



**COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT**

Contract No. UCPJMU5267

This contract entered into this 10th day of September 2018, by Scoville Specialties hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From October 15, 2018 through October 14, 2019 with five (5) one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal DMS-1000 dated March 22, 2018:
 - (a) The Statement of Needs,
 - (b) The General Terms and Conditions,
 - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
 - (d) Addendum No. One dated April 17, 2018;
- (3) The Contractor's Proposal dated April 18, 2018 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations Summary, dated August 30, 2018.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:
By: Patricia L. Scoville
(Signature)
Patricia L. Scoville
(Printed Name)
Title: President / Owner

PURCHASING AGENCY:
By: Dana Simmes
(Signature)
DANA SIMMES
(Printed Name)
Title: Buyer Senior



**RFP # DMS-1000, Promotional Items and Imprinting Services
Negotiation Summary for Scoville Specialties**

08/30/18

1. Contractor's Promotional Items pricing schedule is as follows:
 - a. 25% discount off published price list broken down by quantity
 - b. Set-up fees - no additional charge for 1st set-up and 1st location, 25% discount off catalog set-up fees for every set-up thereafter
 - c. Set-up fees for other goods or services offered - no additional charge for 1st set-up, 25% discount off of catalog set-up fees for every set-up thereafter
 - d. Samples - no additional cost - samples to be returned to Contractor at Agency's expense

2. Contractor's Imprinting Services pricing schedule is as follows:
 - a. 30% discount off published list price broken down per quantity
 - b. 20% discount off die fees
 - c. 20% discount off mold fees
 - d. 25% discount off tape fees
 - e. Personalization: \$3.50 per piece
 - f. Tape edits - no additional cost
 - g. Thread color changes - no additional cost
 - h. Sewouts - no additional cost (*do not need to be returned*)
 - i. Set-up fees - no additional charge for 1st set-up and 1st location, 25% discount for every set-up thereafter.
 - j. Samples - no additional cost for blank t-shirts for screen print. Must be returned to Contractor within 25 days after receipt of order to avoid a fee.
 - k. Color swatch binder - no additional cost
 - l. Embroidery pricing: (*Embroidery only, apparel/item not included*) Per piece embroidery pricing includes up to 9 colors

Number of Stitches	7 or under	8-14 pieces	15-29 pieces	30-74 pieces	75-149 pieces	150-299 pieces	300-599 pieces	600-999 pieces	1000-4000 pieces
Up to 4000	\$7.90	\$7.50	\$6.83	\$5.29	\$3.90	\$3.20	\$2.79	\$2.50	\$2.30
Up to 5000	\$7.90	\$7.50	\$7.12	\$5.58	\$4.20	\$3.40	\$2.98	\$2.69	\$2.50
Up to 6000	\$7.90	\$7.50	\$7.40	\$5.96	\$4.50	\$3.60	\$3.17	\$2.88	\$2.70
Up to 7000	\$7.90	\$7.50	\$7.69	\$6.25	\$4.80	\$3.90	\$3.37	\$3.08	\$2.90
Up to 8000	\$7.90	\$7.50	\$7.98	\$6.54	\$5.10	\$4.20	\$3.65	\$3.37	\$3.20



**RFP # DMS-1000, Promotional Items and Imprinting Services
Negotiation Summary for Scoville Specialties**

08/30/18

Up to 9000	\$7.90	\$7.50	\$8.27	\$6.83	\$5.40	\$4.50	\$3.94	\$3.65	\$3.50
Up to 10000	\$7.90	\$7.50	\$8.65	\$7.12	\$5.70	\$4.70	\$4.13	\$3.85	\$3.70
Each Addtl. 1000 stitches	\$0.26	\$0.26	\$0.26	\$0.26	\$0.26	\$0.25	\$0.25	\$0.25	\$0.25

m. Screen Printing Services pricing: *(Screen Printing only, apparel/item not included) Per color; per location*

Number of Colors							
Quantity	1	2	3	4	5	6	Each add'l color
1-11	\$4.50	\$5.50	\$7.00	\$8.50	\$10.00	\$12.00	CALL
12-23	\$4.50	\$5.50	\$7.00	\$8.50	\$10.00	\$12.00	CALL
24-47	\$4.50	\$5.50	\$7.00	\$8.50	\$10.00	\$12.00	CALL
48-71	\$3.20	\$3.70	\$4.20	\$4.70	\$5.20	\$5.70	CALL
72-143	\$2.80	\$3.00	\$3.40	\$3.70	\$4.10	\$4.40	CALL
144-287	\$2.10	\$2.30	\$2.50	\$2.70	\$2.90	\$2.20	CALL
288-499	\$1.40	\$1.60	\$1.80	\$2.00	\$2.20	\$2.40	CALL
500-999	\$1.10	\$1.30	\$1.50	\$1.70	\$1.90	\$2.10	CALL
1,000-1,999	\$1.00	\$1.20	\$1.40	\$1.60	\$1.80	\$2.00	CALL
2,000-4,999	\$0.96	\$1.15	\$1.35	\$1.54	\$1.73	\$1.92	CALL
5,000-up	\$0.90	\$1.00	\$1.10	\$1.20	\$1.30	\$1.40	CALL

3. Contractor shall custom design and create artwork at no additional charge.
4. Custom designing print screen and embroidery artwork at no additional charge.
5. Contractor shall provide electronic proofs at no additional charge.
6. Contractor shall pass on exact delivery costs on all standard, rush order, and manufacturer orders.
7. Contractor shall waive all restocking and shipping fees for products that are damaged and/or printed incorrectly. Contractor must be notified within 10-15 business days after receipt of order.
8. Contractor shall waive all restocking and shipping fees of returns/exchanges. Contractor must be notified within 10-15 business days after receipt of order.



**RFP # DMS-1000, Promotional Items and Imprinting Services
Negotiation Summary for Scoville Specialties**

08/30/18

9. Prior to production and if requested, Contractor shall provide final product sample(s) (*with logo*) at no additional charge with an active order.
10. Contractor rescinds all terms and conditions listed on sample invoice submitted with proposal.
11. Contractor shall provide the General Scholarship Fund of James Madison University with a \$1000 annual scholarship. Scholarship payment shall be coordinated with the Office of Advancement Gifts & Records. Payment shall be made immediately and prior to June 30th annually for the duration of the contract.
12. Contractor shall maintain IMG licensed for James Madison University for the duration of the contract. Any associated costs shall be the sole responsibility of the Contractor.
13. Contractor shall not bill the Purchasing Agency charge card processing fees.
14. All deliveries made to the Purchasing Agency shall be FOB destination.
15. Payment shall be made to the Contractor in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment Act.
16. The Contractor has disclosed all potential fees. Additional charges shall be reviewed and approved by Procurement Services prior to purchase.

JAMES MADISON UNIVERSITY

RFP #DMS-1000

Presented by:



Promotional & Specialty Advertising

ESTABLISHED 2000

James Madison University

RFP# DMS-1000

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James Madison University

RFP# DMS-1000

RFP COVER SHEET

REQUEST FOR PROPOSALS

RFP# DMS-1000

Issue Date: March 22, 2018

Title: Promotional Items and Imprinting Services

Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

Period of Contract: From Date of Award Through One Year with Five (5) Additional One (1) Year Renewal Options.

Sealed Proposals Will Be Received Until 2:00 P.M. on April 24, 2018 for Furnishing The Services Described Herein.

SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.

All Inquiries For Information And Clarification Should Be Directed To: Dana Simmers, VCA, Buyer Senior Procurement Services, simmerdm@jmu.edu; 540-568-5113; (Fax) 540-568-7935 not later than five business days before the proposal closing date.

NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

Seville Specialties, Inc
2250 Murrell Rd., Ste C.
LYNCHBURG, VA 24501

Date: April 18, 2018

Web Address: WWW.SSIPROMOS.COM

Email: LYNN@SSIPROMOS.COM

By: Lynn Seville

Name: LYNN SEVILLE
(Signature in Ink)

Title: PRESIDENT / OWNER
(Please Print)

Phone: 800-509-1158

Fax #: 434-528-8808

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 pls #2 _____ #3 _____ #4 _____ #5 _____ (please initial)
SMALL, WOMAN OR MINORITY OWNED BUSINESS
 YES; NO; IF YES => SMALL; WOMAN; MINORITY IF MINORITY: AA; HA; AsA; NW; Micro

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

James Madison University

RFP# DMS-1000

STATEMENT OF NEEDS

IV. STATEMENT OF NEEDS

James Madison University desires to partner with contractors to provide quality promotional items and imprinting services. Offerors interested in responding to this solicitation may choose one or both areas to respond to under the Statement of Needs section of this RFP. Area A: Promotional Items and Area B: All imprinting Services. The successful contractor(s) shall furnish goods and services in the area in which they provide a response.

James Madison University reserves the right to obtain other cost estimates prior to authorizing work, and to solicit any project separate and apart from the resulting contract(s) as may be deemed in the best interest of the University. James Madison University reserves the right to request a quotation from one or more contractors with which the University has a contract.

A. *Promotional Items*

James Madison University desires to partner with contractors to provide quality promotional items. The Contractor shall be an authorized reseller of the promotional items being offered. All items are to be new and in original packaging. The Contractor shall not ship substitute items without prior approval from James Madison University personnel. James Madison University shall provide and approve all logo(s) to be used on promotional items.

Contractor shall ensure that all “JMU Identity” guidelines are met when providing requested items. JMU’S Official Graphic Standards,” including colors, logos, photography, etc. can be found at <https://www.jmu.edu/identity/graphic-style/index.shtml>

Describe in detail your approach to the following directly under each item and include all associated costs in Section: X Pricing Schedule

1. Provide a link to your complete electronic catalog containing all available items being offered which includes list price. Provide contract pricing and/or percentage discount of published list price and quantity discounts in *Section X. Pricing Schedule, A.1.*

www.ssi-promos.com

The above link showcases more than 800,000 promotional products and apparel offerings available to Scoville Specialties. Manufacturers suggested pricing is shown based on quantity. Contact your dedicated Sales Representative at Scoville Specialties for up to minute inventory availability and discounted pricing extended to James Madison University. There are no additional costs to the University for the creation and maintenance of this site.

2. Describe ability to customize electronic catalog for James Madison University.

Scoville Specialties is able to customize an electronic catalog (website) specifically for James Madison University. As a member of Advertising Specialty Institute (ASI), Scoville Specialties is able to create a custom website using ASI's extensive database of products and apparel, (the same offerings on our website!) This site is created from a selection of stock templates and customized with your brand. There are no additional costs to the University for the creation and maintenance of this site.

3. Describe the ability to provide electronic proofs. Provide associated costs in Section X., Pricing Schedule A. 2.

Scoville Specialties will provide electronic proofs for promotional items for client review of quality and style at no cost to the University.

4. Describe ability to provide a local sales representative for James Madison University and/or willingness to meet with departmental end-users upon request.

Scoville Specialties will make available a designated sales representative assigned to exclusively manage the Promotional Account. There are no additional costs to the University for the designation of a dedicated sales representative.

5. List all contact information for ordering, invoicing, customer service, etc.

Please refer to attachment E for a list of all contact information for ordering, invoicing and customer service.

6. Describe experience in working with various department at education institutions similar to James Madison University. Include method for collaboration for individual orders.

Since 2000, Scoville Specialties has provided promotional advertising items to many institutions to include, but not limited to:

Virginia Polytechnic Institute and State University

Old Dominion University

University of Mary Washington

Virginia Commonwealth University

Liberty University

Randolph College

The many departments Scoville Specialties has experience in working with include but are not limited to: Athletics, Institutional Advancement, Development, Human Resources, Student Activities, Student Affairs, Recreation & Wellness, Career & Professional Development, Alumani and Alumna, Enrollment, Recruiting, Procurement, Marketing, Campus Bookstores/Gift shops.

The prevailing collaboration for individual orders has been through direct sales efforts which include phone calls, email and face-to-face interaction with faculty and staff members. This leads to a better understanding of desired project/program outcome as well as identifying features / benefits of the promotional item as it relates to their project.

In some instances, Scoville Specialties must work directly with / through the procurement offices. These orders are normally a bid process regardless of the dollar amount. Scoville Specialties also works with the states procurement system, eVa.

7. Indicate if your firm is currently licensed through IMG College Licensing Company for James Madison University. Provide a copy of certificate or proof of license. Firm shall be licensed prior to an award of a contract. Licensing information can be found at: <http://www.clc.com/Licensing-Info.aspx>.
Scoville Specialties is currently licensed with CLC for James Madison University. Please see attachment F.
8. Describe plan for providing pre-production samples (when requested by department) of promotional items with logo. Provide quantity limit and associated costs for samples in *Section X. Pricing Schedule, A. 10*.
Scoville Specialties will provide promotional preproduction spec samples for client review and quality and style at no cost to the University. Samples will be delivered to the University either by the designated sales rep and/or other means of transportation. Ie: UPS, Fed-ex.
9. Provide details of minimum order requirements, if applicable.
Scoville Specialties considers all minimum order request on a case by case basis. Some promotional vendors will charge a less than minimum fee. It is not uniform across the industry.
10. Describe delivery options, policies, turnaround time, including standard orders, rush orders and manufacturer orders for delivery. All orders shall be FOB destination. Provide delivery costs in *Section X. Pricing Schedule , A.3*
Delivery Options and Policies:
Preferred shipping methods include UPS or FedEx Ground. In the event an order requires truck line service, the University will make available a loading dock for delivery.

Standard Order time:

Typical turnaround time for standard delivery will vary factory to factory, however the following is considered standard:

Placement of order

Art proof after receipt of order: 24-48 hours

Production time: 7-10 days after receipt of all proofs from customer and Branding portal.

Delivery / Transit time – Depending on where factory is located, 2-4 days transit time. (West cost time is 5 days)

In Stock Rush and Manufacturer Order:

Information will be provided as to the availability of stock at the time of order. In the event stock is not immediately available, Scoville Specialties will make every effort to identify same product at another factory or locate similar items at clients request.

Rush Service:

Rush service is available on many promotional items and varies from factory to factory. In the event a rush order is needed, Scoville Specialties makes every effort to accommodate by utilizing suppliers offering a free rush service.

Delivery Costs and/or Free Delivery:

Scoville Specialties will price all items FOB and include all ground shipping rates from those carriers upon request from the client. When not requested, all shipping rates are invoiced at cost. At time no time will Scoville Specialties upcharge shipping costs in this contract. These rates are typically preferred rates that have been negotiated with carriers based on volume. Free delivery savings, when offered by the factory, will be passed along to the University.

11. Describe process for packaging of orders.

Scoville Specialties depends on manufacturer shipping information. All packaging and carton quantities are approximate. They are subject to change without notice. Packaging will vary according to quantities orders. The Universities designated sales rep will accommodate in providing a detailed package process upon request.

12. Describe return and exchange policies. Provide restocking fees and shipping fees for returns/exchanges in Section X. Pricing Schedule A.4.

Scoville Specialties makes every effort to ensure all products ordered by the University to be exactly as presented and without decoration defects. If for any reason the University is not completely satisfied, the University will make a claim within (5) five business days after receipt of order. A call tag will be immediately issued to collect the unsatisfactory items and will be replaced at no additional charge.

13. Describe the process for replacement of defective, broken or damaged promotional items. Provide associated costs in Section X, Pricing Schedule A.5

Scoville Specialties makes every effort to ensure all products ordered by the University be delivered as ordered. In the event of breakable items are ordered, ie: glassware, ceramics, etc., Scoville Specialties is required by the manufacturer the package in safe pack cartons to avoid breakage. If the order is received with broken pieces, Scoville Specialties will make appropriate claims with the manufacturer and replace and/or credit broken pieces.

14. Describe quality control process(s).

Scoville Specialties is dedicated to providing its customers with safe products that exceed expectations for quality and safety and designed to comply with all statutory and voluntary standards and regulations. We constantly review and inspect product lines from out top suppliers through factory representative visits, attending our industry tradeshow, to ensure they meet our standard for quality, style and durability.

Our customer service team communicates daily with the factories following your order from inventory availability and art proof approvals to the actual production. Once your order is complete and ready for delivery, we provide tracking information. You will know exactly when your order arrives. From concept to project complete... the team at Scoville Specialties is with you every step of the way.

15. Provide sample quote showing list price, contract price and percentage off published list price.

Please see ATTACHMENT C

16. Describe Payment Options available.

Scoville Specialties accepts major credit cards and or checks or ACH Payment from the University.

17. Provide a sample invoice and preferred method of payment.

Please refer to ATTACHMENT H. Preferred method of payment is pcard payment.

18. Specify if offer accept charge card payments. Provide associated processing fees, if applicable in Section X, Pricing Schedule A.6.

Scoville Specialties accepts payment via credit card. There are no additional fees incurred.

19. Provide any incentive rebate options or packages.

Scoville Specialties does not currently offer rebates. However, Scoville Specialties does participate in offering a monetary donation per calendar year. In the past, the amount has been \$250.00. We are thrilled to increase that amount to \$1,000.00 per calendar year to be distributed to the general scholarship fund.

20. Identify any other goods or services being offered include setup fees. Provide associated costs in Section X Pricing Schedule A.8

Scoville Specialties offers a variety of other goods and services including:

Large Quantity Buys: We provide overseas production and pricing for over catalog quantity at deep discounts. These orders require a minimum of anywhere from 30 – 90 days depending on the item ordered and transit time. Preproduction samples are provided at no additional cost to the University. Some orders allow for air transit time which normally is 7-10 days. Shipping via Seas, the transit time can vary from 30 – 45 days, arriving at NY port and then transit time from NY after custom's clearance.

Custom Products: Scoville Specialties offers unique and cost effective custom products to your specifications. If you are looking for something specific and is out of the range of catalog items, allow us the opportunity to help you build your custom piece. This is typically an overseas project. The normal turnaround time is applicable to the above production time.

Setup fees: Scoville Specialties will waive the 1st setup fee on promotional items and allow at 25% discount off of catalog setup fees for every setup thereafter.

B. Imprinting Services (ie. Embroidery, Screen Printing, Embossing, Etching, etc.)

James Madison University desires to partner with contractor(s) to provide quality Imprinting Services (ie, Embroidery, Screen Printing, Embossing, Etching, etc.). Contractor(s) shall match thread colors and PMS to JMU identity standard which can be found at <https://www.jmu.edu/identity/graphic-style/index.shtml>. Contractor(s) must have the capability for multiple color screen printing as well as the ability to embroider. JMU will retain ownership of any design work created for this contract.

1. Describe all Imprinting Services (ie: Embroidery, Screen Printing, Embossing, Etching, etc)

Embroidery:

Scoville Specialties uses contract embroiderer partners. Services include digitizing artwork, custom embroidery swatches for approval, up to 9 thread colors per decoration, fold and polybag per customers request.

Design embroidery pricing is based on number of pieces to be decorated as well as the number of stitches it requires to create your artwork / logo. These costs are included in the per piece pricing for all embroidered apparel and will be discounted based on your contract pricing schedule.

Screen Printing:

Scoville Specialties uses contract screen printers. Services include four automatic presses, two manual presses, numbering machine, silk screen printing on fabric, direct to garment imprint capabilities. Custom screen printing pricing is based on number of pieces to be decorated as well as the number of ink colors for all screen printed apparel and will be discounted based on your contract pricing schedule. Direct to garment print will all be discounted based on your contract pricing schedule.

Imprinting Services: A variety of imprint services are available and include but no limited to: Hot-stamping, Silk-Screen, Pad-Print, Transfer Printing, Off-Set printing, Debossing, Embossing, Laser etching. Typically all of the printing noted, with the exception of the silk screen is applied to promotional items and the first color, first location is included in the price.

2. Provide details for minimum order requirements, if applicable:

Scoville Specialties considers all minimum order request on a case by case basis. Minimum orders for embroidered apparel is one piece while screen printing minimum orders are 12 pieces. This can be negotiated on a case by case basis.

3. Provide Pricing for embroidery services in *Section X, Pricing Schedule B.1*
4. Provide a complete embroidery pricing gue in *Section X. Pricing Schedule B.2.*
5. Provide pricing for screen-printing services in *Section X. Pricing Schedule B.3*
6. Provide a sample of a design for both Screen Printing and Embroidery.
Please see enclosed sample package.

7. Describe the process for designing and creating artwork and turnaround time. Provide costs per hour for designing and creating artwork in *Section X. Pricing Schedule B.*
Scoville Specialties works closely with the Universities Marketing department to make sure the integrity of the logo is honored. If for any reason, art work and or preparation of artwork is required,

permission will be granted by the University to do so. Scoville Specialties strictly adheres to the CLC logo guidelines and does not stray away from said guidelines.

8. Describe the process for designing print screen and embroidery artwork and turnaround time: Provide costs per hour for designing and artwork in *Section X. Pricing Schedule B.5*
Scoville Specialties has an outside graphics team available if artwork is not provided by the University.
9. Provide the lead time for embroidered products from time of order placement until delivery.
*The lead time for embroidered products is as follows:
Upon placement of order, Scoville Specialties will provide a sewout 24-48 hours. After final approval of sewout from customer & CLC Branding, production of order will begin. Depending on quantity, production of order is normal 5-7 days. Larger quantity order may take 10-12 days. Transit time to University is 1 day*
10. Describe the software capability your firm requires when clients send art files for imprinting marketing materials or apparel. (Example: Adobe Creative Cloud)
Scoville Specialties usually receives all artwork via Microsoft Outlook and or drop box.
11. Describe timeframe for providing adequate sample items, material, or color swatches. (ie: number of days to for review at no charge to the University) Provide associated costs in *Section X. Pricing Schedule B-6.*
Scoville Specialties will provide blank apparel items at customer's request and will allow 25 days before incurring any charges. Sewouts are provided at no cost and do not need to be returned.
12. Describe the process for digitizing artwork for logos that will be embroidered. Allow for a minimum of 6800 stitches for 3-4 full filled in logos.
Scoville Specialties will be provided the logo to be digitized by the University. Once the logo is received, it will be sent to the contract embroider for digitizing. An emailed sewout of the logo will be provided to the customer. Once the customer has approved via email, if the customer requests, the sewout will be sent via UPS to the customer for final approval. Once customer approval is completed, final branding approval from CLC will be obtained.
13. Describe the process for vector artwork for logo's that will be screen printed.
Scoville Specialtes will be provided the vector artwork. Once the logo is received, it will be forwarded to our contract printer. A color "virtual" proof will be provided for customer approval. After customer approval, final branding approval from CLC will be obtained.

14. Describe delivery options, policies, process of delivery and freight charges for standard and rush orders. Provide associated costs in Section X, Pricing Schedule, B.7.

Delivery Options and Policies:

Preferred shipping methods include UPS or FedEx Ground. In the event an order requires truck line service, the University will make available a loading dock for delivery:

Standard Order time:

Typical turnaround time for standard delivery will vary factory to factory, however the following is considered standard:

Placement of order

Art proof after receipt of order: 24-48 hours

Production time: 7-10 days after receipt of all proofs from customer and Branding portal.

Delivery / Transit time – Depending on where factory is located, 2-4 days transit time. (West cost time is 5 days)

In Stock Rush and Manufacturer Order:

Information will be provided as to the availability of stock at the time of order. In the event stock is not immediately available, Scoville Specialties will make every effort to indentify same product at another factory or locate similar items at clients request.

Rush Service:

Rush service is available on many promotional items and varies from factory to factory. In the event a rush order is needed, Scoville Specialties makes every effort to accommodate by utilizing suppliers offering a free rush service.

15. Describe return policy. Provide associated costs in Section X, Pricing Schedule B.8
Scoville Specialties makes every effort to ensure all products ordered by the University to be exactly as presented and without decoration defects. If for any reason the University is not completely satisfied, the University will make a claim within (5) five business days after receipt of order. A call tag will be immediately issued to collect the unsatisfactory items and will be replaced at no additional charge.
16. Provide sample quote showing list price, contract price and/or percentage off published list price.
Please see attached ATTACHMENT I
17. Provide sample invoice and preferred method of payment.
Please refer to ATTACHMENT F. Preferred method of payment is pcard payment or ACH Payment.
18. Provide sample quote showing list price, contract price and percental off of published list price.
Please see attached ATTACHMENT I
19. Describe payment options available.
Scoville Specialties accepts major credit cards and or checks or ACH from the University.

20. Specify if offeror accept charge card payments. Provide associated fees, if applicable in *Section X, Pricing Schedule B.10*
Scoville Specialties accepts credit card payments. There are no fees associated with this type of payment.
21. Describe ability to provide a local sales representative for James Madison University and/or willingness to meet with department end-users upon request.
Scoville Specialties will make available a designated sales representative assigned to exclusively manage the Promotional Account. There are no additional costs to the University for the designation of a dedicated sales representative.
22. List all contact information for ordering, invoicing, customer service., etc.
Please refer to attachment E for a list of all contact information for ordering, invoicing and customer service.
23. Describe experience in working with various departments at educational institutions similar to James Madison University Include method for collaboration for individual orders.
Since 2000, Scoville Specialties has provided promotional advertising items to many institutions to include, but not limited to: Since 2000, Scoville Specialties has provided promotional advertising items to many institutions to include, but not limited to:
Virginia Polytechnic Institute and State University
Old Dominion University
University of Mary Washington
Virginia Commonwealth University
Liberty University
Randolph College
The many departments Scoville Specialties has experience in working with include but are not limited to: Athletics, Institutional Advancement, Development, Human Resources, Student Activities, Student Affairs, Recreation & Wellness, Career & Professional Development, Alumni and Alumna, Enrollment, Recruiting, Procurement, Marketing, Campus Bookstores/Gift shops.
The prevailing collaboration for individual orders has been through direct sales efforts which include phone calls, email and face-to-face interaction with faculty and staff members. This leads to a better understanding of desired project/program outcome as well as identifying features / benefits of the promotional item as it relates to their project.
In some instances, Scoville Specialties must work directly with / through the procurement offices. These orders are normally a bid process regardless of the dollar amount. Scoville Specialties also works with the states procurement system, eVa.
24. Indicate if your firm is currently licensed through IMG College Licensing Company for James Madison University. Provide a copy of certificate or proof of license. **Firm Shall be licensed prior to an award of a contract.** Licensing information can be found at: <http://www.clc.com?licensing-Infor.aspx>.
Scoville Specialties is currently licensed with CLC for James Madison University. Please see attachment F

25. Describe plan for providing pre-production samples of embroidery and screen printing items. (i.e. number of days for review at no charge to the University)
Upon request from the University, Scoville Specialties will provide at no cost preproduction samples of embroidered and/or screen printed apparel.

26. Identify any other goods or services being offered including setup fees. Provide associated costs in Section X. Pricing Schedule B.11

Scoville Specialties offers a variety of other goods and services including:

Large Quantity Buys: We provide overseas production and pricing for over catalog quantity at deep discounts. These orders require a minimum of anywhere from 30 – 90 days depending on the item ordered and transit time. Preproduction samples are provided at no additional cost to the University. Some orders allow for air transit time which normally is 7-10 days. Shipping via Seas, the transit time can vary from 30 – 45 days, arriving at NY port and then transit time from NY after custom's clearance.

Custom Products: Scoville Specialties offers unique and cost effective custom prodecuts to your specifications. If you are looking for something specific and is out of the range of catalog items, allow us the opportunity to help you build your custom piece. This is typically an overseas project. The normal turnaround time is applicable to the above production time.

Setup fees: Scoville Specialties will waive the 1st setup fee on promotional items and allow at 20% discount off of catalog setup fees for every setup thereafter.

James Madison University

RFP# DMS-1000

WRITTEN NARRATIVE



Capability Statement

BUSINESS SUMMARY:

Scoville Specialties, Inc. was established 18 years ago by Joe and Lynn Scoville. Scoville Specialties provides promotional advertising, both domestically and internationally, from our Central Virginia location. A member of ASI (Advertising Specialty Institute), we represent more than 800,000 promotional and specialty advertising items including embroidered and screen printed wearables.

CAPABILITIES

- Specialize in analyzing client program objectives to match unique and diverse promotional items and apparel to achieve desired results.
- Offer discounts on custom embroidered and screen printed apparel as well as decorated promotional items.
- Established long term relationships with ASI certified apparel mills, promotional product factories as well as embroidery and screen printers resulting in high quality, low cost, professional results.
- Collaboration for individual orders through direct sales efforts which include phone calls, email and face-to-face interaction with our customers. This leads to a better understanding of desired project / program outcome.

KEY PERSONNEL:

Lynn Scoville is the President of Scoville Specialties, Inc. and has more than 28 years of experience both in direct sales and the promotional advertising industry. Mrs. Scoville has a comprehensive knowledge of promotional advertising and continues to service the company's top 10 accounts. She is also responsible for the company's financials.

Joe Scoville is the Vice President/Sales & Marketing Director and has more than 33 years of direct sales experience. Along with attending to his own clients, Mr. Scoville manages and directs the Scoville Sales Team.

Lauren Whistlehunt joined our team in 2015 as a Sales and Marketing Representative. After completing her degree at Virginia Tech in 2008, Lauren went to work in Property Management and Higher Education Housing. Seven years later she is the second generation brought on to Scoville Specialties team.

Kristen Holman has joined Scoville Specialties as a team member and lead Customer Service Administrator. Kristen brings with her previous marketing and administrative experience. Her attention to detail and enthusiastic attitude provide our customers a unique and personalized interaction.

Other KEY PERSONNEL:

Serena Rhoades; Outside Sales & Marketing

Cameron Scoville: Part time Outside Sales & Marketing

SUMMARY:

Here, at Scoville Specialties, we feel what sets us apart from our competition is our core mission to value people, vendors, clients and employees alike. We place a high priority on the rights, trust and respect of the people we do business with. We are happy to share knowledge and experiences with one another as a way to support and encourage a healthy working relationship.

SCOVILLE
SPECIALTIES, INC.
2250 Murrell Road
Suite C
Lynchburg, VA 24501

Contact:
Lynn Scoville
President / Sales

Office: 434-528-8828
877-509-1158
FAX: 434-528-8808
Lynn@ssipromos.com

WEBSITES

www.ssipromos.com

* * * *

eVa # E2722

VASCUPP# UCPJMU3970

SAM

Duns 028210776 / 5PEP1

SWAM CERTIFICATION:
SMALL * MICRO

SBSD – Dept. of Small
Business & Supplier
Diversity:
Certification: #9701
Expiration date: 5-12-20

LRG & CLC Licensed
ASI/321935

PROFESSIONAL RESUME

Patricia Lynn Scoville

2250 Murrell Road, Suite C, Lynchburg, VA 24501

Lynn@ssipromos.com

Owner * Sales & Marketing * Operations Executive

PROFILE

May 2000 to Present: Scoville Specialties, Inc. President, Owner, Sales & Marketing

Entrepreneurial executive with more than 24 years of experience managing sales, marketing, operations, personnel.

Sales & General Management qualifications:

- General Accounting
- P&L Management
- Contract / Price Negotiation
- Budget & Expense Control
- Financial Management
- Key Account Management / Retention
- Sales & Business Development
- Staff Development

PROFESSIONAL EXPERIENCE

Lynchburg, VA.

1997 – 2000

General Manager / Sales

Responsible for day to day operations of a Promotional & Speciality Advertising Company. Managed accounts received, accounts payable. Directed all sales and marketing activities, including lead generation, account development, management and pricing.

Lynchburg, VA.

1995 - 1997

Administrative Assistant

Performed accounting duties on a daily basis.
Submitted Life Insurance applications
Maintained all files
Scheduled appointments

Education / Professional Development

E.C. Glass High School, Lynchburg, Va.
Member of ASI, Advertising Specialty Institute
Member of VAPPA; Virginia Promotional Products Association
Member of AIM; Advertising Industry Mastermind Group
SWAM Certified, Micro Certified,
CLC Licensed; LRG Licensed

Joseph C. Scoville, Jr

2250 Murrell Road, Suite C, Lynchburg, VA 24501

434.528.8828 Fax 434.528.8808

Joe@ssipromos.com

Distinguished 40+ year career in developing sales and marketing strategies,
Inventory management, and providing leadership for sales personnel.

Career History

Scoville Specialties, Inc. - Lynchburg, VA Co-Owner / Vice President	2000-Present
Lewis Presentations - Lynchburg, VA Sales & Marketing	1999-2000
Mass Mutual Life Insurance - Lynchburg, VA Insurance Sales / Financial Services	1998-1999
Curtis 1000 - Atlanta, GA Sales Supervisor – Virginia Region	1993-1998
Consolidated Shoe Company - Lynchburg, VA Sales / Customer Service Supervisor	1984-1993
Simplimatic Engineering Company - Lynchburg, VA Receiving Clerk	1978-1984

Education

University of South Carolina - Columbia, SC Bachelor of Arts Major: Government & International Studies Minor: Business Administration	1974-1978
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Personal

Married – 33 Years 2 Children 1 Son-in-Law 1 Grandchild 3 Dogs 2Cats

LAUREN WHISTLEUNT

2250 Murrell Road, Ste. C, Lynchburg, VA 24501 | lauren@ssipromos.com

SKILLS & ABILITIES

Excels at seeking, developing and maintaining interpersonal relationships with customers, staff, peers, subordinates and public. Proficient with time management, conflict resolution and ability to work under pressure.

EXPERIENCE

- July 2015 -Present Sales & Marketing, *Scoville Specialties, Inc.*
- Establish, develop and maintain business relationships with current customers and prospective customers to generate new business through relationship-based approaches. Specialize in analyzing client program objectives to match unique and diverse promotional items and apparel needs. Keep abreast of product applications, market conditions, competitive activities, advertising and promotional trends through pertinent literature and consultation.
- November 2010 – July 2015 Associate Director of Housing: Facilities, *Liberty University*
- Managed team of full time and part time personnel. Oversaw physical status of sixty(+) residence halls. Managed approximately \$15 million in furniture assents, collaborated with new construction and worked as a liaison between students and maintenance personnel.
- June 2008 – November 2010 Leasing Consultant, *Camden Property Trust*
- Toured and executed new leases with potential residents. Delivered customer service to current residents and property vendors. Worked within a team to meet and exceed budget expectations. Planned and implemented resident retention programs and marketing activities for public awareness of communities.

EDUCATION

August 2004 – May 2008 Bachelor of Science, Apparel, Housing & Resource Management, Blacksburg, VA
Virginia Polytechnic Institute & State University

PROFESSIONAL ACCREDITATIONS

- Member of ASI, Advertising Specialty Institute
- Member of VAPPA, Virginia Promotional Products Association
- Member of AIM, Advertising Industry Mastermind Group
- SWaM Certified, Micro Certified
- CLC Licensed, LRG Licensed

Kristen L. Holman

csr@ssipromos.com

(

Education

Virginia Polytechnic Institute and State University **August 2011-May 2013**
Bachelor's Degree in Human Development with a focus on Advanced Helping Skills

Central Virginia Community College, Lynchburg, VA **August 2009- May 2011**
Associates Degree in General Education

Skills

Excellent written and oral communication skills.

Skilled in Microsoft Office Applications

Ability to collaborate and function well in a team. Both in professional and academic environment

Adapt easily to changing work environments and flexible role assignments

Strong work ethic with a desire to get the job done.

Ability to learn quickly and contribute effectively as both a leader and a team contributor

Highly effective in common sense problem solving and forward thinking resolutions

Experience

Scoville Specialties **March 2018- Current**

Lead Customer Service Administrator

Shakers Restaurant **June 2009- January 2018**

Sentry Equipment & Erectors, INC **December 2015- December 2016**

Marketing Coordinator, responsible for increasing web traffic. Created and implemented new logo as well as developed a marketing inventory.

Carillion, Blacksburg VA

Performed 288 hours of shadowing with an occupational therapist, physical therapist, and Speech pathologist. Assigned a project that required developing, designing and building a therapeutic tool that improved patient's fine motor skills.

Big Brothers Big Sisters, Blacksburg VA.

Served as an intern where my responsibility was to match adults with children who are less fortunate. Visited 7 different schools in Montgomery County.

Virginia Tech Calling Center

Responsible for calling Alumni, Parents, and supporters of Virginia Tech to request funds.

James Madison University

RFP# DMS-1000

OFFEROR SHEET

ATTACHMENT A
OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

- QUALIFICATIONS OF OFFEROR: Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
- YEARS IN BUSINESS: Indicate the length of time you have been in business providing these types of goods and services.

Years 17 Months 11 MAY 2000

- REFERENCES: Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
University of Mary Washington	5 years	1301 College Ave Fredericksburg, VA	Becky Birdan 540-654-1185
Harris Corporation	8 years	221 Jefferson Ridge Lynchburg, VA	Wanda McTee 434-455-9409
Delta Star	15 years	3550 Mayflower Dr. Lynchburg, VA	Heather Madcox 434-485-7099
Liberty University	17 years	1971 University Blvd Lynchburg, VA	Dawn Neal 434-593-6214
Virginia Tech	20 years	419 Clay St. SW Blacksburg, VA	Patty Smith 540-231-9398

- List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

Lynn Seville, Owner & President
2250 Murrell Rd., Ste C, Lynchburg, VA 24501

Joe Seville, Owner & V. Pres. / Treasurer
2250 Murrell Rd, Ste C, Lynchburg, VA 24501

- RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA: Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the CODE OF VIRGINIA, SECTION 2.2-3100 - 3131?

YES NO

IF YES, EXPLAIN: _____

James Madison University

RFP# DMS-1000

SMALL BUSINESS SUBCONTRACTING PLAN

ATTACHMENT B

Small, Women and Minority-owned Businesses (SWaM) Utilization Plan
Offeror Name: SCORVILLE SPECIALTIES Preparer Name: Walter Scoville

Date: 4-18-2018

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes No

If yes, certification number: 009701 Certification date: MAY 12, 2017 EXPIRES 5-12-20

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes No

If yes, certification number: 009701 Certification date: MAY 12, 2017 EXPIRES 5-12-20

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes No

If yes, certification number: _____ Certification date: _____

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes No

If yes, certification number: 009701 Certification date: MAY 12, 2017 EXPIRES 5-12-20

Instructions: *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWAMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

Small Business: "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

Woman-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified women-owned businesses are also a small business enterprise.**

Minority-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

Micro Business is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees AND no more than \$3 million in average annual revenue over the three-year period prior to their certification.

All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWAM program. Certification applications are available through SBSDD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).

RETURN OF THIS PAGE IS REQUIRED

ATTACHMENT B (CNT'D)
Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Procurement Name and Number: RFP # DMS-1000 Date Form Completed: 4-18-18

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses for this Proposal and Subsequent Contract

Offeror / Proposer: Seville Specialties Address: 2250 Murrell Rd, Ste C, Lynchburg, VA
 Firm: Seville Specialties Contact Person/No.: Kevin Seville - 434-528-8828

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMW)
<u>NVR Steel Fabricating, LLC 124 Charles Rd King, VA 27021</u>	<u>Tommy Gupston 330-985-3842</u>		<u>SCREEN RUNNING</u>	<u>N/A</u>	<u>\$0 N/A</u>
<u>The Point EMB. 130 E STAFFORD CT WINSTON-SALEM NC</u>	<u>KEVIN COPE 330-725-5303</u>		<u>EMBROIDERY SERVICES</u>	<u>N/A</u>	<u>N/A</u>

(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)
RETURN OF THIS PAGE IS REQUIRED

James Madison University

RFP# DMS-1000

VASCUPP SALES

4:49 PM
04/17/18
Accrual Basis

Scoville Specialties, Inc.
Sales by Customer Summary
April 1, 2017 through April 17, 2018

	<u>Apr 1, '17 - Apr 17, 18</u>
JMU - Disabilities Services	2,021.17
JMU - Residence Life	15,440.00
ODU - Recreation & Wellness	14,581.22
The James Monroe Museum	745.56
UMW - Alumni Programs	513.01
UMW - Campus Recreation	9,623.78
UMW - Center for Career & Prof Dev	466.97
UMW - Earth Science	1,153.36
UMW - Events & Conferencing	373.74
UMW - Hurley Convergence Center	461.25
UMW - Multicultural Center	136.35
UMW - Office of Disability Resources	272.26
UMW - Psychology	1,152.63
UMW - Student Activities	51,162.22
VCU - Div. of Strategic Enrollment Mgt	8,623.21
VCU - HR	6,015.72
TOTAL	<u>112,742.45</u>

James Madison University

RFP# DMS-1000

REVISED PRICING SCHEDULE

X. REVISED PRICING SCHEDULE

The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

A. Promotional Items

1. The offeror shall provide contract pricing and/or percentage discounts of published list price and quantity discounts. *(Reference Section IV. Statement of Needs, A. 1.)*
Scoville Specialties will offer a 25% discount off of published price list broken down by quantity.
2. The offeror shall provide associated costs for electronic proofs. *(Reference Section IV. Statement of Needs, A. 3.)*
Scoville Specialties will provide electronic proofs at no charge to the University
3. The offeror shall provide standard, rush order, and manufacturer order delivery costs. *(Reference Section IV. Statement of Needs, A. 10.)*
Scoville Specialties does not charge for processing of standard production orders. Rush order are negotiated on a case by case basis. We make every effort to utilize suppliers offering free rush service. In the event rush charges are incurred, they will be invoiced at cost to the University. Delivery cost / rates are invoiced at cost.
4. The offeror shall provide associated costs for restocking and shipping of returns/exchanges. *(Reference Section IV. Statement of Needs, A. 12.)*
In the event there are exchanges and/or returns due to misprint or damages by the manufacturer, no fees are incurred to the University.
5. The offeror shall provide associated costs for the replacement of defective, broken, or damaged items. *(Reference Section IV. Statement of Needs, A. 13.)*
In the event of misprint or damages incurred by the manufacturer, no fees are incurred to the University.
6. The offeror shall specify any associated charge card processing fees, if applicable. *(Reference Section IV. Statement of Needs, A. 18.)*
There are no additional credit card processing fees to the University.
8. The offeror shall provide associated costs for any other goods or services being offered including set-up fees, etc. *(Reference Section IV. Statement of Needs, A. 20.)*
Scoville Specialties will waive the first setup fee on all orders. For every setup fee thereafter, Scoville Specialties will offer a 20% discount. On orders that have reset fees incurred, the first reset will be waived and a 20% discount offered on every reset thereafter. A variety of imprint services are also available and include but not limited to: Hot stamping, pad print, transfer print, offset printing, debossings, laser engraving. Typically one color / one location is included in the per piece price for screen printed items. Additional colors and decoration locations are offered as well on a variety of products.

Die Fees and Mold charges will be provided at a 20% discount to the University.

9. The offeror shall provide associated costs for set-up fees.
Scoville Specialties will waive the first setup fee on all orders. For every setup fee thereafter, Scoville Specialties will offer a 20% discount. On orders that have reset fees incurred, the first reset will be waived and a 20% discount offered on every reset thereafter.
10. The offeror shall provide quantity limits and associated costs for samples of promotional items with logo. (Reference Section IV. Statement of Needs, A. 8.)
Scoville Specialties will provide promotional preproduction spec samples for all active/placed orders for client review at no cost to the University.

B. Embroidery and Screen Printing

1. The offeror shall complete the following Embroidery Price List. (Reference Statement of Needs, Section B. Number 3)

Number of Stitches	7 or under	8-14 pieces	15-29 pieces	30-74 pieces	75-149 pieces	150-299 pieces	300-599 pieces	600-999 pieces	1000-4000 pieces
Up to 4000	\$8.00	\$7.50	\$7.10	\$5.50	\$3.90	\$3.20	\$2.90	\$2.60	\$2.30
Up to 5000	\$8.00	\$7.50	\$7.40	\$5.80	\$4.20	\$3.40	\$3.10	\$2.80	\$2.50
Up to 6000	\$8.00	\$7.50	\$7.70	\$6.20	\$4.50	\$3.60	\$3.30	\$3.00	\$2.70
Up to 7000	\$8.00	\$7.50	\$8.00	\$6.50	\$4.80	\$3.90	\$3.50	\$3.20	\$2.90
Up to 8000	\$8.00	\$7.50	\$8.30	\$6.80	\$5.10	\$4.20	\$3.80	\$3.50	\$3.20
Up to 9000	\$8.00	\$7.50	\$8.60	\$7.10	\$5.40	\$4.50	\$4.10	\$3.80	\$3.50
Up to 10000	\$8.00	\$7.50	\$9.0	\$7.40	\$5.70	\$4.70	\$4.30	\$4.00	\$3.70
Each Addtl. 1000 stitches	\$.26	\$7.50	\$.26	\$.26	\$.26	\$.26	\$.25	\$.25	\$.25
Each Addtl 1000 Stitches (NO CHARGE)	N/A	\$N/A	\$N/A	\$N/A	\$N/A	\$N/A	\$N/A	\$N/A	\$N/A

- i. The offeror shall provide a complete pricing guide for embroidery services. (i.e. tape edits, personalization, excessive thread color changes, etc.) (Reference Statement of Needs, Section B. Number 4)
Embroidered apparel receives a 30% discount off of published price list broken down per quantity. The per piece price shown above includes up to 9 colors. Fold & polybag upon request. Original tape / digitizing fees for each logo will be discounted at 20% off of contract price. Tape fees are charged at 10.00 per 1,000 stitches. Tape edits are at no charge to the University. Thread color changes are at no charge to the University. All tape / digitizing fees will be waived for orders over 500 pieces.

ii. The offeror shall complete the following table for screen printing services. (Reference Statement of Needs, Section B. Number 5)

Quantity	Number of Colors						Each add'l color
	1	2	3	4	5	6	
1-11	\$4.50	\$5.50	\$7.00	\$8.50	\$10.00	\$12.00	\$
12-23	\$4.50	\$5.50	\$7.00	\$8.50	\$10.00	\$12.00	\$
24-47	\$2.08	\$2.40	\$2.82	\$3.72	\$4.62	\$5.52	\$
48-71	\$3.20	\$3.70	\$4.20	\$4.70	\$5.20	\$5.70	\$
72-143	\$2.80	\$3.00	\$3.40	\$3.70	\$4.10	\$4.40	\$
144-287	\$2.10	\$2.30	\$2.50	\$2.70	\$2.90	\$3.10	\$
288-499	\$1.40	\$1.60	\$1.80	\$2.00	\$2.20	\$2.40	\$
500-999	\$1.10	\$1.30	\$1.50	\$1.70	\$1.90	\$2.10	\$
1,000-1,999	\$.98	\$1.22	\$1.34	\$1.44	\$1.54	\$1.64	\$
2,000-4,999	\$.78	\$.90	\$1.10	\$1.20	\$1.30	\$1.40	\$
5,000-up	\$.60	\$.80	\$1.00	\$1.10	\$1.20	\$1.30	\$

Pricing above reflects imprint on White or Light colored tshirts. If printing on dark shirts, add 1 color charge to obtain the highest quality imprint.. Screen printed apparel receives a 30% discount off of published price list broken down by quantity. **T-shirts need to be quoted on an individual basis due to the fluctuation of cotton prices**

- i. The offeror shall provide associated costs per hour for designing and creating artwork. (Reference Statement of Needs, Section B. 7)
Scoville Specialties has an off-site contract graphic designer. Scoville Specialties will pass through their current rate of 35.00 per hour (invoiced at cost)
- ii. The offeror shall provide associated costs per hour for designing print screen and embroidery artwork. (Reference Statement of Needs, Section B. 8)
Scoville Specialties has an off-site contract graphic designer. Scoville Specialties will pass through their current rate of 35.00 per hour (invoiced at cost)
- iii. The offeror shall provide associated costs for sample items, material, or color swatches. (Reference Statement of Needs, Section B. 11)
Scoville Specialties will provide sample blank tshirts for screenprint to the University at no charge for review. If a preproduction spec sample is required, Scoville Specialties will provide a spec sample for an active/placed order at no charge. Scoville Specialties will provide a color swatch binder showing different brands of tshirts at no charge to the University.

- iv. The offeror shall provide associated costs for standard and rush orders. (*Reference Statement of Needs, Section B. 14*)
Scoville Specialties does not charge for processing of standard production orders. Rush order are negotiated on a case by case basis. We make every effort to utilize suppliers offering free rush service. In the event rush charges are incurred, they will be invoiced at cost to the University. Delivery cost / rates are invoiced at cost.
- v. The offeror shall provide associated costs for returns for embroidery and screen printing items. (*Reference Statement of Needs, Section B. 15*)
Scoville Specialties makes every effort to ensure all embroidered or screen printed apparel ordered by the University to be exactly as presented either via sewout, email proofs or pre-production samples. If for any reason the University is not completely satisfied with the end product due to a manufacturer defect, a claim must be made within 5 days, a call tag will be immediately issued to collect the unsatisfactory items and will be replaced at no charge.
- vi. The offeror shall provide associated costs for set-up fees.
Scoville Specialties will waive the first setup fee on all orders. For every setup fee thereafter, Scoville Specialties will offer a 20% discount. On orders that have reset fees incurred, the first reset will be waived and a 20% discount offered on every reset thereafter. All setup fees will be waived on quantities ordered over 500 pieces for screen printed apparel.
- vii. The offeror shall specify associated charge card processing fees. (*Reference Section X. Pricing Schedule, B. 20*)
There are no additional credit card fees charged to the University.
- viii. The offeror shall provide associated costs for any other goods or services being offered including set-up fees, etc. (*Reference Statement of Needs, Section B. 26*)
Scoville Specialties will waive the first setup fee on all orders. For every setup fee thereafter, Scoville Specialties will offer a 20% discount. On orders that have reset fees incurred, the first reset will be waived and a 20% discount offered on every reset thereafter. A variety of imprint services are also available and include but not limited to: Hot stamping, pad print, transfer print, offset printing, debossings, laser engraving. Typically one color / one location is included in the per piece price for screen printed items. Additional colors and decoration locations are offered as well on a variety of products. Die Fees and Mold charges will be provided at a 20% discount to the University.

James Madison University

RFP# DMS-1000

**STATEMENT OF NEEDS REQUIRED
DOCUMENTS**



Attachment ~~B~~ A

02.20.18

Quantity	Description	Retail Price	25% Off	Unit Price	Item Total
300	PopSockets 1 color imprint	\$5.08	(\$1.27)	\$3.81	\$1,143.00
1	Setup	\$41.67	(\$41.67)	\$0.00	\$0.00
				TOTAL	\$1,143.00

Shipping not included.
This quote is good for 30 days.

POPSOCKETS





Scoville Specialties, Inc.
 2250 Murrell Road, Suite C
 Lynchburg, VA 24501
 434.528.8828 * 877.509.1158

Attachment B
Invoice

Date	Invoice #
4/18/2018	5180218

Bill To

Commonwealth of Virginia
 James Madison University
 Procurement Services MSC 5720
 752 Ott Street, Suite 1023
 Harrisonburg, VA 22807

Ship To

Commonwealth of Virginia
 James Madison University
 Procurement Services MSC 5720
 752 Ott Street, Suite 1023
 Harrisonburg, VA 22807

P.O. No.	Terms	Rep	Ship Date	Ship Via
	Net 30	LS	4/18/2018	UPS Ground

Description	Qty	Rate	Amount
Cooler Duffel Purple with one color White imprint	500	9.58	4,790.00T
JMU Promotional Items Discount		-25.00%	-1,197.50
Sub-Total			3,592.50
Shipping - Invoiced @ Cost	1	65.00	65.00T
Tax Exempt		0.00%	0.00

a 3% convenience fee will be assessed if paying by credit card at time of payment. Terms are NET 30 unless otherwise stated. Min. finance charge of 25.00 on balances 30 days past due. Interest will accrue at 2% per month after 30 days. Scoville Specialties is not responsible for collection fees or attorney's fees in collecting past due balances.

Total	\$3,657.50
Payments/Credits	\$0.00
Balance Due	\$3,657.50

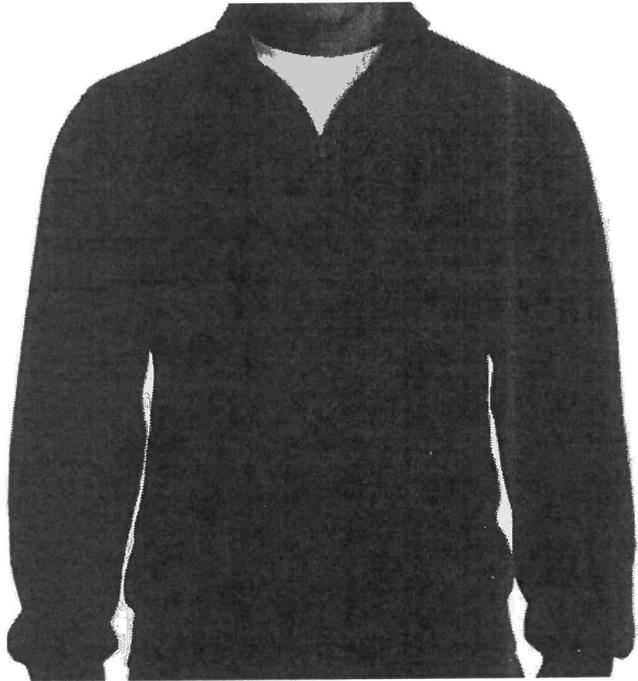


Attachment C

02.21.18

Quantity	Description	Retail Price	30% Off	Unit Price	Item Total
	Sport-Tek 1/4-Zip Sweatshirt				
	Embroidered logo - Left chest; Approx. 5K Stitches				
41	6 Small, 19 Medium, 13 Large, 3 XL	\$34.38	(\$10.31)	\$24.07	\$986.87
3	3 2XL	\$36.38	(\$10.91)	\$25.47	\$76.41
1	Digitizing Fee - One time fee per logo	\$40.00	(\$40.00)	\$0.00	\$0.00
				TOTAL	\$1,063.28

Shipping will be invoiced at cost
 This quote is good for 30 days.



- True Navy
- Black
- Graphite Heather
- True Red
- Vintage Heather
- Athletic Heather
- Forest Green
- Maroon
- True Royal
- White



Scoville Specialties, Inc.
 2250 Murrell Road, Suite C
 Lynchburg, VA 24501
 434.528.8828 * 877.509.1158

Attachment D

Invoice

Date	Invoice #
4/18/2018	5180219

Bill To

James Madison University
 Attn: Accounts Payable
 MSC 5712, 1031 South Main St
 Mass Hall
 Harrisonburg, VA 22807

Ship To

JMU Residence Life
 Business Operations
 200 Huffman Service Drive
 Huffman Hall; Room B101
 Harrisonburg, VA 22807

P.O. No.	Terms	Rep	Ship Date	Ship Via
	Net 30	LS	4/18/2018	UPS Ground

Description	Qty	Rate	Amount
Nike DriFit Classic Sport Shirt Purple with Embroidered Left chest Logo	10	45.00	450.00T
Tape Charge	1	75.00	75.00T
discount 20% Discount on Tape fee	1	-15.00	-15.00T
Embroidery Run Charge / JMU Contract		-135.00	-135.00T
Sub-Total			375.00
Shipping	1	20.00	20.00
Tax Exempt		0.00%	0.00

a 3% convenience fee will be assessed if paying by credit card at time of payment. Terms are NET 30 unless otherwise stated. Min. finance charge of 25.00 on balances 30 days past due. Interest will accrue at 2% per month after 30 days. Scoville Specialties is not responsible for collection fees or attorney's fees in collecting past due balances.

Total	\$395.00
Payments/Credits	\$0.00
Balance Due	\$395.00

IV. Statement of Needs - A#5 and B#22

List all contact information for ordering, invoicing, customer service, etc.

ATTACHMENT E

ORDERING CONTACT:

Lynn Scoville, Dedicated James Madison University Sales Representative

Scoville Specialties, Inc.
2250 Murrell Road, Suite C
Lynchburg, VA 24501
Toll Free: 877.509.1158
Phone: 434.528.8828
Fax: 434.528.8808
Email: Lynn@ssipromos.com

CUSTOMER SERVICE CONTACT

Kristen Holman; Lead Customer Service Administrator

Scoville Specialties, Inc.
2250 Murrell Road, Suite C
Lynchburg, VA 24501
Toll Free: 877.509.1158
Phone: 434.528.8828
Fax: 434.528.8828
Email: csr@ssipromos.com

INVOICING CONTACT / PAYMENT CONTACT

Lynn Scoville
Lauren Whistlehunt
Scoville Specialties, Inc.
2250 Murrell Road, Suite C
Lynchburg, VA 24501
Toll Free: 877.509.1158
Phone: 434.528.8828
Fax: 434.528.8808
Email: Lynn@ssipromos.com / Lauren@ssipromos.com

Attachment F

INVOICE

Annual Fees - Internal Campus Supplier Licensing

Date: August 23, 2017

Due Date: September 22, 2017

Licensee: Scoville Specialties Inc.

Account Number: 87966

Please remit payment to:

IMG College Licensing
Attention: Myles Brown
1075 Peachtree Street Suite 3300
Atlanta, GA 30309

Institution	Date Licensed	Administrative Fee
James Madison University Foundation	09/2011	\$100.00
Old Dominion University	09/2011	\$100.00
Virginia Commonwealth University	09/2011	\$100.00
Virginia Tech	09/2015	\$100.00
Administrative Fee Due:		\$400.00

CLC					9/11/2017	13793
Date	Type	Reference	Original Amt.	Balance Due	Discount	Payment
8/23/2017	Bill	87966	400.00	400.00		400.00
					Check Amount	400.00

Scoville Specialties, 400.00

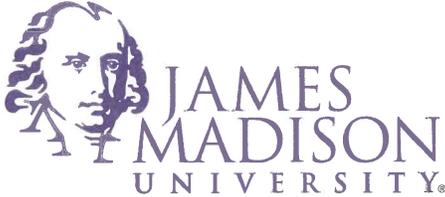
2018-04-18 03:36:12 PM

Scoville Specialties Inc.	Date Licensed
Standard License (1)	
James Madison University Foundation	09/2011
Old Dominion University	09/2011
Virginia Commonwealth University	09/2011
Virginia Tech	09/2015
ICS Royalty Reporting (ICSR)	
Old Dominion University	11/2016
Virginia Commonwealth University	01/2018

James Madison University

RFP# DMS-1000

CERTIFICATE OF INSURANCE



April 17, 2018

ADDENDUM NO.: ONE

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# DMS-1000**
Dated: **March 22, 2018**
Commodity: **Promotional Items and Imprinting Services**
RFP Closing On: **April 24, 2018 at 2:00 p.m. (Eastern)**

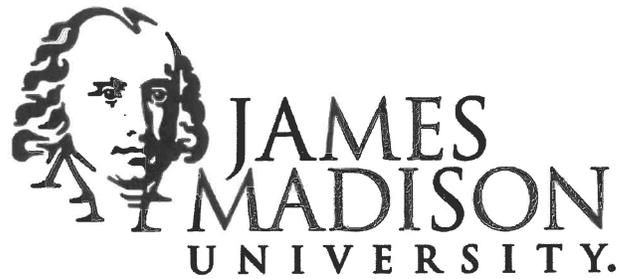
Please note the clarifications and/or changes made on this proposal program:

1. **Replace SECTION X. PRICING SCHEDULE with the attached revised SECTION X. PRICING SCHEDULE, Pages 21 & 22 (The reference numbers were off by one in the original pricing schedule).**

Signify receipt of this addendum by initialing "*Addendum # 1*" on the signature page of your proposal.

Sincerely,

Dana Simmers, VCA
Buyer Senior
Phone: (540-568-5113)

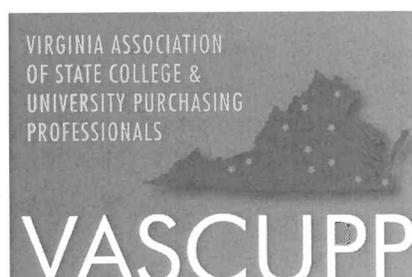


Request for Proposal

RFP# DMS-1000

Promotional Items and Imprinting Services

March 22, 2018



REQUEST FOR PROPOSALS
RFP# DMS-1000

Issue Date: March 22, 2018

Title: Promotional Items and Imprinting Services

Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

Period of Contract: From Date of Award Through One Year with Five (5) Additional One (1) Year Renewal Options.

Sealed Proposals Will Be Received Until 2:00 P.M. on April 24, 2018 for Furnishing The Services Described Herein.

SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.

All Inquiries For Information And Clarification Should Be Directed To: Dana Simmers, VCA, Buyer Senior Procurement Services, simmerdm@jmu.edu; 540-568-5113; (Fax) 540-568-7935 not later than five business days before the proposal closing date.

NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.
In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

_____	By: _____ <i>(Signature in Ink)</i>
_____	Name: _____ <i>(Please Print)</i>
_____	Title: _____
Date: _____	Phone: _____
Web Address: _____	Fax #: _____
Email: _____	

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 _____ #2 _____ #3 _____ #4 _____ #5 _____ (please initial)
SMALL, WOMAN OR MINORITY OWNED BUSINESS:
YES; NO; IF YES ⇒⇒ SMALL; WOMAN; MINORITY IF MINORITY: AA; HA; AsA; NW; Micro

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

REQUEST FOR PROPOSAL

RFP # DMS-1000

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I. PURPOSE

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide Promotional Items and Imprinting Services (i.e. Embroidery, Screen Printing, Embossing, Etching, etc.) for James Madison University (JMU), an agency of the Commonwealth of Virginia. Initial contract shall be for one (1) year with an option to renew for five (5) additional one-year periods.

II. BACKGROUND

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 20,000 students and 3,000 faculty and staff. There are over 600 individual departments on campus that support seven academic divisions. The University offers over 120 majors, minors, and concentrations. Further information about the University may be found at the following website: <http://www.jmu.edu>.

JMU regularly purchases a wide variety of promotional items to carry out its mission. These items include, but are not limited, t-shirts, pens, magnets, lanyards, hats, key chains, buttons, mugs, hand sanitizer, and lip balm. 2017 eVA Reports showed approximately \$1,119,734 in spend for JMU for promotional items and embroidery/screening printing services which came from 80 to 90 promotional vendors. 2017 eVA Reports also showed approximately \$3,000,000 in spend across Virginia which includes the JMU amount listed above.

Licensing JMU Trademarks, Logos, Seals, Indicia and Mascot: James Madison University (JMU) has assigned all rights, titles and interest in any trademarks, logos and insignias owned or acquired by the University to the James Madison University Foundation (JMUF). JMUF has established a licensing program to insure that the public properly identifies and associates JMU on products bearing the institution's marks.

Any products which carry an approved mark or logo of the University will be covered by the licensing program. Merchandise bearing JMU trademarks and logs are limited to merchandise produced by manufacturers that are officially licensed to produce JMU's marks. Officially licensed manufacturers are licensed and registered by the Foundation's licensing agent, IMG College Licensing Company (<http://www.clc.com/Licensing-Info.aspx>).

Campus organizations seeking to use JMU marks for fundraising projects, club projects, fraternity/sorority endeavors, etc. must first seek initial approval from the Associate Vice President for Business Services and then submit the proposal to a licensed manufacturer or to the JMU Foundation.

The contracts are intended to be **MANDATORY** for James Madison University Departmental end-users. Limited exemptions for certain items and services will be decided by Procurement Services. Multiple contracts shall be awarded with no certain dollar amount. While not "mandatory", other institutions may seek to utilize resulting contracts.

III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION

It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities, and to encourage their participation in State procurement activities. The Commonwealth encourages contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Attachment B contains information on reporting spend data with subcontractors.

IV. STATEMENT OF NEEDS

James Madison University desires to partner with contractors to provide quality promotional items and imprinting printing services. Offerors interested in responding to this solicitation may choose one or both areas to respond to under the Statement of Needs section of this RFP. *Area A: Promotional Items and Area B: All Imprinting Services*. The successful contractor(s) shall furnish goods and services in the area in which they provide a response.

James Madison University reserves the right to obtain other cost estimates prior to authorizing work, and to solicit any project separate and apart from the resulting contract(s) as may be deemed in the best interest of the University. James Madison University reserves the right to request a quotation from one or more contractors with which the University has a contract.

A. Promotional Items

James Madison University desires to partner with contractors to provide quality promotional items. The Contractor shall be an authorized reseller of the promotional items being offered. All items are to be new and in original packaging. The Contractor shall not ship substitute items without prior approval from James Madison University personnel. James Madison University shall provide and approve all logo(s) to be used on promotional items.

Contractor shall ensure that all “JMU Identity” guidelines are met when providing requested items. JMU’s Official Graphic Standards,” including colors, logos, photography, etc. can be found at: <https://www.jmu.edu/identity/graphic-style/index.shtml>

Describe in detail your approach to the following directly under each item and include all associated costs in Section: X Pricing Schedule.

1. Provide the link to your complete electronic catalog containing all available promotional items being offered which includes list price. Provide contract pricing and/or percentage discount of published list price and quantity discounts in *Section X. Pricing Schedule, A. 1*.
2. Describe ability to customize an electronic catalog for James Madison University.
3. Describe ability to provide electronic proofs. Provide associated costs in *Section X. Pricing Schedule, A. 2*.
4. Describe ability to provide a local sales representative for James Madison University and/or willingness to meet with departmental end-users upon request.
5. List all contact information for ordering, invoicing, customer service, etc.
6. Describe experience in working with various departments at educational institutions similar to James Madison University. Include method for collaboration for individual orders.
7. Indicate if your firm is currently licensed through IMG College Licensing Company for James Madison University. Provide copy of certificate or proof of license. **Firm shall be licensed prior to an award of a contract.** Licensing information can be found at:

<http://www.clc.com/Licensing-Info.aspx>

8. Describe plan for providing pre-production samples (when requested by department) of promotional items with logo. Provide quantity limit and associated costs for samples in *Section X. Pricing Schedule, A. 10.*
9. Provide details of minimum order requirements, if applicable.
10. Describe delivery options, policies, turnaround time, including standard orders, rush orders, and manufacturer orders for delivery. All orders shall be FOB destination. Provide delivery costs in *Section X. Pricing Schedule, A. 3.*
11. Describe process for packaging orders.
12. Describe return and exchange policies. Provide restocking fees and shipping fees for returns/exchanges in *Section X. Pricing Schedule, A. 4.*
13. Describe the process for replacement of defective, broken, or damaged promotional items. Provide associated costs in *Section X. Pricing Schedule, A. 5.*
14. Describe quality control process(s).
15. Provide sample quote showing list price, contract price and percentage off published list price.
16. Describe payment options available.
17. Provide a sample invoice and preferred method of payment.
18. Specify if offeror accepts charge card payments. Provide associated processing fees, if applicable in *Section X. Pricing Schedule, A. 6.*
19. Provide any incentive rebate options or packages.
20. Identify any other goods or services being offered including set-up fees. Provide associated costs in *Section X. Pricing Schedule, A. 8.*

B. Imprinting Services (i.e. Embroidery, Screen Printing, Embossing, Etching, etc.)

James Madison University desires to partner with contractor(s) to provide quality Imprinting Services (i.e. Embroidery, Screen Printing, Embossing, Etching, etc.). Contractor(s) shall match thread colors and PMS to JMU identity standards, which can be found at <https://www.jmu.edu/identity/graphic-style/index.shtml> . Contractor(s) must have the capability for multiple color screen printing as well as the ability to embroider. JMU will retain ownership of any design work created for this contract.

1. Describe all Imprinting Services (i.e. Embroidery, Screen Printing, Embossing, Etching, etc.).
2. Provide details of minimum order requirements, if applicable.
3. Provide pricing for embroidery services in *Section X. Pricing Schedule, B. 1.*
4. Provide a complete embroidery pricing guide in *Section X. Pricing Schedule, B. 2.*
5. Provide pricing for screen-printing services in *Section X. Pricing Schedule, B. 3.*

6. Provide a sample of a design for both screen printing and embroidery.
7. Describe the process for designing and creating artwork and turnaround time. Provide costs per hour for designing and creating artwork in *Section X. Pricing Schedule, B. 4.*
8. Describe the process for designing print screen and embroidery artwork and turnaround time. Provide costs per hour for designing and artwork in *Section X. Pricing Schedule, B. 5.*
9. Provide the lead time for embroidered products from time of order placement until delivery.
10. Describe the software compatibility your firm requires when clients send art files for imprinting marketing materials or apparel. (*Example: Adobe Creative Cloud*)
11. Describe timeframe for providing adequate sample items, materials, or color swatches. (*i.e. number of days for review at no charge to the University*) Provide associated costs in *Section X. Pricing Schedule, B. 6.*
12. Describe the process for digitizing artwork for logos that will be embroidered. Allow for a minimum of 6,800 stitches for 3 – 4” full filled-in logos.
13. Describe the process for vector artwork for logos that will be screen printed.
14. Describe delivery options, policies, process of delivery costs and freight charges for standard and rush orders. Provide associated costs in *Section X. Pricing Schedule, B. 7.*
15. Describe return policy. Provide associated costs in *Section X. Pricing Schedule, B. 8.*
16. Provide sample quote showing list price, contract price and/or percentage off published list price.
17. Provide sample invoice and preferred method of payment.
18. Provide sample quote showing list price, contract price and percentage off published list price.
19. Describe payment options available.
20. Specify if offeror accepts charge card payments. Provide associated fees, if applicable, in *Section X. Pricing Schedule, B. 10.*
21. Describe ability to provide a local sales representative for James Madison University and/or willingness to meet with department end-users upon request.
22. List all contact information for ordering, invoicing, customer service, etc.
23. Describe experience in working with various departments at educational institutions similar to James Madison University. Include method for collaboration for individual orders.
24. Indicate if your firm is currently licensed through IMG College Licensing Company for James Madison University. Provide copy of certificate or proof of license. **Firm shall be licensed prior to an award of a contract.** Licensing information can be found at:

<http://www.clc.com/Licensing-Info.aspx>

25. Describe plan for providing pre-production samples of embroidery and screen printing items. (*i.e. number of days for review at no charge to the university*)
26. Identify any other goods or services being offered including set-up fees. Provide associated costs in *Section X. Pricing Schedule, B. 11.*

V. PROPOSAL PREPARATION AND SUBMISSION

A. GENERAL INSTRUCTIONS

To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.

1. RFP Response: In order to be considered for selection, the **Offeror shall submit a complete response to this RFP**; and shall submit to the issuing Purchasing Agency:
 - a. **One (1) original and eight (8) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
 - b. **One (1) electronic copy in WORD format or searchable PDF (CD or flash drive)** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
 - c. Should the proposal contain **proprietary information**, provide **one (1) redacted hard copy** of the proposal and all attachments with **proprietary portions removed or blacked out**. This copy should be clearly marked "*Redacted Copy*" on the front cover. The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable. JMU shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposal shall be made by the Offeror.

2. The version of the solicitation issued by JMU Procurement Services, as amended by an addenda, is the mandatory controlling version of the document. Any modification of, or additions to, the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement services unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case-by-case basis in its sole discretion, whether to reject such a proposal. If the modification or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.
3. Proposal Preparation
 - a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of

missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.

- b. Proposals shall be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
- c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
- d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’ proposal.
- e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
- f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection and return of the proposal.

4. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact-finding and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

B. SPECIFIC PROPOSAL INSTRUCTIONS

Proposals should be as thorough and detailed as possible so that James Madison University may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

1. Return RFP cover sheet and all addenda acknowledgements, if any, signed and filled out as required.
2. Plan and methodology for providing the goods/services as described in Section IV. Statement of Needs of this Request for Proposal.
3. A written narrative statement to include, but not be limited to, the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as *Attachment A* to this RFP.
5. Small Business Subcontracting Plan, included as *Attachment B* to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of Department of Small Business and Supplier Diversity (SBSD)-certified small businesses which include businesses owned by women and minorities, when they have received Department of Small Business and Supplier Diversity (SBSD) small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000 unless no subcontracting opportunities exist.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: www.VASCUPP.org.
7. Proposed Cost. See Section X. Pricing Schedule of this Request for Proposal.

VI. EVALUATION AND AWARD CRITERIA

A. EVALUATION CRITERIA

Proposals shall be evaluated by James Madison University using the following criteria:

	<u>Points</u>
1. Quality of products/services offered and suitability for intended purposes	30
2. Qualifications and experience of Offeror in providing the goods/services	15
3. Specific plans or methodology to be used to perform the services	15
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	20
5. Cost	20
	<hr/> 100

- B. AWARD TO MULTIPLE OFFERORS: Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

VII. GENERAL TERMS AND CONDITIONS

- A. PURCHASING MANUAL: This solicitation is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.
- B. APPLICABLE LAWS AND COURTS: This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. ANTI-DISCRIMINATION: By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

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 these requirements.
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.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official 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.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: 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.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the

buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.

J. PAYMENT:

1. To Prime Contractor:

- a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; 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 will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 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 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 the date of offset 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 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 Commonwealth 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 an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:

- a. A contractor awarded a contract under this solicitation is hereby obligated:
 - (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth 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 subcontractors, 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 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 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.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.

2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
 - a. By mutual agreement between the parties in writing; or
 - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
 - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. 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.
- Q. INSURANCE: By signing and submitting a proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>) The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be

provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. Workers' Compensation: Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
 2. Employer's Liability: \$100,000
 3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
 4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle.)*
- R. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$50,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site (www.eva.virginia.gov) for a minimum of 10 days.
- S. 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.
- T. NONDISCRIMINATION OF CONTRACTORS: An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract

objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

- U. 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 eprocurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected.

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

- a. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
- (i) Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
 - (ii) Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.

For orders issued prior to July 1, 2014 the vendor transaction fees can be found at www.eVA.virginia.gov.

The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services approximately 60 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

- V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- W. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. dollars.
- X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of \$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.
- Y. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.
- Z. USE OF BRAND NAMES: Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict offerors to the specific brand, make or

manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equivalent of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The offeror is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in a competitive sealed solicitation only the information furnished with the proposal will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a proposal nonresponsive. Unless the offeror clearly indicates in its proposal that the product offered is an equivalent product, such proposal will be considered to offer the brand name product referenced in the solicitation.

- AA. TRANSPORTATION AND PACKAGING: By submitting their proposals, all Offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

VIII. SPECIAL TERMS AND CONDITIONS

- A. AUDIT: The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. CANCELLATION OF CONTRACT: James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- C. IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:			
	Name of Offeror	Due Date	Time
	Street or Box No.	RFP #	
	City, State, Zip Code	RFP Title	
	Name of Purchasing Officer:		

The envelope should be addressed as directed on the title page of the solicitation. The Offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be

- disqualified. Proposals may be hand-delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.
- D. LATE PROPOSALS: To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. UNDERSTANDING OF REQUIREMENTS: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent by Fax to 540/568-7936 or 540/568-7935.
- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of two (2) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
 2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- G. PRICE ESCALATION/DE-ESCALATION: Price adjustments may be permitted for changes in the contractor's cost of material not to exceed the increase in the following index/indices: Textile Products and Apparel, Rubber and Plastic Products, and other related indices. No price increase will be authorized for 360 calendar days after the effective date of the contract. Price escalation may be permitted only at the end of this period and each 180 days thereafter and only where verified to the satisfaction of the purchasing office. However, "across the board" price decreases are subject to implementation at any time and shall be immediately conveyed to the Commonwealth.

Contractor shall give not less than 30 days advance notice of any price increase to the purchasing office. Any approved price changes will be effective only at the beginning of the calendar month following the end of the full 30 day notification period. The contractor shall document the amount and proposed effective date of any general change in the price of materials. Documentation shall be supplied with the contractor's request for increase which will: (1) verify that the requested price increase is general in scope and not applicable just to the Commonwealth of Virginia; and (2) verify the amount or percentage of increase which is being passed on to the contractor by the contractor's suppliers.

The purchasing office will notify the using agencies and contractor in writing of the effective date of any increase which it approves. However, the contractor shall fill all purchase orders received prior to the effective date of the price adjustment at the old contract prices. The contractor is further advised that decreases which affect the cost of materials are required to be communicated immediately to the purchasing office.

- H. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.
- I. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to www.jmu.edu/parking; or to acquire a service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.
- J. PURCHASING REPORTS: The contractor shall furnish James Madison University a statement covering the total dollar volume of purchases made under this contract at approximately 90 days prior to the contract expiration.
- K. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, (to include government/state agencies, political subdivisions, etc.), cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any

other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

L. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to SBSBD-certified small businesses. This shall not exclude SBSBD-certified women-owned and minority-owned businesses when they have received SBSBD small business certification. No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the SBSBD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**
2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: JMU Office of Procurement Services, SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the Department of Small Business and Supplier Diversity (SBSD) certification number or FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.
3. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, FEIN number, total dollar amount subcontracted, and type of product or service provided.

This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.

- M. 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.
- N. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.
- O. PUBLIC POSTING OF COOPERATIVE CONTRACTS: James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.
- P. CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY: The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.
- Q. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising without the express written consent of the University. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials without the express written consent of the University.

- R. DELIVERY NOTIFICATION: The Agency shall be notified 24 hours prior to delivery of any items so that personnel may be available to allow access to the building and verify items received. Notification shall be made to the name specified on the specific purchase order.
- S. SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS: The contractor shall extend any special educational or promotional sale prices or discounts immediately to the Commonwealth during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.
- T. OWNERSHIP OF PRINTING MATERIALS: All artwork, camera-ready copy, negative, dies, photos, and similar materials used to produce a printing job shall become the property of the Commonwealth. Any furnished materials shall remain the property of the Commonwealth. All such items and materials shall be delivered to the ordering agency/requesting Department in usable condition after completion of the work, and prior to submission of the invoice for payment.
- U. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- V. PRODUCT AVAILABILITY/SUBSTITUTION: Substitution of a product, brand or manufacturer after the award of contract is expressly prohibited unless approved in writing by the Contact Officer. The Agency may, at its discretion, require the contractor to provide a substitute item of equivalent or better quality subject to the approval of the Contract Officer, for a price no greater than the contract price, if the product for which the contract was awarded becomes unavailable to the contractor.
- W. WARRANTY (COMMERCIAL): The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the proposal.

IX. METHOD OF PAYMENT

The contractor will be paid on the basis of invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers. We are asking our vendors and suppliers to enroll in the Wells Fargo Bank single use Commercial Card Number process or electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Wells Fargo Bank single use Commercial Card Number process will receive the benefit of being paid in Net 15 days. Additional information is available online at: <http://www.jmu.edu/financeoffice/accounting-operations-disbursements/cash-investments/vendor-payment-methods.shtml>

X. PRICING SCHEDULE

The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

A. Promotional Items

1. The offeror shall provide contract pricing and/or percentage discounts of published list price and quantity discounts. *(Reference Section IV. Statement of Needs, A. 1.)*
2. The offeror shall provide associated costs for electronic proofs. *(Reference Section IV. Statement of Needs, A. 3.)*
3. The offeror shall provide standard, rush order, and manufacturer order delivery costs. *(Reference Section IV. Statement of Needs, A. 9.)*
4. The offeror shall provide associated costs for restocking and shipping of returns/exchanges. *(Reference Section IV. Statement of Needs, A. 11.)*
5. The offeror shall provide associated costs for the replacement of defective, broken, or damaged items. *(Reference Section IV. Statement of Needs, A. 12.)*
6. The offeror shall specify any associated charge card processing fees, if applicable. *(Reference Section IV. Statement of Needs, A. 17.)*
8. The offeror shall provide associated costs for any other goods or services being offered including set-up fees, etc. *(Reference Section IV. Statement of Needs, A. 19.)*
9. The offeror shall provide associated costs for set-up fees.
10. The offeror shall provide quantity limits and associated costs for samples of promotional items with logo. *(Reference Section IV. Statement of Needs, A. 8.)*

B. Embroidery and Screen Printing

1. The offeror shall complete the following Embroidery Price List. *(Reference Statement of Needs, Section B. Number 2)*

Number of Stitches	7 or under	8-14 pieces	15-29 pieces	30-74 pieces	75-149 pieces	150-299 pieces	300-599 pieces	600-999 pieces	1000-4000 pieces
Up to 4000	\$	\$	\$	\$	\$	\$	\$	\$	\$
Up to 5000	\$	\$	\$	\$	\$	\$	\$	\$	\$
Up to 6000	\$	\$	\$	\$	\$	\$	\$	\$	\$
Up to 7000	\$	\$	\$	\$	\$	\$	\$	\$	\$
Up to 8000	\$	\$	\$	\$	\$	\$	\$	\$	\$
Up to 9000	\$	\$	\$	\$	\$	\$	\$	\$	\$
Up to 10000	\$	\$	\$	\$	\$	\$	\$	\$	\$
Each Addtl. 1000 stitches	\$	\$	\$	\$	\$	\$	\$	\$	\$

2. The offeror shall provide a complete pricing guide for embroidery services. (i.e. tape edits, personalization, excessive thread color changes, etc.) *(Reference Statement of Needs, Section B. Number 3)*
3. The offeror shall complete the following table for screen printing services. *(Reference Statement of Needs, Section B. Number 4)*

Quantity	Number of Colors						Each add'l color
	1	2	3	4	5	6	
1-11	\$	\$	\$	\$	\$	\$	\$
12-23	\$	\$	\$	\$	\$	\$	\$
24-47	\$	\$	\$	\$	\$	\$	\$
48-71	\$	\$	\$	\$	\$	\$	\$
72-143	\$	\$	\$	\$	\$	\$	\$
144-287	\$	\$	\$	\$	\$	\$	\$
288-499	\$	\$	\$	\$	\$	\$	\$
500-999	\$	\$	\$	\$	\$	\$	\$
1,000-1,999	\$	\$	\$	\$	\$	\$	\$
2,000-4,999	\$	\$	\$	\$	\$	\$	\$
5,000-up	\$	\$	\$	\$	\$	\$	\$

4. The offeror shall provide associated costs per hour for designing and creating artwork. *(Reference Statement of Needs, Section B. 6)*
5. The offeror shall provide associated costs per hour for designing print screen and embroidery artwork. *(Reference Statement of Needs, Section B. 7)*
6. The offeror shall provide associated costs for sample items, material, or color swatches. *(Reference Statement of Needs, Section B. 10)*
7. The offeror shall provide associated costs for standard and rush orders. *(Reference Statement of Needs, Section B. 13)*
8. The offeror shall provide associated costs for returns for embroidery and screen printing items. *(Reference Statement of Needs, Section B. 14)*
9. The offeror shall provide associated costs for set-up fees.
10. The offeror shall specify associated charge card processing fees. *(Reference Section X. Pricing Schedule, B. 19)*
11. The offeror shall provide associated costs for any other goods or services being offered including set-up fees, etc. *(Reference Statement of Needs, Section B. 25)*

XI. ATTACHMENTS

- Attachment A: Offeror Data Sheet
- Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan
- Attachment C: Standard Contract Sample
- Attachment D: Zone Map

ATTACHMENT A

OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

1. QUALIFICATIONS OF OFFEROR: Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. YEARS IN BUSINESS: Indicate the length of time you have been in business providing these types of goods and services.

Years _____ Months _____

3. REFERENCES: Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
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4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

5. RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA: Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the CODE OF VIRGINIA, SECTION 2.2-3100 – 3131?

YES NO

IF YES, EXPLAIN: _____

ATTACHMENT B

Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Offeror Name: _____ Preparer Name: _____

Date: _____

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Instructions: *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWAMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

Small Business: "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

Woman-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified women-owned businesses are also a small business enterprise.**

Minority-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

Micro Business is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees AND no more than \$3 million in average annual revenue over the three-year period prior to their certification.

All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWAM program. Certification applications are available through SBSB at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).

RETURN OF THIS PAGE IS REQUIRED

ATTACHMENT B (CNT'D)
Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Procurement Name and Number: _____ Date Form Completed: _____

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses
 for this Proposal and Subsequent Contract

Offeror / Proposer:

Firm _____ Address _____ Contact Person/No. _____

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)

(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)

RETURN OF THIS PAGE IS REQUIRED

ATTACHMENT C



COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract No. _____

This contract entered into this _____ day of _____, 20____, by _____ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: from _____ through _____

The contract documents shall consist of:

- (1) This signed form
- (2) The following portions of the Request for Proposals dated _____:
 - (a) The Statement of Needs,
 - (b) The General Terms and Conditions,
 - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
 - (d) List each addendum that may be issued
- (3) The Contractor's Proposal dated _____ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations summary dated _____.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

By: _____
(Signature)

By: _____
(Signature)

(Printed Name)

(Printed Name)

Title: _____

Title: _____

