents substantiating that the causes for delay were beyond the control of the CONTRACTOR. The STATE shall be the sole judge of whether such delay is truly beyond the control of the CONTRACTOR and whether extension will be granted. The STATE reserves the right to terminate the contract or to assess liquidated damages, if provided for in the contract, for delays not covered by specific authorized extension.

17. PERSONAL LIABILITY OF PUBLIC OFFICIALS

In carrying out any of the provisions of the contract or in exercising any power or authority granted to them by the contract, there shall be no liability upon the procurement officer or his authorized representatives, either personally or as officials of the STATE, it being understood that in such matters, they act solely as agents and representatives of the STATE.

Exhibit 2: State of Hawaii AG General Conditions

GENERAL CONDITIONS

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GENERAL CONDITIONS

1. Coordination of Services by the STATE. The head of the purchasing agency ("HOPA") (which term includes the designee of the HOPA) shall coordinate the services to be provided by the CONTRACTOR in order to complete the performance required in the Contract. The CONTRACTOR shall maintain communications with HOPA at all stages of the CONTRACTOR'S work, and submit to HOPA for resolution any questions which may arise as to the performance of this Contract. "Purchasing agency" as used in these General Conditions means and includes any governmental body which is authorized under chapter 103D, HRS, or its implementing rules and procedures, or by way of delegation, to enter into contracts for the procurement of goods or services or both.
2. Relationship of Parties: Independent Contractor Status and Responsibilities, Including Tax Responsibilities.
 - a. In the performance of services required under this Contract, the CONTRACTOR is an "independent contractor," with the authority and responsibility to control and direct the performance and details of the work and services required under this Contract; however, the STATE shall have a general right to inspect work in progress to determine whether, in the STATE'S opinion, the services are being performed by the CONTRACTOR in compliance with this Contract. Unless otherwise provided by special condition, it is understood that the STATE does not agree to use the CONTRACTOR exclusively, and that the CONTRACTOR is free to contract to provide services to other individuals or entities while under contract with the STATE.
 - b. The CONTRACTOR and the CONTRACTOR'S employees and agents are not by reason of this Contract, agents or employees of the State for any purpose, and the CONTRACTOR and the CONTRACTOR'S employees and agents shall not be entitled to claim or receive from the State any vacation, sick leave, retirement, workers' compensation, unemployment insurance, or other benefits provided to state employees.
 - c. The CONTRACTOR shall be responsible for the accuracy, completeness, and adequacy of the CONTRACTOR'S performance under this Contract. Furthermore, the CONTRACTOR intentionally, voluntarily, and knowingly assumes the sole and entire liability to the CONTRACTOR'S employees and agents, and to any individual not a party to this Contract, for all loss, damage, or injury caused by the CONTRACTOR, or the CONTRACTOR'S employees or agents in the course of their employment.
 - d. The CONTRACTOR shall be responsible for payment of all applicable federal, state, and county taxes and fees which may become due and owing by the CONTRACTOR by reason of this Contract, including but not limited to (i) income taxes, (ii) employment related fees, assessments, and taxes, and (iii) general excise taxes. The CONTRACTOR also is responsible for obtaining all licenses, permits, and certificates that may be required in order to perform this Contract.
 - e. The CONTRACTOR shall obtain a general excise tax license from the Department of Taxation, State of Hawaii, in accordance with section 237-9, HRS, and shall comply with all requirements thereof. The CONTRACTOR shall obtain a tax clearance certificate from the Director of Taxation, State of Hawaii, and the Internal Revenue Service, U.S. Department of the Treasury, showing that all delinquent taxes, if any, levied or accrued under state law and the Internal Revenue Code of 1986, as amended, against the CONTRACTOR have been paid and submit the same to the STATE prior to commencing any performance under this Contract. The CONTRACTOR shall also be solely responsible for meeting all requirements necessary to obtain the tax clearance certificate required for final payment under sections 103-53 and 103D-328, HRS, and paragraph 17 of these General Conditions.
 - f. The CONTRACTOR is responsible for securing all employee-related insurance coverage for the CONTRACTOR and the CONTRACTOR'S employees and agents that is or may be required by law, and for payment of all premiums, costs, and other liabilities associated with securing the insurance coverage.

- g. The CONTRACTOR shall obtain a certificate of compliance issued by the Department of Labor and Industrial Relations, State of Hawaii, in accordance with section 103D-310, HRS, and section 3-122-112, HAR, that is current within six months of the date of issuance.
- h. The CONTRACTOR shall obtain a certificate of good standing issued by the Department of Commerce and Consumer Affairs, State of Hawaii, in accordance with section 103D-310, HRS, and section 3-122-112, HAR, that is current within six months of the date of issuance.
- i. In lieu of the above certificates from the Department of Taxation, Labor and Industrial Relations, and Commerce and Consumer Affairs, the CONTRACTOR may submit proof of compliance through the State Procurement Office's designated certification process.

3. Personnel Requirements.

- a. The CONTRACTOR shall secure, at the CONTRACTOR'S own expense, all personnel required to perform this Contract.
- b. The CONTRACTOR shall ensure that the CONTRACTOR'S employees or agents are experienced and fully qualified to engage in the activities and perform the services required under this Contract, and that all applicable licensing and operating requirements imposed or required under federal, state, or county law, and all applicable accreditation and other standards of quality generally accepted in the field of the activities of such employees and agents are complied with and satisfied.

4. Nondiscrimination. No person performing work under this Contract, including any subcontractor, employee, or agent of the CONTRACTOR, shall engage in any discrimination that is prohibited by any applicable federal, state, or county law.

5. Conflicts of Interest. The CONTRACTOR represents that neither the CONTRACTOR, nor any employee or agent of the CONTRACTOR, presently has any interest, and promises that no such interest, direct or indirect, shall be acquired, that would or might conflict in any manner or degree with the CONTRACTOR'S performance under this Contract.

6. Subcontracts and Assignments. The CONTRACTOR shall not assign or subcontract any of the CONTRACTOR'S duties, obligations, or interests under this Contract and no such assignment or subcontract shall be effective unless (i) the CONTRACTOR obtains the prior written consent of the STATE, and (ii) the CONTRACTOR'S assignee or subcontractor submits to the STATE a tax clearance certificate from the Director of Taxation, State of Hawaii, and the Internal Revenue Service, U.S. Department of Treasury, showing that all delinquent taxes, if any, levied or accrued under state law and the Internal Revenue Code of 1986, as amended, against the CONTRACTOR'S assignee or subcontractor have been paid. Additionally, no assignment by the CONTRACTOR of the CONTRACTOR'S right to compensation under this Contract shall be effective unless and until the assignment is approved by the Comptroller of the State of Hawaii, as provided in section 40-58, HRS.

a. Recognition of a successor in interest. When in the best interest of the State, a successor in interest may be recognized in an assignment contract in which the STATE, the CONTRACTOR and the assignee or transferee (hereinafter referred to as the "Assignee") agree that:

- (1) The Assignee assumes all of the CONTRACTOR'S obligations;
- (2) The CONTRACTOR remains liable for all obligations under this Contract but waives all rights under this Contract as against the STATE; and
- (3) The CONTRACTOR shall continue to furnish, and the Assignee shall also furnish, all required bonds.

b. Change of name. When the CONTRACTOR asks to change the name in which it holds this Contract with the STATE, the procurement officer of the purchasing agency (hereinafter referred to as the "Agency procurement officer") shall, upon receipt of a document acceptable or satisfactory to the

Agency procurement officer indicating such change of name (for example, an amendment to the CONTRACTOR'S articles of incorporation), enter into an amendment to this Contract with the CONTRACTOR to effect such a change of name. The amendment to this Contract changing the CONTRACTOR'S name shall specifically indicate that no other terms and conditions of this Contract are thereby changed.

- c. Reports. All assignment contracts and amendments to this Contract effecting changes of the CONTRACTOR'S name or novations hereunder shall be reported to the chief procurement officer (CPO) as defined in section 103D-203(a), HRS, within thirty days of the date that the assignment contract or amendment becomes effective.
 - d. Actions affecting more than one purchasing agency. Notwithstanding the provisions of subparagraphs 6a through 6c herein, when the CONTRACTOR holds contracts with more than one purchasing agency of the State, the assignment contracts and the novation and change of name amendments herein authorized shall be processed only through the CPO's office.
7. Indemnification and Defense. The CONTRACTOR shall defend, indemnify, and hold harmless the State of Hawaii, the contracting agency, and their officers, employees, and agents from and against all liability, loss, damage, cost, and expense, including all attorneys' fees, and all claims, suits, and demands therefore, arising out of or resulting from the acts or omissions of the CONTRACTOR or the CONTRACTOR'S employees, officers, agents, or subcontractors under this Contract. The provisions of this paragraph shall remain in full force and effect notwithstanding the expiration or early termination of this Contract.
 8. Cost of Litigation. In case the STATE shall, without any fault on its part, be made a party to any litigation commenced by or against the CONTRACTOR in connection with this Contract, the CONTRACTOR shall pay all costs and expenses incurred by or imposed on the STATE, including attorneys' fees.
 9. Liquidated Damages. When the CONTRACTOR is given notice of delay or nonperformance as specified in paragraph 13 (Termination for Default) and fails to cure in the time specified, it is agreed the CONTRACTOR shall pay to the STATE the amount, if any, set forth in this Contract per calendar day from the date set for cure until either (i) the STATE reasonably obtains similar goods or services, or both, if the CONTRACTOR is terminated for default, or (ii) until the CONTRACTOR provides the goods or services, or both, if the CONTRACTOR is not terminated for default. To the extent that the CONTRACTOR'S delay or nonperformance is excused under paragraph 13d (Excuse for Nonperformance or Delay Performance), liquidated damages shall not be assessable against the CONTRACTOR. The CONTRACTOR remains liable for damages caused other than by delay.
 10. STATE'S Right of Offset. The STATE may offset against any monies or other obligations the STATE owes to the CONTRACTOR under this Contract, any amounts owed to the State of Hawaii by the CONTRACTOR under this Contract or any other contracts, or pursuant to any law or other obligation owed to the State of Hawaii by the CONTRACTOR, including, without limitation, the payment of any taxes or levies of any kind or nature. The STATE will notify the CONTRACTOR in writing of any offset and the nature of such offset. For purposes of this paragraph, amounts owed to the State of Hawaii shall not include debts or obligations which have been liquidated, agreed to by the CONTRACTOR, and are covered by an installment payment or other settlement plan approved by the State of Hawaii, provided, however, that the CONTRACTOR shall be entitled to such exclusion only to the extent that the CONTRACTOR is current with, and not delinquent on, any payments or obligations owed to the State of Hawaii under such payment or other settlement plan.
 11. Disputes. Disputes shall be resolved in accordance with section 103D-703, HRS, and chapter 3-126, Hawaii Administrative Rules ("HAR"), as the same may be amended from time to time.
 12. Suspension of Contract. The STATE reserves the right at any time and for any reason to suspend this Contract for any reasonable period, upon written notice to the CONTRACTOR in accordance with the provisions herein.
 - a. Order to stop performance. The Agency procurement officer may, by written order to the CONTRACTOR, at any time, and without notice to any surety, require the CONTRACTOR to stop all or any part of the performance called for by this Contract. This order shall be for a specified

period not exceeding sixty (60) days after the order is delivered to the CONTRACTOR, unless the parties agree to any further period. Any such order shall be identified specifically as a stop performance order issued pursuant to this section. Stop performance orders shall include, as appropriate: (1) A clear description of the work to be suspended; (2) Instructions as to the issuance of further orders by the CONTRACTOR for material or services; (3) Guidance as to action to be taken on subcontracts; and (4) Other instructions and suggestions to the CONTRACTOR for minimizing costs. Upon receipt of such an order, the CONTRACTOR shall forthwith comply with its terms and suspend all performance under this Contract at the time stated, provided, however, the CONTRACTOR shall take all reasonable steps to minimize the occurrence of costs allocable to the performance covered by the order during the period of performance stoppage. Before the stop performance order expires, or within any further period to which the parties shall have agreed, the Agency procurement officer shall either:

- (1) Cancel the stop performance order; or
- (2) Terminate the performance covered by such order as provided in the termination for default provision or the termination for convenience provision of this Contract.

b. Cancellation or expiration of the order. If a stop performance order issued under this section is cancelled at any time during the period specified in the order, or if the period of the order or any extension thereof expires, the CONTRACTOR shall have the right to resume performance. An appropriate adjustment shall be made in the delivery schedule or contract price, or both, and the Contract shall be modified in writing accordingly, if:

- (1) The stop performance order results in an increase in the time required for, or in the CONTRACTOR'S cost properly allocable to, the performance of any part of this Contract; and
- (2) The CONTRACTOR asserts a claim for such an adjustment within thirty (30) days after the end of the period of performance stoppage; provided that, if the Agency procurement officer decides that the facts justify such action, any such claim asserted may be received and acted upon at any time prior to final payment under this Contract.

c. Termination of stopped performance. If a stop performance order is not cancelled and the performance covered by such order is terminated for default or convenience, the reasonable costs resulting from the stop performance order shall be allowable by adjustment or otherwise.

d. Adjustment of price. Any adjustment in contract price made pursuant to this paragraph shall be determined in accordance with the price adjustment provision of this Contract.

13. Termination for Default.

a. Default. If the CONTRACTOR refuses or fails to perform any of the provisions of this Contract with such diligence as will ensure its completion within the time specified in this Contract, or any extension thereof, otherwise fails to timely satisfy the Contract provisions, or commits any other substantial breach of this Contract, the Agency procurement officer may notify the CONTRACTOR in writing of the delay or non-performance and if not cured in ten (10) days or any longer time specified in writing by the Agency procurement officer, such officer may terminate the CONTRACTOR'S right to proceed with the Contract or such part of the Contract as to which there has been delay or a failure to properly perform. In the event of termination in whole or in part, the Agency procurement officer may procure similar goods or services in a manner and upon the terms deemed appropriate by the Agency procurement officer. The CONTRACTOR shall continue performance of the Contract to the extent it is not terminated and shall be liable for excess costs incurred in procuring similar goods or services.

b. CONTRACTOR'S duties. Notwithstanding termination of the Contract and subject to any directions from the Agency procurement officer, the CONTRACTOR shall take timely, reasonable, and

necessary action to protect and preserve property in the possession of the CONTRACTOR in which the STATE has an interest.

- c. Compensation. Payment for completed goods and services delivered and accepted by the STATE shall be at the price set forth in the Contract. Payment for the protection and preservation of property shall be in an amount agreed upon by the CONTRACTOR and the Agency procurement officer. If the parties fail to agree, the Agency procurement officer shall set an amount subject to the CONTRACTOR'S rights under chapter 3-126, HAR. The STATE may withhold from amounts due the CONTRACTOR such sums as the Agency procurement officer deems to be necessary to protect the STATE against loss because of outstanding liens or claims and to reimburse the STATE for the excess costs expected to be incurred by the STATE in procuring similar goods and services.
- d. Excuse for nonperformance or delayed performance. The CONTRACTOR shall not be in default by reason of any failure in performance of this Contract in accordance with its terms, including any failure by the CONTRACTOR to make progress in the prosecution of the performance hereunder which endangers such performance, if the CONTRACTOR has notified the Agency procurement officer within fifteen (15) days after the cause of the delay and the failure arises out of causes such as: acts of God; acts of a public enemy; acts of the State and any other governmental body in its sovereign or contractual capacity; fires; floods; epidemics; quarantine restrictions; strikes or other labor disputes; freight embargoes; or unusually severe weather. If the failure to perform is caused by the failure of a subcontractor to perform or to make progress, and if such failure arises out of causes similar to those set forth above, the CONTRACTOR shall not be deemed to be in default, unless the goods and services to be furnished by the subcontractor were reasonably obtainable from other sources in sufficient time to permit the CONTRACTOR to meet the requirements of the Contract. Upon request of the CONTRACTOR, the Agency procurement officer shall ascertain the facts and extent of such failure, and, if such officer determines that any failure to perform was occasioned by any one or more of the excusable causes, and that, but for the excusable cause, the CONTRACTOR'S progress and performance would have met the terms of the Contract, the delivery schedule shall be revised accordingly, subject to the rights of the STATE under this Contract. As used in this paragraph, the term "subcontractor" means subcontractor at any tier.
- e. Erroneous termination for default. If, after notice of termination of the CONTRACTOR'S right to proceed under this paragraph, it is determined for any reason that the CONTRACTOR was not in default under this paragraph, or that the delay was excusable under the provisions of subparagraph 13d, "Excuse for nonperformance or delayed performance," the rights and obligations of the parties shall be the same as if the notice of termination had been issued pursuant to paragraph 14.
- f. Additional rights and remedies. The rights and remedies provided in this paragraph are in addition to any other rights and remedies provided by law or under this Contract.

14. Termination for Convenience.

- a. Termination. The Agency procurement officer may, when the interests of the STATE so require, terminate this Contract in whole or in part, for the convenience of the STATE. The Agency procurement officer shall give written notice of the termination to the CONTRACTOR specifying the part of the Contract terminated and when termination becomes effective.
- b. CONTRACTOR'S obligations. The CONTRACTOR shall incur no further obligations in connection with the terminated performance and on the date(s) set in the notice of termination the CONTRACTOR will stop performance to the extent specified. The CONTRACTOR shall also terminate outstanding orders and subcontracts as they relate to the terminated performance. The CONTRACTOR shall settle the liabilities and claims arising out of the termination of subcontracts and orders connected with the terminated performance subject to the STATE'S approval. The Agency procurement officer may direct the CONTRACTOR to assign the CONTRACTOR'S right, title, and interest under terminated orders or subcontracts to the STATE. The CONTRACTOR must still complete the performance not terminated by the notice of termination and may incur obligations as necessary to do so.

- c. Right to goods and work product. The Agency procurement officer may require the CONTRACTOR to transfer title and deliver to the STATE in the manner and to the extent directed by the Agency procurement officer:

- (1) Any completed goods or work product; and
- (2) The partially completed goods and materials, parts, tools, dies, jigs, fixtures, plans, drawings, information, and contract rights (hereinafter called "manufacturing material") as the CONTRACTOR has specifically produced or specially acquired for the performance of the terminated part of this Contract.

The CONTRACTOR shall, upon direction of the Agency procurement officer, protect and preserve property in the possession of the CONTRACTOR in which the STATE has an interest. If the Agency procurement officer does not exercise this right, the CONTRACTOR shall use best efforts to sell such goods and manufacturing materials. Use of this paragraph in no way implies that the STATE has breached the Contract by exercise of the termination for convenience provision.

- d. Compensation.

- (1) The CONTRACTOR shall submit a termination claim specifying the amounts due because of the termination for convenience together with the cost or pricing data, submitted to the extent required by chapter 3-122, HAR, bearing on such claim. If the CONTRACTOR fails to file a termination claim within one year from the effective date of termination, the Agency procurement officer may pay the CONTRACTOR, if at all, an amount set in accordance with subparagraph 14d(3) below.
- (2) The Agency procurement officer and the CONTRACTOR may agree to a settlement provided the CONTRACTOR has filed a termination claim supported by cost or pricing data submitted as required and that the settlement does not exceed the total Contract price plus settlement costs reduced by payments previously made by the STATE, the proceeds of any sales of goods and manufacturing materials under subparagraph 14c, and the Contract price of the performance not terminated.
- (3) Absent complete agreement under subparagraph 14d(2) the Agency procurement officer shall pay the CONTRACTOR the following amounts, provided payments agreed to under subparagraph 14d(2) shall not duplicate payments under this subparagraph for the following:
 - (A) Contract prices for goods or services accepted under the Contract;
 - (B) Costs incurred in preparing to perform and performing the terminated portion of the performance plus a fair and reasonable profit on such portion of the performance, such profit shall not include anticipatory profit or consequential damages, less amounts paid or to be paid for accepted goods or services; provided, however, that if it appears that the CONTRACTOR would have sustained a loss if the entire Contract would have been completed, no profit shall be allowed or included and the amount of compensation shall be reduced to reflect the anticipated rate of loss;
 - (C) Costs of settling and paying claims arising out of the termination of subcontracts or orders pursuant to subparagraph 14b. These costs must not include costs paid in accordance with subparagraph 14d(3)(B);
 - (D) The reasonable settlement costs of the CONTRACTOR, including accounting, legal, clerical, and other expenses reasonably necessary for the preparation of settlement claims and supporting data with respect to the terminated portion of the Contract and for the termination of subcontracts thereunder, together with reasonable storage, transportation, and other costs incurred in connection with the protection or disposition of property allocable to the terminated portion of this Contract. The total sum to be paid the CONTRACTOR under this subparagraph shall not exceed the

total Contract price plus the reasonable settlement costs of the CONTRACTOR reduced by the amount of payments otherwise made, the proceeds of any sales of supplies and manufacturing materials under subparagraph 14d(2), and the contract price of performance not terminated.

- (4) Costs claimed, agreed to, or established under subparagraphs 14d(2) and 14d(3) shall be in accordance with Chapter 3-123 (Cost Principles) of the Procurement Rules.

15. Claims Based on the Agency Procurement Officer's Actions or Omissions.

a. Changes in scope. If any action or omission on the part of the Agency procurement officer (which term includes the designee of such officer for purposes of this paragraph 15) requiring performance changes within the scope of the Contract constitutes the basis for a claim by the CONTRACTOR for additional compensation, damages, or an extension of time for completion, the CONTRACTOR shall continue with performance of the Contract in compliance with the directions or orders of such officials, but by so doing, the CONTRACTOR shall not be deemed to have prejudiced any claim for additional compensation, damages, or an extension of time for completion; provided:

- (1) Written notice required. The CONTRACTOR shall give written notice to the Agency procurement officer:

- (A) Prior to the commencement of the performance involved, if at that time the CONTRACTOR knows of the occurrence of such action or omission;

- (B) Within thirty (30) days after the CONTRACTOR knows of the occurrence of such action or omission, if the CONTRACTOR did not have such knowledge prior to the commencement of the performance; or

- (C) Within such further time as may be allowed by the Agency procurement officer in writing.

- (2) Notice content. This notice shall state that the CONTRACTOR regards the act or omission as a reason which may entitle the CONTRACTOR to additional compensation, damages, or an extension of time. The Agency procurement officer, upon receipt of such notice, may rescind such action, remedy such omission, or take such other steps as may be deemed advisable in the discretion of the Agency procurement officer;

- (3) Basis must be explained. The notice required by subparagraph 15a(1) describes as clearly as practicable at the time the reasons why the CONTRACTOR believes that additional compensation, damages, or an extension of time may be remedies to which the CONTRACTOR is entitled; and

- (4) Claim must be justified. The CONTRACTOR must maintain and, upon request, make available to the Agency procurement officer within a reasonable time, detailed records to the extent practicable, and other documentation and evidence satisfactory to the STATE, justifying the claimed additional costs or an extension of time in connection with such changes.

b. CONTRACTOR not excused. Nothing herein contained, however, shall excuse the CONTRACTOR from compliance with any rules or laws precluding any state officers and CONTRACTOR from acting in collusion or bad faith in issuing or performing change orders which are clearly not within the scope of the Contract.

c. Price adjustment. Any adjustment in the price made pursuant to this paragraph shall be determined in accordance with the price adjustment provision of this Contract.

16. Costs and Expenses. Any reimbursement due the CONTRACTOR for per diem and transportation expenses under this Contract shall be subject to chapter 3-123 (Cost Principles), HAR, and the following guidelines:

- a. Reimbursement for air transportation shall be for actual cost or coach class air fare, whichever is less.
- b. Reimbursement for ground transportation costs shall not exceed the actual cost of renting an intermediate-sized vehicle.
- c. Unless prior written approval of the HOPA is obtained, reimbursement for subsistence allowance (i.e., hotel and meals, etc.) shall not exceed the applicable daily authorized rates for inter-island or out-of-state travel that are set forth in the current Governor's Executive Order authorizing adjustments in salaries and benefits for state officers and employees in the executive branch who are excluded from collective bargaining coverage.

17. Payment Procedures; Final Payment; Tax Clearance.

- a. Original invoices required. All payments under this Contract shall be made only upon submission by the CONTRACTOR of original invoices specifying the amount due and certifying that services requested under the Contract have been performed by the CONTRACTOR according to the Contract.
- b. Subject to available funds. Such payments are subject to availability of funds and allotment by the Director of Finance in accordance with chapter 37, HRS. Further, all payments shall be made in accordance with and subject to chapter 40, HRS.
- c. Prompt payment.
 - (1) Any money, other than retainage, paid to the CONTRACTOR shall be disbursed to subcontractors within ten (10) days after receipt of the money in accordance with the terms of the subcontract; provided that the subcontractor has met all the terms and conditions of the subcontract and there are no bona fide disputes; and
 - (2) Upon final payment to the CONTRACTOR, full payment to the subcontractor, including retainage, shall be made within ten (10) days after receipt of the money; provided that there are no bona fide disputes over the subcontractor's performance under the subcontract.
- d. Final payment. Final payment under this Contract shall be subject to sections 103-53 and 103D-328, HRS, which require a tax clearance from the Director of Taxation, State of Hawaii, and the Internal Revenue Service, U.S. Department of Treasury, showing that all delinquent taxes, if any, levied or accrued under state law and the Internal Revenue Code of 1986, as amended, against the CONTRACTOR have been paid. Further, in accordance with section 3-122-112, HAR, CONTRACTOR shall provide a certificate affirming that the CONTRACTOR has remained in compliance with all applicable laws as required by this section.

18. Federal Funds. If this Contract is payable in whole or in part from federal funds, CONTRACTOR agrees that, as to the portion of the compensation under this Contract to be payable from federal funds, the CONTRACTOR shall be paid only from such funds received from the federal government, and shall not be paid from any other funds. Failure of the STATE to receive anticipated federal funds shall not be considered a breach by the STATE or an excuse for nonperformance by the CONTRACTOR.

19. Modifications of Contract.

- a. In writing. Any modification, alteration, amendment, change, or extension of any term, provision, or condition of this Contract permitted by this Contract shall be made by written amendment to this Contract, signed by the CONTRACTOR and the STATE, provided that change orders shall be made in accordance with paragraph 20 herein.
- b. No oral modification. No oral modification, alteration, amendment, change, or extension of any term, provision, or condition of this Contract shall be permitted.

- c. Agency procurement officer. By written order, at any time, and without notice to any surety, the Agency procurement officer may unilaterally order of the CONTRACTOR:
 - (A) Changes in the work within the scope of the Contract; and
 - (B) Changes in the time of performance of the Contract that do not alter the scope of the Contract work.
 - d. Adjustments of price or time for performance. If any modification increases or decreases the CONTRACTOR'S cost of, or the time required for, performance of any part of the work under this Contract, an adjustment shall be made and this Contract modified in writing accordingly. Any adjustment in contract price made pursuant to this clause shall be determined, where applicable, in accordance with the price adjustment clause of this Contract or as negotiated.
 - e. Claim barred after final payment. No claim by the CONTRACTOR for an adjustment hereunder shall be allowed if written modification of the Contract is not made prior to final payment under this Contract.
 - f. Claims not barred. In the absence of a written contract modification, nothing in this clause shall be deemed to restrict the CONTRACTOR'S right to pursue a claim under this Contract or for a breach of contract.
 - g. Head of the purchasing agency approval. If this is a professional services contract awarded pursuant to section 103D-303 or 103D-304, HRS, any modification, alteration, amendment, change, or extension of any term, provision, or condition of this Contract which increases the amount payable to the CONTRACTOR by at least \$25,000.00 and ten per cent (10%) or more of the initial contract price, must receive the prior approval of the head of the purchasing agency.
 - h. Tax clearance. The STATE may, at its discretion, require the CONTRACTOR to submit to the STATE, prior to the STATE'S approval of any modification, alteration, amendment, change, or extension of any term, provision, or condition of this Contract, a tax clearance from the Director of Taxation, State of Hawaii, and the Internal Revenue Service, U.S. Department of Treasury, showing that all delinquent taxes, if any, levied or accrued under state law and the Internal Revenue Code of 1986, as amended, against the CONTRACTOR have been paid.
 - i. Sole source contracts. Amendments to sole source contracts that would change the original scope of the Contract may only be made with the approval of the CPO. Annual renewal of a sole source contract for services should not be submitted as an amendment.
20. Change Order. The Agency procurement officer may, by a written order signed only by the STATE, at any time, and without notice to any surety, and subject to all appropriate adjustments, make changes within the general scope of this Contract in any one or more of the following:
- (1) Drawings, designs, or specifications, if the goods or services to be furnished are to be specially provided to the STATE in accordance therewith;
 - (2) Method of delivery; or
 - (3) Place of delivery.
- a. Adjustments of price or time for performance. If any change order increases or decreases the CONTRACTOR'S cost of, or the time required for, performance of any part of the work under this Contract, whether or not changed by the order, an adjustment shall be made and the Contract modified in writing accordingly. Any adjustment in the Contract price made pursuant to this provision shall be determined in accordance with the price adjustment provision of this Contract. Failure of the parties to agree to an adjustment shall not excuse the CONTRACTOR from proceeding with the Contract as changed, provided that the Agency procurement officer promptly and duly makes the provisional adjustments in payment or time for performance as may be reasonable. By

proceeding with the work, the CONTRACTOR shall not be deemed to have prejudiced any claim for additional compensation, or any extension of time for completion.

- b. Time period for claim. Within ten (10) days after receipt of a written change order under subparagraph 20a, unless the period is extended by the Agency procurement officer in writing, the CONTRACTOR shall respond with a claim for an adjustment. The requirement for a timely written response by CONTRACTOR cannot be waived and shall be a condition precedent to the assertion of a claim.
- c. Claim barred after final payment. No claim by the CONTRACTOR for an adjustment hereunder shall be allowed if a written response is not given prior to final payment under this Contract.
- d. Other claims not barred. In the absence of a change order, nothing in this paragraph 20 shall be deemed to restrict the CONTRACTOR'S right to pursue a claim under the Contract or for breach of contract.

21. Price Adjustment.

- a. Price adjustment. Any adjustment in the contract price pursuant to a provision in this Contract shall be made in one or more of the following ways:
 - (1) By agreement on a fixed price adjustment before commencement of the pertinent performance or as soon thereafter as practicable;
 - (2) By unit prices specified in the Contract or subsequently agreed upon;
 - (3) By the costs attributable to the event or situation covered by the provision, plus appropriate profit or fee, all as specified in the Contract or subsequently agreed upon;
 - (4) In such other manner as the parties may mutually agree; or
 - (5) In the absence of agreement between the parties, by a unilateral determination by the Agency procurement officer of the costs attributable to the event or situation covered by the provision, plus appropriate profit or fee, all as computed by the Agency procurement officer in accordance with generally accepted accounting principles and applicable sections of chapters 3-123 and 3-126, HAR.
- b. Submission of cost or pricing data. The CONTRACTOR shall provide cost or pricing data for any price adjustments subject to the provisions of chapter 3-122, HAR.

22. Variation in Quantity for Definite Quantity Contracts. Upon the agreement of the STATE and the CONTRACTOR, the quantity of goods or services, or both, if a definite quantity is specified in this Contract, may be increased by a maximum of ten per cent (10%); provided the unit prices will remain the same except for any price adjustments otherwise applicable; and the Agency procurement officer makes a written determination that such an increase will either be more economical than awarding another contract or that it would not be practical to award another contract.

23. Changes in Cost-Reimbursement Contract. If this Contract is a cost-reimbursement contract, the following provisions shall apply:

- a. The Agency procurement officer may at any time by written order, and without notice to the sureties, if any, make changes within the general scope of the Contract in any one or more of the following:
 - (1) Description of performance (Attachment 1);
 - (2) Time of performance (i.e., hours of the day, days of the week, etc.);
 - (3) Place of performance of services;

- (4) Drawings, designs, or specifications when the supplies to be furnished are to be specially manufactured for the STATE in accordance with the drawings, designs, or specifications;
 - (5) Method of shipment or packing of supplies; or
 - (6) Place of delivery.
 - b. If any change causes an increase or decrease in the estimated cost of, or the time required for performance of, any part of the performance under this Contract, whether or not changed by the order, or otherwise affects any other terms and conditions of this Contract, the Agency procurement officer shall make an equitable adjustment in the (1) estimated cost, delivery or completion schedule, or both; (2) amount of any fixed fee; and (3) other affected terms and shall modify the Contract accordingly.
 - c. The CONTRACTOR must assert the CONTRACTOR'S rights to an adjustment under this provision within thirty (30) days from the day of receipt of the written order. However, if the Agency procurement officer decides that the facts justify it, the Agency procurement officer may receive and act upon a proposal submitted before final payment under the Contract.
 - d. Failure to agree to any adjustment shall be a dispute under paragraph 11 of this Contract. However, nothing in this provision shall excuse the CONTRACTOR from proceeding with the Contract as changed.
 - e. Notwithstanding the terms and conditions of subparagraphs 23a and 23b, the estimated cost of this Contract and, if this Contract is incrementally funded, the funds allotted for the performance of this Contract, shall not be increased or considered to be increased except by specific written modification of the Contract indicating the new contract estimated cost and, if this contract is incrementally funded, the new amount allotted to the contract.
24. Confidentiality of Material.
- a. All material given to or made available to the CONTRACTOR by virtue of this Contract, which is identified as proprietary or confidential information, will be safeguarded by the CONTRACTOR and shall not be disclosed to any individual or organization without the prior written approval of the STATE.
 - b. All information, data, or other material provided by the CONTRACTOR to the STATE shall be subject to the Uniform Information Practices Act, chapter 92F, HRS.
25. Publicity. The CONTRACTOR shall not refer to the STATE, or any office, agency, or officer thereof, or any state employee, including the HOPA, the CPO, the Agency procurement officer, or to the services or goods, or both, provided under this Contract, in any of the CONTRACTOR'S brochures, advertisements, or other publicity of the CONTRACTOR. All media contacts with the CONTRACTOR about the subject matter of this Contract shall be referred to the Agency procurement officer.
26. Ownership Rights and Copyright. The STATE shall have complete ownership of all material, both finished and unfinished, which is developed, prepared, assembled, or conceived by the CONTRACTOR pursuant to this Contract, and all such material shall be considered "works made for hire." All such material shall be delivered to the STATE upon expiration or termination of this Contract. The STATE, in its sole discretion, shall have the exclusive right to copyright any product, concept, or material developed, prepared, assembled, or conceived by the CONTRACTOR pursuant to this Contract.
27. Liens and Warranties. Goods provided under this Contract shall be provided free of all liens and provided together with all applicable warranties, or with the warranties described in the Contract documents, whichever are greater.

28. Audit of Books and Records of the CONTRACTOR. The STATE may, at reasonable times and places, audit the books and records of the CONTRACTOR, prospective contractor, subcontractor, or prospective subcontractor which are related to:
- a. The cost or pricing data, and
 - b. A state contract, including subcontracts, other than a firm fixed-price contract.

29. Cost or Pricing Data. Cost or pricing data must be submitted to the Agency procurement officer and timely certified as accurate for contracts over \$100,000 unless the contract is for a multiple-term or as otherwise specified by the Agency procurement officer. Unless otherwise required by the Agency procurement officer, cost or pricing data submission is not required for contracts awarded pursuant to competitive sealed bid procedures.

If certified cost or pricing data are subsequently found to have been inaccurate, incomplete, or noncurrent as of the date stated in the certificate, the STATE is entitled to an adjustment of the contract price, including profit or fee, to exclude any significant sum by which the price, including profit or fee, was increased because of the defective data. It is presumed that overstated cost or pricing data increased the contract price in the amount of the defect plus related overhead and profit or fee. Therefore, unless there is a clear indication that the defective data was not used or relied upon, the price will be reduced in such amount.

30. Audit of Cost or Pricing Data. When cost or pricing principles are applicable, the STATE may require an audit of cost or pricing data.

31. Records Retention.

- (1) Upon any termination of this Contract or as otherwise required by applicable law, CONTRACTOR shall, pursuant to chapter 487R, HRS, destroy all copies (paper or electronic form) of personal information received from the STATE.
- (2) The CONTRACTOR and any subcontractors shall maintain the files, books, and records that relate to the Contract, including any personal information created or received by the CONTRACTOR on behalf of the STATE, and any cost or pricing data, for at least three (3) years after the date of final payment under the Contract. The personal information shall continue to be confidential and shall only be disclosed as permitted or required by law. After the three (3) year, or longer retention period as required by law has ended, the files, books, and records that contain personal information shall be destroyed pursuant to chapter 487R, HRS or returned to the STATE at the request of the STATE.

32. Antitrust Claims. The STATE and the CONTRACTOR recognize that in actual economic practice, overcharges resulting from antitrust violations are in fact usually borne by the purchaser. Therefore, the CONTRACTOR hereby assigns to STATE any and all claims for overcharges as to goods and materials purchased in connection with this Contract, except as to overcharges which result from violations commencing after the price is established under this Contract and which are not passed on to the STATE under an escalation clause.

33. Patented Articles. The CONTRACTOR shall defend, indemnify, and hold harmless the STATE, and its officers, employees, and agents from and against all liability, loss, damage, cost, and expense, including all attorneys fees, and all claims, suits, and demands arising out of or resulting from any claims, demands, or actions by the patent holder for infringement or other improper or unauthorized use of any patented article, patented process, or patented appliance in connection with this Contract. The CONTRACTOR shall be solely responsible for correcting or curing to the satisfaction of the STATE any such infringement or improper or unauthorized use, including, without limitation: (a) furnishing at no cost to the STATE a substitute article, process, or appliance acceptable to the STATE, (b) paying royalties or other required payments to the patent holder, (c) obtaining proper authorizations or releases from the patent holder, and (d) furnishing such security to or making such arrangements with the patent holder as may be necessary to correct or cure any such infringement or improper or unauthorized use.

34. Governing Law. The validity of this Contract and any of its terms or provisions, as well as the rights and duties of the parties to this Contract, shall be governed by the laws of the State of Hawaii. Any action at law or in equity to enforce or interpret the provisions of this Contract shall be brought in a state court of competent jurisdiction in Honolulu, Hawaii.
35. Compliance with Laws. The CONTRACTOR shall comply with all federal, state, and county laws, ordinances, codes, rules, and regulations, as the same may be amended from time to time, that in any way affect the CONTRACTOR'S performance of this Contract.
36. Conflict Between General Conditions and Procurement Rules. In the event of a conflict between the General Conditions and the procurement rules, the procurement rules in effect on the date this Contract became effective shall control and are hereby incorporated by reference.
37. Entire Contract. This Contract sets forth all of the agreements, conditions, understandings, promises, warranties, and representations between the STATE and the CONTRACTOR relative to this Contract. This Contract supersedes all prior agreements, conditions, understandings, promises, warranties, and representations, which shall have no further force or effect. There are no agreements, conditions, understandings, promises, warranties, or representations, oral or written, express or implied, between the STATE and the CONTRACTOR other than as set forth or as referred to herein.
38. Severability. In the event that any provision of this Contract is declared invalid or unenforceable by a court, such invalidity or unenforceability shall not affect the validity or enforceability of the remaining terms of this Contract.
39. Waiver. The failure of the STATE to insist upon the strict compliance with any term, provision, or condition of this Contract shall not constitute or be deemed to constitute a waiver or relinquishment of the STATE'S right to enforce the same in accordance with this Contract. The fact that the STATE specifically refers to one provision of the procurement rules or one section of the Hawaii Revised Statutes, and does not include other provisions or statutory sections in this Contract shall not constitute a waiver or relinquishment of the STATE'S rights or the CONTRACTOR'S obligations under the procurement rules or statutes.
40. Pollution Control. If during the performance of this Contract, the CONTRACTOR encounters a "release" or a "threatened release" of a reportable quantity of a "hazardous substance," "pollutant," or "contaminant" as those terms are defined in section 128D-1, HRS, the CONTRACTOR shall immediately notify the STATE and all other appropriate state, county, or federal agencies as required by law. The Contractor shall take all necessary actions, including stopping work, to avoid causing, contributing to, or making worse a release of a hazardous substance, pollutant, or contaminant, and shall promptly obey any orders the Environmental Protection Agency or the state Department of Health issues in response to the release. In the event there is an ensuing cease-work period, and the STATE determines that this Contract requires an adjustment of the time for performance, the Contract shall be modified in writing accordingly.
41. Campaign Contributions. The CONTRACTOR is hereby notified of the applicability of 11-355, HRS, which states that campaign contributions are prohibited from specified state or county government contractors during the terms of their contracts if the contractors are paid with funds appropriated by a legislative body.
42. Confidentiality of Personal Information.
- a. Definitions.
- "Personal information" means an individual's first name or first initial and last name in combination with any one or more of the following data elements, when either name or data elements are not encrypted:
- (1) Social security number;
 - (2) Driver's license number or Hawaii identification card number; or

- (3) Account number, credit or debit card number, access code, or password that would permit access to an individual's financial information.

Personal information does not include publicly available information that is lawfully made available to the general public from federal, state, or local government records.

"Technological safeguards" means the technology and the policy and procedures for use of the technology to protect and control access to personal information.

b. Confidentiality of Material.

- (1) All material given to or made available to the CONTRACTOR by the STATE by virtue of this Contract which is identified as personal information, shall be safeguarded by the CONTRACTOR and shall not be disclosed without the prior written approval of the STATE.
- (2) CONTRACTOR agrees not to retain, use, or disclose personal information for any purpose other than as permitted or required by this Contract.
- (3) CONTRACTOR agrees to implement appropriate "technological safeguards" that are acceptable to the STATE to reduce the risk of unauthorized access to personal information.
- (4) CONTRACTOR shall report to the STATE in a prompt and complete manner any security breaches involving personal information.
- (5) CONTRACTOR agrees to mitigate, to the extent practicable, any harmful effect that is known to CONTRACTOR because of a use or disclosure of personal information by CONTRACTOR in violation of the requirements of this paragraph.
- (6) CONTRACTOR shall complete and retain a log of all disclosures made of personal information received from the STATE, or personal information created or received by CONTRACTOR on behalf of the STATE.

c. Security Awareness Training and Confidentiality Agreements.

- (1) CONTRACTOR certifies that all of its employees who will have access to the personal information have completed training on security awareness topics relating to protecting personal information.
- (2) CONTRACTOR certifies that confidentiality agreements have been signed by all of its employees who will have access to the personal information acknowledging that:
 - (A) The personal information collected, used, or maintained by the CONTRACTOR will be treated as confidential;
 - (B) Access to the personal information will be allowed only as necessary to perform the Contract; and
 - (C) Use of the personal information will be restricted to uses consistent with the services subject to this Contract.

d. Termination for Cause. In addition to any other remedies provided by this Contract, if the STATE learns of a material breach by CONTRACTOR of this paragraph by CONTRACTOR, the STATE may at its sole discretion:

- (1) Provide an opportunity for the CONTRACTOR to cure the breach or end the violation; or
- (2) Immediately terminate this Contract.

In either instance, the CONTRACTOR and the STATE shall follow chapter 487N, HRS, with respect to notification of a security breach of personal information.

e. Records Retention.

- (1) Upon any termination of this Contract or as otherwise required by applicable law, CONTRACTOR shall, pursuant to chapter 487R, HRS, destroy all copies (paper or electronic form) of personal information received from the STATE.
- (2) The CONTRACTOR and any subcontractors shall maintain the files, books, and records that relate to the Contract, including any personal information created or received by the CONTRACTOR on behalf of the STATE, and any cost or pricing data, for at least three (3) years after the date of final payment under the Contract. The personal information shall continue to be confidential and shall only be disclosed as permitted or required by law. After the three (3) year, or longer retention period as required by law has ended, the files, books, and records that contain personal information shall be destroyed pursuant to chapter 487R, HRS or returned to the STATE at the request of the STATE.

Exhibit 3: State of Hawaii AG Forms



STATE OF HAWAII
CONTRACT FOR GOODS OR SERVICES
BASED UPON
COMPETITIVE SEALED PROPOSALS

This Contract, executed on the respective dates indicated below, is effective as of _____, _____, between _____,
(Insert name of state department, agency, board or commission)
 State of Hawaii ("STATE"), by its _____,
(Insert title of person signing for State)
 (hereafter also referred to as the HEAD OF THE PURCHASING AGENCY or designee ("HOPA")), whose address is _____
 _____ and _____
 ("CONTRACTOR"), a _____,
(Insert corporation, partnership, joint venture, sole proprietorship, or other legal form of the Contractor)
 under the laws of the State of _____, whose business address and federal and state taxpayer identification numbers are as follows: _____

RECITALS

- A. The STATE desires to retain and engage the CONTRACTOR to provide the goods or services, or both, described in this Contract and its attachments, and the CONTRACTOR is agreeable to providing said goods or services or both.
- B. The STATE has issued a request for competitive sealed proposals, and has received and reviewed proposals submitted in response to the request.
- C. The solicitation for proposals and the selection of the CONTRACTOR were made in accordance with section 103D-303, Hawaii Revised Statutes ("HRS"), Hawaii Administrative Rules, Title 3, Department of Accounting and General Services, Subtitle 11 ("HAR"), Chapter 122, Subchapter 6, and applicable procedures established by the appropriate Chief Procurement Officer ("CPO").
- D. The CONTRACTOR has been identified as the responsible and responsive offeror whose proposal is the most advantageous for the STATE, taking into consideration price and the evaluation factors set forth in the request.
- E. Pursuant to _____,
(Legal authority to enter into this Contract)
 the STATE is authorized to enter into this Contract.
- F. Money is available to fund this Contract pursuant to:
 (1) _____
(Identify state sources)
 or (2) _____
(Identify federal sources)
 or both, in the following amounts: State \$ _____
 Federal \$ _____

NOW, THEREFORE, in consideration of the promises contained in this Contract, the STATE and the CONTRACTOR agree as follows:

- 1. Scope of Services. The CONTRACTOR shall, in a proper and satisfactory manner as determined by the STATE, provide all the goods or services, or both, set forth in the request for competitive sealed proposals number _____ ("RFP") and the CONTRACTOR'S accepted proposal ("Proposal"), both of which, even if not physically attached to this Contract, are made a part of this Contract.
- 2. Compensation. The CONTRACTOR shall be compensated for goods supplied

or services performed, or both, under this Contract in a total amount not to exceed _____ DOLLARS (\$ _____), including approved costs incurred and taxes, at the time and in the manner set forth in the RFP and CONTRACTOR'S Proposal.

3. Time of Performance. The services or goods required of the CONTRACTOR under this Contract shall be performed and completed in accordance with the Time of Performance set forth in Attachment-S3, which is made a part of this Contract.

4. Bonds. The CONTRACTOR is required to provide or is not required to provide: a performance bond, a payment bond, a performance and payment bond in the amount of _____ DOLLARS (\$ _____).

5. Standards of Conduct Declaration. The Standards of Conduct Declaration of the CONTRACTOR is attached to and made a part of this Contract.

6. Other Terms and Conditions. The General Conditions and any Special Conditions are attached to and made a part of this Contract. In the event of a conflict between the General Conditions and the Special Conditions, the Special Conditions shall control. In the event of a conflict among the documents, the order of precedence shall be as follows: (1) this Contract, including all attachments and addenda; (2) the RFP, including all attachments and addenda; and (3) the Proposal.

7. Liquidated Damages. Liquidated damages shall be assessed in the amount of _____ DOLLARS (\$ _____) per day, in accordance with the terms of paragraph 9 of the General Conditions.

8. Notices. Any written notice required to be given by a party to this Contract shall be (a) delivered personally, or (b) sent by United States first class mail, postage prepaid. Notice to the STATE shall be sent to the HOPA'S address indicated in the Contract. Notice to the CONTRACTOR shall be sent to the CONTRACTOR'S address indicated in the Contract. A notice shall be deemed to have been received three (3) days after mailing or at the time of actual receipt, whichever is earlier. The CONTRACTOR is responsible for notifying the STATE in writing of any change of address.

IN VIEW OF THE ABOVE, the parties execute this Contract by their signatures, on the dates below, to be effective as of the date first above written.

STATE

(Signature)

(Print Name)

(Print Title)

(Date)

CONTRACTOR

(Name of Contractor)

(Signature)

(Print Name)

(Print Title)

(Date)

CORPORATE SEAL
(If available)

APPROVED AS TO FORM:

Deputy Attorney General

* Evidence of authority of the CONTRACTOR'S representative to sign this Contract for the CONTRACTOR must be attached.



STATE OF HAWAII

CONTRACTOR'S ACKNOWLEDGMENT

STATE OF _____)
) SS.
_____ COUNTY OF _____)

On this _____ day of _____, _____ before me appeared _____ and _____, to me known, to be the person(s) described in and, who, being by me duly sworn, did say that he/she/they is/are _____ and _____ of _____, the CONTRACTOR named in the foregoing instrument, and that he/she/they is/are authorized to sign said instrument on behalf of the CONTRACTOR, and acknowledges that he/she/they executed said instrument as the free act and deed of the CONTRACTOR.

(Notary Stamp or Seal)

(Signature)

(Print Name)

Notary Public, State of _____

My commission expires: _____

Doc. Date: _____ # Pages: _____

Notary Name: _____ Circuit _____

Doc. Description: _____

(Notary Stamp or Seal)

Notary Signature Date

NOTARY CERTIFICATION



STATE OF HAWAII
CONTRACTOR'S
STANDARDS OF CONDUCT DECLARATION

For the purposes of this declaration:

"Agency" means and includes the State, the legislature and its committees, all executive departments, boards, commissions, committees, bureaus, offices; and all independent commissions and other establishments of the state government but excluding the courts.

"Controlling interest" means an interest in a business or other undertaking which is sufficient in fact to control, whether the interest is greater or less than fifty per cent (50%).

"Employee" means any nominated, appointed, or elected officer or employee of the State, including members of boards, commissions, and committees, and employees under contract to the State or of the constitutional convention, but excluding legislators, delegates to the constitutional convention, justices, and judges. (Section 84-3, HRS).

On behalf of _____, CONTRACTOR, the undersigned does declare as follows:

1. CONTRACTOR is* is not a legislator or an employee or a business in which a legislator or an employee has a controlling interest. (Section 84-15(a), HRS).
2. CONTRACTOR has not been represented or assisted personally in the matter by an individual who has been an employee of the agency awarding this Contract within the preceding two years and who participated while so employed in the matter with which the Contract is directly concerned. (Section 84-15(b), HRS).
3. CONTRACTOR has not been assisted or represented by a legislator or employee for a fee or other compensation to obtain this Contract and will not be assisted or represented by a legislator or employee for a fee or other compensation in the performance of this Contract, if the legislator or employee had been involved in the development or award of the Contract. (Section 84-14 (d), HRS).
4. CONTRACTOR has not been represented on matters related to this Contract, for a fee or other consideration by an individual who, within the past twelve (12) months, has been an agency employee, or in the case of the Legislature, a legislator, and participated while an employee or legislator on matters related to this Contract. (Sections 84-18(b) and (c), HRS).

CONTRACTOR understands that the Contract to which this document is attached is voidable on behalf of the STATE if this Contract was entered into in violation of any provision of chapter 84, Hawaii Revised Statutes, commonly referred to as the Code of Ethics, including the provisions which are the source of the declarations above. Additionally, any fee, compensation, gift, or profit received by any person as a result of a violation of the Code of Ethics may be recovered by the STATE.

* Reminder to Agency: If the "is" block is checked and if the Contract involves goods or services of a value in excess of \$10,000, the Contract must be awarded by competitive sealed bidding under section 103D-302, HRS, or a competitive sealed proposal under section 103D-303, HRS. Otherwise, the Agency may not award the Contract unless it posts a notice of its intent to award it and files a copy of the notice with the State Ethics Commission. (Section 84-15(a), HRS).

CONTRACTOR

By _____
(Signature)

Print Name _____

Print Title _____

Name of Contractor _____

Date _____



STATE OF HAWAII

**CERTIFICATE OF EXEMPTION
FROM CIVIL SERVICE**

1. By Heads of Departments Delegated by the Director of the Department of Human Resources Development (“DHRD”).*

Pursuant to a delegation of the authority by the Director of DHRD, I certify that the services to be provided under this Contract, and the person(s) providing the services under this Contract are exempt from the civil service, pursuant to § 76-16, Hawaii Revised Statutes (HRS).

(Signature)

(Date)

(Print Name)

(Print Title)

* This part of the form may be used by all department heads and the heads of attached agencies to whom the Director of DHRD expressly has delegated authority to certify § 76-16, HRS, civil service exemptions. The specific paragraph(s) of § 76-16, HRS, upon which an exemption is based should be noted in the contract file. If an exemption is based on § 76-16(b)(15), the contract must meet the following conditions:

- (1) It involves the delivery of completed work or product by or during a specific time;
- (2) There is no employee-employer relationship; and
- (3) The authorized funding for the service is from other than the "A" or personal services cost element.

NOTE: Not all attached agencies have received a delegation under § 76-16(b)(15). If in doubt, attached agencies should check with the Director of DHRD prior to certifying an exemption under § 76-16(b)(15). Authority to certify exemptions under §§76-16(b)(2), and 76-16(b)(12), HRS, has not been delegated; only the Director of DHRD may certify §§ 76-16(b)(2), and 76-16(b)(12) exemptions.

2. By the Director of DHRD, State of Hawaii.

I certify that the services to be provided under this Contract, and the person(s) providing the services under this Contract are exempt from the civil service, pursuant to §76-16, HRS.

(Signature)

(Date)

(Print Name)

(Print Title, if designee of the Director of DHRD)

Exhibit 4: State of Hawaii Vendor Evaluation Form, SPO-012



**STATE PROCUREMENT OFFICE
EVALUATION: VENDOR OR PRODUCT**

AGENCY INFORMATION		
1. Date:	2. Department:	3. Agency:
4. Contact Person:		5. Phone:
6. e-mail:		
7. Contract/PO Date:	8. Description	
VENDOR EVALUATION		
9. Company:		10. Contact Person:
11. Contact Person Ph:		12. e-mail:
Fax:		
EVALUATION		
13. VENDOR EVALUATION:		
PRODUCT/SERVICE EVALUATION		
14. PRODUCT EVALUATION:		
SPO ACTION		
15. Comments:		
16. _____		
Purchasing Specialist Signature	Procurement Officer	Date

17. Number _____

STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

March 29, 2018

ADDENDUM 1
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

A link to the recorded pre-proposal conference is available in HlePRO located in the Pre-Offer Conference section under "Comments."

The following changes are made to RFP-18-002-SW:

1. **CHANGE** RFP Administrative Information, bottom of 3rd page as follows:

TAKE NOTE OF THE 0.25% NASPO VALUEPOINT ADMINISTRATIVE FEE DETAILED IN SECTION 6 OF THE NASPO VALUEPOINT STANDARD TERMS AND CONDITIONS (ATTACHMENT A), WHICH MUST BE INCORPORATED INTO YOUR PRICE. OTHER STATES MAY NEGOTIATE ADDITIONAL ADMINISTRATIVE FEES IN THEIR PARTICIPATING ADDENDA FOLLOWING AWARD OF A MASTER AGREEMENT. ALSO, NOTE THE MANDATORY .75% (.0075) TRANSACTION FEE TO HAWAII INFORMATION CONSORTIUM, LLC (HIC) BASED ON QUARTERLY SALES FOR ~~AWARDS MADE IN HIEPRO TO~~ HAWAII AGENCIES ONLY AND LIMITED TO THE **FIRST-YEAR INITIAL TERM, WHICH IS TWO YEARS**. (DETAILED IN SECTION 2.3 ELECTRONIC PROCUREMENT AND SECTION 3.19 PAYMENT TO HAWAII INFORMATION CONSORTIUM, LLC.)

2. **CHANGE** Section 2.3.3 as follows:

As part of this procurement process, Offerors are informed that awards made for this solicitation, if any, shall be done through the HlePRO and shall therefore be subject to a mandatory .75% (.0075) transaction fee, not to exceed \$5,000 **per Contractor** for the **total initial contract term, which is two years**. The mandatory fee (.75%) is applicable for **awards sales** to Hawaii government agencies only, calculated on a quarterly basis for the **first-year only initial term, which is two years**. This transaction fee shall be based on the total sales made against this contract, payable to HIC, the vendor administering HlePRO. Refer to the Section 7.10 Payment to Hawaii Information Consortium, LLC (HIC).



Mara Smith
Procurement Officer

STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

April 12, 2018

ADDENDUM 2
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

IMPORTANT: DUE TO THE VOLUME OF QUESTIONS AND SUBSEQUENT NEED FOR CHANGES TO THE RFP, ANSWERS SHALL BE PROVIDED THROUGH ADDENDA AS THEY ARE COMPLETED AND SHALL BE ATTACHED IN HiePRO.

ON APRIL 13, 2018 @ 2:30 P.M. HST, ALL THE QUESTIONS (NOT THE ANSWERS) WILL BE VIEWABLE BY CLICKING ON THE Q&A TAB IN HiePRO.



Mara Smith
Procurement Officer

STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

April 13, 2018

ADDENDUM 3
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

This Addendum modifies or clarifies the solicitation documents only to the extent indicated herein, and all portions thereof not specifically affected by the addendum shall remain in full force and effect. All addenda shall be added to and form a part of the RFP documents, including the answers to the questions.

IMPORTANT: QUESTIONS ARE NOW PUBLISHED IN HAWAII'S ePROCUREMENT SYSTEM AND MAY BE FOUND IN THE Q&A TAB. DUE TO THE VOLUME OF QUESTIONS, ANSWERS SHALL BE MADE AVAILABLE THROUGH ADDENDA AS AN ATTACHMENT IN HIePRO.

ADDENDUM 3 PROVIDES ANSWERS TO THE FOLLOWING QUESTIONS: 1, 2, 4-9, 11, 12, 14-18, 20-24, 50, 83, 84, 98, 113, 114, 130 and 168.

FUTURE ADDENDA SHALL PROVIDE ANSWERS TO REMAINING QUESTIONS UNTIL ALL QUESTIONS ARE ANSWERED.

The following changes are made to RFP-18-002-SW:

1. **ADD** to Section 6.3 Offeror Profile, i. Description of your company's ability to obtain necessary insurance to comply with State of Hawaii and other participating states. Refer to Section 3.4 Insurance. **ADD** to c. Organizational Chart (may be submitted as an appendix and separate from the narrative).

6.3 Offeror Profile

Provide the following information specific to your company:

- a. Description of your company's ownership structure
- b. Employee size (number of employees)
- c. Organizational Chart (may be submitted as an appendix and separate from the narrative)

- d. Website
- e. Sales person contact information
- f. Your client retention rate during the past 3 years
- g. A brief history of your company and the year it was founded
- h. Description of your company's growth during the past three years.
- i. Description of your company's ability to obtain necessary insurance to comply with State of Hawaii and other participating states. Refer to Section 3.4 Insurance.

Reference: Questions 7 & 83

2. **REPLACE** Attachment B-1 Submittal Questions Matrix (SQM) **AND CHANGE** as follows:

Responses are limited to ~~4500~~ 3000 characters per ~~question~~ SQM.

Reference: Questions #1, #24, #50, #84 and #163

And

Management Plan = 7 pages*~~[(excluding resumè and organizational chart(s))]~~
 Technical/Experience = 5 pages*

Reference: Question #83

Note: The replacement Attachment B-1 shall be uploaded as Addendum 3, Revised 4-13-18 in HlePRO.

3. **REPLACE AND CHANGE** Attachment C, Offer Form OF-1 as follows:

"The undersigned has carefully read and understands the terms and conditions specified in the Specifications **and Requirements**, Special Provisions, **NASPO ValuePoint Master Agreement Terms and Conditions, Additional Participating States' Terms and Conditions**, General Provisions dated 7/2017, or as amended.... and hereby submits the following bid offer to perform....."

Reference: Questions #6 and #8

Note: The replacement Attachment C shall be uploaded in HlePRO as Addendum 2, Revised 4-13-18.

4. **CHANGE** Section 3.16 Additional Contractor Requirements as follows:

3.16 Additional Contractor Requirements

Each Contractor shall:

Adhere to its Contract with the **Lead State and Purchasing Entities**;

Provide all labor, materials and equipment necessary to meet the RFP Requirements;

Communicate contract requirements to its Subcontractors' personnel and direct and coordinate project activities to ensure that the services progress efficiently and are completed on schedule;

~~Ensure that all its and its Subcontractors' employees can communicate effectively with the Lead State and Purchasing Entities employees;~~

Ensure that it is current with all payments and registration fees and similar financial obligations owed to the **Lead State and Purchasing Entities** during the term of its Contract with the **Lead State and Purchasing Entities**;

Fully cooperate and maintain effective communication with the **Lead State and Purchasing Entities** and cooperate in the resolution of problems, suspected problems or potential problems;

Reference: Question #9

5. **CHANGE** Section 4.4 Required Format and Content as follows:

4.4 Required Format and Content

All Proposals must be submitted in the following format. Detailed information on submitting each of these sections is contained in later sections of this RFP. Proposal shall be submitted in size 12 Arial font or equivalent, **excluding charts, tables and graphs.**

Reference: Question #12

6. **CHANGE** Section 3.3 NASPO ValuePoint Master Agreement Statement of Compliance

This section highlights terms and conditions of NASPO ValuePoint Master Agreement Terms and Conditions, although Offerors will be bound to all the terms and conditions when executing a Master Agreement as shown in Attachment A. Offerors must ~~include a statement in their Proposal~~ **sign and submit Attachment C Offer Form OF-01 agreeing** that they have read and understand the terms and conditions as shown in the Master Agreement (Attachment A).

Reference: Question #6 and #8

7. **CHANGE** Section 10.5 Responsibility of Offerors as follows:

10.5 Responsibility of Offerors

The Offeror is advised that in order to be awarded a **Master Agreement** ~~contract~~ under this solicitation, the Offeror will be required, to be compliant with all laws governing entities doing business in the State including the following chapters and pursuant to Hawaii Revised Statutes HRS §103D-310(c):

Reference: Question #22

8. **CHANGE** Section 3.7 Lead State Terms and Conditions as follows:

Refer to Section 10 Special Provisions, Exhibit 1 General Provisions, and Exhibit 2 AG General Conditions for the Lead State Special Terms and Conditions that apply to this solicitation. Offeror shall indicate in their Proposal that they have read and understand the requirements shown in Lead State Terms and Conditions **by signing and submitting Attachment C Offer Form OF-01.**

Reference: Question #6

9. **CHANGE** Section 3.8 Participating State Terms and Conditions

As a courtesy to Offerors, some Participating States' specific Terms and Conditions are provided in Attachments to this solicitation. These are for informational purposes only and will be negotiated with other Participating States after award of the Master Agreement. Each state reserves the right to negotiate additional terms and conditions in its Participating Addendums. Offerors shall ~~submit a statement~~ **sign and submit Attachment C Offer Form OF-01 agreeing** that they understand they may be required to negotiate these additional terms and conditions when executing a Participating Addendum.

Reference: Question #6

10. **CHANGE** Section 3.10 Promotion of the NASPO ValuePoint Master Agreement as follows:

3.10 Promotion of the NASPO ValuePoint Master Agreement

The NASPO ValuePoint Master Agreement Terms and Conditions include program provisions governing participation in the cooperative, reporting and payment of administrative fees, and marketing/education relating to the NASPO ValuePoint cooperative procurement program. In this regard, know that Contractor will be expected to:

- a. Promote the use of the Master Agreement **by at minimum providing a webpage on its website for PASS.**
- b. Integrate each state's procurement officials' (CPO) permission to use the Master Agreement.
- c. Acknowledge that Public entities are sensitive to "scope" issues, that is, whether performance is within the intended scope of the solicitation as awarded. Contractor shall have a strategy to promote agreements of this nature.

Reference: Question #113

11. **CHANGE** Section 5.8 Evaluation Criteria, Table 1 – Evaluation Criteria

5.8 Evaluation Criteria

The following criteria shall be used in evaluating the Offerors:

Table 1 - Evaluation Criteria

Evaluation Category	Evaluation Subcategory	Point Breakdown	Points Possible
Evaluation Criteria 1: Management Plan	Customer Service	50	
	Coverage (multiple states)	75	
	Management Approach	75	
	Staffing	50	
	Staff Experience – Key Personnel (Resumès)	75	
	Usage Fee and Reporting Plan	25	
	Subtotal		350
Evaluation Criteria 2: Technical/Experience	General Requirements	20	
	Acquisition Planning	48	
	Market Research	48	
	Solicitation and Award	48	
	Contract Management	48	
	Completion & Closeout	48	
	Other Services	40	
	Subtotal		300
Evaluation Criteria 3: Past Performance	Offeror References		50
Evaluation Criteria 4: Price			300
Total Possible Points			1000

Reference: Question #15

12. **CHANGE** Table 2 as follows:

Table 2

LABOR CATEGORIES	
Labor Category	Minimum Qualifications(s)
Subject Matter Expert III (Key Personnel)	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Fifteen (15) or more years of progressive experience and possess extensive knowledge when complex project/programs. • Must have the ability to analyze project requirements and develop strategic solutions and plans. • Able to provide highly technical and specialized guidance concerning solutions to complex projects. • Demonstrates executive decision-making skills and judgment. • Applies principles and methods of the subject matter to specialized solutions. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Project Management certification • Master's Degree or higher

Table 2

LABOR CATEGORIES	
Labor Category	Minimum Qualifications(s)
Acquisition Support Specialist III (Key Personnel)	<p>Must have at a minimum:</p> <ul style="list-style-type: none"> • Bachelor's Degree or higher from an accredited college or university in a related field. • Eight (8) or more years of providing a broad range of complex acquisition management support. • Must have the ability read and interpret each State's acquisition policy, regulations, and directives and interpretations fully and legally to all activities described in the Statement of Work (SOW.) • Able to analyze cost and pricing data, assistance in proposal evaluations, and assistance in price negotiations. <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Certification from a nationally recognized organization such as NCMA, UPPCC or DAU. • Master's Degree or higher in Business Administration, Business Law, or Public Administration

Reference: Question #17

13. **CHANGE** Section 8.3 References as follows:

8.3 References

- a. Offeror shall complete Section 1 of Attachment C-1 Offer Form OF-2 References with the names and contact information of customer references for at least three (3) government or similar agencies and submit this section with the initial offer.
- b. The Offeror shall then complete Section 2 of Attachment C-1 Offer Form OF-2 References and e-mail the completed section 2 and blank section 3 to each reference contact. Instructions for reference to complete section 3 is provided.

The reference will submit completed Sections 2 and 3 directly to the State of Hawaii **by the proposal due date and time. Original shall be mailed within five (5) business days.** Offerors are encouraged to follow up with reference and ensure timely submission.

The State reserves the right to conduct reference checks beyond those provided by references.

The results of the reference checks will be reflected in the evaluation score for this criterion. Full points will not be awarded without receipt of Section 2 and 3 from at least three (3) listed customers.

Reference: Questions #20 and 130

14. **REPLACE ATTACHMENT C-1 OFFER FORM OF-02 REFERENCES.**

Add "State Procurement Office" in Section 3 To be completed by the Customer Organization, page 4 as follows:

Once you have completed the form, please email the response to donna.tsuruda-kashiwabara@hawaii.gov and mail the original in a sealed envelope to

State Procurement Office
Attn: Donna Tsuruda-Kashiwabara
1151 Punchbowl St, Rm 416
Honolulu, HI 96813

AND **CORRECT** CLIENT REFERENCES, page 1, last paragraph as follows:

The State may contact all of the references listed to inquire about Offeror's equipment, services, performance, and degree of customer satisfaction. Full points for references will not be awarded unless section 2 and 3 are emailed from referenced customers in accordance with section 4.5.2 **8.3 References**.

Reference: Questions #20 and #130

15. **CHANGE** Section 6.8 Key Personnel as follows:

6.8 Key Personnel

The Lead State has determined that key personnel are made up of the following labor categories: Program Director and Acquisition Support Specialist III.

The Lead State will evaluate the proposed key personnel for those technical and management positions the Offeror considers essential to the successful performance of the contract. ~~The Lead State will evaluate whether the proposed key personnel will be assigned full-time to their respective position, physically located where most of their requirements are performed and employed by the prime Contractor for the duration stated in each letter of commitment.~~

Reference: Questions #17 and #18

16. **CHANGE** Attachment B-1 Submittal Questions Matrix (SQM) #25 as follows

Describe any ~~source selection training~~ advisory services or other source selection activities you have conducted.

Reference: Question #98

Note: The CHANGE shall be reflected in replacement Attachment B-1, which shall be uploaded as Addendum 3, Revised 4-13-18 in HlePRO.



Mara Smith
Procurement Officer

**PROCUREMENT OF ACQUISITION SUPPORT SERVICES
RFP-18-002-SW
QUESTIONS AND ANSWERS - ADDENDUM 3**

QUESTION NUMBER	QUESTION	RESPONSE	CHANGE TO RFP
1	RFP Attachment B-1, the Submittal Questions Matrix instructions state that "Responses are limited to 1500 characters per question." Can you clarify whether this means 1500 characters per SQM #, or 1500 characters per bulletized question within each SQM #? For example, SQM #4 contains seven bullets, several of which could require answers of at least 1500 characters.	Responses to each SQM are increased to 3000 characters.	See Addendum 3, #2.
2	Are businesses responding to this opportunity required to register to do business in all the participating states (Hawaii, Maryland, Massachusetts, Montana, Nebraska, Nevada, North Dakota, Utah, and Virginia)?	In order to be awarded a Master Agreement, an Offeror will need to comply with State of Hawaii requirements. See Section 10.5 Responsibility of Offerors. Other states may have requirements as provided in their Participating Addendum and/or provided in Attachments E-H for those states who have attached their T&C in this RFP.	no change
4	4.RFP Attachment C-2 requests a fully burdened hourly rate for each labor category with no change based on the state the work is being formed in. Will you accept multiple rates for each of the Labor Categories to reflect the fully burdened rates in each of these states separately?	Pricing shall be the same for each Participating Entity. NASPO ValuePoint is a unified, nationally focused cooperative purchasing alliance aggregating the demand of all 50 states, the District of Columbia and the organized US territories, their political subdivisions and other eligible entities, to obtain the best, innovation and competition in the marketplace. Master Agreements provide participating entities competitive pricing based on volume discounts.	no change
5	5. Are there any requirements for small business participation? If so, what is the requirement?	In order to be awarded a Master Agreement, there is no requirement for small businesses to participate. Other states may have requirements as provided in their Participating Addendum and/or provided in Attachments E-H for those states who have attached their T&C in this RFP.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

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QUESTIONS AND ANSWERS - ADDENDUM 3

6	Solicitation, pg 16-17, Section 3.3, 3.7, 3.8, Last paragraph/ sentence in each Section, Where are these statements to go in our proposal "offeror must state they have read and understand..."?	By signing Offer Form OF-1, Offeror understands and agrees to the requirements and terms and conditions of this RFP, inclusive of the NASPO ValuePoint Master Agreement, the Lead State Terms and Conditions and Participating State Terms and Conditions.	See Addendum 3 - #3, #6, #8 and #9.
7	Solicitation, pg. 16, Section 3.4 Insurance, Entire paragraph, What section of the offeror's proposal shall we "describe our insurance or plans to obtain insurance" for each participating entity's state?	Item i. is added to Section 6.3 Offeror Profile to request Offeror to describe how they plan to comply with each participating entities requirement for insurance.	See Addendum 3, #1.
8	Solicitation, pg. 18, Section 3.1, Entire paragraph, Is this something that the offeror must address in their proposal submission?	No, how an Offeror proposes to promote the NASPO ValuePoint Agreement is not required to be addressed in its proposal. However, Offeror acknowledges and understands the program provisions as described in Section 3.10 Promotion of the NASPO ValuePoint Master Agreement by signing Attachment C Offer Form OF-1.	See Addendum 3, #3 and #6; Reference Question # 10.
9	Solicitation, pg. 20, Section 3.16, 3rd Sentence, What materials and equipment will be purchased under this contract?	Generally, there are no expectations for materials and/or equipment except for general office type needs such as computers or office supplies. However, in the event that a Participating Entity may require specific materials and/or equipment, these items may be noted as a separate line item in a task order, which the Contractor should submit its quote.	See Addendum 3, #4 for clarification.
11	Solicitation, pg. 25, Section 4, Is the offeror to provide (1) one electronic proposal with the items identified in Section 4.4 all in one document? Can the proposal be submitted in PDF (besides Attachment C-2)?	Only one electronic submittal in HlePRO per Offeror shall be submitted. Attachments shall be uploaded and may be in any format, i.e. PDF as long as it complies with Section 4.4 Required Format and Content. Each submittal should have a table of contents and include all items noted on the checklist. Refer to file size limitation in Section 4.3 Electronic Submission of Proposals.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 3

12	Solicitation, pg. 25, Section 4.4, First Paragraph, Can charts/tables/graphs be in 10 point font?	Yes, amending Section 4.4 which excludes submitting charts, tables and graphs in size 12 Arial font or equivalent.	See Addendum 3, #5.
14	Where would addenda be placed in the proposal?	Acknowledgement of addenda are not required. The proposal shall respond to all changes, deletions, additions as provided via addendum. Refer to Section 2.4 RFP Addenda. It is the Offerors responsibility to complete and submit the most updated offer forms and SQM.	no change
15	Solicitation, pg. 29, Section 5.8 Table 1, Evaluation Criteria 1: Management Plan, This Section allots 250 points but there is no text/information under the "Evaluation Subcategory" next to these points. What information will be evaluated for these points?	See Addendum 3, #11 updating Table 1 to provide the breakdown of evaluation criteria for Management Plan.	See Addendum 3, #11.
16	Solicitation, pg. 29, Section 5.8 Table 1, Will any preference be given to small and minority owned companies?	There are no preferences for an award of a Master Agreement. However, individual states and/or purchasing entities may apply preferences when contracting for acquisition support services.	no change
17	Solicitation, pg. 34, Section 6.7 Table 2 Program Director and Subject Matter Expert III. The Program Director and Subject Matter Expert III are listed as a key personnel however the location of these positions has not been identified. Is it the intent of the government to have the Program Director be at the government site? If so, where is the location? Offerors need to ensure they propose the correct candidate for the specific location they will be working. Where will the SME III Key position be located?	Key Personnel are identified in Section 6.8 Key Personnel as the Program Director and Acquisition Support Specialist III. Addendum 2, # 15 updates paragraph 2. Given that this RFP will result in Master Agreements servicing multiple states, the locations will vary based on the task orders issued under the contract and cannot be determined at this time. The RFP is seeking information about the offeror's intended approach to assigning key personnel to projects and locations based on their capacity at any given moment. See also Addendum 2, #12 which corrects Table 2.	See Addendum 3, #12 & #15
18	Solicitation, pg. 39, Section 6.82nd Paragraph, last sentence, Are Letters of Commitment required to be submitted with the Key Personnel resumes? If so, are they included in the page count?	Letter of Commitments are not required. This section is amended per Addendum 3, #15.	See Addendum 3, #15.

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 3

20	Solicitation, pg. 42, Section 8.3(b), Can past performance references email Attachment -1, Section 2 to the government POC rather than mailing the form back? Are these forms due back as the same day/time as the proposal due date (5/1/18).	The e-mailed forms are due on the proposal due date and time. The original will be accepted up to five (5) business days after the proposal due date.	See Addendum 3, #13 and #14.
21	Solicitation, pg. 48, Entire Section. Just for clarification purposes, is this section stating that all Hawaii Purchasing entities will recompile orders at the task order level however other state entities have the choice to compete the orders or just choose one of the selected awardees?	Yes, all Hawaii purchasing entities will be mandated to follow the procedures provided in Section 10.4 Ordering Procedures. Other State entities or participating entities may have other instructions in a State's PA or other guidance and instructions.	no change
22	Solicitation, pg. 49-50, Section 10.5 Entire section, For out of state (non-Hawaiian) businesses as long as they meet the requirements listed in Section 10.5 (1-6) are they eligible for award? What other requirements must of out-of-state businesses meet in order to do business with Hawaii? Are out of state subcontractors subject to the same requirements?	In order for an Offeror to be awarded a Master Agreement, it must comply with requirements provided in Section 10.5 Responsibility of Offerors. Subcontractors may be subject to Section 10.5, if payment is made to a subcontractor.	See Addendum 3, #7.
23	Solicitation, pg. 50, Section 10.5.7 1st & 2nd paragraph, Are Sole Proprietor LLC's exempt from any other Hawaiian State Requirements other than the Business Registration Division (Certificate of Good Standing)?	Interested Offerors should contact each of the Hawaii State Offices with questions regarding vendor responsibility. The recommendation is to register with HCE, which provides an Offeror a step by step process for its business entity to register and comply with applicable laws to conduct business in the State of Hawaii.	no change
24	Attachment B-1, Section 1, Limiting responses to 1500 characters (including spaces) per question is not enough space to thoroughly respond to some of the questions (especially multi-part questions). Can the government either increase the character count or allow offerors to respond to some of the questions in their technical narrative response?	Responses to each SQM are increased to 3000 characters.	See Addendum 3, #2.
50	SQM questions #3, 4, 5, 7, 9, 14, 16, 17, 18, 19, 22, 27, 34, and 35 may require more than 1,500 characters to adequately address the various points requested from the Offerors. Could the character limit be increased for these questions at a minimum?	Responses to each SQM are increased to 3000 characters. See	Addendum 3, #2.

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 3

<p>83</p>	<p>Checklist item 6 requires an organizational chart for the offeror. Page 32 Section 6, 6.3., c also requires an organizational chart for the company. Depending on the company or team configuration the offeror's organization chart may be as large as a full page to address the level of organizational detail required in the RFP. If so, inclusion of these charts in the Offeror profile may consume more than the 7 page limit. The checklist indicates that the organizational chart (s) are separate items from the 7 page limit in Section 6.</p> <p>QUESTION: Can the organization chart(s) be a section all their own following the management plan as checklist item #6 indicates and not counted against the 7 page limit for the Management plan?</p>	<p>The organization chart(s) may be included as an appendix and will not count toward the 7-page limit. However, the charts should be referenced and explained in the narrative where applicable.</p>	<p>See Addendum 3, #1 & #2.</p>
<p>84</p>	<p>Attachment B-1 (all pages): While we plan to be as brief and succinct in our reply to the RFP, Page 1 states that "Responses are limited to 1500 characters per question" and that "attachments shall not be accepted". The 1500 character limit appears to severely restrict the Offeror's ability to adequately address the very detailed responses required in the RFP.</p> <p>For example, SQM#4 has the response limit of 1500 characters (which is equal to approximately 250 words) and requires the Offeror to "Answer the Questions and list staff expertise, experience and qualifications" for the all of following questions:</p> <ul style="list-style-type: none"> •What is the type of backgrounds of staff/team members assigned to provide all services? •Are staff members assigned to clients, or do work with different personnel for each project? •What is the average turn over for employees? •How are your clients managed? How does the staff communicate with clients? •What types of training do you provide to improve your staff's communication's skills and increase their technical knowledge? •Describe your policies and procedures for individual performance appraisal system?" <p>"An adequate answer to SMQ4, and many of the other SMQs will require more than 1,500 characters."</p> <p>QUESTION 1: Will Hawaii enlarge the limits for each of these to at least two-page narratives for each, allow attachments of lists, or make other accommodations to ensure the Offeror can adequately respond without having its ability to demonstrate its capabilities constrained by the 1500 character limit?</p> <p>QUESTION 2: If not, how will these be objectively scored to ensure that short responses to meet the limit do not hurt Offerors and especially teams with diverse and robust skills and experiences?</p>	<p>Responses to each SQM are increased to 3000 characters.</p>	<p>See Addendum 3, #2.</p>

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 3

98	<p>Attachment B-1, SQM#25 asks: "Describe any source selection training you have conducted." It is unclear why this and other training are included in a pure services contract to support acquisition.</p> <p>QUESTION: Is this a contract to also provide training?</p> <p>If so, does it not duplicate and compete with the current NASPO "Training for Procurement Professionals" contract and Master Agreement under Virginia as the Lead State?</p>	<p>This contract is not for procurement training. This question pertains to Source Selection and the activities involved in preparing a source selection plan and/or assisting in the process. See Attachment B Scope of Work, Category Seven Source Selection. The Lead State is interested in the Offeror's experience in advising and/or instructing team members in source selection. SQM #25 will be amended for clarification.</p>	See Addendum 3, #16.
113	<p>(Reference: RFP-18-002-SW, Section 3.10 Promotion of the NASPO...). Please clarify what is practically expected for 'promoting' use of the Master Agreement.</p>	<p>At a minimum, each awarded Contractor shall develop dedicated website page that promotes the NASPO ValuePoint PASS contract and its services.</p>	See Addendum 3, #10.
114	<p>Are small businesses preferred or expected to participate in this solicitation?</p>	<p>In order to be awarded a Master Agreement, there is no requirement for small businesses to participate. Other states may have requirements as provided in their Participating Addendum and/or provided in Attachments E-H for those states who have attached their T&C in this RFP.</p>	no change
130	<p>Attachment C-1 Offer form OF-02 REFERENCES page 1 last line: "Full points for references will not be awarded unless section 2 and 3 are emailed from referenced customers in accordance with section 4.5.2" where is section 4.5.2?</p>	<p>Correction made to C-1 Offer Form OF-02 REFERENCES.</p>	See Addendum 3, #14.
163	<p>SQM pg 1, Paragraph 2, Sentence 1 Would the State consider expanding the allocated size of the response? In some cases, it would be very challenging to respond to the requested information in 1,500 characters.</p>	<p>Responses to each SQM are increased to 3000 characters.</p>	See Addendum 3, #2.

STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

April 17, 2018

ADDENDUM 4
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

This Addendum modifies or clarifies the solicitation documents only to the extent indicated herein, and all portions thereof not specifically affected by the addendum shall remain in full force and effect. All addenda shall be added to and form a part of the RFP documents, including the answers to the questions.

IMPORTANT: QUESTIONS ARE NOW PUBLISHED IN HAWAII'S ePROCUREMENT SYSTEM AND MAY BE FOUND IN THE Q&A TAB. DUE TO THE VOLUME OF QUESTIONS, ANSWERS SHALL BE MADE AVAILABLE THROUGH ADDENDA AS AN ATTACHMENT IN HiePRO.

The following change is made to RFP-18-002-SW:

1. **CHANGE** any reference to proposal due date as follows:

From: May 1, 2018

To: May 15, 2018

Time remains the same.



Mara Smith
Procurement Officer

STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

April 19, 2018

ADDENDUM 5
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

This Addendum modifies or clarifies the solicitation documents only to the extent indicated herein, and all portions thereof not specifically affected by the addendum shall remain in full force and effect. All addenda shall be added to and form a part of the RFP documents, including the answers to the questions.

IMPORTANT: QUESTIONS ARE NOW PUBLISHED IN HAWAII'S ePROCUREMENT SYSTEM AND MAY BE FOUND IN THE Q&A TAB. DUE TO THE VOLUME OF QUESTIONS, ANSWERS SHALL BE MADE AVAILABLE THROUGH ADDENDA AS AN ATTACHMENT IN HiePRO.

Correction to Addendum 3: Provided Answer to 163 not 168.

ADDENDUM 5 PROVIDES ANSWERS TO THE FOLLOWING QUESTIONS: 27, 29, 31-33, 36, 52, 79, 80, 82, 90, 91, 93, 94, 100-102, 106, 110, 111, 118-121, 126, 136, 137, 139, 143, 169, 170, 173, 182-184, 186, 191, 195-197, 199, 200, 202.

FUTURE ADDENDA SHALL PROVIDE ANSWERS TO REMAINING QUESTIONS UNTIL ALL QUESTIONS ARE ANSWERED.

The following change is made to RFP-18-002-SW:

1. **ADD** to Cover Sheet of Exhibit 3 the following:

Exhibit 3 State of Hawaii - AG Forms are not required to be submitted with the proposal. They will, however, be required to be completed and submitted at the time of executing a Master Agreement with the Lead State.

The following change is made in HiePRO:

1. Attachment C-1 Offer Form OF-02 References is revised and uploaded as RFP-18-002-SW Addendum 5 Revised 4-19-18. *(The prior revision was missing a data entry box.) And the attachments are separated as Section 1; Section 2 & 3.*

Note: All versions of the Reference Forms will be accepted. It is important; however, that the forms are e-mailed by the proposal due date and mailed within five (5) business days.



Mara Smith
Procurement Officer

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

QUESTION NUMBER	QUESTION	RESPONSE	CHANGE TO RFP
27	Attachment B-1 and C-2, Can offerors make these attachments to their proposal?	Yes, B-1 and C-2 may be attachments. See 4.4 Required Format and Content. 3. Table of Contents. Please notate these documents in your table of contents.	no change
29	Exhibit 3, Are any of these forms required to be submitted with the proposal (i.e., Contractor's Standards of Conduct Declaration, etc.)?	Exhibit 3 State of Hawaii - AG Forms are not required to be submitted with the proposal. They will, however, be required to be completed and submitted at the time of executing a Master Agreement.	See Addendum 5, #1.
31	During the pre-proposal conference, something was mentioned about a website but the connection was bad and I couldn't hear that part. Can you please provide the information that was discussed. When will the pre-proposal conference presentation be shared with industry?	After Master Agreements are awarded, Contractors shall Promote the use of the Master Agreement by at minimum providing a webpage on its website for PASS. See Addendum 3, #10. Also, the link to the recording of the pre-proposal conference is: https://youtu.be/1LgMLP-Q6Cg	no change
32	During the pre-proposal conference it was mentioned that discussions would be in-person. If discussions are had, can out of state offerors have telephonic or video discussions?	Discussions, if any, are intended to be held in person. However, a priority-listed Offeror may request to meet via video discussions such as Skype.	no change
33	During the pre-proposal conference, submission of the files and the nomenclature was mentioned, can that information be shared (i.e., how the files should be labeled)?	See Section 4: Instructions to Offerors - Proposal Submission. and 4.3 Electronic Submission of Proposals.	no change
36	Should the cost proposal be submitted as a separate electronic attachment?	The cost proposal is not required to be submitted as a separate electronic attachment.	no change
52	Can the files or sections shown in 4.4 be combined into one PDF for the submission or should the Offeror submit them as separate files?	Files may be submitted as a PDF. See Section 4.3 Electronic Submission of Proposals regarding files size.	no change
79	Is this a new requirement or recompetete?	This a new requirement.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

80	Does the vendor's office have to reside in Hawaii?	No, there is no Offeror requirement to have an office in Hawaii.	no change
82	Is there a page limit to the proposals?	There is not a page limit to the proposal per se. However, there are limitations to each narrative and the executive summary. And the B-1 Submittal Questions Matrix (SQM) limits the number of characters per SQM. The lead state is estimating that proposal should have a total count of approximately 50 pages or less.	no change
90	<p>Attachment 1 page 5, para 6a states contractors pay an additional 0.25% fee each quarter based on sales and services.</p> <p>QUESTION PART 1: Is this fee for this Acquisition contract award or for awardees for follow on contracts under the NASPO vehicle.</p> <p>QUESTION PART 2: If this fee applies to this Acquisition contract, what is the fee based on?</p>	<p>Attachment A NASPO ValuePoint Master Agreement Terms and Conditions Section 6a Administrative fees are based on sales. Refer to Section Section 6b "The NASPO ValuePoint Administrative Fee in subsection 6a shall be based on the gross amount of all sales (less any charges for taxes or shipping) at the adjusted prices (if any) in Participating Addenda.</p> <p>For the State of Hawaii, additional transaction fees are applicable for awards made by Hawaii agencies and limited to the initial term, which is two years. See Addendum 1 for clarification on Hawaii fees.</p>	no change
91	<p>Attachment 1 page 5, para 6b states some states may require fees.</p> <p>QUESTION: Does the Lead State have any information on states requiring additional fees?</p>	<p>No, the lead state does not have any information on other states requiring additional fees. For the State of Hawaii, additional transaction fees are applicable for awards made by Hawaii agencies and limited to the initial term, which is two years. See Addendum 1 for clarification on Hawaii fees.</p>	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

93	<p>If each state manages their own NASPO procurement process will the awardee of this procurement support each Participating State?</p>	<p>The intent of this procurement is to create a vendor list of Contractors that will support each Participating State. Participating States may choose to utilize the process, which is mandatory to Hawaii purchasing entities or provide another process for its State. The Participating Addendum between the Contractor and Participating Entity is a bilateral agreement, which may include ordering procedures. See Definition of Participating Addendum in Attachment A NASPO ValuePoint Master Terms and Conditions. States may choose to become participating states at any time, thus widening the scope geographically. We envision this to happen over time.</p>	no change
94	<p>Solicitation Para 6.10 page 40, Usage Fee and Reporting Plan.</p> <p>QUESTION: Does the Contractor manage distribution of usage fees to NASPO and its Participating States?</p>	<p>The Contractor shall manage distribution of usage fees to NASPO and its participating states. Reference Attachment A NVP Master Terms and Conditions Sections 6 and 7.</p>	no change
100	<p>Is there a maximum number of vendors to be selected to support this solicitation?</p>	<p>There is not a maximum number of vendors to be selected to support this solicitation; however, there is a minimum score requirement in the evaluation. Reference Section 5.9 Scoring Process.</p>	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

101	Will subcontractors be required to register with Hawaii Compliance Express?	Subcontractors will be required to register with Hawaii Compliance if the Prime elects for payment be made to a Subcontractor. However, for award purposes, prime contractors must be registered with Hawaii Compliance Express in order to achieve a valid contract.	no change
102	Will subcontractors be required to complete IRS Form 8821?	Subcontractors may be required to complete the IRS Form 8821.	no change
106	For the Pre-Proposal brief (if required), please confirm if an in-person discussion to Hawaii will be expected? Or will teleconference/Skype be considered acceptable?	Discussions, if any, are intended to be held in person. However, a priority-listed Offeror may request to meet via video discussions such as Skye.	no change
110	Please confirm that the Offer Checklist form, Attachment B-1 Submittal Questions Matrix, Attachment C Offer Form OF-1, Attachment C-1 Offer Form OF-2 (page 1 only), and Attachment C-2 Offer Form OF-3 Hourly Pricing forms should all be submitted as separate attachments/documents from the proposal submittal document.	The forms do not need to uploaded as separate documents.	no change
111	Page 21, Section 3.20 Contractor Performance Review Meeting, first paragraph: "Contractors are required to participate in a 'Contractors Performance Review Meeting'...once a year, or as necessary..." Question: Are meetings required to take place onsite, or is it acceptable to conduct via phone or Skype?	In-person meetings will not be made mandatory.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

<p>118</p>	<p>(Reference RFP-18-002-SW, Section 10.5.5 Chapter 237 Tax Clearance). Please confirm if its is required for the Tax Clearance Application to be completed prior to submitting the proposal or task order award?</p>	<p>The 237 Tax Clearance is not required to be completed prior to submitting the proposal. However, compliance is required upon award of a Master Agreement. It will not be required upon award of a task order. However, it is the Contractor's responsibility to be compliant throughout the term of the Master Agreement. Optionally, HCE may be utilized for verifying compliance. See Section 10.5.1 Vendor Compliance - Hawaii Compliance Express (HCE).</p>	<p>no change</p>
<p>119</p>	<p>(Reference RFP-18-002-SW, Section 10.5.6 Compliance). Please confirm if its is required for the Application for Certificate of Compliance to be completed prior to submitting the proposal or task order award?</p>	<p>Application and compliance is not required to be completed prior to submitting a proposal. However, compliance is required upon award of a Master Agreement. It will not be required upon award of a task order. However, it is the Contractor's responsibility to be compliant throughout the term of the Master Agreement. Optionally, HCE may be utilized for verifying compliance. See Section 10.5.1 Vendor Compliance - Hawaii Compliance Express (HCE).</p>	<p>no change</p>

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

<p>120</p>	<p>(Reference RFP-18-002-SW, Section 10.5.7 Compliance). Please confirm if its is required for the Certificate of Good Standing to be completed prior to submitting the proposal or task order award?</p>	<p>Compliance with Hawaii Department of Commerce and Consumer Affairs (DCCA) isnot required prior to submitting a proposal. However, verification of compliceance shall conducted upon award of a Master Agreement. It will not be required upon award of a task order. However, it is the Contractor's responsibility to be compliant throughout the term of the Master Agreement. Optionally, HCE may be utilized for verifying compliance. See Section 10.5.1 Vendor Compliance - Hawaii Compliance Express (HCE).</p>	<p>no change</p>
<p>121</p>	<p>RFP Page 48, Section 10.4 Ordering Procedures, Paragraph A. reads "Agency shall prepare a uniform request for quotations to obtain responses from at least three (3) Contractors." Separately, RFP Page 11, Section 2.2 Overview of State of Hawaii Procurement Process, Paragraph 2.2.5 reads "If deemed necessary, prior to entering into discussions, a "priority list" of responsible Offerors submitting acceptable and potentially acceptable proposals shall be generated. The priority list may be limited to a minimum of three (3) responsible Offerors who submitted the highest-ranked proposals." Given this RFP language, if you anticipate each participating entity issuing an RFQ to at least 3 awarded Contractors from this contract in order to select a firm to work with, would you be open to having a longer list of Awarded Vendors, as well as a longer short-list (rather than potentially limiting the priority list to 3 offerors), during the RFP process, to give participating entities more vendor options once the contract is in place?</p>	<p>Section 10.4 Ordering Procedures are specific instructions (three quotes) after Master Agreements are awarded. Section 2.2 Overview of State of Hawaii Procurement Process describes the process that will be followed in order to award Master Agreements. The intent of this procurement is to create a vendor list of Contractors that will support each Participating State. The determination of whether a contractor makes the list is based on the overall score of 70%. See Section 5.9 Scoring Process.</p>	<p>no change</p>

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

126	<p>RFP Page 9 Section 1.8 Anticipated Usage 1st Paragraph This is a new Master Agreement for the Lead State and NASPO ValuePoint. Annual usage data, therefore, is not available.</p> <p>We understand that past history and annual usage data is not available, but would you describe the issues and the process which drove the decision by the Participating States to issue the PASS RFP?</p>	<p>NASPO ValuePoint conducted a survey of states and there was a strong interest for acquisition support services. States may choose to become participating states at any time, thus widening the scope geographically. We anticipate this to happen over time as states become aware of the value of these services.</p>	no change
136	<p>Page 18, Section 3.9.4: If there are no sales to report in a quarter, are zero dollar reports required?</p>	<p>Yes, zero dollars are required to be reported. See Attachment A NASPO ValuePoint Master Agreement, #7a. Summary Sales Data</p>	no change
137	<p>Page 22, Section 3.22b, Paragraph 1, Sentence 1: Is it acceptable to present the Quarterly IPRs via video- or tele-conference if we are not otherwise working on site at the State's offices?</p>	<p>It would be the decision of the Purchasing Entity whether IPRs are required to be done in person or otherwise. However, as Lead State, we will allow video- and/or tele-conference and would recommend to other States to allow for this.</p>	no change
139	<p>Page 27, Section 5.3, Paragraph 2, Sentence 1: Does the State have a preferred or target number of vendors you plan to select?</p>	<p>The Lead State does not have a target number of Contractors; however, there is a overall score requirement in order to be considered for the pool. See Section 5.9 Scoring Process.</p>	no change
143	<p>Please describe the process by which the awarded Respondents will be assigned work with the participating States. Will the States simply select a Respondent to provide Acquisition Support Services? Will the Respondents be required to submit a bid for each opportunity with each State?</p>	<p>See Section 10.4 Ordering Procedures which applies to the Lead State and any State Entity and other Participating Entites.</p>	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

169	(Reference NASPO Master Agreement, Section 17 Payment). Please confirm if only one invoice payment will be made at the completion of each project? Or if interim invoice payments will be allowed for negotiated deliverables completed?	This will be determined by the Purchasing Entity or as described in the Participating Addendum. See Attachment A NASPO ValuePoint Master Terms and Conditions for definition of Purchasing Entity.	no change
170	(Reference NASPO Master Agreement, Section 19 Product). Please clarify if development of software applications will be required for this solicitation?	Development of software is not required; that would not be considered part of the scope of this contract. Assistance in defining the market for purposes of procuring a software application would be included. Please note that any in-scope work deliverables shall become property of the Purchasing Entity. Each work assignment will be determined by the individual state project needs.	no change
173	(Reference NASPO Master Agreement, Section 20 Intellectual Property). Please clarify if development of media modules (video) will be required for this solicitation?	Development of media modules (video) is not required; that would not be considered part of the scope of this contract. Assistance in defining the market for purposes of developing media modules (video) would be included. Please note that any in-scope work deliverables shall become property of the purchasing entity. Each work assignment will be determined by the individual state project needs.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

182	In reference to Section 1.2, Page 5, paragraph 4: will Hawaii please provide the minimum and maximum awards it intends to issue for the PASS effort?	The Lead State does not have a minimum or maximum number of awards for this solicitation. The intent of this procurement is to create a vendor list of Contractors that will support each Participating State. Participating States may choose to utilize the process, which is mandatory to Hawaii purchasing entities or provide another process for its State. The determination of whether a contractor makes the list is overall score to be considered for the award pool. See Section 5.9 Scoring Process.	no change
183	Please verify if the lead state will have responsibility for managing invoice payments? Or if Hawaii will process invoice payments for all projects, to include work under participating states?	The Lead State will not have the responsibility for managing invoice payments. Invoice payments shall be described in a Participating Addendum or by the Purchasing Entity.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

<p>184</p>	<p>Is it required for out of state bidders to register to do business with the State of Hawaii (HI) before submitting this proposal? The HlePRO website indicates registering to do business with HI is required prior to proposal submission. However, since this is a Master Contract that multiple states would use, is registering to do business in HI is required at this point, or if it would be required upon bidding at the task order level?</p>	<p>This procurement is conducted on behalf of NASPO ValuePoint and interested Participating Entities by the State of Hawaii as the Lead State. Therefore, all applicable Hawaii State laws apply in conducting a competitive sealed proposals process pursuant to Hawaii Revised Statutes (HRS) and verification of vendor compliance upon award is mandatory. To answer the specific question about registration to do business with the State of Hawaii, vendors are advised to check with all entities requiring clearance (DoTAX, IRS, DLIR and DCCA) to see whether they are exempt from those requirements. HCE does this for vendors based on the answers provided in the registration wizard. Out of state and country businesses with no physical presence in the State of Hawaii are often exempt from DCCA and DLIR requirements. Compliance is required upon award of a Master Agreement but not at the task order level. However, it is the Contractor's responsibility to be compliant throughout the term of the Master Agreement.</p>	<p>no change</p>
<p>186</p>	<p>Could SPO kindly consider keeping the Q&A period open (answering questions on a rolling basis) until 2 weeks before the RFP due date to allow vendors the opportunity to ask questions critical to their submissions?</p>	<p>The Question period is closed. There are no extensions for the question period. Answers shall be provided via addenda due to the volume of questions.</p>	<p>no change</p>

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

191	Will the State please confirm that the vendor does not need to complete and/or submit a Tax Clearance Application Form A-6, DLIR Form LIR #27, or Certificate of Good Standing issued by the State of Hawaii DCCA-BREG until the receipt of a notice of intent to award?	A notice of intent to award will not be issued . Offeors are not required to complete and submit a tax clearance DLIR form or Certificate of Good Standing with its proposal. However, Offeros are advised to start the registration process immediately as awards will not be made to non-compliant vendors. Vendors are recommended to subscribe to Hawaii Compliance Express, which offers a simple one-stop online procedure for providing all necessary documentation and managing their compliance for a nominal cost of \$12/year.	no change
195	Are States other than those listed in Participating States in Section 1.7 able to utilize this vehicle?	Yes, other states may participate by signing a Participating Addendum. See Section 1.2 Purpose and Section 1.7 Participating States. States may choose to become participating states at any time, thus widening the scope geographically. We anticipate this to happen over time as states become aware of the value of these services.	no change
196	Will the State please confirm vendors intending to use the HCE to demonstrate compliance are not required to be registered until receipt of a notice of intent to award?	A notice of intent to award will not be issued . Registration in HCE is not required until awards are made. However, Offeros are advised to start the registration process immediately as awards will not be made to non-compliant vendors. Subscription to HCE, which offers a simple one-stop online procedure for providing all necessary documentation and managing their compliance, is available for a nominal cost of \$12/year.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

197	Some of the deliverables required - to include SOWs, Source Selection and Acquisition Plans - are typically established with the use of templates as baselines. Will Hawaii or the other participating states and agencies use existing templates for the NASPO Contractor to work from? Or will the NASPO contractor be required to establish/develop these documents using our in-house tools and resources?	There is no requirement for use of existing templates; however, Purchasing Entities may find them useful. It would be beneficial if such tools and resources are described in the proposal.	no change
199	Please confirm if our proposal is to comply with Hawaii and all participating state provisions? Or if we are to comply with the state of Hawaii and our local state provision only?	Offeror is required to comply with the Lead State requirements in order to be awarded a Master Agreement. Participating Entities may have other provisions that would be included in the Participating Addedum.	no change
200	If state provisions are in conflict with Hawaii requirements, please confirm which has precedence?	This procurement is conducted on behalf of NASPO ValuePoint and interested Participating Entities by the State of Hawaii as the Lead State. Therefore, all applicable Hawaii State laws apply in conducting a competitive sealed proposals process pursuant to Hawaii Revised Statutes (HRS) and in order to be awarded a Master Agreement. Participating Entities may have other provisions that would be included in the Participating Addedum. See Attachment A NASPO ValuePoiont Master Agreement Terms and Conditions, #1. Master Agreement Order of Precedence.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 5

202	Will the State require that vendors accept purchasing cards for payment of invoices, or can vendors negotiate other forms of payments (such as checks) with the purchasing entity?	See Section 3.18 Purchasing Card (Pcard) for State of Hawaii Executive Branches on use of Pcard. Other Participating Entities may include use of Pcard in the Participating Addendum.	no change
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STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

April 24, 2018

ADDENDUM 6
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

This Addendum modifies or clarifies the solicitation documents only to the extent indicated herein, and all portions thereof not specifically affected by the addendum shall remain in full force and effect. All addenda shall be added to and form a part of the RFP documents, including the answers to the questions.

IMPORTANT: QUESTIONS ARE NOW PUBLISHED IN HAWAII'S ePROCUREMENT SYSTEM AND MAY BE FOUND IN THE Q&A TAB. DUE TO THE VOLUME OF QUESTIONS, ANSWERS SHALL BE MADE AVAILABLE THROUGH ADDENDA AS AN ATTACHMENT IN HIePRO.

ADDENDUM 6 PROVIDES ANSWERS TO THE FOLLOWING QUESTIONS: 10, 13, 107, 117, 134, 146, 167, 188, 190, and 201.

FUTURE ADDENDA SHALL PROVIDE ANSWERS TO REMAINING QUESTIONS UNTIL ALL QUESTIONS ARE ANSWERED.

The following changes are made to RFP-18-002-SW:

1. **CHANGE** Section 9.2 Hourly prices as follows:

9.2 Hourly prices Prices

For the purposes of this RFP: Off-site means the Offeror's Place of Work and On-site means the Government (any state or political subdivision) Place of Work.

Hours provided in Attachment C-2 Offer Form, OF-3 Hourly Pricing Per Labor Category are for proposal purposes only. Offeror shall submit **off-site** proposed prices that represent fully-burdened rates inclusive of all cost factors (e.g. direct labor, indirect labor, G&A, and profit), ~~excluding travel~~ **and other Purchasing Entities' taxes, i.e. sales or general excise tax.** Offeror shall submit prices for each labor category for the base period (two years) and each optional period. Prices shall remain the same during the base period. A 2% inflation rate will be considered in optional years. Any pricing above the 2% inflation rate is unacceptable.

Additionally, to allow for flexibility in location, Offeror shall include on-site fully

burdened hourly rates for use post-award. Offeror shall submit on-site proposed prices that represent fully-burdened rates inclusive of all cost factors (e.g. direct labor, indirect labor, G&A, and profit), excluding travel. Offeror shall submit prices for each labor category for the base period (two years) and each optional period. Prices shall remain the same during the base period. A 2% inflation rate will be considered in optional years. Any pricing above the 2% inflation rate is unacceptable.

Reference: Questions #10 and #13

2. **CHANGE** Section 9.3 Price Evaluation as follows:

9.3 Price Evaluation

The Offeror's price proposal is worth 30% of the total points, which is 300. The Offeror's price proposal shall be submitted on the spreadsheet provided in Attachment C-2 Offer Form, OF-3 Hourly Pricing Per Labor Category and as described in Section 9 Evaluation Criteria 4: Price. Prices shall be evaluated for competitiveness and reasonableness of price for labor categories. The Lead State may use any or all price analysis techniques and procedures to determine price reasonableness. For labor categories, the proposed labor rate for each labor category will be multiplied by the estimated quantity of direct-productive-labor-hours (DPLH) to determine the total proposed price for each labor category. In the event of a conflict between the proposed labor category price and the extended price specified by the Offeror, the labor category rate will be used to determine the total proposed price for that labor category. Note: Estimated Labor Hours are provided for evaluation purposes only.

The on-site price will not be evaluated when scoring price.

Reference: Question #10

3. **REPLACE** Attachment C-2 Offer Form OF-03 Hourly Pricing per LABOR Category.

Note: The replacement Attachment C-2 shall be uploaded as Addendum 6, Revised 4-24-18 in HlePRO.

Reference: Question #10

4. **CHANGE** Section 4.4 Required Format and Content, 5. Evaluation Criteria Submittals as follows:

5. Evaluation Criteria Submittals (Refer to Section 5 Evaluation and Award).

This section shall be sub-divided by the evaluation criteria and include the narrative and any other requirements exclusive of the Attachment B-1 Submittal Questions Matrix (SQM).

- a. Management Plan – See Section 6. Narrative limited to seven (7) pages, excluding resumès
- b. Technical/Experience – See Section 7. Narrative limited to five (5) pages
- c. Past Performance – See section 8. Narrative limited to two (2) pages
- d. Price Proposal. See Section 7. Offeror shall complete the attached Cost Proposal Form (Attachment C-2), in which Offeror shall submit fully-burdened rates inclusive of all cost factors (e.g. direct labor, indirect labor, G&A, and profit) excluding ~~travel price per labor category and~~ other Purchasing Entities' taxes, i.e. sales or general excise tax.

Reference: Questions #10



Mara Smith
Procurement Officer

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 6

QUESTION NO.	QUESTION NO.	QUESTION	RESPONSE	CHANGE TO RFP
10	10	Solicitation & Attachment C2, pg. 23, Section 3.23, 1st Sentence, Since work may be performed at the government's site or the offeror's site, can the Offer Form OF-3 be modified to include different rates for each type of site?	Overall cost formula will be evaluated using Offeror's off-site fully burdened hourly rates multiplied by Estimated Labor Hours. However, to allow for flexibility in location, Offeror shall include on-site fully burdened hourly rates for use post-award. Attachment C-2, Offer Form OF-3 Hourly Pricing per Labor Category shall be amended to add a column to submit off-site (Offeror's Place of Work) pricing to be utilized when contracting post-award. The off-site price will not be evaluated when scoring.	See Addendum 6, Changes #1 - #4, amending Section 9.2 Hourly Pricing, 9.3. Price Evaluation and Revised Attachment C-2, Offer Form OF-3 Hourly Pricing per Labor Category.
13	13	Solicitation & Attachment A, pg. 26, 52 (Page 5 Att. A), Section 4.4(5)(d) & 10.7.3; Section 6 4.4(5)(d) & 6a, This Section indicates that "...and other Purchasing Entities' taxes, i.e., sales or general excise tax" shall be excluded from the fully burdened labor rates. However, later Sections (Attachment A and State Exhibits) indicates it should be included. Which is correct?	Prices exclude any taxes in submitting labor rates for the categories. Reference Section 4.4 Required Format and Content, #5d., which excludes other Purchasing Entities' taxes, i.e. sales or general excise tax. However, please note that post award taxes may be added to the task order for by a purchasing entity (state). Finally, the language in HlePRO instructions tab state, "Unless otherwise stated..." The correct answer is prices exclude any taxes when submitting prices for labor categories in Attachment C-2 Hourly Pricing Per Labor Category.	See Addendum 6, Changes #1 amending Section 9.2 Hourly Pricing.

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 6

107	107	(Reference: RFP-18-002-SW, Section 1.2 Purpose). This section notes the NASPO agreement is in place to achieve 'more favorable pricing...than is obtainable by an individual state or local government entity'. What is the estimated savings expected from using this contract?	The expected estimated savings is in the range of GSA pricing or better.	no change
117	117	Is there a budget (or not to exceed amount) set aside for this solicitation? If so, what is this amount?	There is no budget for this solicitation. The intent of this procurement is to create a vendor list of Contractors that will support each Participating State.	no change
134	134	<p>RFP Section 9.2 Hours provided in Attachment C-2 Offer Form, OF-3 Hourly Pricing Per Labor Category are for proposal purposes only. Offeror shall submit proposed prices that represent fullyburdened rates inclusive of all cost factors (e.g. direct labor, indirect labor, G&A, and profit), excluding travel. Offeror shall submit prices for each labor category for the base period (two years) and each optional period. Prices shall remain the same during the base period. A 2% inflation rate will be considered in optional years. Any pricing above the 2% inflation rate is unacceptable.</p> <p>For pricing purposes, should offerors base their rates on the Lead State Hawaii?</p>	The prices proposed in Attachment C-2 Offer Form OF-3 Hourly Pricing Per Labor Category are not for proposal purposes only. The prices proposed shall be the basis for task order work for every Purchasing Entity, in every State where a Participating Addendum is executed. (Reference: RFP-18-002-SW, Section 1.2 Purpose). This section notes the NASPO agreement is in place to achieve 'more favorable pricing...than is obtainable by an individual state or local government entity'.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 6

146	146	In completing the cost sheet the hours are fixed and we are entering only hourly rates, our assumption is this is for comparison purposes only since in an actual SOW the hours required will vary based on scope - is our assumption correct?	That is correct. The hours are for evaluation purposes only. The hourly rates, however, are fixed per the period, i.e. base, optional periods.	no change
167	167	Will rates be pre-negotiated for projects requiring delivery of hard copy materials? If so, is this to be added or included to Attachment C-2?	Materials, when required, will be included in the response to requested task order of the Purchasing Entity; no pre-negotiated pricing will need to be submitted in response to the RFP.	no change
188	188	Many vendors doing business in HI and the other states listed in this procurement do not price on an hourly basis, but rather on a firm fixed price basis (ie prepackaged services, weekly team bundles, etc) which provides increased value and minimized risk to state agencies. To ensure a competitive, fair, and equitable procurement that brings maximum value and greater latitude of choice to HI and other states, will SPO provide a pricing worksheet to all vendors to allow for alternative pricing models commonly utilized by other agencies/states? If helpful, we would be happy to supply SPO with an intake spreadsheet used by other agencies/states (including NASPO member states), allowing for additional best value pricing models.	The prices for this solicitation and resulting Master Agreement shall be based on the labor categories provided. The prices proposed shall be the basis for task order work for every Purchasing Entity, in every State where a Participating Addendum is executed. The intent of this procurement is to create a vendor list of Contractors that will support each Participating State. Hawaii agrees and supports the idea that all task orders should be based on and paid against deliverables. Therefore, to enable a viable base for pricing and future modifications against the Task Order, the pricing will be calculated against labor hours for each deliverable. This is Hawaii's choice of best practice; however, each state may decide independently whether they will choose FFP Deliverables versus straight Labor Hours.	no change
190	190	What is the budget for this solicitation?	There is no budget for this solicitation. The intent of this procurement is to create a vendor list of Contractors that will support each Participating State.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 6

201	201	<p>Are proposals required to submit for all labor categories and scope requirements (ie, ACQ Planning, Market Research, Contract Management, etc.)? Or can a proposal be submitted to cover a portion (or partial) work that Offeror is proposing to provide services for?</p>	<p>As stated in 3.2 Minimum Requirements and Qualifications, "Offeror shall provide all services as described in Attachment B, Scope of Work." Also, Attachment B Scope of Work, 2. Contractor Responsibility states, "The Contractor shall be able to provide all services in all categories described below. If the Contractor does not maintain the subject matter expert in-house, it will be their responsibility to secure the needed services as the Prime Contractor."</p>	no change
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STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

May 4, 2018

ADDENDUM 7
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

This Addendum modifies or clarifies the solicitation documents only to the extent indicated herein, and all portions thereof not specifically affected by the addendum shall remain in full force and effect. All addenda shall be added to and form a part of the RFP documents, including the answers to the questions.

IMPORTANT: QUESTIONS ARE NOW PUBLISHED IN HAWAII'S ePROCUREMENT SYSTEM AND MAY BE FOUND IN THE Q&A TAB. DUE TO THE VOLUME OF QUESTIONS, ANSWERS SHALL BE MADE AVAILABLE THROUGH ADDENDA AS AN ATTACHMENT IN HiePRO.

ADDENDUM 7 PROVIDES ANSWERS TO THE FOLLOWING QUESTIONS: 3, 25, 26, and 30.

FUTURE ADDENDA SHALL PROVIDE ANSWERS TO REMAINING QUESTIONS UNTIL ALL QUESTIONS ARE ANSWERED.

Correction to Addendum 6: Answer to Question #10: The off-site on-site price will not be evaluated when scoring.

The following change is made to RFP-18-002-SW:

1. **CHANGE** any reference to proposal due date as follows:

From: May 15, 2018

To: June 29, 2018

Time remains the same.

The following change is made in HlePRO:

1. **ADD** Attachment B-1 Submittal Questions Matrix (SQM) for SQM #2 AND SQM #9 only.

Note: Small problem where the response runs into the next SQM. Use this attachment for SQM #2 and SQM #9 only.



Mara Smith
Procurement Officer

QUESTION NO.	QUESTION	RESPONSE	CHANGE TO RFP
3	Because of the costs involved in marketing to all these states, and the potential impact on pricing, are offerors permitted to submit marketing plans for a subset of states in their region of the country?	The intent of this procurement is to create a vendor list of Contractors that will support each Participating State. The pricing shall be the same regardless of which State signs a PA and consequently ends up contracting for a task order. Contractors are not obligated to sign a PA with a state if they do not agree with to the terms and conditions of the PA. States are not required to sign a PA with every Contractor.	no change
25	Attachment C2, pg. 1 Attachment, Can offeror's add labor categories that correspond to Attachment B Scope or Work Categories (i.e., cost/price analysts, closeout specialists, and policy specialists)? Is there a possibility for additional labor categories to be added during the course of the contract's five year period?	The solicitation states the scope of work described shall be fulfilled by the labor categories described in Table 2. These will remain during contract period of performance and no other labor categories will be added. See Section 6.6 Labor Categories and Section 1.9 Period of Performance.	no change
26	Attachment C2, pg. 1, Attachment, Can the attachment be modified to add different localities, states (specifically the named states) or regions? By doing so, offerors can adjust their rates to accommodate area specific labor rates rather than provide overall higher rates and/or state fees to accommodate all the locations?	The labor categories were developed by using a variety of market research tools, including GSA acquisition support services. Similarly, the pricing for all labor categories shall be the same for all states.	no change
30	Are there any task orders that will be issued at the time of award of the master agreement? If so, can the government provide information about location, # of FTEs, labor categories and potential start dates?	There are currently no task orders that are planned or have been "lined-up." Task orders will be developed by the individual Purchasing Entity.	no change

STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

May 15, 2018

ADDENDUM 8
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

This Addendum modifies or clarifies the solicitation documents only to the extent indicated herein, and all portions thereof not specifically affected by the addendum shall remain in full force and effect. All addenda shall be added to and form a part of the RFP documents, including the answers to the questions.

IMPORTANT: QUESTIONS ARE NOW PUBLISHED IN HAWAII'S ePROCUREMENT SYSTEM AND MAY BE FOUND IN THE Q&A TAB. DUE TO THE VOLUME OF QUESTIONS, ANSWERS SHALL BE MADE AVAILABLE THROUGH ADDENDA AS AN ATTACHMENT IN HiePRO.

ADDENDUM 8 PROVIDES ANSWERS TO THE FOLLOWING QUESTIONS: 37, 38, 40-43, 46, 48, 49, 51, 54, 59, 64-66, 70-73, 75, 81, 95-97, 108, 109, 142, 171, 175, 176, and 193.

FUTURE ADDENDA SHALL PROVIDE ANSWERS TO REMAINING QUESTIONS UNTIL ALL QUESTIONS ARE ANSWERED.

The following changes are made to RFP-18-002-SW:

1. **CHANGE** Section 3.2 Minimum Requirements and Qualifications as follows:

3.2 Minimum Requirements and Qualifications

Offeror shall **be able to** provide all services as described in Attachment B, Scope of Work. Offeror shall have been in business and have provided all services in Categories One through Thirteen for at least three (3) years. **An Offeror may satisfy the requirement of having been in business and providing services in all categories for at least three (3) years through its combined subcontractors or employees that have been performing 50% or more of the work. If a subcontractor or employee of a prime provides more than 50% of the work, the subcontractor(s) or employees experience may be considered as part of the years of experience. Refer to Section 3.2.1 Proposed Subcontractors on submitting subcontractors or employees to meet the requirements and qualifications. Information requested about the subcontractor shall be submitted as part of the Offer.**

Reference: Questions #38, #73, #75, #81, #95, #108, #109, #171 and #175

2. ADD Section 3.2.1 Proposed Subcontractors as follows:

Section 3.2.1 Proposed Subcontractors

3.2.1.1 An Offeror may propose to use one or more subcontractors in its Offer if the subcontractor(s) is performing 50% or more of the work. In each case the following shall be provided:

- (a) Identify the subcontractor, including by providing its full corporate name and the address of its headquarters and the address of its office providing the services and other contact information for that office, and its primary executives and its key personnel who are contemplated to provide and manage the services;
- (b) Specify the services the subcontractor will perform; and
- (c) Provide sufficient information for the Purchasing Entity to conduct background checks on the subcontractor and its personnel, and supplement such information from time to time at the request of the Purchasing Entity.

3.2.1.2 If an Offeror becomes a Priority-Listed Offeror and is invited by the Lead State to attend one or more discussion sessions pursuant to 5.3 Discussion with Priority Listed Offerors, it has the right to request in advance that the State allow one or more of its nominated subcontractors to participate in such sessions. The State may require a proposed subcontractor to participate in such sessions.

Reference: Questions #38, #73, #75, #81, #95, #108, #109, #171 and #175

3. CHANGE Section 8.2 Past Performance as follows:

Section 8.2 Past Performance

Offeror shall provide a full narrative to describe past performance establishing the company, **including subcontractors**, submitting the proposal has the qualifications and experience to provide the services specified in this RFP. **If Offeror is including subcontractors as part of their offer, they may submit references for such subcontractors.** Describe the area of services that Offeror has provided acquisition support services, i.e. IT, general services.

Reference: Questions #38, #73, #75, #81, #95, #108, #109, #171, and #175

4. CHANGE Section 6.10 as follows:

6.10 Usage Fee and Reporting Plan

- a. Offerors shall include in their proposal a detailed plan for meeting the usage fee and reporting requirements of NASPO ValuePoint and Participating States. All information within the plan must be kept current, with NASPO ValuePoint and the Lead State Contract Administrator being notified of any changes to the usage fee and reporting plan immediately.

The plan shall include but not be limited to the following components:

- Offerors shall identify the person responsible for providing the mandatory usage reports.
- ~~Offerors shall identify all authorized distributors and the method and frequency in collecting required sales and usage data from each authorized distributor.~~
- Offerors shall identify the method in which usage fees will be distributed to NASPO ValuePoint and applicable Participating States.
- Offerors shall identify the method in which up-to-date information will be provided to NASPO ValuePoint and the Lead State Contract Administrator.

Reference: Question #72

5. CHANGE Section 4.4 Required Format and Content, #6 as follows:

- 6. Questions Submittal Matrix.** Offeror shall complete all sections in Attachment B-1, Submittal Questions Matrix. Responses are limited to 4500 **3000** characters per question. "See attached" response shall not be accepted. Attachments shall not be accepted.

Reference: Question #51 (See also Addendum 3, #2)

6. CHANGE Section 6.8 Key Personnel as follows:

6.8 Key Personnel

The Lead State has determined that key personnel are made up of the following labor categories: Program Director and Acquisition Support Specialist III. **Offeror may submit multiple key personnel teams to support nation-wide coverage.**

Reference: Questions #43, #51, #64, #66, #71, #96, #142 and #193

7. CHANGE Section 3.12 Performance Management Plan (PMP) as follows:

3.12 Performance Management Plan (PMP)

The Contractor shall develop and maintain throughout the contract, a Performance Management Plan (PMP), that shall be used as a foundation for technical direction, resources management planning and the method of assuring quality performance during this contract. **The plan shall include the approval process to replace any key personnel, when applicable.**

Reference: Questions #43, #51, #64, #66, #71, #96, #142 and #193



Mara Smith
Procurement Officer

**PROCUREMENT OF ACQUISITION SUPPORT SERVICES
RFP-18-002-SW
QUESTIONS AND ANSWERS - ADDENDUM 8**

QUESTION NO.	QUESTION	RESPONSE	CHANGE TO RFP
37	Due to the size of reference request forms, can the deadline be extended to allow references time to respond to reference requests?	The proposal due date has been extended until June 29, 2018. Time remains at 2:30 p.m. HST.	no change
38	Page 16 Section 3 Requirements RFP-18-002-SW 3.2 Minimum Requirements and Qualifications, 2nd line states: Offeror shall have been in business and have provided all services in Categories One through Thirteen for at least three (3) years. Questions: If the prime has been in business for longer than three years and performed the worked outlined in categories 1-13 as an employee or 1099, will their work experience and the subcontractor(s) project experience in the same categories satisfy this minimum requirement?	An Offeror may satisfy the requirement of having been in business and providing services in all categories for at least three (3) years through its combined subcontractors or employees that have been performing 50% or more of the work. Information requested about the subcontractor shall be submitted as part of the Offer. See Addendum 8, #1, #2 and #3.	See Addendum 8, #1, #2 and #3.
40	Is there a required place of performance for this contract or can work be performed at the Contractor's facility?	There is not a required place of performance for this contract. It would be up to the Contractor where services may be performed unless the Purchasing Entity requests On-site pricing. Reference Question and Answer #10 and Addendum 6, #1-4 regarding pricing for on-site and off-site.	no change
41	Pursuant to page 33, Section 6.6 within the RFP, is the list of labor categories also the minimum number/quantity of resources that should be on each task order or can the number of resources as well as labor categories vary by task order?	The labor categories identified in Table 2 comprise of the type of personnel to perform the services of this RFP and resulting Master Agreement. No other labor categories may be added. However, the type and quantity will vary based on the individual task order.	no change

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42	The last paragraph of Section 1.2 seems to indicate that an Offeror with regional coverage, rather than national coverage, may receive a contract award to ensure sufficient coverage across the nation. Please confirm that our understanding is correct.	The intent of this procurement is to create a vendor list of Contractors that will support each Participating State. The Lead State, on behalf of NVP participating states, reserve the right to provide coverage through regional contracts, if deemed necessary.	no change
43	Regarding the two Key Personnel positions (Program Director and Acquisition Support Specialist III), is the intent for these Key Personnel to be specifically for the Lead State's needs under this Master Agreement? The RFP mentioned "physically located where most of their requirements are performed". Is that location the Lead State's location? If not and the Key Personnel are meant to serve on all contracts stemming from this Master Agreement, should Offerors propose a single individual for each position (meaning there will be two resumes in the proposal), or is the Offeror expected or encouraged to propose more than one for each position?	The Key Personnel are for all Participating States under the Master Agreement. It would be the Offeror's decision to propose key personnel that would support all Participating States. See Addendum 3, #15. The sentence about "physically located..." is deleted from the paragraph. Offeror may submit multiple key personnel teams in order to support nation-wide coverage. See Addendum 8, #6 and #7.	See Addendum 8, #6 and #7.
46	We understand that tracking, validating, and approving travel expenses is a burden for both Contractors and Purchasing Entities. Will Purchasing Entities be able to specify that travel costs be incorporated into the deliverable costs of firm fixed fee task orders? Alternately, will Purchasing Entities be able to specify separate rates for offsite and onsite work, where the onsite rates are inclusive of anticipated travel costs?	See Addendum 6, #1, which addresses travel (exclusive) for off-site pricing. A Purchasing Entity may, however, choose to request travel to be included in an on-site task order. Proposed pricing offsite and onsite work will <u>not</u> include travel costs.	no change

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48	<p>We understand that certain states have statute limitations which prohibit their signing of a Participating Addenda (PA) for a NASPO ValuePoint contract if they do not concurrently and independently advertise, display or publish the solicitation before it is awarded. Could the deadline be extended so that more states have time to post the solicitation? We believe this would better ensure that as few states as possible are ruled out from participation.</p>	<p>The proposal due date has been extended to June 29, 2018. Time remains the same at 2:30 p.m. HST.</p>	no change
49	<p>The most junior position provided in section 6.7 – Minimum Qualifications of Labor Categories – is an Analyst 1 position with a Bachelor's Degree and with at least 3 years of relevant experience. Does this mean that staff with less than 3 years of relevant experience (and thus functionally, under 25 years of age) are not eligible to work on task orders established under this contract?</p>	<p>These are the minimum requirements as provided in the RFP.</p>	no change
51	<p>For SQM#5, are Offerors required to name and describe every individual who will support work stemming from all potential work awarded through the Master Agreement? If so, the 1,500 character limit may impede Offerors' ability to be complete in their answer. Would the State allow for a higher character limit or a page limit instead?</p>	<p>Offeror may submit multiple key personnel teams in order to support nation-wide coverage. See Addendum 8, #6 and #7. Responses to each SQM are increased to 3000 characters. See Addendum 3, #2. And Addendum 8, #5 updates the number of characters to 3000 per SQM.</p>	See Addendum 8, #5, #6 and #7.
54	<p>In the response to Section 6.5 (Certification of Non-Debarment), does the Offeror need to explain its financial stability even if (a) "neither the Offeror nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation" AND (b) the Offeror has not "had any lawsuits that have been filed against it in the past three (3) years"?</p>	<p>Yes, explain both in the narrative.</p>	no change

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59	The solicitation uses 2080 hours in the pricing table, does the State consider this to be a man year?	The hours in the pricing table are based on typical eight (8) hours in a 40-hour week in 365 days of the year. The hours are estimates and used for evaluation purposes only.	no change
64	In Table 2 of the RFP, Labor Categories Program Director and Subject Matter Expert III are marked as Key Personnel. However, in Section 6.8 Key Personnel, it states that "key personnel are made up of the following labor categories: Program Director and Acquisition Support Specialist III." Can the State please confirm which labor categories it deems as Key Personnel?	See Addendum 3, #12 which corrects Table 2. The key personnel are Program Director and Acquisition Support Specialist III. Offeror may submit multiple key personnel teams in order to support nation-wide coverage. See Addendum 8, #6 and #7.	See Addendum 8, #6 and #7.
65	Page 22, Section 3.22 a and b: Are the MSR and IPR mandatory or only as may be agreed to and required by the Participating Entity at time of execution of a contract.	The RFP states, "as required and as requested" and by the Purchasing Entity, which are post award activities of the Master Agreement. The Purchasing Entity may state specific provisions in its task order when the reports would be due.	no change
66	Page 39, Section 6.8 notes that one of the key personnel is the Acquisition Support Specialist III. Page 35, Labor Categories Table notes that Subject Matter Expert III is the key personnel but same designation is not on Page 36 for the Acquisition Support Specialist III labor category. Can you please clarify which labor categories are considered key personnel for purposes of the proposal response.	See Addendum 3, #12 which corrects Table 2. The key personnel are Program Director and Acquisition Support Specialist III. Offeror may submit multiple key personnel teams in order to support nation-wide coverage. See Addendum 8, #6 and #7.	See Addendum 8, #6 and #7.
70	In reference to Section 3.20, Page 21, paragraph 3: Will Hawaii please confirm that associated travel for the Contractor Performance Review Meeting will be reimbursable at cost in accordance with Section 3.24 of the RFP?	Contractors will not be reimbursed any associated travel costs to attend the Contractor Performance Review Meeting conducted by the Lead State. Out of State Contractors will be able to attend these meetings via digital means.	no change

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71	<p>In reference to Section 5.6, Page 28: Will Hawaii please confirm that in order to provide appropriate coverage as presented in a Contractor's proposal, that a Contractor can submit resumes and/or name personnel/subcontractors across that various participating states? Further, how is this reflected in Hawaii's evaluation criteria?</p>	<p>Yes, resumes (key personnel) may be of personnel from any location as long as they meet the minimum experience and qualifications described in the RFP. See Addendum 8, #1, #2, and #3, which allows for subcontractors to be considered as part of an Offeror's minimum requirement. Offeror may submit multiple key personnel teams in order to support nation-wide coverage. See Addendum 8, #6 and #7. This will impact the score under the Evaluation Criteria 1: Management Plan, in both Coverage (multiple states) and Staffing. And lastly, in resumes of key personnel.</p>	<p>See Addendum 8, #1, #2, #3, #6 and #7.</p>
72	<p>In reference to Section 6.10, Page 40, paragraph 2, bullet 2: Hawaii uses a term "authorized distributors" that doesn't appear to be defined in the RFP. Please defer authorized distributors. Is this related to vendors/subcontractors utilized in support of PASS?</p>	<p>The master agreement will not include authorized distributors. See Addendum 8, #4 which deletes any requirement to identify any authorized distributors.</p>	<p>See Addendum 8, #4</p>
73	<p>In reference to Section 8.4, Page 44, Note line 16: Hawaii uses the term "critical subcontractors". Please define the distinction of a critical subcontractor and explain how use of critical subcontractors will be evaluated?</p>	<p>Critical subcontractors shall be those that perform at least 50% of the work and will be evaluated in Evaluation Criteria 1: Management Plan, Evaluation Criteria 2: Technical/Experience and Evaluation Criteria 3: Past Performance, if a reference is provided for such subcontractor.</p>	<p>See Addendum 8, #1, #2, and #3</p>
75	<p>In reference to Attachment B-1, SQM #10 bullet 1, Contractor(s) are asked to describe what subject matters it covers. Given that a total solution may be able to be presented to Hawaii by use of teaming with qualified subcontractors, will Hawaii consider the subject matters that proposed subcontractors obtain as well?</p>	<p>See Addendum 8, #1, #2, and #3. Subcontractors may be considered if they perform at least 50% or more of the work.</p>	<p>See Addendum 8, #1, #2, and #3.</p>
81	<p>Are subcontractor's allowed?</p>	<p>Yes, see Addendum 8, #1, #2, and #3.</p>	<p>See Addendum 8, #1, #2, and #3.</p>

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95	<p>The government states :” Offeror shall have been in business and have provided all services in Categories One through Thirteen for at least three (3) years.” Can this requirement be satisfied through teaming/partnering? Typically, a partnering approach is conducted in order to provide niche/specialized skill sets/capabilities to more fully support customer requirements.</p>	<p>See Addendum 8, #1, #2, and #3. An Offeror may satisfy the requirement of having been in business and providing services for at least three (3) years through its combined subcontractors or employees that have been performing 50% or more of the work.</p>	<p>See Addendum 8, #1, #2, and #3.</p>
96	<p>In the section (6.8), the government identifies Key staff as the Program Director and Acquisition Support Specialist III; however, in the preceding section of Labor Categories (Table 2) the Key staff are identified as the Program Director and the Subject Matter Expert III. Which is correct?</p>	<p>See Addendum 3, #12 which corrects Table 2. The key personnel are Program Director and Acquisition Support Specialist III. Offeror may submit multiple key personnel teams in order to support nation-wide coverage. See Addendum 8, #6 and #7.</p>	<p>See Addendum 8, #6 and #7.</p>
97	<p>Attachment B-1, SQM#4 asks: "What types of training do you provide to improve your staff's communication skills and increase their technical knowledge?"</p> <p>QUESTION: Is this a contract to also provide training?</p> <p>If so, does it not duplicate and compete with the current NASPO "Training for Procurement Professionals" contract and Master Agreement under Virginia as the Lead State?</p>	<p>This contract is not for training services for Purchasing Entities. The SQM is inquiring on the kinds of training a Prime provides to its staff or subcontractors.</p>	<p>no change</p>

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108	(Reference: RFP-18-002-SW, Section 3.2 Minimum Requirements and Qualifications). We are a new business (1yr), with more than 18-years of public sector experience in acquisition planning and procurement. Is this considered acceptable experience to meet minimum requirements?	An Offeror may satisfy the requirement of having been in business and providing services in all categories for at least three (3) years through its combined subcontractors or employees that have been performing 50% or more of the work. Information requested about the subcontractor shall be submitted as part of the Offer. See Addendum 8, #1, #2 and #3.	See Addendum 8, #1, #2 and #3.
109	(Reference: RFP-18-002-SW, Section 3.2 Minimum Requirements and Qualifications). If the prime consultant has less than 3yrs, can minimum requirements be met with having a subcontracting team with at least 3-years of applicable experience?	An Offeror may satisfy the requirement of having been in business and providing services in all categories for at least three (3) years through its combined subcontractors or employees that have been performing 50% or more of the work. Information requested about the subcontractor shall be submitted as part of the Offer. See Addendum 8, #1, #2 and #3.	See Addendum 8, #1, #2 and #3.
142	On page 39, Section 6.8 Key Personnel, the Program Director and Acquisition Support Specialist III are the only resources listed as key personnel. Throughout Table 2 on pages 34 - 38, the Program Director and Subject Matter Expert III are the only resources listed as key personnel. Please clarify which roles have been identified by the State as key personnel.	See Addendum 3, #12 which corrects Table 2. The key personnel are Program Director and Acquisition Support Specialist III. Offeror may submit multiple key personnel teams in order to support nation-wide coverage. See Addendum 8, #6 and #7.	See Addendum 8, #6 and #7.

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171	In reference to Section 1.2, Page 6, paragraph 1, first sentence: "The purpose of this solicitation is to select Contractor(s) who can offer all services for all members participating in NASPO ValuePoint Cooperative Purchasing Program", will Hawaii please confirm that in order to meet all services for all members, that Contractor(s) can present key personnel and/or subcontractor experience and references to present Hawaii a total PASS solution for all members?	See Addendum 8, #1, #2, and #3. An Offeror may satisfy the requirement of having been in business and providing services for at least three (3) years through its combined subcontractors or employees that have been performing 50% or more of the work.	See Addendum 8, #1, #2, and #3.
175	In reference to Section 5.6, Page 28: Will Hawaii please confirm that in order to provide appropriate coverage as presented in a Contractor's proposal, that a Contractor can submit resumes and/or name personnel/subcontractors across that various participating states? Further, how is this reflected in Hawaii's evaluation criteria?	See Addendum 8, #1, #2, and #3. An Offeror may satisfy the requirement of having been in business and providing services for at least three (3) years through its combined subcontractors or employees that have been performing 50% or more of the work. If an Offeror chooses to submit a subcontractor reference, it shall be evaluated pursuant to Section Section 8.4 Past Performance Relevancy and Recency Ratings.	See Addendum 8, #1, #2, and #3.
176	In reference to Section 6.10, Page 40, paragraph 2, bullet 2: Hawaii uses a term "authorized distributors" that doesn't appear to be defined in the RFP. Please defer authorized distributors. Is this related to vendors/subcontractors utilized in support of PASS?	The master agreement will not include authorized distributors. See Addendum 8, #4 which deletes any requirement to identify any authorized distributors.	See Addendum 8, #4

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193	Page 38/161, Section 6.8 Key Personnel specifies two key personnel categories: Program Director and Acquisition Support Specialist III. Page 35/161, Table 2 specifies Subject Matter Expert III as key personnel. Could the State please clarify which roles are key personnel and require resumes?	See Addendum 3, #12 which corrects Table 2. The key personnel are Program Director and Acquisition Support Specialist III. Offeror may submit multiple key personnel teams in order to support nation-wide coverage. See Addendum 8, #6 and #7.	See Addendum 8, #6 and #7.
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STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

June 4, 2018

ADDENDUM 9
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

This Addendum modifies or clarifies the solicitation documents only to the extent indicated herein, and all portions thereof not specifically affected by the addendum shall remain in full force and effect. All addenda shall be added to and form a part of the RFP documents, including the answers to the questions.

IMPORTANT: QUESTIONS ARE NOW PUBLISHED IN HAWAII'S ePROCUREMENT SYSTEM AND MAY BE FOUND IN THE Q&A TAB. DUE TO THE VOLUME OF QUESTIONS, ANSWERS SHALL BE MADE AVAILABLE THROUGH ADDENDA AS AN ATTACHMENT IN HiEPRO.

ADDENDUM 9 PROVIDES ANSWERS TO THE FOLLOWING QUESTIONS: 19, 28, 34, 35, 39, 44, 45, 47, 53, 55-58, 60-63, 67-69, 74, 76, 77, 78, 85-89, 92, 103-105, 112, 115, 116, 122-125, 127-129, 131-133, 135, 138, 140, 141, 144, 145, 147-162, 164-166, 168, 172, 174, 177-181, 185, 187, 189, 192, 194, 198, and 203-207.

ALL QUESTIONS ARE ANSWERED.

The State of Hawaii will hold a 2nd Pre-proposal Conference on June 8, 2018 @ 9:00 a.m. HST. The link to join the conference is: <https://spo.adobeconnect.com/rgz6zbqcvlxy/>. Enter as a Guest.

Written questions may be submitted using the Q&A feature in AdobeConnect. Answers shall be provided during the pre-proposal conference. An addendum shall be issued with the Q&A from the 2nd pre-proposal conference for those who may not be able to attend.

The Proposal due date is June 29, 2018 @ 2:30 p.m. HST.

The following changes are made to RFP-18-002-SW:

- CHANGE** Section 5.8 Evaluation Criteria, Table 1 – Evaluation Criteria

5.8 Evaluation Criteria

The following criteria shall be used in evaluating the Offerors:

Table 1 - Evaluation Criteria

Evaluation Category	Evaluation Subcategory	Point Breakdown	Points Possible
Evaluation Criteria 1: Management Plan	Customer Service	50	
	Coverage (multiple states)	75	
	Management Approach	75	
	Staffing	50	
	Staff Experience – Key Personnel (Resumès)	75	
	Usage Fee and Reporting Plan	25	
	Subtotal		350
Evaluation Criteria 2: Technical/Experience	General Requirements	20	
	Acquisition Planning	48	
	Market Research	48	
	Solicitation and Award	48	
	Contract Management	48	
	Completion & Closeout	48	
	Other Services	40	
	Subtotal		300
Evaluation Criteria 3: Past Performance	Confidence Assessment, including Offeror References		50
Evaluation Criteria 4: Price			300
Total Possible Points			1000

Reference: Questions #154 and #155

2. **CHANGE Section 3.24 Travel** as follows:

3.24 Travel

The Contractor may be required to travel in performance of orders issued under this contract.

Contractor shall be reimbursed actual cost of all travel conducted while providing the services in accordance with statements of work and respective Purchasing Entities' regulations. Allowable travel and State per diem charges will be agreed upon at the time work is requested. Thus, all travel shall be pre-approved.

The Contractor shall perform all travel necessary to accomplish the tasks contained in a task order. At a minimum, the Contractor shall be prepared to travel in conjunction with studies, vendor site visits, and to provide support at Purchasing Entity meetings. All travel requirements shall be approved in advance by the Purchasing Entity. The Contractor shall be responsible for making all travel arrangements.

Costs for transportation may be based upon mileage rates, actual costs incurred, or a combination thereof, provided the method used results in a reasonable charge. Travel costs shall be considered reasonable and allowable only to the extent that they do not exceed, on a daily basis, the maximum State per diem rates in effect at the time of the travel.

If the additional expenses are not justified and approved by the Participating Agency, Contractor will be responsible for paying the difference.

Reference: Question #112

3. **CHANGE Section 8.2 Past Performance** as follows:

Section 8.2 Past Performance

Offeror shall provide a full narrative to describe past performance establishing the company, including subcontractors, submitting the proposal has the qualifications and experience to provide the services specified in this RFP. If Offeror is including subcontractors as part of their offer, they may submit references for such subcontractors. Describe the area of services that Offeror has provided acquisition support services, i.e. IT, general services.

The Past Performance Narrative is a supplement to the client references provided for evaluation and should clearly convey the Offerors' ability to confidently and successfully complete all service categories at a nationwide level.

The narrative shall not describe in detail, any referenced jobs but rather tell the story of the company's growth, tied together through the most impactful ongoing or completed projects. Proposers should highlight obstacles they've overcome and lessons learned that have positioned the company to confidently take on a nationwide acquisition support services contract.

Reference: Questions #62, #154 and #155

4. **CHANGE Section 8.3 References** as follows

8.3 References

- a. Offeror shall complete Section 1 of Attachment C-1 Offer Form OF-2 References with the names and contact information of customer references for at least three (3) government or similar agencies **but no more than (5)** and submit this section with the initial offer. **Offeror shall submit at least two (2) references for the Prime Contractor.**
- b. The Offeror shall then complete Section 2 of Attachment C-1 Offer Form OF-2 References and e-mail the completed section 2 and blank section 3 to each reference contact. Instructions for reference to complete section 3 is provided.

The reference will submit completed Sections 2 and 3 directly to the State of Hawaii. Offerors are encouraged to follow up with reference and ensure timely submission.

The State reserves the right to conduct reference checks beyond those provided by references.

The results of the reference checks will be reflected in the evaluation score for this criterion. Full points will not be awarded without receipt of Section 2 and 3 from at least three (3) listed customers.

Reference: Questions #44 and #62



Mara Smith
Procurement Officer

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

RFP-18-002-SW

QUESTIONS AND ANSWERS - ADDENDUM 9

QUESTION NO.	QUESTION	RESPONSE	CHANGE TO RFP
19	Solicitation, pg. 41, Section 7.2, Entire paragraph. Should offeror's provide these three project/contracts in the Technical Experience submittal or should this information be provided in Past Performance? This information does not correspond to the requirements in Table 1 on page 29 for Evaluation Criteria 2.	The minimum three major projects shall be explained in the narrative for Criteria 2: Technical/Experience. The lead state is interested in confirming that an Offeror can perform all services within each phase of an acquisition lifecycle, inclusive of other services. For past performance, the lead state is interested in an Offeror's successes and will be rating the relevancy and recency of the services provided.	no change
28	Attachment B Scope of Work, pg. 2, Section 3 1st Paragraph Bullets. Since Customer Service and Management are it's own Evaluation Criteria 1, are offerors required to address these elements again in the Technical Narrative under General Requirements?	Customer Service and Management are part of General Requirements and shall be addressed in the narrative for Criteria 2: Technical/Experience. Pursuant to 7.2 Scope of Work, "A full narrative shall explain how Offeror meets or exceeds the requirements of each section of Attachment B Scope of Work. It will also be evaluated as part of the Criteria 1: Management Plan as post award requirements.	no change

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34	<p>Section 7.1 (p 41) and 4.4, 5 (p 26) indicate a five-page limit for Technical/Experience, and the Statement of Work requirements includes 13 categories. Does that limit include the Scope of Work narrative (7.2, p 41) which is supposed to address point-by-point responses to the requirements in Attachment B, pages 76 - 94 (19 pages)?</p>	<p>The purpose is to confirm that an Offeror can perform all services within each phase of an acquisition lifecycle. This should be explained through at least three (3) major projects. Pursuant to 7.2 Scope of Work, "A full narrative shall explain how Offeror meets or exceeds the requirements of each section of Attachment B Scope of Work. The scope of work narrative is for technical/experience.</p>	no change
35	<p>Section 6.10 comes after resumes in the RFP, but before resumes in the checklist. Where is the preferred location for resumes?</p>	<p>Requirement for resumes may be found in Section 6.9 Expertise of Key Personnel. Resumes are part of Criteria 1: Management Plan. See Section 4.4 Required Format and Content #5a.</p>	no change

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<p>39</p>	<p>Webinar: P18001345 Procurement of Acquisition Support Services Donn mentioned in the webinar that multiple awards will be issued. Can you all provide an estimate of many contracts you expect to be awarded from this RFP?</p>	<p>See Section 1.2 Purpose which states, "It is anticipated that this RFP may result in Master Agreement awards to multiple Contractors at the Lead State's discretion." There is no minimum or maximum number of awards for this solicitation. The intent of this procurement is to create a vendor list of Contractors that will support each Participating State. Participating States may choose to utilize the process, which is mandatory to Hawaii purchasing entities or provide another process for its State. The determination of whether a contractor makes the list is overall score to be considered for the award pool. See Section 5.9 Scoring Process.</p>	<p>no change</p>
<p>44</p>	<p>Can an Offeror submit more than five references? If so, would we add more to the Offer Form OF-2, which only has space for five references?</p>	<p>Offerors are limited to submit five (5) of their most compelling past performance examples. Offeror must have a minimum of three (3) references and at least two (2) shall be for the Prime Contractor. See Addendum 9, #4 for clarification.</p>	<p>See Addendum 9, #4.</p>

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45	<p>(a) In Section 5.3, the RFP states that the Lead State “may limit the priority list to three (3) highest ranked.” Would that be three vendors for each part of the nation, or three in total? (b) In what circumstances would the number of awards in limited? Other than the 70% scoring threshold to be considered for the award pool, are there any other thresholds?</p>	<p>Statutorily, the lead state may limit the priority list to a minimum of three (3) Offerors to address the needs of all participating states. There is a requirement to score 70% of the total possible points. See Section 10.5 Responsibility of Offerors, which requires verification of compliance upon award.</p>	no change
47	<p>We understand this RFP does not require a performance or payment bond. Is it possible that a participating State or Master Agreement user entity will require a performance or payment bond when their State signs a Participating Addendum, or will such bonds be disallowed?</p>	<p>This solicitation does not require performance bond. However, a purchasing entity may require it for a specific task order.</p>	no change
53	<p>Attachment B Section 2 states “If the Contractor does not maintain the subject matter expert in-house, it will be their responsibility to secure the needed services as the Prime Contractor.” Is the intention for the Contractor to secure additional subcontractors as needed during the term of the Master Agreement if a Participating State requires assistance with an uncommon acquisition (assuming the subcontractor(s) meet all the requirements and is approved? This interpretation appears to align with SQM#6.</p>	<p>The intent is to get a better understanding of how the Offeror it will secure needed subject matter experts in general. It doesn't have to be an uncommon acquisition. The resulting contract(s) is a vendor list of acquisition support services. We don't know what an purchasing entity may need as far as the specific subject matter.</p>	no change

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55	Will the information for a specific response that is placed into Section 7 (Confidential, Protected or Proprietary Information) be counted towards the character count (in the case of the SQM) or the page limit (in the case of the responses for the Evaluation Criteria Narratives)?	Yes	no change
56	Is Times New Roman font acceptable for the narratives (i.e., "equivalent" to Arial)?	Arial and Times New Roman are not equivalent. Use Arial.	no change
57	Given that answers to questions will be posted approximately two weeks before the proposal due date, can the deadline be extended to allow for more time to assess and incorporate information in the answers into proposals?	The proposal due date has already been extended until June 29, 2018.	no change
58	Several places it references award (s) will be made, is the desire to make one award of a master agreement or multiple awards. Please clarify.	See Section 1.2 Purpose which states, "It is anticipated that this RFP may result in Master Agreement awards to multiple Contractors at the Lead State's discretion."	no change
60	Page 30, middle of the page, can you provide an example of how each evaluator's rating will be calculated, we want to be sure we fully understand how the formula works.	Example: Evaluation Criteria 1: Management Plan, Customer Service is worth 50 points. If the proposal address the criterion well, meets the requirement, demonstrates knowledge and understanding of the subject matter, with no deficiencies noted regarding technical approach, the Offeror would receive 3-good. (3 divided by 5) times 50 = 30. That would be the score for Management Plan, Customer Service.	no change

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<p>61</p>	<p>Page 41, 7.2 Scope of Work states "the offeror is to provide at least three major projects or contracts you worked during the past three years....." Is this three contracts for the prime only or if you are bidding as a team, can you provide three for the Prime and any major subcontractor? If you meant three projects/contracts for each critical contractor which seems to be the case given critical subcontracts are mentioned when discussing requirements in the past performance section (section 8), would you allow an additional five pages per critical subcontractor in order to fully justify and explain how these projects/contracts meet the requirements of each of the sections in the Attachment B scope of work?</p>	<p>The narrative shall describe the Offerors experience, whether it be as a single entity or combined through its subcontractor(s). The lead state is interested in confirming that an Offeror can perform all services within each phase of an acquisition lifecycle. For past performance, the lead state is interested in an Offeror's successes and will be rating the relevancy and recency of the services provided.</p>	<p>no change</p>
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<p>62</p>	<p>Page 42 8.1 Past Performance submittal states the offeror is to submit a narrative of a maximum of 2 pages. Given you asked offerors to fully describe how the past performances establish qualifications and experience (section 8.2) and also to submit (section 8.3) at least three references of similar government or similar agencies , 2 pages is not adequate to fully describe three efforts in sufficient detail. Was the intent to be 2 pages per past performance references? Additionally, page 44 in the text, describes information from offeror/critical subcontractors - should the offeror be submitting at least three references as well as the critical subcontractor? Assuming that is correct, is it acceptable to provide a maximum of 2 pages describing the projects/contracts for each past performance submittal of both the offeror and the critical subcontractor?</p>	<p>The Past Performance Narrative is a supplement to the client references provided for evaluation and should clearly convey the Offerors' ability to confidently and successfully complete all of the service categories at a nationwide level. See Addendum 9, #3 for clarification. Offerors are limited to submit five (5) of their most compelling past performance examples. Offeror must have a minimum of three (3) references and at least two (2) shall be for the Prime Contractor. See Addendum 9, #4 for clarification.</p>	<p>See Addendum 9, #3 and #4.</p>
<p>63</p>	<p>In reviewing the proposed NASPO terms and conditions there is no mention of a "Limitation of Liability" cap. Will NASPO consider the insertion of an LoL cap into the standard terms agreement for this solicitation?</p>	<p>The LOL will not be inserted into the NVP Master Agreement. If a State wishes to include an LOL in a participating addendum, they may do so.</p>	<p>no change</p>

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67	<p>In reference to Section 1.2, Page 5, paragraph 4: will Hawaii please provide the minimum and maximum awards it intends to issue for the PASS effort?</p>	<p>There is no specific minimum or maximum number of awards for this solicitation. Rather, the intent of this procurement is to create a vendor list of Contractors that will support each Participating State. Participating States may choose to utilize the process, which is mandatory to Hawaii purchasing entities or provide another process for its State. The determination of whether a contractor makes the list is overall score to be considered for the award pool. See Section 5.9 Scoring Process.</p>	no change
68	<p>In reference to Section 1.2, Page 6, paragraph 1, first sentence: "The purpose of this solicitation is to select Contractor(s) who can offer all services for all members participating in NASPO ValuePoint Cooperative Purchasing Program", will Hawaii please confirm that in order to meet all services for all members, that Contractor(s) can present key personnel and/or subcontractor experience and references to present Hawaii a total PASS solution for all members?</p>	<p>Yes, the resulting contract(s) is for all participating states to utilize.</p>	no change
69	<p>In reference to Section 3.9.3, Page 18, first sentence: With regard to the executive summary report of a list of states that hold an active Participating Addendum, please clarify if this means that Hawaii intends for the list to be reflect states that can order from the PASS vehicle or if this mean the Contractor will report on where it has been awarded a task order from a respective state?</p>	<p>3.9.3 Executive Summary requires Contractors to submit a list of all active Participating Addenda. Task orders shall be reported as part of 3.9.4 Summary of Sales for State of Hawaii Purchasing Agencies and 3.9.2 Detailed Usage Reporting Requirements are for all States.</p>	no change

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74	<p>In reference to Attachment B-1, SQM #7 bullet 1, Hawaii indicates specific inquiry into State agencies that Contractor(s) have contracted with in the past. Given that the Federal Acquisition Regulations mirror or is the source of many states procurement regulations and in an effort not to impede competition, would Hawaii consider Contractors who only have Federal contract experience as equally relevant as State contract experience?</p>	<p>See Section 8.4 Past Performance Relevancy and Recency Ratings. Relevancy rating does include whether an Offeror has complied with federal, state and local regulations in acquisition. The Lead State will consider vendors who only have federal experience. However, preference in evaluation will be shown to offerors with diverse backgrounds including State and Municipality experience.</p>	no change
76	<p>General Question: Does the State of Hawaii intend to implement measures to ensure that Large Contractor(s) that submit a proposal for PASS include the use of qualified, available and accessible certified small businesses in one or more of the participating states for the PASS procurement?</p>	<p>No. Requirements vary from State to State. However, individual Participating States may include such requirements in their Participating Addenda. In order to be awarded a Master Agreement, there is no requirement for small businesses to participate. Other states may have requirements as provided in their Participating Addendum and/or provided in Attachments E-H for those states who have attached their T&C in this RFP.</p>	no change

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	<p>General Question: If a Contractor submits a proposal for PASS, will they also be able to participate as a Subcontractor to another Contractors that submits a proposal to receive a</p> <p>77 Prime Contract for PASS?</p>	<p>Yes, a vendor may participate as a subcontract to a Prime. However, a Prime or subcontractor cannot bid on a solicitation in which they have prepared specifications. See Attachment B Scope of Work, Section 2 Contractor Responsibility, "Pursuant to HRS §103D-405(d) "Outside contractors may be utilized to prepare specifications and work statements in the development of a solicitation. Contractors paid for those services shall be precluded from bidding on or receiving a contract when they participated in any way in the development of the solicitation package or any resulting contract. Therefore, if a Contractor is hired to provide any services through the PASS contract, the Prime Contractor and any of its subcontractors are precluded from bidding or responding to the resulting solicitation."</p>	<p>no change</p>
	<p>78 Where will the positions report to on a daily basis (Hawaii or Washington, DC)?</p>	<p>The positions will report to the individual participating entity and its requirements to the Task Order or SOW.</p>	<p>no change</p>

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<p>85</p>	<p>Section 7, Page 41, Para 7.1 Technical/Experience Submittal: This section contains requirements pertaining to technical and experience. Offeror shall submit a narrative of a maximum of five (5) pages, not including responses to Attachment B-1 Submittal Questions Matrix (SQM). With Section 7, Para 7.2 Scope of Work stating: "A full narrative shall explain how Offeror meets or exceeds the requirements of each section of Attachment B Scope of Work. The Offeror must explain its prior experience providing the types of services requested by this RFP. Describe at least three major projects or contracts you worked on during the past three (3) years, preferably in the public sector. Explain the scope of work, duration, and significant tasks that were completed."</p> <p>QUESTION: The Technical/Experience narratives requested in Section 7, Para 2, and the Past Performance narratives requested in Section 8, Para 1, appear to ask for similar information. What is the difference between the two?</p>	<p>7.2 Scope of Work requests that a narrative be submitted, which includes a description of at least three major projects or contracts that have been in progress in the past three (3) years. The lead state is interested in confirming that an Offeror can perform all services within each phase of an acquisition lifecycle. For past performance, the lead state is interested in an Offeror's successes and will be rating the relevancy and recency of the services provided. Addendum 9, #1 clarifies point allocation for technical/experience narrative.</p>	<p>See Addendum 9, #1</p>
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<p>86</p>	<p>Section 6, Page 32 Para 6.1 Offeror shall submit a narrative of a maximum seven (7) pages, not including resumès or the responses to Attachment B-1 Submittal Questions Matrix (SQM).”; Para 6.2 “A full narrative shall explain how Offeror meets or exceeds the requirements of each section below. Narrative shall explain how it will meet the needs and coverage for all participating entities for the scope of this RFP.”; Para 6.4, b “Describe how problem identification and resolution will be handled.”; Para 6.4, c. “How do you assess customer satisfaction?”; Para 6.10 “Usage Fee and Reporting Plan a. Offerors shall include in their proposal a detailed plan for meeting the usage fee and reporting requirements of NASPO ValuePoint and Participating States (including the accompanying list of all required components).” Offeror Checklist #8 required a “Detailed Plan for meeting the usage fee and reporting requirements of NVP and participating states. How will you collect the sales from your partners? What is your you plan to pay fees to NVP and to states that have their own admin fee? What is your redundancy plan for notification of personnel changes?”</p> <p>Having developed these assessments, and detailed plans for meeting usage fees, reporting requirements, etc. for previous NASPO contracts, we know that to meet the level of detail NASPO requires cannot be properly addressed in 1-2 paragraphs.</p> <p>QUESTION 1: Would the Lead Sate allow at least 2 pages per each of these critical areas since they are weighted so heavily for evaluation?</p>	<p>The Lead State has provided ample space to respond to all requirements. If the Offeror currently is a Contractor for another NVP contract, that information may be provided in its proposal; however, responses should still be detailed for evaluation purposes.</p>	<p>no change</p>
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<p>87</p>	<p>Section 6, Page 32 Para 6.4, b “Describe how problem identification and resolution will be handled.”; Para 6.4, c. “How do you assess customer satisfaction?”; Para 6.10 “Usage Fee and Reporting Plan; Offeror Checklist #8; Attachment B-1, page 2 SQM#2, page 5 SQM#8, page 6 SQM#9. These are standard NVP required processes required in NVP contracts. As such, an Offeror who is already a Prime NVP contractor already has these in place; they are in a high level of detail that would exceed the 1500 character limit); and they are already to NVP standards would be required by this contract. Requiring those Offerors who currently meet this high NVP standard to significantly reduce the level of fidelity of those plan details to meet the 1500 character and other limits seems put them at an unfair and significant disadvantage when competing against others who are not currently at this level.</p> <p>QUESTION PART A: Will the lead state allow an Offeror who is a Prime on an existing NASPO ValuePoint contract meet these requirements by stating that the currently in-place and NVP approved procedures for this area will be used and so qualify for full points in this area per the evaluation?</p> <p>QUESTION PART B: What additional required</p>	<p>Offerors may use the seven-page narrative referenced in Section 6.1, which is separate from the SQM, to further elaborate on how they will meet customer service requirements. Offeror may use its experience on other NVP contracts; however, the lead state requires a full explanation even if the Offeror chooses to use NVP as part of its experience. And an Offeror may choose to use a NVP customer as one of its references.</p>	<p>no change</p>
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<p>88</p>	<p>Attachment C-1, Offer Form OF-02 Pages 1, 2 and 4-6: The forms request the Customer Name, Organization, and Other contact information as well as an evaluation of the Offeror by the customer. For contractor where the Offeror is a subcontractor under a Prime contractor is standard policy for the subcontractor to obtain the information and evaluation from the Prime on behalf of the customer rather than risk OCI, contractual, and other issues going directly to the customer over the Prime as a subcontractor.</p> <p>QUESTION: Please confirm that for past performance where the Offeror is a subcontractor, the "Customer" listed to complete these forms will be the Prime contractor for that contract with any appropriate input from their government customer and that these evaluations will be given equal weight as those completed by a government customer when the Offeror is the Prime.</p>	<p>See Addendum 8, #1, #2, and #3. An Offeror may satisfy the requirement of having been in business and providing services for at least three (3) years through its combined subcontractors or employees that have been performing 50% or more of the work. If an Offeror choses to submit a subcontractor reference, it shall be evaluated pursuant to Section 8.4 Past Performance Relevancy and Recency Ratings.</p>	<p>See Addendum 8, #1, #2, and #3.</p>
<p>89</p>	<p>Page 13 of the solicitation (Para 2.3.3) states Hawaii has a 0.75% transaction fee applied each quarter for the first year.</p> <p>QUESTION: Is this transaction fee for this Acquisition award or for awardees for follow on contracts under the NASPO vehicle?</p>	<p>The 0.75% transaction fees are applicable for awards made by Hawaii purchasing entities made under the Master Agreement and Hawaii PA, limited to the initial term, which is two years. See Addendum 1 for clarification on Hawaii fees.</p>	<p>See Addendum 1 for clarification.</p>

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<p>92</p>	<p>Page 8 of the solicitation under the IT Consulting Services definition states NASPO contract does not include IT Consulting Services. However page 1 of the Statement of work uses an example for IT Consulting Services "For example, if the agency has the need to procure IT consulting services, the Acquisition Support Services Contractor(s) will assist in writing specifications and/or develop an RFP and/or provide any other acquisition support services that will provide the agency with a resulting contract for such services."</p> <p>QUESTION: Is this just an example or will there be IT Consulting Services on the NASPO contract?</p>	<p>This is an example. See Section 1.5 Definitions. IT Consulting Services means services provided by firms who focus on providing the following services: writing, testing and supporting custom software; planning and designing integrated hardware, software and communication infrastructure; and on-site management of computer systems and data processing facilities. NOTE: THIS CONTRACT DOES NOT INCLUDE A CATEGORY OF SERVICES FOR IT CONSULTING SERVICES; HOWEVER, A CONTRACTOR MAY BE HIRED TO ASSIST IN THE ACQUISITION OF IT CONSULTING SERVICES.</p>	<p>no change</p>
<p>103</p>	<p>Are frequent site visits expected to support the multiple states participating in the NASPO agreement?</p>	<p>Site visits would be determined by the individual participating state as outlined in the PA or specific job assignment. See Section 3.12 Performance Management Plan (PMP) for requirements regarding the overall performance plan. Also, see Section 3.20 Contractor Performance Review Meeting regarding requirement for yearly performance review meetings.</p>	<p>no change</p>

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104	(Reference: Question SQM#3) Please clarify the definition of a 'project'. Is this considered the life cycle of a procurement?	The project may or may not include all services within the lifecycle; it could be for a sub-category in Acquisition Planning such as specification development, etc. The lead state is looking for the Offeror's experience in all categories. The Offeror may have to describe several projects for the lead state to obtain an understanding of an Offeror's experience.	no change
105	(Reference: Question SQM#13) Please clarify if the development of plans and specifications will be required for this solicitation or just the review of plans and specifications?	This question pertains to only specification development and not specification review. The lead state is looking for the Offeror's experience in developing specifications. Please explain examples.	no change
112	Page 23, Section 3.24 Travel, 2nd and 4th paragraphs: "Contractor will be reimbursed actual cost of all travel while providing the services in accordance with SOWs...allowable travel and state per diem charges will be agreed upon at the time work is requested..." "Travel costs shall be considered reasonable and allowable only to the extent that they do not exceed, on a daily basis, the maximum state per diem rates in effect at the time of travel." Question: Is it possible to be reimbursed the actual cost of travel if the total amount exceeds the daily maximum state per diem rates?	Contractors will be reimbursed for travel expenses up to an amount agreed upon and pre-approved by the Participating Agency but not to exceed actual costs. If actual costs exceed the agreed upon amount, Contractor will have to justify the additional expenses. If the additional expenses are not justified and approved by the Participating Agency, Contractor will be responsible for paying the difference.	See Addendum 9, #2

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115	(Reference RFP-18-002-SW, Table 2 - Labor Categories). Please confirm if personnel is required to be identified for each labor category (i.e., ACQ Support Specialist I and II).	SQM #4 and #5 requests information about staff and their expertise, experience and qualifications.	no change
116	(Reference RFP-18-002-SW, Table 2 and Attachment C-2 Labor Categories). Please confirm if additional labor categories can be added to Attachment C-2 for specialty SME support (ie., IT, technical)? If the answer is no, will specialty support rates be negotiated separately per project?	The solicitation states the scope of work described shall be fulfilled by the labor categories described in Table 2. These will remain during contract period of performance and no other labor categories will be added. See Section 6.6 Labor Categories and Section 1.9 Period of Performance.	no change
122	(RFP-18-002-SW_Attachment C_Offer Form_OF-1) Form OF-1 asks for our company's "Hawaii General Excise Tax License ID #" - do we need to obtain one prior to submitting our proposal? If so, how do we go about obtaining this license?	To answer the specific question about registration to do business with the State of Hawaii, vendors are advised to check with all entities requiring clearance (DoTAX, IRS, DLIR and DCCA) to see whether they are exempt from those requirements. HCE does this for vendors based on the answers provided in the registration wizard.	no change

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123	Pricing. Please confirm if the fully burdened labor rates are to include taxes and fees related to HI and/or other local states (ie., administrative fees, NASPO transaction fees).	Prices exclude any taxes in submitting labor rates for the categories. Reference Section 4.4 Required Format and Content, #5d., which excludes other Purchasing Entities' taxes, i.e. sales or general excise tax. However, please note that post award taxes may be added to the task order for by a purchasing entity (state). Finally, the language in HlePRO instructions tab state, "Unless otherwise stated..." The correct answer is prices exclude any taxes when submitting prices for labor categories in Attachment C-2 Hourly Pricing Per Labor Category.	See Addendum 6, Changes #1 amending Section 9.2 Hourly Pricing.
124	(Reference RFP-18-002-SW, Section 10.7.4 Fed ID and HI License ID). Please confirm if the EIN is considered the 'Federal ID No'.	To answer the specific question about registration to do business with the State of Hawaii, vendors are advised to check with all entities requiring clearance (DoTAX, IRS, DLIR and DCCA) to see whether they are exempt from those requirements.	no change
125	RFP Page 9 Section 1.7 Participating States How many states do you anticipate will take advantage of this contract in Y1?	This is a new contract. We hope that all states find the resulting contract(s) beneficial for acquisition support services.	no change

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<p>127</p>	<p>(Reference RFP-18-002-SW, Section 10.7.4 Fed ID and HI License ID). For firms not located in Hawaii, please confirm if a local state registration number is acceptable for completing Form OF-1.</p>	<p>Firms with no local presence (Hawaii) may not be required to hold a General Excise Tax License. To answer the specific question about registration to do business with the State of Hawaii, vendors are advised to check with all entities requiring clearance (DoTAX, IRS, DLIR and DCCA) to see whether they are exempt from those requirements. HCE does this for vendors based on the answers provided in the registration wizard. Compliance is required upon award of a Master Agreement. Award will not be made to a non-compliant vendor.</p>	<p>no change</p>
<p>128</p>	<p>RFP Page 41 Section 7.2 Scope of Work 3rd sentence A full narrative shall explain how Offeror meets or exceeds the requirements of each section of Attachment B Scope of Work. The Offeror must explain its prior experience providing the types of services requested by this RFP. Describe at least three major projects or contracts you worked on during the past three (3) years, preferably in the public sector. Are there any categories for which the offeror's commercial experience would be more beneficial to detail?</p>	<p>Refer to Section 7.2 Scope of Work which advises to describe at least three (3) major projects preferably in the public sector. It would be up to the Offeror to convey how the work is relevant if it not for the public sector.</p>	<p>no change</p>

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129	Attachment B Scope of Work pg 2 Section 4 Service Categories Of the 13 Categories listed, do any have greater needs than others? Do any have an existing need today?	This is a new contract and there is no historical data on past or current needs.	no change
131	Attachment C-1 Offer form OF-02 REFERENCES page 4 Please confirm: the deadline by which the Reference Customer must reply – is it May 1st ? the Reference Customer must email AND mail the original	Reference response by e-mail are due at the date and time of the proposal due date. Originals shall be due within five (5) business days after the proposal due date. See Addendum 3, #13.	See Addendum 3, #13.
132	RFP section 3.23 states, "Work may be performed at a Purchasing entity provided facility, digital or telework (offsite)." This implies that performance may be expected at the contractor's facility. For pricing purposes, should offerors assume performance at the purchasing entity's facility or the contractor's facility?	Work may be performed on-site or offsite. The Purchasing Entity would advise on where work will be performed and utilize the pricing provided in response to this RFP for its specific task order or SOW. See Addendum 6, #1 for requirement to provide pricing for both on-site and off-site per labor category.	See Addendum 6, #1.
133	RFP section 3.4 requires offerors to "Describe your insurance or plans to obtain insurance satisfying the requirements in Section 21." If this information is required for the proposal, in what section should it be included and is there a page limit?	This information shall be included in the narrative under Evaluation Criteria 1: Management Plan, Offeror Profile. See Addendum 3, #1.	See Addendum 3, #1.
135	(Reference RFP-18-002-SW, Section 10.15 Liability Insurance). Please confirm if the labor categories identified in Attachment C will require Professional Liability insurance.	The prime will be required to cover any individuals they may hire or subcontract.	no change

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138	Page 25, Section 4.4, Paragraph 1, Sentence 3: Is it acceptable to provide tables and exhibits in a smaller font size (e.g., 10 point font)?	See Addendum 3, #5. Section 4.4 Required Format and Content is amended to exclude the size 12 Arial font or equivalent for charges, tables and graphs.	See Addendum 3, #5.
140	Page 33, Sections 6.6 and 6.7: Are you seeking a narrative response to Sections 6.6 and 6.7 in the Management Plan section of the proposal? Or is this information included to help inform proposers' responses to the SQM?	SQM #4 and #5 requests information about staff and their expertise, experience and qualifications. Offeror may use the narrative section to expand in any area they feel would provide information to the lead state to better understand the Offeror's capability to service Participating States' needs,	no change
141	Page 39, Section 6.8, Paragraph 1, Sentence 1: Is it acceptable to provide multiple resumes for the roles of Program Director and Acquisition Support Specialist III?	Offeror may submit multiple key personnel teams in order to support nation-wide coverage. See Addendum 8, #6 and #7.	See Addendum 8, #6 and #7.
144	Page 39, Section 6.8, Paragraph 1, Sentence 1 Will proposers be evaluated based on the quality of the candidate(s), the quantity of candidate(s), or a combination of the two?	Combination.	no change
145	Will each Respondent awarded through this RFP be required to register to work with each of the participating States? Or will the Master Agreement serve this purpose?	See Attachment A, 5. Participants and Scope. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed.	no change

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147	Page 39, Section 6.9 Paragraph 1, Sentence 1 Please confirm that you are only seeking resumes for key personnel (i.e., the Program Director and Acquisition Support Specialist III).	Yes, that is correct.	no change
148	Are the proposed key personnel resources expected to be dedicated full time immediately on award throughout the duration of the contract with the State of Hawaii? Or on a SOW by SOW basis with each individual participating State?	This contract may be utilized by any participating state and its purchasing entities, not only the State of Hawaii. It would be up the Contractor to manage its resources to ensure all of the task orders or SOW requirements are met.	no change
149	Page 39, Section 6.9 Paragraph 1, Sentence 1 What information (if any) should be provided for resources that may serve in other roles, aside from the 1,500 character responses on staff/team expertise, experience, and qualifications for SQM#4 and SQM#5?	Resumes shall be submitted for key personnel only. The narrative may explain other staffing fulfillment and SQM#4 and #5 would respond to the questions.	no change
150	Page 39, Section 6.9 Paragraph 1, Sentence 1 Would it be acceptable to put resumes in an appendix to the proposal?	That would be acceptable as long as it is properly labeled and placed in the table of contents.	no change
151	Page 41, Section 7.2: If we are including subcontractors for one or more components of the work, is it acceptable to include subcontractor references in this section?	Yes. See addendum 8, #1, #2, and #3.	See Addendum 8, #1, #2, and #3.

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152	<p>Page 41, Section 7.2: Section 7.2 asks proposers to provide a “full narrative” to explain how we meet or exceed the requirements of each section of Attachment B Scope of Work, including an explanation of the scope of work, duration, and significant tasks that were completed. Attachment B includes 19 pages describing the five core service categories and other potential services. Given the five-page limit to this section, are you more interested in seeing the depth of the proposer’s experience on a limited number of projects (e.g., three projects that go into greater narrative detail on the scope and tasks performed) or the breadth of the proposer’s experience in doing relevant work for multiple clients (e.g., twenty projects presented in a matrixed/table format that identifies which services were provided, but without a narrative description)?</p>	Both	no change
153	<p>Page 41, Section 7.2 Should the narrative address each service category separately, or would it be more helpful to incorporate experience with the service categories under the major project descriptions?</p>	The Lead State is looking for the Offeror's experience in all categories and it would be up to the Offeror to describe this through it completed projects or even current projects.	no change

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154	<p>Pages 41 and 42, 7.2 and 8.2: Sections 7.2 and 8.2 appear to be requesting similar information on proposers' prior experience. 7.2 asks for three or more projects that address the service categories, and 8.2 asks more broadly for qualifications and experience providing the services. Please elaborate on the types of information you are seeking for each section.</p>	<p>7.2 Scope of Work requests that a narrative be submitted, which includes a description of at least three major projects or contracts that have been in progress in the past three (3) years. The lead state is interested in confirming that an Offeror can perform all services within each phase of an acquisition lifecycle. For past performance, the lead state is interested in an Offeror's successes and will be rating the relevancy and recency of the services provided. Addendum 9, #1 and #3 clarifies evaluation for past performance.</p>	<p>See Addendum 9, #1 and #3.</p>
155	<p>Page 42, Section 8.2: Section 8.2 asks proposers to provide a "full narrative" to describe past performance. Given the two-page limit to this section, are you more interested in seeing the depth of the proposer's experience on a limited number of projects (e.g., three projects that go into greater narrative detail on the scope and tasks performed) or the breadth of the proposer's experience in doing relevant work for multiple clients (e.g., twenty projects presented in a matrixed/table format that identifies which services were provided, but without a narrative description)?</p>	<p>7.2 Scope of Work requests that a narrative be submitted, which includes a description of at least three major projects or contracts that have been in progress in the past three (3) years. The lead state is interested in confirming that an Offeror can perform all services within each phase of an acquisition lifecycle. For past performance, the lead state is interested in an Offeror's successes and will be rating the relevancy and recency of the services provided. Addendum 9, #1 and #3 clarifies evaluation for past performance.</p>	<p>See Addendum 9, #1 and #3.</p>
156	<p>Page 42, Section 8.3: If we submit more than three references, will all of the references be scored or will you only score three of them?</p>	<p>All references will be reviewed and considered in scoring.</p>	<p>no change</p>

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157	Page 42, Section 8.3: Is it acceptable to provide the same references in Section 8.3 as the project narratives we describe in Section 7.2?	Section 7.2 is not requiring references. However, the same projects may be referred to in both criteria.	no change
158	Page 42, Section 8.3: If we are proposing subcontractor(s), is it acceptable to include one or more subcontractor references?	Yes. See addendum 8, #1, #2, and #3.	no change
159	Pages 44-45 Section 8.4, paragraph beginning with NOTE:Please clarify this section, particularly the sentence on page 44 beginning with "For offerors/critical subcontractors." It is difficult to decipher how the relevancy rating will be evaluated if a subcontractor is part of the referenced work. This section also discusses a confidence assessment rating that will affect the relevancy rating and the eventual assignment of the 50 points allocated to the Past Performance Criteria. Please clarify this assessment rating if possible.	The confidence assessment is the past performance evaluation. If the subcontractor(s) is conducting majority of the work and submitted as part of the proposal, they will be considered as part of the overall past performance for the Prime. The 50 points are part of the Confidence Assessment including the Offeror References. See change to Table 1, Addendum 9, #1	See Addendum 9, #1.
160	SQM: Several of the SQM questions ask for examples. Is it acceptable to use examples from proposed subcontractors to demonstrate our team's experience?	Yes, work may be provided by subcontractors. However, please note that we are asking for a description of the example and not the actual example itself.	no change
161	SQM: Several of the SQM questions ask for examples. Is it acceptable to use examples of employees' work performed in previous roles outside of our company to demonstrate our team's experience?	Yes, work may be provided by subcontractors. However, please note that we are asking for a description of the example and not the actual example itself.	no change

PROCUREMENT OF ACQUISITION SUPPORT SERVICES

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QUESTIONS AND ANSWERS - ADDENDUM 9

162	Does any of the work requested by this RFP require licensure as an attorney or CPA in any state besides Hawaii? If so, please identify (i) the work element requiring licensure in Attachment B, Scope of Work (i.e., by page, section and paragraph) and (ii) the state(s) requiring licensure.	The task order or SOW will describe what kinds of licensure is required, if any. This would apply to all purchasing entities, not only Hawaii.	no change
164	SQM pg 3, SQM#4 and #5: Both SQM#4 and SQM#5 ask proposers to list staff, including their expertise, experience, and qualifications. To avoid replicative responses, please clarify the specific types of information you are seeking for each question.	SQM#4 is seeking general information about the offeror's staff background and how staff is managed by offeror. SQM#5 is seeking more specific information about proposed staff - specifically, their qualifications and experience in providing the services that may be required in each phase of the procurement life cycle.	no change
165	SQM pg 6, SQM#11: Please clarify what is meant by "work order system" or "job assignment system" in the context of the first sentence.	This question is specific to services to review a purchasing entities' spec or SOW. Work order system or job assignment system means the offeror's internal processes to assign scope of work or specification review to their subject matter experts.	no change
166	Category B - Market Research: Are the services described based on processes utilized in other jurisdictions and/or procurement best practices? If yes, please identify the jurisdiction(s) and/or best practices.	No, Category B Market Research is a general description of the types of market research services that may be needed by participating states.	no change
168	What is the expected average duration of each project?	That information is unknown as it would be determined by the specific task order or SOW.	no change

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172	<p>In reference to Section 3.9.3, Page 18, first sentence: With regard to the executive summary report of a list of states that hold an active Participating Addendum, please clarify if this means that Hawaii intends for the list to reflect states that can order from the PASS vehicle or if this means the Contractor will report on where it has been awarded a task order from a respective state?</p>	<p>3.9.3 Executive Summary requires Contractors to submit a list of all active Participating Addenda. Task orders shall be reported as part of 3.9.4 Summary of Sales for State of Hawaii Purchasing Agencies and 3.9.2 Detailed Usage Reporting Requirements are for all States.</p>	no change
174	<p>In reference to Section 3.20, Page 21, paragraph 3: Will Hawaii please confirm that associated travel for the Contractor Performance Review Meeting will be reimbursable at cost in accordance with Section 3.24 of the RFP?</p>	<p>Contractors will not be reimbursed for any associated travel costs to attend the Contractor Performance Review Meeting conducted by the Lead State. Out of State Contractors will be able to attend these meetings via digital means.</p>	no change
177	<p>In reference to Section 8.4, Page 44, Note line 16: Hawaii uses the term "critical subcontractors". Please define the distinction of a critical subcontractor and explain how use of critical subcontractors will be evaluated?</p>	<p>Critical subcontractors shall be those that perform at least 50% of the work and will be evaluated in Evaluation Criteria 1: Management Plan, Evaluation Criteria 2: Technical/Experience and Evaluation Criteria 3: Past Performance, if a reference is provided for such subcontractor.</p>	Addendum 8, #1, #2, and #3
178	<p>In reference to Attachment B-1, SQM #7 bullet 1, Hawaii indicates specific inquiry into State agencies that Contractor(s) have contracted with in the past. Given that the Federal Acquisition Regulations mirror or is the source of many states procurement regulations and in an effort not to impede competition, would Hawaii consider Contractors who only have Federal contract experience as equally relevant as State contract experience?</p>	<p>See Section 8.4 Past Performance Relevancy and Recency Ratings. Relevancy rating does include whether an Offeror has complied with federal, state and local regulations in acquisition. The Lead State will consider vendors who only have federal experience. However, preference in evaluation will be shown to offerors with diverse backgrounds including State and Municipality experience.</p>	no change

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QUESTIONS AND ANSWERS - ADDENDUM 9

179	In reference to Attachment B-1, SQM #10 bullet 1, Contractor(s) are asked to describe what subject matters it covers. Given that a total solution may be able to be presented to Hawaii by use of teaming with qualified subcontractors, will Hawaii consider the subject matters that proposed subcontractors obtain as well?	Yes, see Addendum 8, #1, #2, and #3.	See Addendum 8, #1, #2, and #3.
180	General Question: Does the State of Hawaii intend to implement measures to ensure that Large Contractor(s) that submit a proposal for PASS include the use of qualified, available and accessible certified small businesses in one or more of the participating states for the PASS procurement?	In order to be awarded a Master Agreement, there is no requirement for small businesses to participate. Other states may have requirements as provided in their Participating Addendum and/or provided in Attachments E-H for those states who have attached their T&C in this RFP.	no change
181	General Question: If a Contractor submits a proposal for PASS, will they also be able to participate as a Subcontractor to another Contractors that submits a proposal to receive a Prime Contract for PASS?	Yes, however, see Attachment B Scope of Work, Section 2 Contractor Responsibility, "Pursuant to HRS §103D-405(d) "Outside contractors may be utilized to prepare specifications and work statements in the development of a solicitation. Contractors paid for those services shall be precluded from bidding on or receiving a contract when they participated in any way in the development of the solicitation package or any resulting contract. Therefore, if a Contractor is hired to provide any services through the PASS contract, the Prime Contractor and any of its subcontractors are precluded from bidding or responding to the resulting solicitation."	no change
185	Please provide the type of services to be procured?	All the services are described in Attachment B Scope of Work.	no change

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QUESTIONS AND ANSWERS - ADDENDUM 9

187	For specifications requiring review support - How will recommendations (or changes) made by the 'NASPO' Contractor affect the liability or responsibility of the contractor who prepared the specifications?	Liability or responsibility of the Contractors' work may be subject to the provisions of the Purchasing Entities' Professional Liability as provided in Attachment A NVP T&C , 21 Insurance or as amended in the PA or subsequent Purchasing Entities Task Order.	no change
189	Has a contractor previously performed this work? If so, who?	This is a new contract. There is no data on previous work.	no change
192	Will the State please confirm that Independent Verification & Validation Services (included in the RFI) are not in scope for this RFO?	IV & V is not a separate category of services for this RFP. However, if a purchasing agency wishing to procure for such services, it may ask the PASS contractor to assist in preparing specifications, conducting source selection etc. for such services.	no change

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194	<p>•Page 38/161 Section 6.8 Key Personnel states "The Lead State will evaluate the proposed key personnel for those technical and management positions the offeror considers essential to the successful performance of the contract. The Lead State will evaluate whether the proposed key personnel will be assigned full-time to their respective position, physically located where most of their requirements are performed and employed by the prime contractor for the duration stated in each letter of commitment." Could the State please clarify what is expected for the letter of commitment? Also, as SOWs/RFOs released to awarded vendors of this RFO may be in different States across the US, how is the State evaluating if the personnel are located where most of their requirements are performed?</p>	<p>This section is amended per Addendum 3, #15. "The Lead State will evaluate whether the proposed key personnel will be assigned full-time to their respective position, physically located where most of their requirements are performed and employed by the prime contractor for the duration stated in each letter of commitment." The sentence is deleted and therefore the letter of commitment is not required. As the Lead State, Hawaii will be managing Master contract(s) and will expect Contractors to adhere to its Performance Management Plan (PMP) as agreed to.</p>	<p>See Addendum 3, #15.</p>
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PROCUREMENT OF ACQUISITION SUPPORT SERVICES

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198	In Section 3.23, it says "Work may be performed at a Purchasing entity provided facility...". Where would the "Purchasing entity provided facility" be located for this effort, if that is to be provided?	The Purchasing Entity would provide that in the task order or SOW.	no change
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PROCUREMENT OF ACQUISITION SUPPORT SERVICES

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QUESTIONS AND ANSWERS - ADDENDUM 9

<p>203</p>	<p>Would the vendor perform all the procurement activities in scope on behalf of the State (HI) and if so would this preclude the vendor from IV&V or other work on behalf of the State of HI?</p>	<p>See Attachment B Scope of Work, Section 2 Contractor Responsibility, "Pursuant to HRS §103D-405(d) "Outside contractors may be utilized to prepare specifications and work statements in the development of a solicitation. Contractors paid for those services shall be precluded from bidding on or receiving a contract when they participated in any way in the development of the solicitation package or any resulting contract. Therefore, if a Contractor is hired to provide any services through the PASS contract, the Prime Contractor and any of its subcontractors are precluded from bidding or responding to the resulting solicitation."</p>	<p>no change</p>
<p>204</p>	<p>Does the award of this bid preclude the vendor from any Higher Education opportunities</p>	<p>See Attachment B Scope of Work, Section 2 Contractor Responsibility, "Pursuant to HRS §103D-405(d) "Outside contractors may be utilized to prepare specifications and work statements in the development of a solicitation. Contractors paid for those services shall be precluded from bidding on or receiving a contract when they participated in any way in the development of the solicitation package or any resulting contract. Therefore, if a Contractor is hired to provide any services through the PASS contract, the Prime Contractor and any of its subcontractors are precluded from bidding or responding to the resulting solicitation."</p>	<p>no change</p>

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QUESTIONS AND ANSWERS - ADDENDUM 9

205	Would the vendor be precluded from providing services for any RFPs prepared on the States (HI) behalf	See Attachment B Scope of Work, Section 2 Contractor Responsibility, "Pursuant to HRS §103D-405(d) "Outside contractors may be utilized to prepare specifications and work statements in the development of a solicitation. Contractors paid for those services shall be precluded from bidding on or receiving a contract when they participated in any way in the development of the solicitation package or any resulting contract. Therefore, if a Contractor is hired to provide any services through the PASS contract, the Prime Contractor and any of its subcontractors are precluded from bidding or responding to the resulting solicitation."	no change
206	Will the consortium allow the winning vendor to bid on some RFP's and not others?	After Master Contract(s) are awarded, Participating Addenda are agreed to between the Contractor and Participating State.	no change
207	Is the selected vendor one of Several providers; are we on a multi-provider list?	See Section 1.2 Purpose which states, "It is anticipated that this RFP may result in Master Agreement awards to multiple Contractors at the Lead State's discretion."	no change

STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

June 15, 2018

ADDENDUM 10
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

This Addendum modifies or clarifies the solicitation documents only to the extent indicated herein, and all portions thereof not specifically affected by the addendum shall remain in full force and effect. All addenda shall be added to and form a part of the RFP documents, including the answers to the questions.

Question #99 notates “test” in HlePRO. There is no question or answer for this number.

The following changes are made to RFP-18-002-SW:

1. **CHANGE** Section 3.2 Minimum Requirements and Qualifications as follows:

3.2 Minimum Requirements and Qualifications

Offeror shall be able to provide all services as described in Attachment B, Scope of Work. Offeror shall have been in business and have provided all services in Categories One through Thirteen for at least three (3) years. An offeror may satisfy the requirements of having been in business and providing services in all categories for at least three (3) years through its combines subcontractors or employees that have been performing 50% or more of the work. If a subcontractor or employee of a prime providers more ~~that~~ **than** 50% of the work, the subcontractor(s) or employees experience may be considered as part of the years of experience. Refer to Section 3.2.1 Proposed Subcontractors on submitting subcontractors or employees to meet the requirements and qualifications. Information requested about the subcontractor shall be submitted as part of the Offer.

2. **CHANGE** Section 4.4 Required Format and Content, #6 as follows:

6. **Questions Submittal Matrix.** Offeror shall complete all sections in Attachment B-1, Submittal Questions Matrix. Responses are limited to 3000 characters per ~~question~~ **SQM**. “See attached” response shall not be accepted. Attachments shall not be accepted.

3. **CHANGE** Section 10.14 Contract Execution as follows:

10.14 Contract Execution

The successful Offeror receiving award shall enter into a formal written contract to be signed by the Contractor and returned within ten (10) **working** days ~~working~~.

No performance or payment bond is required for this contract.

No work is to be undertaken by the Contractor prior to the commencement date specified on the Notice to Proceed. The State of Hawaii is not liable for any work, contract, costs, expenses, loss of profits, or any damages whatsoever incurred by the Contractor prior to the official starting date.

If an option to extend is mutually agreed upon, the Contractor shall be required to execute a supplemental contract for the additional extension period.

The following is uploaded in HlePRO:

- **Conformed RFP document (main document only) – showing tracked changes**
- **Conformed RFP document (main document only) - changes incorporated**

Note: Both documents include changes made in Addendum 10.

- **2nd Pre-proposal conference notes (questions submitted in AdobeConnect and verbal answers provided by Donn Tsuruda-Kashiwabara)**



Mara Smith
Procurement Officer

STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

June 21, 2018

ADDENDUM 11
TO
REQUEST FOR PROPOSALS
RFP-18-002-SW

PROCUREMENT OF ACQUISITION SUPPORT SERVICES
(PASS)

This Addendum modifies or clarifies the solicitation documents only to the extent indicated herein, and all portions thereof not specifically affected by the addendum shall remain in full force and effect. All addenda shall be added to and form a part of the RFP documents, including the answers to the questions.

The following change is made to RFP-18-002-SW:

1. **CHANGE** Section 5.9 Scoring Process as follows:

5.9 Scoring Process

Evaluators shall score proposals by reviewing the narrative and Submittal Questions Matrix (SQM) for each of the evaluation criteria above (except for price).

Evaluators shall use a rating of 0 to 5 for each evaluation criteria. Rating is defined as follows:

- 0- The Proposal fails to address the criterion or cannot be assessed due to missing or incomplete information. Offeror has not demonstrated sufficient knowledge of the subject matter or has grossly failed to explain how requirement(s) is met.
- 1- Poor. The criterion is inadequately addressed, Offeror demonstrates only slight ability to comply, or there are serious inherent weaknesses.
- 2- Fair. The Proposal broadly addresses the criterion, but there are significant weaknesses. May have one or more deficiencies, or Offeror has not adequately explained how its services fit the requirement.
- 3- Good. The Proposal addresses the criterion well; meets the requirement. Demonstrates knowledge and understanding of the subject matter, with no deficiencies noted regarding technical approach.
- 4- Very Good. The Proposal addresses the criterion very well, highly comprehensive. No deficiencies noted.
- 5- Excellent. The Proposal successfully addresses all relevant aspects of the criterion. Excellent reply that goes beyond the requirements listed in the RFP to provide added value. In addition, the response may cover areas not originally addressed within the RFP and/or include additional information and recommendations that would prove both valuable and beneficial to the agency. The response includes a full, clear, detailed explanation of how requirement(s) are met. No errors in technical writing.

The ~~average of each evaluators'~~ rating for each evaluation criteria shown in Table 1, shall be converted based on the following formula:

Rate Achieved		Points Possible	
Total Rating Achievable		For that Criteria	= Points

Price will be scored based on the points to conversion as explained in Section 9 Evaluation Criteria 4: Price, 9.3.1 Cost Points Conversion.

Proposals that do not score 70% overall shall not be considered for the award pool.

The Lead State reserves the right to adjust the percentage threshold to assure coverage in all states.



Mara Smith
Procurement Officer