



COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract No. UCPJMU6689

This contract entered into this 7th day of August 2023, by **Zen Massage and Wellness, LLC** 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 August 8, 2023 through August 7, 2024 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 RFP KLM-1181 dated May 25, 2023
 - (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 – June 20, 2023
 - (e) Addendum No. Two – June 27, 2023
- (3) The Contractor's Proposal dated July 3, 2023 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations Summary, dated August 4, 2023

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

CONTRACTOR:

By: Samantha Young
(Signature)

Samantha Young
(Printed Name)

Title: Owner, Zen Massage and Wellness LLC

PURCHASING AGENCY:

By: Krista McDaniel
(Signature)

Krista McDaniel
(Printed Name)

Title: Procurement Manager

8/4/2023

1. Contractor pricing for services shall be as follows:

Services to be offered at UREC:	Pricing
<i>Custom Massage</i>	
30 minutes	\$ 40.00
45 minutes	\$ 58.00
<i>Relaxation Massage</i>	
60 minutes	\$ 75.00
75 minutes	\$ 92.00
90 minutes	\$ 110.00
<i>Couples Relaxation Massage</i>	
60 minutes	\$ 150.00
90 minutes	\$ 224.00
<i>Deep Tissue Massage</i>	
60 minutes	\$ 80.00
75 minutes	\$ 100.00
90 minutes	\$ 120.00
120 minutes	\$ 160.00
<i>Hot Stone Massage</i>	
60 minutes	\$ 80.00
90 minutes	\$ 120.00
<i>Additional Services Offered</i>	
Salt glow – 60 minutes	\$ 80.00
Cupping – 60 minutes	\$ 80.00
Aromatherapy – 60 Minutes	\$ 80.00
<i>Massage Add-Ons</i>	
Back scrub	\$ 15.00
Foot scrub	\$ 15.00

2. The Contractor shall provide a 17% commission back to the University for massage therapy services performed at UREC. Commission shall be sent no later than 30 days after receipt of monthly invoice from the University.

Payments should be remitted to:

James Madison University
Cash & Investments Office
Massanutten Hall, MSC 5711
Harrisonburg, VA 22807

8/4/2023

3. Contractor shall agree that all fees have been disclosed. No additional fees will be accepted.
4. The Contractor shall provide the following for the duration of the contract:
 - a. Professional massage therapists to staff the Wellness Center in the University Recreation Center (UREC) to perform services during the hours listed below. Massage therapists shall be present at least 30 minutes prior to appointment.

Hours of Operation for UREC Wellness Center:

Academic Year:

- Monday – Thursday: 11:00am – 8:00 p.m.
- Friday: 11:00 a.m. – 6:00 p.m.
- Saturday - Sunday: CLOSED

Summer:

- Mon-Fri, 11:00am - 5:00 p.m
- Sat-Sun, CLOSED

- b. All licensing and reporting requirements and notifications as required by the Commonwealth of Virginia.
 - c. Functional online spa management program to be utilized for scheduling of appointments.
 - d. All supplies necessary for massage appointments (i.e. sheets, creams, oils, salts, and fragrances). A supply of sheets and stones will be provided by UREC at the start of the contract. Any replacement of sheets and stones shall be considered a supply and the responsibility of the Contractor.
 - e. Payment collection from clients receiving massage therapy services to include cash, check, and credit card. Credit card payment process to be reviewed and approved by University Business Office.
 - f. Reports as requested by the Purchasing Agency.
 - g. Ten (10) hours of chair massages annually at no cost to the University for promotions on campus. Contractor shall supply two (2) to four (4) staff members per hour to meet the needs of the event.
5. The Purchasing Agency will provide the following for the duration of the contract:
 - a. Use of the massage studios and storage space in the University Recreation Center.
 - b. Staffed reception area to assist with the scheduling of massage appointments and greeting clients

8/4/2023

- c. Laundry services for massage sheets and towels.
 - d. All utilities, to include one (1) phone line to be used for credit card payment processing.
 - e. UREC Staff Polos and Nametags.
 - f. An appropriate level of massage equipment needed for massage appointments, including the following: Massage tables, chairs, stone warmers, mini refrigerators, table warmer, towel warmers, and cleaning supplies.
 - g. Health History Questionnaire template to be completed by massage participants.
 - h. Advertising of UREC Massage Services to campus through the UREC website, social media, and digital signage.
 - i. JMU affiliate status for all active massage therapist, this includes an affiliate UREC membership
 - j. JMU Parking passes at no cost for active massage therapists.
6. The Contractor agrees that the Purchasing Agency provides no guarantees and bears no responsibility for the security and privacy of data being transferred on the University's network. Additionally, the Contractor understands and agrees that it is responsible for meeting all HIPAA requirements for security and privacy of the data.
7. Any change in the scope described herein shall be mutually agreed upon by the Purchasing Agency and Contractor with all changes first being authorized through either a contract modification and/or a change order issued by the Purchasing Agency.
8. Parties agree that this Negotiation Summary modifies RFP # KLM-1181 and the Contractor's initial response to RFP # KLM-1181, and in the event of conflict this negotiation summary shall take precedence.
9. Contractor agrees that all exceptions taken within their initial response to RFP # KLM-1181 that are not specifically addressed within this negotiation summary are null and void.

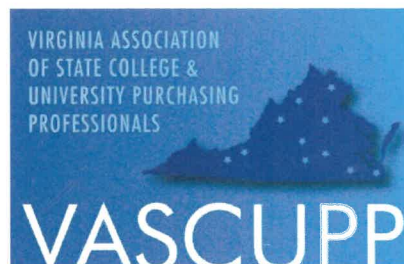


Request for Proposal

RFP# KLM-1181

**Massage Therapy Services for University
Recreation**

May 25, 2023



ANSWER/INQUIRY SUBMISSION FORM
DEADLINE FOR SUBMISSION OF QUESTIONS: Wednesday, June 14, 2023 @ 5:00 p.m.

****PROCEDURE FOR SUBMITTING QUESTIONS****

All questions and inquiries shall be formally submitted on this document. Questions shall be submitted in writing and shall reference, whenever possible, the Page, Section, Item number within the Statement of Needs specifications of this document that the question is in reference to.

Questions shall be submitted to: Krista McDaniel at the following e-mail address: nealiskl@jmu.edu.

Answers to all questions received will be issued through a written addendum (if applicable) and become a part of the permanent record of this solicitation.

Date: _____

Project Location: James Madison University
Project # & Title: KLM-1181 Massage Therapy Services for University Recreation

The following question concerns: (indicate)

RFP Document: Section (number) _____, Page _____, Paragraph _____,

Question submitted by:

Name	Organization	E-mail Address
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REQUEST FOR PROPOSAL

RFP# KLM-1181

Issue Date: May 25, 2023
Title: Massage Therapy Services for University Recreation
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 Tuesday, June 27, 2023 for Furnishing The Services Described Herein.

OPTIONAL PRE-PROPOSAL: Tuesday, June 6, 2023 - See Special Terms and Conditions

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: Krista McDaniel, Buyer Senior, Procurement Services, nealiskl@jmu.edu; 540-568-7523; (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:

Zen Massage and wellness LLC
9700 Old Church Rd
New Kent, VA 23124

By:


(Signature in Ink)

Name:

Samantha Young
(Please Print)

Date:

07/03/2023

Title:

owner

Web Address:

<https://zenrva.com>

Phone:

(844) 417-4760

Email:

zenontherunmassage@gmail.com

Fax #:

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 sy #2 sy #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.

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 10 Months 4

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

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

offerer:

Samantha Young, LMT

Zen Massage and Wellness LLC

9700 Old Church Rd, New Kent, VA 23124

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:

ATTACHMENT B

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

Offeror Name: Zen Massage and Wellness LLC Preparer Name: Samantha Yang

Date: 7/3/2023

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

If yes, certification number: 812686 Certification date: 2/17/2023

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: 812686 Certification date: 2/17/2023

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: 812686 Certification date: 2/17/2023

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 SBSD 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: 7/3/2024

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

Offeror / Proposer: Zen Massage and wellness LLC 9700 old church Rd, New Kent, VA Samantha Yang 804-417-4760
Firm Address 23124 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)

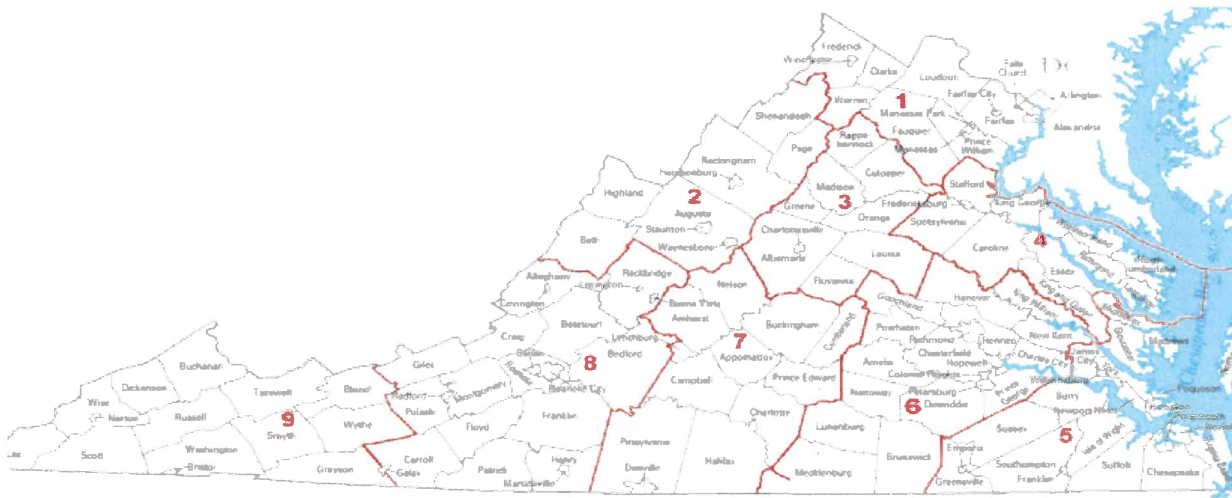
(Printed Name)

Title: _____

Title: _____

ATTACHMENT D

Zone Map



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

List of member institutions by zones

Zone 1

George Mason University (Fairfax)

Zone 4

University of Mary Washington (Fredericksburg)

Zone 7

Longwood University (Farmville)

Zone 2

James Madison University (Harrisonburg)

Zone 5

College of William and Mary (Williamsburg)

Old Dominion University (Norfolk)

Zone 8

Virginia Military Institute (Lexington)

Virginia Tech (Blacksburg)

Radford University (Radford)

Zone 3

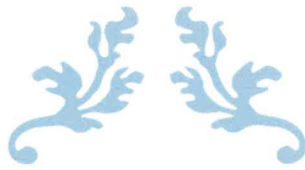
University of Virginia (Charlottesville)

Zone 6

Virginia Commonwealth University (Richmond)

Zone 9

University of Virginia - Wise (Wise)



REQUEST FOR PROPOSAL

RFP# KLM-1181



JULY 1, 2023

ZEN MASSAGE AND WELLNESS LLC
9700 Old Church Rd, New Kent, VA 23124



RFP# KLM-1181

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RFP# KLM-1181

IV. Statement of Needs

F. Describe in detail the firm's qualifications and experience in providing massage services.

July 1, 2023

Greetings James Madison University Procurement Services,

My Name is Samantha Young, and I am the owner of Zen Massage and Wellness LLC DBA Zen Wellness Company, which is licensed to operate by the Virginia State Corporation Commission. My business is SWAM certified in the State of Virginia and certified as a Woman Owned Small Business WOSB by the U.S. Small Business Administration. I am licensed to practice massage in the State of Virginia by the Virginia Board of Nursing. I have been practicing massage therapy for 15 years, and I have been in business for 10 years.

We are delighted to formally submit our bid to offer massage therapy services for University Recreation at James Madison University. In addition to myself, I have additional licensed massage therapists who will contract with me to fulfill the duties of offering massage services during the requested hours of operation.

We thank you in advance for the opportunity to be considered.

In health and healing,

Samantha Young



RFP# KLM-1181

IV. Statement of Needs

A. Describe in detail the firm's proposed massage services:

Relaxation Massage- Relaxation, or Swedish Massage aids in increasing circulation and promotes relaxation. It's best suited for the client seeking a massage that utilizes light to moderate pressure.

Couples Relaxation Massage- Couples Massage allows two clients to receive a relaxing massage service by two therapists in the same room. Relaxation, or Swedish Massage aids in increasing circulation and promotes relaxation. It's best suited for the client seeking a massage that utilizes light to moderate pressure.

Sports Massage- Sports massage utilizes a mix of different massage techniques including but not limited to effleurage, wringing, hacking, and trigger point work to reduce the stress and tension built up in soft tissues during exercise.

Trigger Point Therapy- Trigger point therapy serves to release muscular tension by releasing or softening muscle knots (trigger points) to reduce associated pain.

Lymphatic Drainage- Lymphatic drainage involves gently manipulating areas of the body to help lymph move. It involves light pressure and gentle stretching of the skin. The massage focuses on areas that house the main lymph nodes such as the neck, axillary areas, behind the knee, and towards the groin.

Salt Glow- The Salt Glow is a full body exfoliation service performed under steam. The body is dry brushed, then exfoliated. The product is removed with steamed towels and the skin is rehydrated with a moisturizer leaving the skin feeling soft. This treatment is perfect for any time of the year!

Hot Stone Massage- In this relaxing service basalt stones are heated and used throughout the service, allowing heat to penetrate deep into the muscles for relaxation and relief of muscular tension.

Cupping Therapy- Cupping is a form of massage which decompresses soft tissues using vacuum suction. During the cupping session the cup gently lifts the skin into the cup, aiding to relieve trigger points, and adhesions in the underlying soft tissue.

Aromatherapy Massage- Aromatherapy combines the power of essential oils with massage therapy. Aromatherapy is a relaxation massage with essential oil infused massage oil or cream.



Zen Wellness Company
LIVE IN ZEN

RFP# KLM-1181

IV. Statement of Needs

A. Describe in detail the firm's proposed massage services:

Back Scrub- This add-on service involves dry brushing, then steaming the back, followed by an exfoliating back scrub. The product is removed with steamed towels and the back is rehydrated with a moisturizer leaving the skin feeling soft.

Foot Scrub- This add-on service involves wrapping the feet with steamed towels, then each foot is exfoliated with a scrub. The scrub is removed with steam towels and a foot mask is placed on the feet. The feet are wrapped in steamed towels and the mask is removed. The feet are then rehydrated and massaged with a moisturizer.



Zen Wellness Company

LIVE IN ZEN

RFP# KLM-1181

IV. Statement of Needs

G. We have provided our fee schedule below for massage therapy service offerings as requested in *Section X. Pricing Schedule*. We are happy to provide the services below for University Recreation Patrons with a proposed commission of no greater than 20% of service charges paid monthly to the University.

	Cost of Service:
Relaxation Massage – 30 min.	\$ 50
Relaxation Massage – 45 min.	\$ 75
Relaxation Massage – 60 min.	\$ 100
Relaxation Massage – 90 min.	\$ 150
Couples Relaxation Massage – 60 min.	\$ 250
Couples Relaxation Massage – 90 min.	\$ 300
Sports Massage – 60 min.	\$ 125
Sports Massage – 90 min.	\$ 175
Trigger Point Therapy – 90 min.	\$ 175
Lymphatic Drainage – 100 min.	\$ 195
Joint Mobilization – 60 min.	\$ 125
Salt Glow – 70 min.	\$ 175
Additional Services Offered	
Hot Stone Massage- 60 Min	\$125
Hot Stone Massage-90 Min	\$175
Cupping Therapy Massage- 60 Min	\$125
Aromatherapy Massage- 60 Min	\$125
Additional Fees	
Back Scrub Add-On	\$25
Foot Scrub Add-On	\$25



Zen Wellness Company

LIVE IN ZEN

RFP# KLM-1181

IV. Statement of Needs

- B. Describe in detail the firm's plan to provide a wide variety of weekday appointment times based on UREC Wellness Center's hours of operation.

Zen Massage and Wellness LLC's Virginia Board of Nursing Licensed Massage Therapist Contractors will work in shifts to cover UREC Wellness Center's hours of operation.

- C. Describe in detail the firm's current scheduling system and how it could be utilized by the University Recreation Wellness Center reception staff to assist with the scheduling of appointments.

Zen Massage and Wellness LLC currently utilizes the Square booking platform to schedule appointments. This platform allows bookings to be made for multiple providers for both individual and partner-based services. This platform also allows clients to book appointments online, and a booking flow can be integrated into a website to allow online booking. We can provide access to our scheduling platform to University Staff. If our current platform is not the best or most effective, we are willing to switch to another platform that would better serve the University and Staff.

- D. Describe in detail the firm's plan for receiving massage payments from clients. Identify all forms of payment that would be accepted by your firm.

In addition to using Square for scheduling, we also utilize payment processing through the Square platform. Square allows us to accept all major credit cards, HSA cards, and Cash App Payments. Additionally, we accept payments to our Venmo business account and PayPal business account. We also accept cash payments, and we offer e-Gift Cards through Square.

- E. Provide proof of Insurance held by the firm.
Please see our certificate for liability insurance on the following page.



Certificate of Insurance

AMTA Member ID#: 211048

Samantha Young

9700 Old Church Rd

New Kent, VA 23124-2925

AMTA Member Classification: PROF

Enrolled Member Effective Date: 02/01/2023 - 01/31/2024

Coverage for enrolled member's business is limited to claims arising from enrolled member's professional services.

Administered By:
Healthcare Providers Service Organization
Affinity Insurance Services, Inc.
1100 Virginia Drive, Suite 250
Fort Washington, PA 19034

Insurance Company:
Columbia Casualty Company
A CNA Company

TYPE OF INSURANCE	MASTER POLICY NUMBER	LIMITS (per enrolled member)
Professional Liability Occurrence Coverage	0289955556	\$2,000,000 each claim / \$6,000,000 aggregate <small>Subject to the Master Policy Aggregate</small>

Coverage is afforded to AMTA Members for a period of 12 months concurrent with the Enrolled Member Effective Date or until membership is terminated or expires. Student Enrolled membership expires on the last day of the month in which the Student Enrolled Member graduates. No coverage is afforded to Student Enrolled Members for providing massage therapy services outside of school sanctioned and directed activities. If the AMTA Master Policy is non-renewed or cancelled, the AMTA Member's coverage under this policy will terminate upon the expiration of the Enrolled Member Effective Date and will not be renewed. The Master Policy Aggregate may be reduced by claims paid on behalf of other insureds.

ADDITIONAL COVERAGES (included in Professional Liability Limits specified above)

- | | |
|---|---|
| <ul style="list-style-type: none"> • General Liability • Products Liability • Host Liquor Liability • Personal Injury Liability | <ul style="list-style-type: none"> • Good Samaritan Liability • Misplacement Liability • Fire & Water Legal Liability (subject to \$100,000 sub limit) |
|---|---|

COVERAGE EXTENSIONS	COVERAGE EXTENSION LIMITS
<ul style="list-style-type: none"> • License Protection • Defendant Expense Benefit • Deposition Representation • Assault (excluding Texas) • Medical Payments • First Aid • Information Privacy Coverage (HIPAA) 	<ul style="list-style-type: none"> \$10,000 per proceeding / \$25,000 aggregate \$10,000 aggregate \$2,500 per deposition / \$5,000 aggregate \$10,000 per incident / \$25,000 aggregate \$2,000 per person / \$100,000 aggregate \$2,500 aggregate \$25,000 aggregate

This material is intended to provide a general overview of the products and services offered. Coverage for enrolled member's business is limited to claims arising from enrolled member's professional services. Only the policy can provide the actual terms, coverage amounts, conditions and exclusions.

Please contact HPSO at 1-888-253-1474 directly for a free copy of the complete policy.



Rev. 20221



Zen Wellness Company
LIVE IN ZEN

RFP# KLM-1181

IV. Statement of Needs

- G. Describe in detail the firm's qualifications and experience in providing massage services. Provide resumes, to include licensing specifications, of specific personnel to be assigned to perform the work.

Samantha Young

9700 Old Church Rd, New Kent, VA 23124 | 804-417-4760 | zenontherunmassage@gmail.com

Objective

- Virginia Board of Nursing Licensed Massage Therapist, and Wellness Entrepreneur with 15 years of experience in the massage therapy and wellness field.

Education

MASTER OF SCIENCE IN ORIENTAL MEDICINE | PROSPECTIVE COMPLETION 2026 | VIRGINIA UNIVERSITY OF INTEGRATIVE MEDICINE

- Major: ACUPUNCTURE, EAST ASIAN MEDICINE, HERBOLOGY

MANAGEMENT AAS | JUNE 2013 | J. SARGEANT REYNOLDS COMMUNITY COLLEGE

- Major: Small Business Management

- Related coursework: Business, Marketing, Management, Sales, Business Law, Finance

MASSAGE THERAPY | MARCH 2007 | LOTUS PROFESSIONAL COLLEGE (FKA: THE AMERICAN INSTITUTE OF MASSAGE)

- Major: Massage Therapy (600-hour massage therapy program)
- VA Board of Nursing Certified Massage Therapist- License# 0019007510

Continuing Education (Massage Therapy)

2007: COMPLETED A 3-MONTH INTERNSHIP IN HOUSTON, TX UNDER THE DIRECTION OF HOUSTON PREGNANCY

MASSAGE AND DOULA CARE'S OWNER PATTI HEIMLICH, LMT (CE0016) EARNING OVER 500 HOURS OF TRAINING IN:

- Labor Massage (20 Hours)
- Pre-Natal Massage (40 hours)
- Post-Partum Massage (40 hours)
- Infant Massage (20 hours)
- Labor Support- Doula Care (480 hours)

2012: MY CE NATIONAL (NCBTMB PROVIDER #451576-11) CERTIFICATES OF ACHIEVEMENT FOR THE FOLLOWING COURSES:

- Headaches, Causes and Trends (12 hours)
- Fibromyalgia (4 hours)
- Professional Ethics (6 hours)
- Carpal Tunnel Syndrome- An overview (3 hours)

Skills & Abilities

MASSAGE THERAPY MODALITIES

- Swedish massage—15 years of experience working with clients in spa and Chiropractic settings.



RFP# KLM-1181

IV. Statement of Needs

H. Describe in detail the firm's qualifications and experience in providing massage services. Provide resumes, to include licensing specifications, of specific personnel to be assigned to perform the work.

- Deep Tissue massage—15 years of experience working with clients in spa and Chiropractic settings.
- Trigger Point work—Experience working with clients in multiple Chiropractic settings.
- Myofascial Release—Experience working with clients in multiple Chiropractic settings.
- Pre-Natal Massage—Experience working with clients in a variety of settings.
- Sports Massage—Experience working with William and Mary Athletes, Virginia Commonwealth University Rec Sports, Professional Athlete Clientele and Irish Dancers at Busch Gardens.
- Chair Massage—Experience working with clients in a variety of settings.

MANAGEMENT

- Entrepreneur and owner of a mobile and brick-and-mortar massage therapy business
- Responsible for handling all aspects of owning and operating a business.

SALES

- Sales experience in multiple busy call center environments cross-selling beneficial products and services to customers.
- Owner of B2C online based gift shop.

LEADERSHIP

- Experience leading team and office meetings with other staff members.
- Experience training new hires.
- Experience updating and implementing new policies and procedures.

Experience

OWNER | ZEN MESSAGE AND WELLNESS LLC DBA: ZEN ON THE RUN, ZEN WELLNESS COMPANY | 2013-CURRENT

- Owns and operates a home-based mobile massage therapy business based in New Kent, VA as a sole-proprietor formed in 2013, and later a member-owned LLC incorporated in 2019.
- Provides an array of massage modalities and spa treatments in client's homes and independent contracts with various wellness related businesses.
- Responsible for marketing, financial, administrative and all aspects of day-to-day operations of a small business.

MESSAGE INSTRUCTOR | AMERICAN SPIRIT INSTITUTE | 2018-2020

- Implements and teaches massage curriculum to prepare students for licensure and careers in the massage field.

MESSAGE THERAPIST | VIRGINIA COMMONWEALTH UNIVERSITY | 2017-2019

- Performed 60-minute massage sessions on university students, faculty, and staff.
- Trained new hires on processes and procedures related to performing massage therapy duties.

CHIROPRACTIC ASSISTANT, MESSAGE THERAPIST, INSURANCE AND BILLING SPECIALIST | RIVER CITY CHIROPRACTIC | 2016-2017

- Chiropractic assistant: scheduled patients, provides comprehensive financial and insurance reviews with patients, assisted Chiropractor in Exam procedures.
- Insurance specialist: Researched and assisted with resolving patient insurance and billing concerns, performed account audits, billed multiple insurance carriers, posted insurance payments to patient accounts.
- Works closely with management and owners to streamline office processes, policies, and procedures for continuous improvement.
- Works in conjunction with other members of administrative staff to lead team and office meetings.



IV. Statement of Needs

- I. Describe in detail the firm's qualifications and experience in providing massage services. Provide resumes, to include licensing specifications, of specific personnel to be assigned to perform the work.

- Trained new hire on Chiropractic Assistant position, continuously trained staff on insurance procedures.
- Wrote and updated job aids for new office procedure for insurance.
- Performed 30–90-minute Swedish and Deep Tissue Massages on clients of the practice under Chiropractic care.

PATIENT ADVOCATE, MESSAGE THERAPIST | PINTO FAMILY CHIROPRACTIC | 2013-2016

- Handled multi-line phone system, schedules patients, provides comprehensive financial and insurance reviews with patients.
- Researches and assists with resolving patient billing concerns.
- Works closely with management and owners to streamline office processes, policies, and procedures for continuous improvement.
- Works in conjunction with other members of administrative staff to lead team and office meetings.
- September 2014 trained new hire on patient advocate position.
- August 2015 suggested and wrote outline for a new office procedure for introducing new patients to the office.
- Spring/ summer 2015—contracted to perform massage work on Irish Dancers at Busch Gardens Theme Park.

ONLINE CUSTOMER SERVICE REPRESENTATIVE | WELLS FARGO | 2013

- Quickly and efficiently resolved customer challenges in a high-volume call center.
- Worked diligently to ensure that all customer concerns were resolved within the first call.
- Reviewed customer's accounts to recommend additional products that would benefit them.
- Maintained quality control and satisfaction records, constantly seeking new ways to improve customer service.

FRONT OFFICE INTERN, MESSAGE THERAPIST | WELLNESS FIRST | 2011-2013

- Trained as an intern on front office position while obtaining Small Business Management Degree as a capstone course.

Duties included:

- Verifying patients' insurance and performing insurance and financial consultations with patients
- Checking patients in and out of the office, collecting payments, and handling multi-line phone system
- Assisting patients under the care of a Chiropractor by; providing massage therapy and assisting with care.

MESSAGE THERAPIST, SALON ASSISTANT | URBAN ESCAPE | 2009-2011

- Front desk administrator; handled scheduling and phone system
- Assisted stylists with care of clients
- Performed massage therapy sessions with clientele

CONTACT CENTER REPRESENTATIVE | VIRGINIA CREDIT UNION | 2007-2009

- Assisted banking customers in a high-volume call center environment with deposit account inquiries and concerns.
- Reviewed customer accounts and suggested additional products and services.
- Ensured first call resolution for all banking customers.
- Assisted team lead with team meetings.

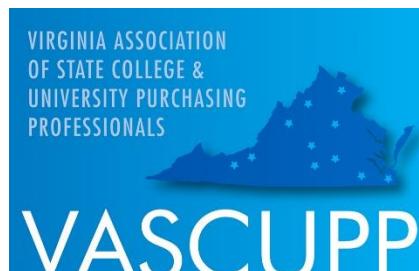


Request for Proposal

RFP# KLM-1181

**Massage Therapy Services for University
Recreation**

May 25, 2023



DEADLINE FOR SUBMISSION OF QUESTIONS: Wednesday, June 14, 2023 @ 5:00 p.m.

Name	Organization	E-mail Address
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REQUEST FOR PROPOSAL

RFP# KLM-1181

Issue Date: May 25, 2023

Title: Massage Therapy Services for University Recreation

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 Tuesday, June 27, 2023 for Furnishing The Services Described Herein.

OPTIONAL PRE-PROPOSAL: Tuesday, June 6, 2023 - See Special Terms and Conditions

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: Krista McDaniel, Buyer Senior, Procurement Services, nealiskl@jmu.edu; 540-568-7523; (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 # KLM-1181

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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 Massage Therapy Services for University Recreation at 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 approximately 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 can be found at the following website: www.jmu.edu.

University Recreation (UREC) is a department within the University that provides students and JMU employees with a wide variety of recreation, fitness, and wellness services. UREC attracts over 5,000 participants a day during the main academic terms. UREC's indoor facility was expanded and renovated to 278,815 square feet and included two (2) new massage studios. The two studios can be scheduled concurrently, and one is large enough for couples' massages.

Massage Services in recent years at UREC have produced the following number of appointments scheduled:

- 2018-19: 356 (56 in September, 57 in April)
- 2019-20: 348 (75 in October, 75 in November, Closed April, May, June due to COVID)
- 2020-21: 238 (44 in October, 57 in March)
- 2021-22: 318 (69 in February)
- 2022-23: 328 (through May 5, 2023)

There is further capacity to increase these appointment numbers.

Therapeutic relaxation massage services are currently provided at the following rates:

- 30 minutes \$35.00
- 45 minutes \$43.00
- 60 minutes \$55.00
- 90 minutes \$80.00

Couples massage, sports massage, joint mobilization therapy, trigger point therapy, and lymphatic drainage are also offered.

Further information about the current program may be found at the following website: <https://www.jmu.edu/recreation/services/massage.shtml>

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 seeks to establish a partnership with an experienced firm to provide massage therapy services to JMU students, faculty, and staff.

The Contractor shall employ and assign massage therapists certified by the Virginia State Board of Nursing to the University Recreation Center (UREC). The assigned massage therapists shall at all times act solely and exclusively on behalf of JMU and shall adhere to all UREC and University policies and procedures. The University will approve all massage therapists assigned to UREC prior to the start of services. All services shall be provided to currently enrolled students, faculty, and staff of the University and at the sole request of UREC.

The Contractor shall be responsible for scheduling appointments and receiving payment from the individual for services that are performed. The Contractor shall coordinate appointment times throughout the week during UREC Wellness Center's hours of operation. The Contractor shall provide monthly reports of services performed. The format of reports will be determined by the University. The contractor will be responsible for purchasing and replacing supplies such as oils, sheets and stones.

Hours of Operation for UREC Wellness Center:

Academic Year:

- Monday – Thursday: 11:00am – 8:00 p.m.
- Friday: 11:00 a.m. – 6:00 p.m.
- Saturday - Sunday: CLOSED

Summer:

- Mon-Fri, 11am-5pm
- Sat-Sun, CLOSED

Wellness Center hours are reduced (or closed) during University Break periods.

The Contractor maintains regular appointment availability each week during the Fall and Spring semesters. The Contractor is required to have a massage therapist(s) present for scheduled appointments; however, coverage for walk-in appointments is not required.

Contractor is encouraged to provide an introductory discounted rate for new clients, or a discounted rate for JMU students, to help us reach our goal of reducing barriers for students to try new methods to improve their overall health and wellbeing.

James Madison University will provide the following to the awarded Contractor:

- Use of the massage studios and storage space in the University Recreation Center.
- Staffed reception area to assist with the scheduling of massage appointments and greeting clients
- Laundry services for massage sheets and towels.
- All utilities, to include one (1) phone line to be used for credit card payment processing.
- UREC Staff Polos and Nametags.

- An appropriate level of massage equipment needed for massage appointments, including the following: Massage tables, chairs, stone warmers, mini refrigerators, table warmer, towel warmers, and cleaning supplies.
- Health History Questionnaire template to be completed by massage participants.
- Advertising of UREC Massage Services to campus through the UREC website, social media, and digital signage.
- JMU affiliate status for all active massage therapist, this includes an affiliate UREC membership
- JMU Parking passes at no cost for active massage therapists.

Offerors shall provide a detailed response to each of the following:

- A. Describe in detail the firm's proposed massage services. Identify the respective fee structure for each service and proposed commission to the University paid monthly in *Section X. Pricing Schedule*.
- B. Describe in detail the firm's plan to provide a wide variety of weekday appointment times based on UREC Wellness Center's hours of operations listed above.
- C. Describe in detail the firm's current scheduling system and how it could be utilized by the University Recreation Wellness Center reception staff to assist with the scheduling of appointments.
- D. Describe in detail the firm's plan for receiving massage payments from clients. Identify all forms of payment that would be accepted by your firm.
- E. Provide proof of insurance held by the firm.
- F. Describe in detail the firm's qualifications and experience in providing massage services. Provide resumes, to include licensing specifications, of specific personnel to be assigned to perform the work.
- G. Identify any other massage therapy services offered by your firm and list associated costs in *Section X. Pricing Schedule*.

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 one (1) 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’s proposal.
 - e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
 - f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection and return of the proposal.
4. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact-finding and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

B. SPECIFIC PROPOSAL INSTRUCTIONS

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

- 1. Return RFP cover sheet and all addenda acknowledgements, if any, signed and filled out as required.
- 2. Plan and methodology for providing the goods/services as described in Section IV. Statement of Needs of this Request for Proposal.
- 3. A written narrative statement to include, but not be limited to, the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.

4. Offeror Data Sheet, included as *Attachment A* to this RFP.
5. Small Business Subcontracting Plan, included as *Attachment B* to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of Department of Small Business and Supplier Diversity (SBSD)-certified small businesses which include businesses owned by women and minorities, when they have received Department of Small Business and Supplier Diversity (SBSD) small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000 unless no subcontracting opportunities exist.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: www.VASCUPP.org.
7. Proposed Cost. See Section X. Pricing Schedule of this Request for Proposal.

VI. EVALUATION AND AWARD CRITERIA

A. EVALUATION CRITERIA

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

	<u>Points</u>
1. Quality of products/services offered and suitability for intended purposes	20
2. Qualifications and experience of Offeror in providing the goods/services	30
3. Specific plans or methodology to be used to perform the services	25
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Financial Offering	15
	<u>100</u>

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) 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, 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.
- 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.

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; 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. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- R. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- S. WORK SITE DAMAGES: Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Commonwealth's satisfaction at the contractor's expense.
- T. PCI DSS COMPLIANCE: James Madison University requires that the contractor shall at all times maintain compliance with the most current Payment Card Industry Data Security Standards (PCI DSS). The contractor will be required to provide an Attestation of Compliance on an annual basis. Contractor acknowledges responsibility for the security of cardholder data as defined within the PCI DSS. Contractor acknowledges and agrees that cardholder data may only be used for completing the contracted services as described in the full text of this document, or as required by the PCI DSS, or as required by applicable law. In the event of a breach or intrusion or otherwise unauthorized access to cardholder data stored at or for the contractor, contractor shall immediately notify the Assistant Vice President for Finance at: (540) 568-6433, MSC 5719, Harrisonburg, VA 22807 (fax (540) 568-3346) to allow the proper PCI DSS compliant breach notification process to commence. The contractor shall provide appropriate payment card companies, acquiring financial institutions and their respective designees access to the contractor's facilities and all pertinent records to conduct a review of the contractor's compliance with the PCI DSS requirements.

- 1. Payment Processing: James Madison University does not process payments over a secure network and relies solely on Point to Point encryption. All vendors with network connected solutions that process payments or redirect to a payment processor are required to use a validated Point-to-Point (P2Pe) solution for all in person, by phone or mail transactions. Vendors currently not utilizing a validated P2Pe solution are required to integrate with a payment processor and/or encryption

service providing validated P2Pe encryption prior to payment processing at JMU. *(The university currently uses Bluefin Payment Systems in all locations and the solution must be validated)*

Describe your proposed solution's payment processing system. Make sure to address P2Pe encryption and if it integrates with any existing PCI-validated P2Pe systems, like Bluefin.

2. Provide the following if the proposed solution processes card holder data or redirects to a separate payment site:
 - a. Up-to-date, signed documentation that the proposed solution and firm is compliant with all PCI-DSS requirements.
 - b. Documentation of your firm's most recent PCI system scan and the signature page from your Attestation of Compliance (AOC).
 - c. If your firm and/or the proposed solution is not PCI-DSS compliant, explain why your firm/solution falls outside PCI-DSS scope and provide the most recent SOC 1 or SSAE-16 report.

NOTE: Documentation provided may be shared during review with JMU's contracted 3rd party PCI consultant.

U. CONTINUITY OF SERVICES:

1. The Contractor recognizes that the services under this contract are vital to the Agency and must be continued without interruption and that, upon contract expiration, a successor, either the Agency or another contractor, may continue them. The Contractor agrees:
 - a. To exercise its best efforts and cooperation to affect an orderly and efficient transition to a successor;
 - b. To make all Agency owned facilities, equipment, and data available to any successor at an appropriate time prior to the expiration of the contract to facilitate transition to successor; and
 - c. That the Agency Contracting Officer shall have final authority to resolve disputes related to the transition of the contract from the Contractor to its successor.
2. The Contractor shall, upon written notice from the Contract Officer, furnish phase-in/phase-out services for up to ninety (90) days after this contract expires and shall negotiate in good faith a plan with the successor to execute the phase-in/phase-out services. This plan shall be subject to the Contract Officer's approval.
3. The Contractor shall be reimbursed for all reasonable, pre-approved phase-in/phase-out costs (i.e., costs incurred within the agreed period after contract expiration that result from phase-in, phase-out operations) and a fee (profit) not to exceed a pro rata portion of the fee (profit) under this contract. All phase-in/phase-out work fees must be approved by the Contract Officer in writing prior to commencement of said work.

V. CONFIDENTIALITY OF PERSONALLY IDENTIFIABLE INFORMATION: The contractor assures that information and data obtained as to personal facts and circumstances related to faculty, staff, students, and affiliates will be collected and held confidential, during and following the term of this agreement, and will not be divulged without the individual's and the agency's written consent and only in accordance with federal law or the Code of Virginia.

This shall include FTI, which is a term of art and consists of federal tax returns and return information (and information derived from it) that is in contractor/agency possession or control which is covered by the confidentiality protections of the Internal Revenue Code (IRC) and subject to the IRC 6103(p)(4) safeguarding requirements including IRS oversight. FTI is categorized as sensitive but unclassified information and may contain personally identifiable information (PII). Contractors who utilize, access, or store personally identifiable information as part of the performance of a contract are required to safeguard this information and immediately notify the agency of any breach or suspected breach in the security of such information. Contractors shall allow the agency to both participate in the investigation of incidents and exercise control over decisions regarding external reporting. Contractors and their employees working on this project may be required to sign a confidentiality statement.

- W. DATA PRIVACY AND SUBCONTRACTORS: Contractor will use University Data only for the purpose of fulfilling its duties under the Agreement and will not share such data with or disclose it to any third party without the prior written consent of the University, except as required by law. University Data will not be stored outside the United States without prior written consent from the University. Contractor will provide access to University Data only to its employees and subcontractors who need to access the data to fulfill obligations under the Agreement. The Contractor shall be responsible and liable for the acts and omissions of its subcontractors, including but not limited to third-party cloud hosting providers, and shall assure compliance with the requirements of the Agreement.
- X. DATA SECURITY: Contractor will store and process University Data in accordance with commercial best practices, including appropriate administrative, physical, and technical safeguards, to secure such data from unauthorized access, disclosure, alteration, and use. Such measures will be no less protective than those used to secure Contractor's own data of a similar type, and in no event less than reasonable in view of the type and nature of the data involved.
- Y. KEYS: If the Contractor is given keys for this project, it is the Contractor's responsibility to return the keys when the contract is terminated, as well as for the safekeeping of the keys during the contract period. The Contractor shall not loan or duplicate the keys. In the event the Contractor loses the keys, they will be charged for the replacement of the keys and any locks which are rekeyed or replaced.
- Z. STANDARDS OF CONDUCT: The work site will be occupied by students and University Personnel during the times work is performed. Contractor and Contractor's personnel shall exercise a particularly high level of discipline, safety and cooperation at all times while on the job site. The Contractor shall be responsible for controlling employee conduct, for assuring that its employees are not boisterous or rude, and assuring that they are not engaging in any destructive or criminal activity. The Contractor is also responsible for ensuring that its employees do not disturb papers on desks, or open desk drawers, cabinets, or briefcases, or use State phones, and the like, except as authorized.
- AA. HIPAA – CONFIDENTIALITY AND RECORDS: The Contractor assures that information, data and records obtained during the performance of this contract, to include personal facts and circumstances related to patients, shall be considered confidential during and following the terms of this contract and will be stored and maintained in strict compliance with applicable state and federal laws, and, further, shall not be divulged without JMU's written consent and then only in strict accordance with said applicable laws. The Contractor shall hold all information provided by JMU as proprietary and confidential and shall make no unauthorized reproduction or distribution of such material. Upon termination of this contract and/or within thirty (30) days of receipt of final payment for services, all materials, data, and information in the possession of the Contractor, provided to or obtained by the Contractor during the

performance of this contract and to satisfy the requirements of the contract, shall be provided to JMU in hard copy and/or electronic form. Except where law allows, the Contractor shall not retain hard copies of the material, data, and information and all electronically stored material, data, and information shall be expunged from equipment and systems retained by the Contractor.

- BB. **OPTIONAL PREPROPOSAL CONFERENCE:** An optional preproposal conference will be held at **10:30 a.m. on Tuesday, June 6, 2023** at the **University Recreation Center (inside the main entrance)**, located at **701 Driver Drive, Harrisonburg, VA 22807**. The purpose of this conference is to allow potential bidders/offerors an opportunity to present questions and obtain clarification relative to any facet of this solicitation as well as tour the facility.

While attendance at this conference will not be a prerequisite to submitting a proposal, offerors who intend to submit a bid/proposal are encouraged to attend. Bring a copy of the solicitation with you. Any changes resulting from this conference will be issued in a written addendum to the solicitation.

IF YOU ARE AN INDIVIDUAL WITH A DISABILITY WITH NEED OF REASONABLE ACCOMMODATIONS TO PARTICIPATE IN THIS ACTIVITY, PLEASE NOTIFY **KRISTA MCDANIEL AT 540-568-7523 NO LATER THAN THURSDAY, JUNE 1, 2023**. INDIVIDUALS WITH HEARING/SPEECH DISABILITY ARE ENCOURAGED TO USE THE VIRGINIA RELAY SERVICE. TDD USERS – 800-828-1120

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 and shall complete the pricing table below.

The Offeror shall also provide a proposed payment structure for commission to the University. All commissions shall be paid to the University on a monthly basis.

Service Provided:	Cost of Service:
Relaxation Massage – 30 min.	\$
Relaxation Massage – 45 min.	\$
Relaxation Massage – 60 min.	\$
Relaxation Massage – 90 min.	\$
Couples Relaxation Massage – 60 min.	\$
Couples Relaxation Massage – 90 min.	\$
Sports Massage – 60 min.	\$

Sports Massage – 90 min.	\$
Trigger Point Therapy – 90 min.	\$
Lymphatic Drainage – 100 min.	\$
Joint Mobilization – 60 min.	\$
Salt Glow – 70 min.	\$
Additional Services Offered	\$
Additional Fees	\$

Specify any associated charge card processing fees, if applicable, to be billed to the university.

XI. ATTACHMENTS

Attachment A: Offeror Data Sheet

Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan

Attachment C: Standard Contract Sample

Attachment D: Zone Map

ATTACHMENT A

OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

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

Years _____ Months _____

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

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

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

[] YES [] NO

IF YES, EXPLAIN: _____

ATTACHMENT B

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

Offeror Name: _____ **Preparer Name:** _____

Date: _____

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

If yes, certification number: _____ Certification date: _____

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

If yes, certification number: _____ Certification date: _____

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

If yes, certification number: _____ Certification date: _____

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

If yes, certification number: _____ Certification date: _____

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

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

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

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

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

All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWaM program. Certification applications are available through SBSD 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

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



June 20, 2023

ADDENDUM NO.: One

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# KLM-1181**
Dated: **May 25, 2023**
Commodity: **Massage Therapy Services for UREC**
RFP Closing On: **June 27, 2023 at 2:00 p.m.**

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

1. How many massage therapists have staffed this wellness center per contract?
 - a. **There is no designated number minimum or maximum required per the contract. The contractor would have the ability to determine the number of massage therapists required to have adequate appointment availability. Ideally there will be appointments available with both male and female massage therapists.**
2. When is the start date for a contract?
 - a. **The anticipated start date for this contract is August 15, 2023.**
3. How long is the approval process to approve staff hired under this contract?
 - a. **We can typically set up a meeting within 48 hours (often, sooner) to provide a short introductory meeting and orientation with any new massage therapists to be placed at UREC. There is about a 7-day window following that meeting for the new massage therapist to be entered into the JMU system and to receive their affiliate status and parking pass. Any immediate concerns would be communicated to the contractor directly following the orientation meeting, before affiliate status at the university is processed. It is highly uncommon for there to be concerns at this point in the process that would lead to non-approval. If any concerns arise throughout the massage therapist's tenure at UREC, this would be dealt with promptly and professionally between the managing contractor and UREC's contract administrator.**
4. How does the University make a profit with the wellness center?
 - a. **The goal of this contract is to be able to offer the JMU Community access to massage therapy services through the University Recreation Center. In the current**

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

contract, there is a small revenue share between JMU and the contract vendor to cover the fees for goods and services provide to the contractor by the University.

5. Are therapists allowed to receive tips?

a. Yes.

6. Are you accepting SWAM contractors?

a. James Madison University would encourage SWaM certified vendors to submit a proposal should they be able to meet the requirements of the solicitation.

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

Sincerely,

Krista McDaniel
Procurement Buyer Senior
Phone: (540-568-7523)



June 27, 2023

ADDENDUM NO.: Two

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# KLM-1181**
Dated: **May 25, 2023**
Commodity: Massage Therapy Services for UREC
RFP Closing On: ~~**June 27, 2023 at 2:00 p.m.**~~
July 5, 2023 @ 2:00 p.m.

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

James Madison University has chosen to extend this solicitation closing date. The Request for Proposal will now close on Wednesday, July 5, 2023 at 2:00 p.m.

Signify receipt of this addendum by initialing "*Addendum #2*_____" on the signature page of your proposal.

Sincerely,

A handwritten signature in black ink that reads "Krista McDaniel".

Krista McDaniel
Procurement Buyer Senior
Phone: (540-568-7523)

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