



COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT

Contract No. UCPJMU6031

This contract entered into this 25<sup>th</sup> day of May 2021, by Graybar Electric, Inc. 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 July 26, 2021 through July 25, 2022 with four (4) one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal #DMS-1107 dated February 10, 2021:
  - (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 February 22, 2021;
- (3) The Contractor's Proposal dated March 10, 2021 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations Summary, dated May 13, 2021.

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

CONTRACTOR:  
 By: [Signature]  
 (Signature)  
Ryan Curran  
 (Printed Name)

PURCHASING AGENCY:  
 By: [Signature]  
 (Signature)  
DANA Simmers  
 (Printed Name)

Title: Manager, Comm/Info Services

Title: Buyer Senior

**RFP # DMS-1107, Telecommunications Equipment &  
Supplies**  
**Negotiation Summary for Graybar Electric, Inc.**

**05/13/2021**

1. Parties agree that this Negotiation Summary modifies the Contractor's initial response to RFP# DMS-1107 and that in the event of conflict this negotiation summary shall take precedence.
2. Contractor shall provide the Purchasing Agency with percentage off manufacturer list price in accordance with Attachment E - Pricing Schedule.
3. Contractor shall provide free standard shipping to the Purchasing Agency for in-stock items located in the Harrisonburg, VA and Richmond, VA service centers. Emergency services may incur expedited delivery charges.
4. Contractor's proposal dated March 10, 2021 submitted in response to RFP# DMS-1107 is hereby amended as follows:
  - a. Contractor shall waive all restocking and return shipping fees for standard stock items returned within 12 months of receipt. Items that are made to order, cut cable, or custom may not qualify to be returned.
5. All deliveries made to the Purchasing Agency shall be FOB destination.
6. Contractor rescinds redacted proposal dated March 10, 2021.
7. The Contractor has disclosed all potential fees. Additional charges will not be accepted.

**RFP # DMS-1107, Telecommunications Equipment & Supplies**  
**Negotiation Summary for Graybar Electric, Inc.**

**05/13/2021**

**ATTACHMENT E - PRICING SCHEDULE**

<b>Item/Category</b>	<b>Manufacturer</b>	<b>% Discount Off List Price (List price is defined as Manufacturer's Suggested Retail Price - MSRP)</b>
All Other Ortronics & LeGRAND Communication	ORTRONICS INCORPORATED / LEGRAND	5
Other Communication Cable & Connectivity	ORTRONICS INCORPORATED / LEGRAND	9
Standard Communication Cable & Connectivity	ORTRONICS INCORPORATED / LEGRAND	34
Other Copper & Fiber Inside & Outside Plant,	SUPERIOR ESSEX INTERNATIONAL LP	5
Standard Copper & Fiber Inside & Outside Plant	SUPERIOR ESSEX INTERNATIONAL LP	34
DAS, Enclosures, Networking & All Other Companies and Products	CORNING INC.	5
Standard Fiber Connectivity Products	CORNING INC.	34
Standard IP & OP Fiber Cable	CORNING INC.	31
All Other Products	CHATSWORTH PRODUCTS INC.	5
Standard & Universal Racks	CHATSWORTH PRODUCTS INC.	33
Standard Products	CHATSWORTH PRODUCTS INC.	39
Antennas & Other Products	GAI-TRONICS CORP	3
Smart Security Phones	GAI-TRONICS CORP	35
Standard Products	GAI-TRONICS CORP	19

**RFP # DMS-1107, Telecommunications Equipment & Supplies**  
**Negotiation Summary for Graybar Electric, Inc.**

**05/13/2021**

Standard Lugs, Terminals & Connectors	BLONDER TONGUE	31
All Other Products	BLONDER TONGUE	5
CATV Products	BLONDER TONGUE	14
Standard Cat 5 & 6 Plenum & Non-Plenum Cable	PANDUIT CORP - TELECOM PRODUCTS	29
Standard Dist Fibr, Fbr Cordage, O/S Plt Fbr, Pwr Outlets/Cabinets	PANDUIT CORP - TELECOM PRODUCTS	21
All Other Raceway, Boxes, Faceplates & Fittings	PANDUIT CORP	36
Raceway, Boxes, Faceplates & Fittings	PANDUIT CORP	24
Standard Cable Ties & Cable Tie Accessories - Bulk Pack	PANDUIT CORP	11
Standard Cable Ties & Cable Tie Accessories - Standard Pack	PANDUIT CORP	49
Industrial, Cable & Wire ID Materials A & B	BRADY WORLDWIDE	5
Schedule A & F Items	BRADY WORLDWIDE	21
Schedule B, C & E Items	BRADY WORLDWIDE	5
Schedule D & H Items and All Other Brady Products	BRADY WORLDWIDE	1
All Other Surge, Power Protection & Power Products	TYCO POWER SYSTEMS	5
Standard Surge, Power Protection & Power Products	TYCO POWER SYSTEMS	30
All Other Raceway & Plugmold	WIREMOLD / LEGRAND	5
Standard Raceway & Plugmold	WIREMOLD / LEGRAND	31
Floor Boxes-Poke Thrus	WIREMOLD / LEGRAND	5
All Other Raceway, Floorboxes & Plugmold	WIREMOLD / LEGRAND	5
Standard Raceway, Plugmold, Floorboxes & Other Standard Products	WIREMOLD / LEGRAND	31

**RFP # DMS-1107, Telecommunications Equipment & Supplies**  
**Negotiation Summary for Graybar Electric, Inc.**

**05/13/2021**

Standard Communications Products	PICO DIGITAL INC	2
All Other General Cable Products & Companies	GENERAL CABLE	5
Other Copper Cable & Data Products	GENERAL CABLE	19
Standard Copper Cable & Data Products	GENERAL CABLE	37
Standard Optical Cable & Connectivity	GENERAL CABLE	32
Fibertrough Products	CABLOFIL INC.	13
All Other Products	CABLOFIL INC.	5
Standard Products	CABLOFIL INC.	37
All Other 3M Products	3M	5
Other Splice Kits, Abrasives & Adhesives	3M	16
Other Tapes, Fire Stop & Aerosols	3M	21
Standard Tape & Fire Stop	3M	23
Standard Terminals, Connnectors, Splice Kits, Cable Ties, Wire Nuts	3M	21
All Other Belden Products	BELDEN WIRE AND CABLE	5
Belden CDT Networking	BELDEN WIRE AND CABLE	35
Central Office, Fiber & IBM	BELDEN WIRE AND CABLE	31
Network & CATV Coax	BELDEN WIRE AND CABLE	14
Other Coax Cables & Electrical Cross Ref	BELDEN WIRE AND CABLE	20
All Other CommScope Companies & Products	COMMSCOPE	5
In Building Wireless Products	COMMSCOPE	5
Networking Products	COMMSCOPE	2
Optical Cable & Connectivity	COMMSCOPE	16
Other Communication Cable & Connectivity	COMMSCOPE	21

**RFP # DMS-1107, Telecommunications Equipment & Supplies**  
**Negotiation Summary for Graybar Electric, Inc.**

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Standard Communication Cable & Connectivity	COMMSCOPE	34
Standard DAS & Wireless Products	COMMSCOPE	19
Digital Broadband Products	COMMSCOPE	3
Andrew Corp Products	COMMSCOPE / ANDREW CORP	5
Standard Network & Wireless Products	COMMSCOPE / ARRIS	2
Inner-Duct & Wireway	MAXCELL	2
All Other Products	CIRCA TELECOM USA	5
Standard Products	CIRCA TELECOM USA	34
All Other Power, Racks, Panels, Breakers, Signaling & Products	EMERSON NETWORK POWER / VERTIV	5
Standard Power Products	EMERSON NETWORK POWER / VERTIV	19
Standard Racks, Panels, Breakers & Signaling	EMERSON NETWORK POWER / VERTIV	29
Standard Products	Preformed Line Products	2
	<b>Additional Manufacturers</b>	
Layer 2 & 3 Switches, Software & All Other Products	ALLIED TELESIS	1
Network Cards	ALLIED TELESIS	5
Networking Routers	ALLIED TELESIS	2
HUBs, Modular Outlets & Accessories	ALLIED TELESIS	9
Routers, Media Conv/Trans/UMG	ALLIED TELESIS	26
All Other Power & Communication Products	APC / SCHNEIDER ELECTRIC IT USA INC	1
Engineered Products	APC / SCHNEIDER ELECTRIC IT USA INC	2
Standard Products & C-Velocity Discount	APC / SCHNEIDER ELECTRIC IT USA INC	5

**RFP # DMS-1107, Telecommunications Equipment & Supplies**  
**Negotiation Summary for Graybar Electric, Inc.**

**05/13/2021**

Standard Network & Wireless Products	ARRIS / RUCKUS / C-COR, BIG BAND	2
Standard Products	BROTHER MOBILE SOLUTIONS INC.	44
All Other Products	CIRCA TELECOM USA	5
Standard Products	CIRCA TELECOM USA	34
All Other Power, Racks, Panels, Breakers, Signaling & Products	EMERSON NETWORK POWER / VERTIV	5
Standard Power Products	EMERSON NETWORK POWER / VERTIV	19
Standard Racks, Panels, Breakers & Signaling	EMERSON NETWORK POWER / VERTIV	29
Conduit, Channel & Fittings	ENDOT INDUSTRIES INC	15
Copper Test Devices	FLUKE NETWORKS	3
Other Cameras, Access Control & Security Products	HANWHA TECHWIN / SAMSUNG	6
Standard Cameras, Access Control & Security Products	HANWHA TECHWIN / SAMSUNG	41
Enclosures, Vaulters, Wireway & Accessories	HUBBELL QUAZITE / LENOIR CITY / STRONGWELL / CDR	4
Hand Held Testers & Measurement	IDEAL INDUSTRIES, INC.	5
Standard Kits, Benders, Fish Tapes, Terminals & Accessories	IDEAL INDUSTRIES, INC.	15
Standard Tools, Lugs, Connectors & Fasteners	IDEAL INDUSTRIES, INC.	25
Wireless Products, Coax Cables & Connectors	JMA WIRELESS	3
Other Cameras, Access Control & Security Products	KEYSCAN INC.	5
Standard Cameras, Access Control & Security Products	KEYSCAN INC.	39
Other Tools, Testers, Fasteners & Accessories	KLEIN TOOLS	5

**RFP # DMS-1107, Telecommunications Equipment & Supplies**  
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**05/13/2021**

Standard Tools, Testers, Fasteners & Accessories	KLEIN TOOLS	29
Engineered Products	LIEBERT / VERTIV	2
Other UPS, Power Protection, Back-Up, Surge & Power Products	LIEBERT / VERTIV	5
Standard UPS, Power Protection, Back-Up, Surge & Power Products	LIEBERT / VERTIV	21
Mounting Solutions for WiFi Access	OBERON WIRELESS	5
Other Cameras, Access Control & Security Products	PELCO	5
Standard Cameras, Access Control & Security Products	PELCO	28
Standard Products	PLANTRONICS	39
Other Copper & Fiber Communication Wire & Cable Products	QUIKTRON, INC.	5
Standard Copper & Fiber Communication Wire & Cable Products	QUIKTRON, INC.	24
Caulk, Putty, Sealants, Joints, Curtains & Other Fire Protections Products	SPECIFIED TECHNOLOGIES INC. / STI	9
Signal Boosters	SURECALL	3
Other Communication Products	SIEMON COMPANY	5
Standard Communication Products	SIEMON COMPANY	34
Other Fiber Optic Cable & Connectivity Products	TIMES FIBER COMMUNICATION	5
Standard Fiber Optic Cable & Connectivity Products	TIMES FIBER COMMUNICATION	29
Other Communication, Networking & Wireless Products	TRANSITION NETWORKS	2
Standard Communication, Networking & Wireless Products	TRANSITION NETWORKS	16

**RFP # DMS-1107, Telecommunications Equipment & Supplies**  
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**05/13/2021**

Other UPS Systems, Surge, Power Protection & Power Products	TRIPP LITE MANUFACTURING COMPANY	5
Parts & Accessories	TRIPP LITE MANUFACTURING COMPANY	24
Standard UPS Systems, Surge, Power Protection & Power Products	TRIPP LITE MANUFACTURING COMPANY	34
All Other Paging, Signaling & Valcom Products	VALCOM INC.	5
Multi-Path Products	VALCOM INC.	44
Standard Communication Products & Music For Life	VALCOM INC.	31
Signal Boosters & Other Communication Products	WILSON	3
All Other Raceway & Plugmold	WIREMOLD / LEGRAND	5
Standard Raceway & Plugmold	WIREMOLD / LEGRAND	31



## JAMES MADISON UNIVERSITY

# Graybar Electric Inc. Response to RFP#DMS-1107

### SUBMITTED TO:

**Procurement Services MSC 5720**

752 Ott Street, Wine Price Bldg.  
First Floor, Suite 1023  
Harrisonburg, VA 22807



March

**10**

### SUBMITTED BY:

**Mr. Ryan H. Laramore**

Manager, Comm/Data Business  
Graybar  
[ryan.laramore@graybar.com](mailto:ryan.laramore@graybar.com)

**804-874-7708**

Ryan H. Laramore  
Manager, Comm/Data Business  
Graybar Electric Company, Inc.  
[ryan.laramore@graybar.com](mailto:ryan.laramore@graybar.com)  
804-874-7708

March 10, 2020

RFP# DMS-1107  
Dana Simmers  
James Madison University

Ms. Simmers,

We are pleased to submit the following proposal. We look forward to providing you with product and service solutions to enhance James Madison University's strategic sourcing initiative. Graybar has enjoyed a long relationship with James Madison University and in 2020 we provided more than \$250,000 in Telecommunications material to the University.

As a JMU contract holder for the past five years, we welcome the opportunity to continue to be of service to the University. Graybar is an experienced telecommunications, security, and electrical distributor that has been in business for more than 150 years. As outlined in our proposal, we have vast experience assisting Universities procure material in a way that reduces cost and increases operational efficiencies

We look forward to the opportunity to further discuss our capabilities and refine our service offering to assist your university in finding ways to more efficiently procure telecommunications equipment and supplies.

Sincerely,



Ryan H. Laramore  
Manager, Comm/Data Business



GraybaR.  
works to your advantage



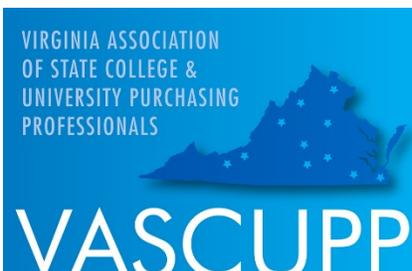


# Request for Proposal

## **RFP# DMS-1107**

**Telecommunications Equipment & Supplies**

**February 10, 2021**



**REQUEST FOR PROPOSAL**  
**RFP# DMS-1107**

**Issue Date:** February 10, 2021  
**Title:** Telecommunications Equipment & Supplies  
**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 (Renewable)**

**Sealed Proposals Will Be Received Until 2:00 PM on March 10, 2021 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, Buyer Senior, Procurement Services, [simmerdm@jmu.edu](mailto: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:

Graybar Electric

1510 Tomlynn Street

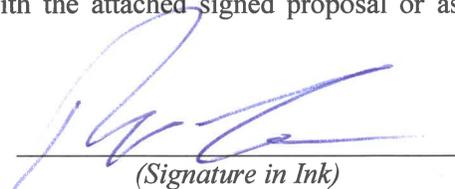
Richmond VA23230

Date: 3/10/2021

Web Address: www.Graybar.com

Email: Ryan.Laramore@graybar.com

By:

  
(Signature in Ink)

Name: Ryan Laramore

(Please Print)

Title: Manager, Comm/Data Business

Phone: 804-874-7708

Fax #: 804-354-1387

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 BK #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-1107*

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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 Telecommunications Equipment & Supplies 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 four (4) additional one-year periods.

## **II. BACKGROUND**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 22,000 students and 4,000 faculty and staff. There are over 600 individual departments on campus that support seven (7) 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>.

The James Madison University Telecommunications Department is responsible for providing and maintaining all voice and video communications for campus facilities. The department is also responsible for installing and terminating the physical layer of the data communication network. The Telecommunications Department continually strives to meet and exceed their mission statement, to provide reliable and effective voice, video and data communications service to the university community, emphasizing professionalism and excellent customer service.

Materials needed for campus projects are procured by the department and JMU Procurement office. Telecommunication uses a variety of manufacturers for the basic material components, such as Ortronics, Superior Essex and Corning. On average, the university spends approximately \$700,000 annually on telecommunications equipment and supplies. This number is subject to change and is anticipated to increase due to the continual growth of the university.

The following telecommunications equipment and supplies manufacturers are commonly used by the university. This list is not all encompassing and is subject to change.

Ortronics	General Cable
Superior Essex	Cablofil
Corning	3M
Chatsworth	Belden
GaiTronics	Commscope
Blonder Tongue	Arris
Panduit	Maxcell
Brady	Circa
Tyco	Emerson Network Power
Wiremold	Performed Lined Products (PLP)
Pico Macom	General Instrument

## **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 a Contractor(s) to provide quality telecommunications equipment and supplies. The Contractor shall be an authorized reseller of the telecommunications equipment and supplies being offered. All items shall be new and in original packaging. The Contractor shall not ship substitute items without prior approval from the university. The Contractor shall include a list price, percentage discount, and JMU price on all quotes and invoices.

The university does not guarantee any set volume of orders resulting from this contract and cannot provide an estimate of potential contract usage. The 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. Upon approval of the quotation received by the university, an Agency Purchase Order will be issued as authority to proceed with the work. **NO WORK IS TO BE UNDERTAKEN BY THE CONTRACTOR UNIL A WRITTEN PURCHASE ORDER HAS BEEN RECEIVED.** Contractor shall not perform work which would result in exceeding the dollar limitation of the purchase order without first having obtained written approval from the university.

**OFFERORS SHALL PROVIDE DETAILED RESPONSES TO THE FOLLOWING –  
Please provide responses to A - I below by adding/inserting as many lines as necessary.**

- A. Describe experience in working with educational institutions or organizations similar in size to James Madison University.

*Graybar supports higher education on both a State and National level maintaining one of the largest and most diverse telecommunications offerings in the industry. Graybar's supports Universities similar to James Madison with a successful reputation for support and logistics capabilities. Graybar supports over 100 major universities around the country with sales in excess of \$250K. Fifteen of these Universities have sales in excess of \$1M per year. Universities such as University of Maryland, NC State, University of Florida, Old Dominion University, Virginia Commonwealth, University of Virginia, Virginia Tech and William and Mary have all recognized Graybar as a leader in customer service and support. We worked closely with each of the institutions and tailored stocking and service solutions that met their individual needs.*

- B. Identify names and contact information for representative(s) who will be assigned to James Madison University's account. Specify what role they will have in servicing JMU.

*Graybar has a long standing relationship with James Madison University's Telecommunications Department. Listed below is the team that is dedicated to providing JMU the highest level of service and technical support.*

*Sales Representative – JoAnn D. Grissom 16 Years of Service with Graybar. Joann is responsible for design, technical support, and supplier relationships.*

*joann.grissom@graybar.com*

540-354-3362  
1125 Salem Ave. SW  
Roanoke, VA 24016

*Customer Service Representative – Alice Dailey 22 Years of Service with Graybar. Alice is responsible for responding to quote requests, entering and tracking orders, and customer service*

*alice.dailey@graybar.com  
800-719-1234  
1510 Tomlynn St.  
Richmond, VA 23230*

*Manager Comm/Data Business – Ryan Laramore 26 Years of Service with Graybar  
Ryan.laramore@graybar.com  
804-874-7708  
1510 Tomlynn St.  
Richmond, VA 23230*

*Branch Supervisor Harrisonburg, VA – Floyd Johnson 15 Years of Service with Graybar  
floyd.johnson@graybar.com  
540-214-3209  
3175 S. Main Street  
Harrisonburg, VA 22801*

- C. Provide a complete list of manufacturers your firm is an authorized reseller for telecommunications equipment and supplies. Authorized reseller is defined as a business entity that has a direct relationship with and makes purchases of products from manufacturing companies and then resells these products again to the consumers.

*Graybar is an authorized distributor for over 400 telecommunications manufacturers. Our list of these suppliers can be found at the end of this proposal as attachment E.*

- D. Describe in detail the ordering process including obtaining price quotes and lead times.

*Graybar ordering process usually starts with a request for quote coming from JMU. This RFQ commonly comes to us in the form of an e-mail. RFQ's are acknowledged and every effort is made to return the quote the same business day. The order is placed by JMU in eVA and the order is automatically "work flowed" from eVA to the Graybar system. eVA integrates with Graybar's electronic data interchange (EDI) and the order routes to your dedicated customer service representative. Alice reviews the order for accuracy and releases the order for shipment.*

*If the order is coming from Graybar stock, a pick ticket is printed in the warehouse and the material is picked, checked, packed and shipped to JMU utilizing the most cost effective, reliable, and efficient manner possible. Material that is stocked in our Harrisonburg Location will arrive on Graybar truck. Material from other Graybar locations will arrive on LTL Motor Freight or UPS. Orders that contain items that are not in Graybar stock are placed on a Graybar Purchase order to the appropriate supplier. The order is sent to our suppliers using EDI. All supplier orders are tracked until the material leaves the factory and we receive tracking information.*

*In addition to the traditional e-mail RFQ we offer several e-business solutions that can expedite the process of obtaining price and availability. A no charge option for JMU to view real time contract pricing and availability is by using Graybar.com. This site will allow JMU to log on, using a secure username and password, and check price and availability of all*

*items in Graybar stock. In addition to Graybar.com we also offer full Hosted Catalog and Punch out.*

- E. Describe delivery options and policies, including turnaround time for in-stock and rush orders, for the telecommunications equipment and supplies being offered. All orders shall be FOB destination. Include information regarding delivery costs and/or free delivery in *Section X. Pricing Schedule.*

*Our facility in Harrisonburg will be the primary location utilized to service James Madison University. Material that is in Harrisonburg stock can be delivered same or next day and larger bulk orders will be delivered from our zone service center in Richmond VA. Emergency deliveries, for material that is in our stock, is available 24 hours a day 7 days a week. Material that is available in Graybar locations outside of Harrisonburg and Richmond can be made in 24 hours. In some cases this emergency service may incur expedited delivery charges.*

*All material that is stocked in Graybar Harrisonburg and Richmond can be delivered on Graybar Trucks and will be FOB destination, prepaid and allowed. When material is requested to be delivered "special" freight (UPS Red, Air Freight, etc.) Graybar will utilize our purchasing power to negotiate the best available cost and pass the savings along to JMU.*

- F. Describe ability to maintain sufficient stock for timely delivery.

*Graybar utilizes a robust and well tested SAP inventory and purchasing system. Our major suppliers participate in our Vendor Managed Inventory program (VMI). This unique and highly effective inventory system allows our key suppliers to manage inventory levels and keep our locations fully stocked. This also allows suppliers to anticipate manufacturing or seasonal changes and react before our inventory drops below acceptable levels. Teaming with our key suppliers through VMI has allowed Graybar to greatly reduce our stock out percentages and have the material where and when our customers require.*

*In addition to our automated inventory systems, we have several mechanisms that allow our customer service and sales associates to anticipate and react to changes in our customer's inventory needs. We utilize SAP to enter purchasing feedback directly to our purchasing agents in real time. Purchasing feedback requests are entered directly in our SAP system, and in most cases the system inventory levels are adjusted in a matter of hours.*

- G. Describe in detail return policy. Identify any restocking or associated costs in *Section X. Pricing Schedule.*

*Graybar's will return, with no restocking, all standard items that are stocked by Graybar at the time of the return request. Material must have been purchased in the past 12 calendar months from the date of the return request. Return requests that contain custom or special non-stocked material will be handled on a case by case basis. Graybar will work, on the Universities behalf, to secure return of the material to the manufacturer with as little cost as possible.*

- H. Describe available warranties.

*Graybar warrants that all goods sold are free of any security interest and will make available to Buyer all transferable warranties (including without limitation warranties with respect to intellectual property infringement) made to Graybar by the manufacturer of the goods.*

- I. Describe the process for replacement of defective, broken, or damaged telecommunications equipment and supplies.

*Graybar's return process for defective, broken, or damaged material starts with details of the return being provided to your Graybar Customer Service Representative. They will process all requests in 24 hours and issue the University an RMA, for qualifying material, within 3 business days.*

## 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 three (3) 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.

*As described in our answers to section IV. (A through I), Graybar is well positioned to continue to support James Madison University. We feel that our unique value proposition, strategic locations, inventory, and best in class employees will provide the University with a highly successful implementation of this initiative.*

- *Graybar will assign a dedicated team to handle James Madison University's Telecommunications equipment and supplies requirements. This team will be led by JoAnn Grissom and supported by Alice Dailey and Ryan Laramore.*
- *We will handle the Universities requests for price and availability through the method that you determine to be most efficient. These methods include; e-mail, eVA EDI, Shop Graybar, and many more.*
- *All requests for quote, that contain standard material, will be returned no later than the same business day. Every effort will be made to return RFQ's in one hour or less.*
- *Graybar will work with the University, and the telecommunications department, to determine a stock package that will be placed in our Harrisonburg location. We will duplicate this inventory with a stocking package in our Richmond Zone Warehouse.*
- *Graybar will create a custom catalog on our Shop Graybar site that will allow 24/7 access to the items that the university uses most often. The custom catalog will provide up to date price and availability and can be accessed through the secure shop Graybar site.*
- *We will continue to process orders through eVA and have them delivered directly to our system through use of EDI.*
- *Receipt of all orders will be acknowledged the same day and delivery dates for standard items will be provided at that time.*
- *Orders will be tracked and followed daily until delivery to the University is confirmed.*

3. A written narrative statement to include, but not to be limited to, the expertise, qualifications, and experience of the firm and resumes of specific personal to be assigned to preform the work.

*Graybar has served as a vital link to our nations supply chain for Electrical, Communication and Security since 1869. With over 250 locations nationwide, we offer a network of capabilities to support local needs from a national presence.*

*One of Fortune 500's most admired companies, we consider it a privilege to offer the values that have earned this award on to our customers that helped us grow. Graybar is one of the nations' largest employee owned corporations and each one of our more than 6000 employee owners are dedicated to our exceeding our customers' needs.*

Our dedicated James Madison team includes; Joann Grissom - Outside Sales Representative, Alice Dailey - Senior Customer Service Representative and Ryan Laramore - Manager of Comm/Data Business. In addition, we have a combined 78 support personnel in Harrisonburg and Richmond that are dedicated to providing exceptional service. Joann has 26 years in the telecommunications industry with 16 of those at Graybar. Joann has performed many roles at Graybar from technical consultant and business development, to sales and account management. Alice has more than 30 years of experience in the telecommunications industry. Alice started her career as an Operations Manager for a Voice and Data Contractor and came to Graybar 22 years ago. During her career at Graybar Alice has progressed through several positions including Customer Service Representative, Sales Representative, and her current position of Senior Customer Service Representative. Ryan Laramore has been with Graybar for 26 years and has progressed through positions in finance, purchasing, operations, and sales. Ryan has been in his current position for the last 15 years. All Graybar employees participate in continued education using our nationally recognized Pathway learning system. Each employee works with their supervisor to select a yearly learning plan that includes online and in person training. The training includes technology updates from our key suppliers as well as personal development skills

4. Offeror Data Sheet, included as *Attachment A* to this
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](http://www.VASCUPP.org).

George Mason University - \$7527  
 James Madison University - \$312,410  
 Old Dominion University - \$322,111  
 Longwood University – \$10,090  
 Radford University - \$0  
 University of Virginia - \$310,440  
 Virginia Commonwealth University - \$28,647  
 Virginia Military Institute - \$0  
 Virginia Tech - \$482,976  
 College of William and Mary - \$166,743

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:

Points

1. Quality of products/services offered and suitability for intended purposes	35
2. Qualifications and experience of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to perform the services	15
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Cost	20
	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, sexual orientation, gender identity, 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, sexual orientation, gender identity, 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 condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
  4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- 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 \$100,000, 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](http://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, sexual orientation, gender identity, 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](http://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:
- Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
    - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
    - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
  2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).
  3. 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. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a “Contract Worker”), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

The contractor shall provide each Contract Worker with a copy of this Section and will require Contract Workers to participate in training on civility in the State workplace. Upon request, the contractor shall provide documentation that each Contract Worker has received such training.

For purposes of this Section, “State workplace” includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

The Commonwealth of Virginia may require, at its sole discretion, the removal and replacement of any Contract Worker who the Commonwealth reasonably believes to have violated this Section.

This Section creates obligations solely on the part of the contractor. Employees or other third parties may benefit incidentally from this Section and from training materials or other communications distributed on this topic, but the Parties to this agreement intend this Section to be enforceable solely by the Commonwealth and not by employees or other third parties.

- Z. 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.
- AA. 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.

- BB. 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 540/568-7935.
- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) 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. 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.
- H. 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](http://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.
- I. 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.

J. 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 SBSD-certified small businesses. This shall not exclude SBSD-certified women-owned and minority-owned businesses when they have received SBSD 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 SBSD 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.**

- K. 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.
- L. 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.
- M. 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.
- N. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using

agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.

- O. 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.
- P. 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.
- Q. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).
- R. 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 bid/proposal.
- 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.

## **IX. METHOD OF PAYMENT**

The contractor will be paid based on 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 request that our vendors and suppliers enroll in our bank's Comprehensive Payable options: either the Virtual Payables Virtual Card or the PayMode-X electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Virtual Payables process will receive the benefit of being paid Net 15. Additional information is available online at:

<http://www.jmu.edu/financeoffice/accounting-operations-disbursements/cash-investments/vendor-payment-methods.shtml>

## X. PRICING SCHEDULE

- The offeror shall provide pricing for all products and services included in proposal. The pricing schedule should include percentage discount off list price for specific manufacturers/products lines/catalogs and be stated in the following format.

Item/Category	Manufacturer	Discount Off List Price (List price is defined as Manufacturer's Suggested Retail Price - MSRP)
All Other Ortronic & LeGRAND Communication	ORTRONICS INCORPORATED / LEGRAND	5
Other Communication Cable & Connectivity	ORTRONICS INCORPORATED / LEGRAND	9
Standard Communication Cable & Connectivity	ORTRONICS INCORPORATED / LEGRAND	34
Other Copper & Fiber Inside & Outside Plant	SUPERIOR ESSEX INTERNATIONAL LP	5
Standard Copper & Fiber Inside & Outside Plant	SUPERIOR ESSEX INTERNATIONAL LP	34
DAS, Enclosures, Networking & All Other Companies and Products	CORNING INC.	5
Standard Fiber Connectivity Products	CORNING INC.	34
Standard IP & OP Fiber Cable	CORNING INC.	31
All Other Products	CHATSWORTH PRODUCTS INC.	5
Standard & Universal Racks	CHATSWORTH PRODUCTS INC.	33
Standard Products	CHATSWORTH PRODUCTS INC.	39
Antennas & Other Products	GAI-TRONICS CORP	3
Smart Security Phones	GAI-TRONICS CORP	35
Standard Products	GAI-TRONICS CORP	19
Standard Lugs, Terminals & Connectors	BLONDER TONGUE	31
All Other Products	BLONDER TONGUE	5
CATV Products	BLONDER TONGUE	14
Standard Cat 5 & 6 Plenum & Non-Plenum Cable	PANDUIT CORP - TELECOM PRODUCTS	29
Standard Dist Fibr, Fbr Cordage, O/S Plt Fbr, Pwr Outlets/Cabinets	PANDUIT CORP - TELECOM PRODUCTS	21
All Other Raceway, Boxes, Faceplates & Fittings	PANDUIT CORP	36
Raceway, Boxes, Faceplates & Fittings	PANDUIT CORP	24
Standard Cable Ties & Cable Tie Accessories - Bulk Pack	PANDUIT CORP	11
Standard Cable Ties & Cable Tie Accessories - Standard Pack	PANDUIT CORP	49
Industrial, Cable & Wire ID Materials A & B	BRADY WORLDWIDE	5
Schedule A & F Items	BRADY WORLDWIDE	21
Schedule B, C & E Items	BRADY WORLDWIDE	5
Schedule D & H Items and All Other Brady Products	BRADY WORLDWIDE	1
All Other Surge, Power Protection & Power Products	TYCO POWER SYSTEMS	5
Standard Surge, Power Protection & Power Products	TYCO POWER SYSTEMS	30
All Other Raceway & Plugmold	WIREMOLD / LEGRAND	5
Standard Raceway & Plugmold	WIREMOLD / LEGRAND	31
Floor Boxes-Poke Thrus	WIREMOLD / LEGRAND	5
All Other Raceway, Floorboxes & Plugmold	WIREMOLD / LEGRAND	5
Standard Raceway, Plugmold, Floorboxes & Other Standard Products	WIREMOLD / LEGRAND	31
Standard Communications Products	PICO DIGITAL INC	2
All Other General Cable Products & Companies	GENERAL CABLE	5

Other Copper Cable & Data Products	GENERAL CABLE	19
Standard Copper Cable & Data Products	GENERAL CABLE	37
Standard Optical Cable & Connectivity	GENERAL CABLE	32
Fibertrough Products	CABLOFIL INC.	13
All Other Products	CABLOFIL INC.	5
Standard Products	CABLOFIL INC.	37
All Other 3M Products	3M	5
Other Splice Kits, Abrasives & Adhesives	3M	16
Other Tapes, Fire Stop & Aerosols	3M	21
Standard Tape & Fire Stop	3M	23
Standard Terminals, Commnectors, Splice Kits, Cable Ties, Wire Nuts	3M	21
All Other Belden Products	BELDEN WIRE AND CABLE	5
Belden CDT Networking	BELDEN WIRE AND CABLE	35
Central Office, Fiber & IBM	BELDEN WIRE AND CABLE	31
Network & CATV Coax	BELDEN WIRE AND CABLE	14
Other Coax Cables & Electrical Cross Ref	BELDEN WIRE AND CABLE	20
All Other CommScope Companies & Products	COMMSCOPE	5
In Building Wireless Products	COMMSCOPE	5
Networking Products	COMMSCOPE	2
Optical Cable & Connectivity	COMMSCOPE	16
Other Communication Cable & Connectivity	COMMSCOPE	21
Standard Communication Cable & Connectivity	COMMSCOPE	34
Standard DAS & Wireless Products	COMMSCOPE	19
Digital Broadband Products	COMMSCOPE	3
Andrew Corp Products	COMMSCOPE / ANDREW CORP	5
Standard Network & Wireless Products	COMMSCOPE / ARRIS	2
Inner-Duct & Wireway	MAXCELL	2
All Other Products	CIRCA TELECOM USA	5
Standard Products	CIRCA TELECOM USA	34
All Other Power, Racks, Panels, Breakers, Signaling & Products	EMERSON NETWORK POWER / VERTIV	5
Standard Power Products	EMERSON NETWORK POWER / VERTIV	19
Standard Racks, Panels, Breakers & Signaling	EMERSON NETWORK POWER / VERTIV	29
Standard Products	Preformed Line Products	2
	<b>Additional Manufacturers</b>	
Layer 2 & 3 Switches, Software & All Other Products	ALLIED TELESIS	1
Network Cards	ALLIED TELESIS	5
Networking Routers	ALLIED TELESIS	2
HUBs,Modular Outlets & Accessories	ALLIED TELESIS	9
Routers, Media Conv/Trans/UMG	ALLIED TELESIS	26
All Other Power & Communication Products	APC / SCHNEIDER ELECTRIC IT USA INC	1
Engineered Products	APC / SCHNEIDER ELECTRIC IT USA INC	2
Standard Products & C-Velocity Discount	APC / SCHNEIDER ELECTRIC IT USA INC	5
Standard Network & Wireless Products	ARRIS / RUCKUS / C-COR, BIG BAND	2
Standard Products	BROTHER MOBILE SOLUTIONS INC.	44
All Other Products	CIRCA TELECOM USA	5
Standard Products	CIRCA TELECOM USA	34
All Other Power, Racks, Panels, Breakers, Signaling & Products	EMERSON NETWORK POWER / VERTIV	5
Standard Power Products	EMERSON NETWORK POWER / VERTIV	19

Standard Racks, Panels, Breakers & Signaling	EMERSON NETWORK POWER / VERTIV	29
Conduit, Channel & Fittings	ENDOT INDUSTRIES INC	15
Copper Test Devices	FLUKE NETWORKS	3
Other Cameras, Access Control & Security Products	HANWHA TECHWIN / SAMSUNG	6
Standard Cameras, Access Control & Security Products	HANWHA TECHWIN / SAMSUNG	41
Enclosures, Vaults, Wireway & Accessories	HUBBELL QUAZITE / LENOIR CITY / STRONGWELL / CDR	4
Hand Held Testers & Measurement	IDEAL INDUSTRIES, INC.	5
Standard Kits, Benders, Fish Tapes, Terminals & Accessories	IDEAL INDUSTRIES, INC.	15
Standard Tools, Lugs, Connectors & Fasteners	IDEAL INDUSTRIES, INC.	25
Wireless Products, Coax Cables & Connectors	JMA WIRELESS	3
Other Cameras, Access Control & Security Products	KEYSCAN INC.	5
Standard Cameras, Access Control & Security Products	KEYSCAN INC.	39
Other Tools, Testers, Fasteners & Accessories	KLEIN TOOLS	5
Standard Tools, Testers, Fasteners & Accessories	KLEIN TOOLS	29
Engineered Products	LIEBERT / VERTIV	2
Other UPS, Power Protection, Back-Up, Surge & Power Products	LIEBERT / VERTIV	5
Standard UPS, Power Protection, Back-Up, Surge & Power Products	LIEBERT / VERTIV	21
Mounting Solutions for WiFi Access	OBERON WIRELESS	5
Other Cameras, Access Control & Security Products	PELCO	5
Standard Cameras, Access Control & Security Products	PELCO	28
Standard Products	PLANTRONICS	39
Other Copper & Fiber Communication Wire & Cable Products	QUIKTRON, INC.	5
Standard Copper & Fiber Communication Wire & Cable Products	QUIKTRON, INC.	24
Caulk, Putty, Sealants, Joints, Curtains & Other Fire Protections Products	SPECIFIED TECHNOLOGIES INC. / STI	9
Signal Boosters	SURECALL	3
Other Communication Products	SIEMON COMPANY	5
Standard Communication Products	SIEMON COMPANY	34
Other Fiber Optic Cable & Connectivity Products	TIMES FIBER COMMUNICATION	5
Standard Fiber Optic Cable & Connectivity Products	TIMES FIBER COMMUNICATION	29
Other Communication, Networking & Wireless Products	TRANSITION NETWORKS	2
Standard Communication, Networking & Wireless Products	TRANSITION NETWORKS	16
Other UPS Systems, Surge, Power Protection & Power Products	TRIPP LITE MANUFACTURING COMPANY	5
Parts & Accessories	TRIPP LITE MANUFACTURING COMPANY	24
Standard UPS Systems, Surge, Power Protection & Power Products	TRIPP LITE MANUFACTURING COMPANY	34
All Other Paging, Signaling & Valcom Products	VALCOM INC.	5
Multi-Path Products	VALCOM INC.	44
Standard Communication Products & Music For Life	VALCOM INC.	31
Signal Boosters & Other Communication Products	WILSON	3
All Other Raceway & Plugmold	WIREMOLD / LEGRAND	5
Standard Raceway & Plugmold	WIREMOLD / LEGRAND	31

- Describe delivery options and policies, including turnaround time for in-stock and rush orders, for the telecommunications equipment and supplies being offered. All orders shall be FOB destination. Include information regarding delivery costs and/or free delivery.

*Our facility in Harrisonburg will be the primary location utilized to service James Madison University. Material that is in Harrisonburg stock can be delivered same or next day and larger bulk orders will be delivered from our zone service center in Richmond VA.*

*Emergency deliveries, for material that is in our stock, is available 24 hours a day 7 days a week. Material that is available in Graybar locations outside of Harrisonburg and Richmond can be made in 24 hours. In some cases this emergency service may incur expedited delivery charges.*

*All material that is stocked in Graybar Harrisonburg and Richmond can be delivered on Graybar Trucks and will be FOB destination, prepaid and allowed. When material is requested to be delivered "special" freight (UPS Red, Air Freight, etc.) Graybar will utilize our purchasing power to negotiate the best available cost and pass the savings along to JMU.*

3. Describe in detail return policy. Identify any restocking or associated costs.

*Graybar's return process for defective, broken, or damaged material starts with details of the return being provided to your Graybar Customer Service Representative. They will process all requests in 24 hours and issue the University an RMA, for qualifying material, within 3 business days.*

4. Specify any additional discounts based on large quantities per item/order.

*We are pleased to offer our Omnia Contract as a basis for our proposal and pricing structure. Discounts are based on Graybar List Price in effect at time of order. The majority of pricing on the Graybar contracts is based on a list less discount structure. Graybar cannot sell at levels above the base contract price and reserves the right to offer a greater discount for projects, where large quantity discounts, or localized supplier negotiations, are available. In addition we can offer the following annual rebates to JMU; 1. A one half of a percent (0.5%) rebate on all purchases made in excess of one million dollars (\$1,000,000) annually, retroactive to dollar one. Paid Annually 2. A one percent (1.0%) rebate on all purchases made in excess of two million dollars (\$2,000,000) annually, retroactive to dollar one (\$1). Paid Annually 3. A one and one half percent (1.5%) rebate on all purchases made in excess of four million dollars (\$4,000,000) annually, retroactive to dollar one (\$1). Paid annually.*

5. Specify any associated charge card processing fee, if applicable, to be billed to the university. Vendors shall provide their VISA registration number when indicating charge card processing fees. Any vendor requiring information on VISA registration may refer to <https://usa.visa.com/support/small-business/regulations-fees.html> and for questions <https://usa.visa.com/dam/VCOM/global/support-legal/documents/merchant-surcharging-qa-for-web.pdf>.

*Graybar will not charge any credit card processing fees.*

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

## **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 151 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 #
Old Dominion University	15+	4700 Elkhorn Ave. Norfolk, VA	Rick Lovelace 757-683-3017
Virginia Tech	15+	1770 Forecast Dr. Blacksburg, VA	Ron Keller 540-231-5178
Virginia Commonwealth University	15+	701 W. Broad St. Richmond, VA	Scott Knight 804-827-0830
University of Virginia	10	P.O. Box 400198 Charlottesville, VA 22904	Gina Corell 434-924-0612
Naval Surface Warfare Center	15+	6220 Tisdale Rd. Dahlgren, VA 22448	Michael Hamblin 540-284-6969

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

Graybar Electric 1510 Tomlynn St. Richmond, VA 23230

Graybar Electric 3175 South Main St. Harrisonburg, VA 22801

- 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 [X ] NO

IF YES, EXPLAIN: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

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ATTACHMENT B

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

Offeror Name: Graybar Electric Company Inc. Preparer Name: Ryan Laramore

Date: 3/10/2021

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: Telecommunications Equipment and Supplies DMS-1107

Date Form Completed: 03.10.2021

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

Offeror / Proposer:

Graybar Electric Company, Inc.  
Firm

1510 Tomlynn St. Richmond, Va 23230  
Address

Ryan Laramore 8048747708  
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)
None available for this contract					

*(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: \_\_\_\_\_

## ATTACHMENT D

### Zone Map



## Virginia Association of State College & University Purchasing Professionals (VASCUPP)

### List of member institutions by zones

<b><u>Zone 1</u></b> George Mason University (Fairfax)	<b><u>Zone 2</u></b> James Madison University (Harrisonburg)	<b><u>Zone 3</u></b> University of Virginia (Charlottesville)
<b><u>Zone 4</u></b> University of Mary Washington (Fredericksburg)	<b><u>Zone 5</u></b> College of William and Mary (Williamsburg) Old Dominion University (Norfolk)	<b><u>Zone 6</u></b> Virginia Commonwealth University (Richmond)
<b><u>Zone 7</u></b> Longwood University (Farmville)	<b><u>Zone 8</u></b> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)	<b><u>Zone 9</u></b> University of Virginia - Wise (Wise)

## Attachment E

A. K. STAMPING	AVALAN WIRELESS
AASTRA USA <i>f</i> MITEL	AVAYA <i>f</i> LUCENT <i>f</i> ALCATEL
ABB COMPANIES	AVOCENT
ACTERNA	AXELL WIRELESS
ADIRONDACK <i>f</i> WHITNEY BLAKE	B&B ELECTRONICS
ADRF	B&K PRECISION
AEMC	BAND-IT – IDEX
AERVOE INDUSTRIES	BAUDCOM COMMUNICATIONS
AFC CABLE SYSTEMS INC	BEKAERT
AFL TELECOMMUNICATIONS LLC	BELDEN WIRE AND CABLE
AGILENT TECHNOLOGY	BELKIN
AIM ELECTRONICS CORP	BENNER-NAWMAN
AIPHONE INTERCOM & COMMUNICATION	BERK-TEK LLC
AIR KING VENTILATION	BLACK & DECKER <i>f</i> DEWALT
AIR MASTER FAN	BLACK BOX
ALCATEL <i>f</i> LUCENT <i>f</i> AVAYA	B-LINE TELCOM
ALFLEX	BLONDER TONGUE
ALKCO MANUFACTURING COMPANY	BLUE WAVE
ALLEGION	BOGEN COMMUNICATIONS INC
ALLEN TEL PRODUCTS INCORPORATED	BOSS
ALLIED ELECTRONICS, INC.	BOURNS
ALLIED MOULDED PRODUCTS	BRADY WORLDWIDE INCORPORATED
ALLIED TELESIS	BRIDGEPORT
ALPHA TECHNOLOGIES INC	BROAN <i>f</i> NUTONE
ALPHA WIRE	BROTHER INTERNATIONAL
ALTIGEN COMMUNICATIONS INC.	BROTHER MOBILE SOLUTIONS INC
ALTRONIX CORPORATION	BUCHANAN CONSTRUCTION PRODUCTS

AMERICAN FIBERTEK, INC.	BULWARK
AMERICAN POLYWATER CORPORATION	BURNDY
AMETEK, INCORPORATED	BUSSMANN
AMPHENOL	C ENTERPRISES
AMPROBE INSTRUMENT	CABLE EXCHANGE
AMSECO <i>f</i> POTTER	CABLE MANAGEMENT SOLUTIONS
AMX	CABLE PREP
ANGLO AMERICAN ENTERPRISE	CABLOFIL INC
ANRITSU	CAPP INC
APC <i>f</i> SCHNEIDER ELECTRIC IT USA INC	CARRIER ACCESS
APPROVED NETWORKS INC	CASCO MANUFACTURING CO.
APPROVED OPTICS	CEECO <i>f</i> COMMUNICATION EQUIPMENT
ARLINGTON	CEMENTEX PRODUCTS INC
ARROW FASTENERS	CETIS INC
ATLANTIC SCIENTIFIC CORP	CHAMPION ONE
Page5	
CHARLES INDUSTRIES <i>f</i> COIL	DURACELL BATTERY
CHATSWORTH PRODUCTS INCORPORATED	DV TEL
CHIEF MANUFACTURING CO.	DYNALEC
CIDCO	EATON CORPORATION
CILS INTERNATIONAL	EDWARDS
CIRCA TELECOM USA	ELECTROLINE MFG. CO.
CISCO SYSTEMS INC	ELTEK, INC.
CLARITY DIV. OF VALCOM	EM CLOCK
CLAUSS CUTLERY	EMERSON NETWORK POWER
COMMAND COMMUNICATIONS	EMERSON NETWORK POWER CONNECTIVITY
COMMSCOPE <i>f</i> DIGITAL BROADBAND	ENDOT INDUSTRIES INC
COMMSCOPE <i>f</i> ANDREW CORP	ENERGIZER CO. <i>f</i> EVEREADY

COMMSCOPE SYSTIMAX	ENERSYS
COMMUNICATIONS TEST DESIGN	ENGENIUS TECHNOLOGIES INC
COMNET	ENGINEERED PRODUCTS CO
COMTREND	ENTONE
CONCEALFAB	ERICO
CONDUX INTERNATIONAL	ERICSSON
CONNECTIVITY WIRELESS	ETHERWAN SYSTEMS
CON-TECH	EVERFOCUS ELECTRONICS CORP.
COOPER WHEELLOCK	EXCELINE
CORNING CABLE SYSTEMS	FEDERAL SIGNAL CORP
CORNING OPTICAL COMMUNICATIONS	FEONIC TECHNOLOGY
CORTELCO	FERGUSON ENTERPRISES
CRAIN ENTERPRISES	FIBER & CABLE <i>f</i> OPTI-LOOP
CRC	FIBER OPTIC INC <i>f</i> FIBER INSTRUMENT SALES
CROUSE – HINDS <i>f</i> COOPER	FIBER SENSYS
CROUZET	FIBERTRON
CRYDOM	FISHER PIERCE
CSS	FISKARS
CXR LARUS	FLUIDMESH NETWORKS
CYBERPOWER SYSTEMS INC	FLUKE
CYLIX	FLUKE NETWORKS, INC.
DA-LITE SCREEN COMPANY	FORCE 10 NETWORKS
DATA CENTER SOLUTIONS	FRANKLIN INSTRUMENT CO., INC.
DAVID CLARK & CO	GAI-TRONICS CORP
DEES COMMUNICATIONS	GALTRONICS
DELL FORCE10	GEIST MANUFACTURING INC.
DIAMOND	GEMS SENSORS
DITEK	GENERAL CABLE
D-LINK SYSTEMS	GENERAL MACHINE PRODUCTS CO INC

DOLPHIN COMPONENTS CORP.	GENERIC COMMUNICATION CABLE (CWC)
DOMINION LASERCOM	GENERIC CONNECTIVITY PRODUCTS
DRAKA	GENERIC FIBER CABLE (FIB)
DUKANE CORP	GLYPTAL INC
GN NETCOM <i>f</i> GN JABRA INCORPORATED	KRYLON PRODUCTS GROUP
Page 6	
GREAT LAKES CASE & CABINET CO	L.H. DOTTIE
GREENLEE	LAGASSE
GRUNDORF	LAIRD
HAMMOND	LAMSON PIPE COMPANY
HARDING INSTRUMENT CO LTD	LANTECH COMMUNICATION
HARGER LIGHTNING PROTECTION	L-COM <i>f</i> HYPERLINK
HERITAGE PLASTICS INC	L-COMP
HIGH TECH FUSES	LEICA GEOSYSTEMS
HIRSCHMANN AUTOMATION AND CONTROL I	LENOX <i>f</i> AMERICAN SAW
HOFFMAN	LEVITON MANUFACTURING. COMPANY, INC
HOLOCOM	LIEBERT CORPORATION
HOMAC MANUFACTURING	LINX DIV <i>f</i> ITW LINX
HONEYWELL COMMUNICATION & SAFETY	LUCENT <i>f</i> ALCATEL <i>f</i> AVAYA
HOUSTON WIRE & CABLE	LUTRON
HUBBELL	LYNN ELECTRONICS CORP
HUBBELL PREMISE WIRING	LYON, LLC
HUBBELL QUAZITE – LENOIR CITY, INC.	MACLEAN POWER SYSTEMS
IDEAL	MAG LIGHT <i>f</i> MAG INSTRUMENT
ILLUMINA	MAJOR CUSTOM CABLE INC
IMC NETWORKS	MARLEY <i>f</i> Q-MARK

INDEPENDENT TECHNOLOGIES, INC.	Marmon Group Companies
INFINERA	MAXCELL
INFINIAS	MAXI-SIGNAL
INGERSOL RAND COMPANIES	MECA
INGRAM MICRO	MECA ELECTRONICS
INMOTION TECHNOLOGIES	MELTRIC
INNOVATIVE METAL INDUSTRIES, INC.	MERU
INTELLITOUCH	METRO TEL
INTERALIA COMMUNICATIONS	MGE UPS SYSTEMS
INTERLOGIX	MICROLAB
INTERMATIC	MINERALLAC
IPEX	MINUTE MAN
IPEX INC	MITEL
JDSU	MOHAWK WIRE + CABLE CO
JMA CONNECTORS	MOLEX CORP
JONARD INDUSTRIES CORP	MOSAIC
KBC NETWORKS	MOTOROLA
KEYSIGHT	MRV COMMUNICATIONS
KIDDE SAFETY	MULBERRY
KLEIN	MULTI-LINK INC
KNOPP INC	MULTI-TECH SYSTEMS
KONEXX	NATIONAL PIPE & PLASTICS INC
KRALOY	NEC CORPORATION OF AMERICA
KRYLON PRODUCTS	NEPTCO, INC.
NETSOURCE INC	PLANT EQUIPMENT
NEWARK ELECTRONICS	PLANTRONICS <i>f</i> Santa Cruz
Page 7	
NEWBASIS WEST LLC	PLATT LUGGAGE, INC.
NEWTON INSTRUMENT CO	POLYCOM, INCORPORATED
NICE SYSTEMS	PORCELIN PRODUCTS

NITEK	PORTA-SYSTEMS
NORTEL	POTTER BRUMFIELD
NORTHSTAR BATTERY	POWER SONIC CORP
NOYES	POWERDSINE
NTE ELECTRONICS	POWERSMITHS INT CORP
OATEY	PREFORMED LINE PRODS
OBERON	PREMAX
OFS FITEL, LLC	PRIMEX MANUFACTURING LTD
OIS	PRONTO NETWORKS
OK INDUSTRIES	PRYSMIAN CABLE <i>f</i> DRAKA
OKONITE	PYRAMID INDUSTRIES
OLDCASTLE PRECAST	QUIKTRON, INC.
OMNI CABLE CORP	QUINTUM TECHNOLOGIES
OMRON	RACEWAYS TECHNOLOGY & MANUFACTURING
ONEAC CORPORATION	RACO MANUFACTURING
OPTICAL CABLE CORP.	RAD DATA
ORTRONICS INCORPORATED <i>f</i> LeGRAND	Raritan Communication
P&R TECHNOLOGIES	RAYOVAC
P.K. NEUSES	RAYTEC
PALADIN CORP	RCI CUSTOM PRODUCTS
PANAMAX	READYLINKS
PANASONIC	READYLINKS
PANASONIC CONSUMER ELECTRONICS	REDBACK NETWORKS INC
PANAVISE PRODUCTS INC.	RFS
PANDUIT CORP	RITTAL CORP
PARA SYSTEMS INC	ROANWELL
PARADYNE	ROHN
PASS & SEYMOUR, INC.	RSCC WIRE & CABLE LLC

PATRIOT ALUMINUM PRODUCTS	SALISBURY
PAXTON-ACCESS	SAMSUNG COMMUNICATION
PC SYSTEMS	SCHNEIDER COMPANIES
PCT INTERNATIONAL	SEALCO
PELCO	SECO
PELICAN PRODUCTS INC	SELECTA PRODUCTS INC
PENTAIR COMPANIES	SEMTRON INC
PENTAIR THERMAL MANAGEMENT	SENECA DATA
PERMA-COTE	SENSAPHONE
PHASETRONICS <i>f</i> MOTORTRONICS	SERVER TECHNOLOGY INC
PHOENIX CONTACT	SEVES USA
PICO DIGITAL INC	SEYMOUR - SMITH
SHAT-R-SHIELD	THE OKONITE COMPANY
SHURE	THE SIEMON COMPANY
SIEMENS	THOMAS & BETTS
SIGNAMAX CONNECTIVITY SYSTEMS	THOMAS & BETTS <i>f</i> STEEL CITY
Page 8	
SIMPSON ELECTRIC CO	TII TECHNOLOGIES, INC.
SMARTEK ITS	TIMES FIBER COMMUNICATION
SNAKE TRAY	TIMES MICROWAVE SYSTEMS INC
SNAP-ON	TJ COPE INC
SOLiD DAS	TMC CORPORATION
SOUTHWEST DATA	TONE COMMANDER SYSTEMS INC
SPC TECHNOLOGY	TOSHIBA AMERICA
SPECIFIED TECHNOLOGIES	TRAFFIC SIGNAL CONTROLS INC
STANDARD ENTERPRISES, INC.	TRANSITION NETWORKS
STREAMLIGHT	TRANSTECTOR SYSTEMS
STRONGWELL	TRANSWORLD PRODUCTS, INCORPORATED
STRUTHERS - DUNN	TRIAD FLOORS

STUDIO TECHNOLOGIES INC	TRILOGY COMMUNICATIONS
SUPERIOR ESSEX INTERNATIONAL LP	TRIPP LITE MANUFACTURING COMPANY
SUPERSTRUT CORP.	TT SYSTEMS CORP.
SUPPRESSURGE	TURCK
SURECALL	TURNER EQUIPMENT COMPANY INC
SURGE SUPPRESSION INC	TYCO ELECTRONICS – AMP NETCONNECT
SUTTLE APPARATUS	U.S. ROBOTICS
SYNCO CHEMICAL	ULTRATEC
TAY–MAC CORPORATION	UNIDEN
TE CONNECTIVITY NETWORKS INC	UNIQUE FIRE
TEC INTERNATIONAL	UNITED COPPER INDUSTRIES
TECH DATA	UNITED TECHNOLOGIES – COMPANIES
TECH PRODUCTS INC	URASEAL INC
TECH SPRAY	USA TECHNOLOGIES
TECHNICAL CONSUMER PRODUCTS, INC (TCP)	UTC FIRE AND SECURITY AMERICAS CORP.
TEKO DAS	VALCOM INC
TELCO SYSTEMS	VARI–TRONICS
TELCORE	VELCRO USA
TELEBYTE TECHNOLOGY INC	VERAMARK TECHNOLOGIES
TELECT INC	VERILINK
TELEDEX	VERSO TECHNOLOGIES, INC.
TELEDEX CORP.	VERTICAL COMMUNICATIONS
TELEMATRIX	VICTOR INSULATORS INC
TELEX COMMUNICATIONS	VIKING ELECTRONICS INCORPORATED
TELLABS	VISCOUNT
TELSTRAT INTERNATIONAL	VIVOTEK
TELTREND INC	VODAVI <i>f</i> VERTICAL COMMUNICATIONS

THE BATTERY CENTER, INC.	VODAVI COMMUNICATIONS SYSTEMS INC
THE ELECTRIC CONTROLLER	VTECH COMMUNICATIONS
VTECH COMMUNICATIONS INC	
VUANCE, INC.	
VXI CORP	
VYNCKIER ENCLOSURE	
WABER	
WERNER LADDER	
WEST PENN WIRE	
Page 9	
WESTELL INC.	
WHEELOCK <i>f</i> COOPER	
WILSON	
WIREMOLD CO	
XANTREX	
ZHONE TECHNOLOGIES	
ZIRCON CORP.	
ZOOM TELEPHONICS	
ZYXEL	



February 22, 2021

**ADDENDUM NO.: ONE**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP# DMS-1107**  
Dated: **February 10, 2021**  
Commodity: **Telecommunications Equipment & Supplies**  
RFP Closing On: **March 10, 2021 at 2:00 p.m. (Eastern)**

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

- 1. QUESTION:** Is there a list of material that needs to be quoted on this request?

**ANSWER:** This is not a bid. The intent of the RFP is to establish a cooperative contract(s) that will encompass all available manufacturers and associated discounts for the awarded firm(s). Offerors should provide a complete list of manufacturers your firm is an authorized reseller for telecommunications equipment and supplies and associated discounts (*refer to Section X. Pricing Schedule*).
- 2. QUESTION:** In regards to Section X. Pricing Schedule, we can supply JMU with hundreds of manufacturers, each with hundreds of products. While each of these thousands of products will have varying discounts from MSRP, I would imagine you do not want a discount-by-line for each of them.
- 3. ANSWER:** The university is interested in a complete list of manufacturers your firm is an authorized reseller for telecommunications equipment and supplies. Section X. Pricing Schedule states **Item/Category**. If your firm offers several items, you can group the items in categories. (*i.e. Industrial, Leadwire, Portable Printer Consumables, etc.*) Provide the manufacturer and a percentage off discount for each line.
- 4. QUESTION:** Is this a preliminary sheet needing to be completed in order to receive opportunities from JMU? I didn't see any actual equipment requirements and want to make sure I'm not missing any pages or attachments.

**ANSWER:** This is not a bid. The intent of the RFP is to establish a cooperative contract(s) that will encompass all available manufacturers and associated discounts for the awarded firm(s). Offerors should provide a complete list of manufacturers your firm is an authorized reseller for telecommunications equipment and supplies and associated discounts (*refer to Section X. Pricing Schedule*).

MSC 5720  
752 Ott Street, Room 1042  
Wine Price Building  
Harrisonburg, VA 22807  
Office of 540.568.3145 Phone  
PROCUREMENT SERVICES 540.568.7935 Fax

5. **QUESTION:** Many manufacturers no longer provide “List Prices”, they just provide price sheets to us. This makes it difficult to show specific discounts. What is your recommendation for fulfilling this requirement.

**ANSWER:** Offerors should state within its proposal response to the university how it will determine JMU pricing.

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

Sincerely,

A handwritten signature in black ink that reads "Dana Simmers". The signature is written in a cursive style with a large initial "D".

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



# Request for Proposal

## **RFP# DMS-1107**

**Telecommunications Equipment & Supplies**

**February 10, 2021**



**REQUEST FOR PROPOSAL**  
**RFP# DMS-1107**

**Issue Date:** February 10, 2021  
**Title:** Telecommunications Equipment & Supplies  
**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 (Renewable)**

**Sealed Proposals Will Be Received Until 2:00 PM on March 10, 2021 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, Buyer Senior, Procurement Services, [simmerdm@jmu.edu](mailto: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: \_\_\_\_\_  
(Signature in Ink)  
Name: \_\_\_\_\_  
(Please Print)  
Date: \_\_\_\_\_ Title: \_\_\_\_\_  
Web Address: \_\_\_\_\_ Phone: \_\_\_\_\_  
Email: \_\_\_\_\_ Fax #: \_\_\_\_\_

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-1107*

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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 Telecommunications Equipment & Supplies 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 four (4) additional one-year periods.

## **II. BACKGROUND**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 22,000 students and 4,000 faculty and staff. There are over 600 individual departments on campus that support seven (7) 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>.

The James Madison University Telecommunications Department is responsible for providing and maintaining all voice and video communications for campus facilities. The department is also responsible for installing and terminating the physical layer of the data communication network. The Telecommunications Department continually strives to meet and exceed their mission statement, to provide reliable and effective voice, video and data communications service to the university community, emphasizing professionalism and excellent customer service.

Materials needed for campus projects are procured by the department and JMU Procurement office. Telecommunication uses a variety of manufacturers for the basic material components, such as Ortronics, Superior Essex and Corning. On average, the university spends approximately \$700,000 annually on telecommunications equipment and supplies. This number is subject to change and is anticipated to increase due to the continual growth of the university.

The following telecommunications equipment and supplies manufacturers are commonly used by the university. This list is not all encompassing and is subject to change.

Ortronics	General Cable
Superior Essex	Cablofil
Corning	3M
Chatsworth	Belden
GaiTronics	Commscope
Blonder Tongue	Arris
Panduit	Maxcell
Brady	Circa
Tyco	Emerson Network Power
Wiremold	Performed Lined Products (PLP)
Pico Macom	General Instrument

## **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 a Contractor(s) to provide quality telecommunications equipment and supplies. The Contractor shall be an authorized reseller of the telecommunications equipment and supplies being offered. All items shall be new and in original packaging. The Contractor shall not ship substitute items without prior approval from the university. The Contractor shall include a list price, percentage discount, and JMU price on all quotes and invoices.

The university does not guarantee any set volume of orders resulting from this contract and cannot provide an estimate of potential contract usage. The 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. Upon approval of the quotation received by the university, an Agency Purchase Order will be issued as authority to proceed with the work. **NO WORK IS TO BE UNDERTAKEN BY THE CONTRACTOR UNIL A WRITTEN PURCHASE ORDER HAS BEEN RECEIVED.** Contractor shall not perform work which would result in exceeding the dollar limitation of the purchase order without first having obtained written approval from the university.

**OFFERORS SHALL PROVIDE DETAILED RESPONSES TO THE FOLLOWING –  
Please provide responses to A - I below by adding/inserting as many lines as necessary.**

- A. Describe experience in working with educational institutions or organizations similar in size to James Madison University.
- B. Identify names and contact information for representative(s) who will be assigned to James Madison University's account. Specify what role they will have in servicing JMU.
- C. Provide a complete list of manufacturers your firm is an authorized reseller for telecommunications equipment and supplies. Authorized reseller is defined as a business entity that has a direct relationship with and makes purchases of products from manufacturing companies and then resells these products again to the consumers.
- D. Describe in detail the ordering process including obtaining price quotes and lead times.
- E. Describe delivery options and policies, including turnaround time for in-stock and rush orders, for the telecommunications equipment and supplies being offered. All orders shall be FOB destination. Include information regarding delivery costs and/or free delivery in *Section X. Pricing Schedule*.
- F. Describe ability to maintain sufficient stock for timely delivery.
- G. Describe in detail return policy. Identify any restocking or associated costs in *Section X. Pricing Schedule*.
- H. Describe available warranties.

- I. Describe the process for replacement of defective, broken, or damaged telecommunications equipment and supplies.

## 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 three (3) 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](http://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	35
2. Qualifications and experience of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to perform the services	15

4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Cost	<u>20</u>
	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, sexual orientation, gender identity, 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, sexual orientation, gender identity, 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 condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
  4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- 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 \$100,000, 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](http://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, sexual orientation, gender identity, 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](http://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:

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

1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
  - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
  - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).
3. 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. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a “Contract Worker”), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

The contractor shall provide each Contract Worker with a copy of this Section and will require Contract Workers to participate in training on civility in the State workplace. Upon request, the contractor shall provide documentation that each Contract Worker has received such training.

For purposes of this Section, “State workplace” includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

The Commonwealth of Virginia may require, at its sole discretion, the removal and replacement of any Contract Worker who the Commonwealth reasonably believes to have violated this Section.

This Section creates obligations solely on the part of the contractor. Employees or other third parties may benefit incidentally from this Section and from training materials or other communications distributed on this topic, but the Parties to this agreement intend this Section to be enforceable solely by the Commonwealth and not by employees or other third parties.

- Z. 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.
- AA. 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.

- BB. 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 540/568-7935.

- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) 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. 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.
- H. 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](http://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.
- I. 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.

J. 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.**
  
- K. 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.
  
- L. 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.
  
- M. 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.
  
- N. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using

agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.

- O. 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.
- P. 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.
- Q. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).
- R. 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 bid/proposal.
- 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.

## **IX. METHOD OF PAYMENT**

The contractor will be paid based on 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 request that our vendors and suppliers enroll in our bank's Comprehensive Payable options: either the Virtual Payables Virtual Card or the PayMode-X electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Virtual Payables process will receive the benefit of being paid Net 15. Additional information is available online at:

<http://www.jmu.edu/financeoffice/accounting-operations-disbursements/cash-investments/vendor-payment-methods.shtml>

**X. PRICING SCHEDULE**

1. The offeror shall provide pricing for all products and services included in proposal. The pricing schedule should include percentage discount off list price for specific manufacturers/products lines/catalogs and be stated in the following format.

<b>Item/Category</b>	<b>Manufacturer</b>	<b>Discount Off List Price</b> (List price is defined as Manufacturer's Suggested Retail Price - MSRP)

2. Describe delivery options and policies, including turnaround time for in-stock and rush orders, for the telecommunications equipment and supplies being offered. All orders shall be FOB destination. Include information regarding delivery costs and/or free delivery.
3. Describe in detail return policy. Identify any restocking or associated costs.
4. Specify any additional discounts based on large quantities per item/order.
5. Specify any associated charge card processing fee, if applicable, to be billed to the university. Vendors shall provide their VISA registration number when indicating charge card processing fees. Any vendor requiring information on VISA registration may refer to <https://usa.visa.com/support/small-business/regulations-fees.html> and for questions <https://usa.visa.com/dam/VCOM/global/support-legal/documents/merchant-surcharging-qa-for-web.pdf>.
6. The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

**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 #
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

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: \_\_\_\_\_

## ATTACHMENT D

### Zone Map



## Virginia Association of State College & University Purchasing Professionals (VASCUPP)

### List of member institutions by zones

<b><u>Zone 1</u></b> George Mason University (Fairfax)	<b><u>Zone 2</u></b> James Madison University (Harrisonburg)	<b><u>Zone 3</u></b> University of Virginia (Charlottesville)
<b><u>Zone 4</u></b> University of Mary Washington (Fredericksburg)	<b><u>Zone 5</u></b> College of William and Mary (Williamsburg) Old Dominion University (Norfolk)	<b><u>Zone 6</u></b> Virginia Commonwealth University (Richmond)
<b><u>Zone 7</u></b> Longwood University (Farmville)	<b><u>Zone 8</u></b> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)	<b><u>Zone 9</u></b> University of Virginia - Wise (Wise)