



**COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT**

Contract No. UCPJMU6968

This contract entered into this 31st day of January 2025, by Haberdasher Corporate Apparel 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 April 1, 2025 through March 31, 2027 with four (4) two-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal RFP SLD-1200 dated February 21, 2024
 - (a) The Statement of Needs,
 - (b) The General Terms and Conditions,
 - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
 - (d) Addendum No. One dated, March 13, 2024
 - (e) Addendum No. Two dated, March 21, 2024
 - (f) Addendum No. Three dated, March 26, 2024
- (3) The Contractor's Proposal dated April 3, 2024 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations Summary, dated December 5, 2024
 - (b) Publicly Accessible Contract (PAC) Agreement, effective April 1, 2025

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

CONTRACTOR:
By: Helen Ilnicky
(Signature)
Helen Ilnicky
(Printed Name)
Title: co-owner

PURCHASING AGENCY:
By: Shanna Devers
(Signature)
Shanna Devers
(Printed Name)
Title: Lead Commodity Contract Officer

**RFP # SLD- 1200 Promotional Items and Imprinting Services
Haberdasher Corporate Apparel
December 5, 2024**

1. Parties agree that items within this Negotiation Summary modify RFP# SLD-1200 and the Contractor's response to RFP# SLD-1200 and that this Negotiation Summary takes precedence in conflict.
2. Contractor will bill the Purchasing Agency for royalty fees incurred on any royalty bearing orders for Promotional Items and Imprinting Services. Any internal campus orders made by James Madison University (JMU) department end-users containing any JMU marks or logos will incur a 12% royalty fee. Exemptions to the fee will be for Facilities Uniforms as well as purchases that do not carry JMU marks or logos. Royalty fees may vary by institution or purchasing agency.
3. Contractor's **Promotional Items** pricing schedule is as follows:
 - a. All orders shall qualify for next column pricing at minimum.
 - b. Electronic Proofs- no additional cost
 - c. Contractor shall pass on exact freight charges to the University.
 - d. Contractor shall waive all restocking and shipping charges for returns/exchanges in the case of incorrect orders or orders with defects.
 - e. Contractor shall waive associated costs for the replacement of defective, broken, or damaged items.
 - f. Contractor shall not bill the Purchasing Agency charge card processing fees.
 - g. Contractor shall not bill the Purchasing Agency late payment fees.
 - h. Prior to production and if requested, Contractor shall provide pre-production sample(s) *(with logo)* when able, and cost will be deducted from final project cost.
 - i. Set-up fees- waived for orders of \$1,000 or more on initial order, orders below \$1,000 will be billed at cost.
 - j. Set-up fees for re-orders- waived for 1st color/1st location (exact design) within 12 months. Contractor shall only bill the Purchasing Agency re-set up costs if Contractor is billed.
4. Contractor's **Imprinting Services** pricing schedule is as follows:

- a. Embroidery Pricing: *(Embroidery only, apparel/item not included)*

Number of Stitches	7 or under	8-14 pieces	15-29 pieces	30-74 pieces	75-149 pieces	150-299 pieces	300-599 pieces	600-999 pieces	1000-4000 pieces
Up to 4000	\$6.00	\$5.00	\$4.00	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 5000	\$6.00	\$5.00	\$4.00	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 6000	\$6.00	\$5.00	\$4.00	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 7000	\$6.25	\$5.25	\$4.25	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR

RFP # SLD- 1200 Promotional Items and Imprinting Services
Haberdasher Corporate Apparel
December 5, 2024

Up to 8000	\$6.50	\$5.50	\$4.50	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 9000	\$6.75	\$5.75	\$4.75	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 10000	\$7.00	\$6.00	\$5.00	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Each Addtl. 1000 stitches	\$2.25	\$2.25	\$2.25	\$2.25	\$2.25	\$2.25	\$1.15	\$1.15	QUR

***Tone-on-tone orders are QUR (quoted on request) based on the number of colors in the array of garments.**

- b. Digitizing fees- no additional cost for orders
- c. Tape Edits- no additional cost for orders
- d. Personalization- \$15 for the first line and \$5 for each additional line
- e. Thread changes- no additional cost
- f. Screen Printing Services Pricing: *(Screen Printing only, apparel/item not included)*

Quantity	24	48+	72+	144+	288+	500+	1,000+	2,500+	5,000+	10,000+
One Color	\$2.75	\$2.25	\$1.75	\$1.35	\$1.15	\$1.00	\$0.80	\$0.65	\$0.60	Call for Quote
Two Colors	\$3.50	\$2.80	\$2.25	\$1.90	\$1.55	\$1.30	\$1.00	\$0.85	\$0.70	Call for Quote
Three Colors	\$4.50	\$3.45	\$2.70	\$2.40	\$1.90	\$1.55	\$1.20	\$1.00	\$0.85	Call for Quote
Four Colors	\$5.60	\$4.65	\$3.15	\$2.95	\$2.25	\$1.75	\$1.40	\$1.15	\$1.00	Call for Quote
Five Colors	\$6.65	\$5.95	\$3.80	\$3.25	\$2.60	\$2.10	\$1.65	\$1.35	\$1.30	Call for Quote
Six Colors	N/A	\$6.80	\$4.45	\$3.65	\$2.95	\$2.35	\$1.85	\$1.50	\$1.40	Call for Quote
Seven Colors	N/A	N/A	N/A	\$4.10	\$3.30	\$2.60	\$2.05	\$1.55	\$1.50	Call for Quote
Eight Colors	N/A	N/A	N/A	\$4.45	\$3.65	\$2.90	\$2.25	\$1.65	\$1.65	Call for Quote
Screens Per Color (14X16 Standard)	\$25.00									NO CHARGE
Flash Curing on Dark Garments	\$0.50			\$0.40			\$0.20			\$0.15
White Underlay Dark Garments	\$0.55			\$0.45			\$0.25			\$0.20
Reorder Set-up Fee per	\$10.00			NO CHARGE						

RFP # SLD- 1200 Promotional Items and Imprinting Services
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December 5, 2024

Color		
Print on T-shirt Pockets or Pant Legs		\$0.30

- g. If requested, Contractor shall provide sample items, materials, and color swatches at no additional cost.
- h. Contractor shall pass on exact freight charges to the University.
- i. Contractor shall waive rush delivery charges for Embroidery orders.
- j. Contractor shall waive associated costs for returns of defective items or items with quality control related issues.
- k. Set-up fees for Embroidery- no additional cost
- l. Set-up fees for Screen Printing- included in per piece cost as quoted
- m. Art Services- quoted on request
- n. Contractor shall not bill the Purchasing Agency charge card processing fees.
- o. Contractor shall not bill the Purchasing Agency late payment fees.
- p. Prior to production and if requested, Contractor shall provide pre-production sample(s) (*with logo*) of **embroidered items** when applicable.
- q. Prior to production and if requested, Contractor shall provide pre-production sample(s) (*with logo*) of **screen-printed items** for a fee to be quoted on request. Contractor may waive costs for large orders when applicable.

5. GENERAL

- a. Contractor shall maintain a CLC license for James Madison University for the duration of the contract. Any associated costs shall be the sole responsibility of the contractor.
- b. All deliveries made to the Purchasing Agency shall be FOB destination.
- c. Payment shall be made to the Contractor in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment.
- d. The contractor has disclosed all potential fees. Additional charges shall be reviewed and approved by Procurement Services prior to purchase.
- e. Contractor shall provide detailed invoicing that clearly demonstrates contract pricing and/or discounts.
- f. The following language shall be added to the contract:

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 may be required to provide an Attestation of Compliance on an annual basis. Contractor acknowledges responsibility for the security of cardholder data as defined within

RFP # SLD- 1200 Promotional Items and Imprinting Services
Haberdasher Corporate Apparel
December 5, 2024

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.

In the event of a breach or intrusion the contractor acknowledges any/all costs related to breach or intrusion or unauthorized access to cardholder data entrusted to the contractor deemed to be the fault of the contractor shall be the liability of the contractor. Vendor agrees to assume responsibility for informing all such individuals in accordance with applicable law and to indemnify and hold harmless the Commonwealth of Virginia, James Madison University and its officers and employees from and against any claims, damages or other harm related to such breach.

- g. Contractor agrees that James Madison University intends to exclusively utilize electronic catalogs for product sourcing and will not utilize any webstores or customized e-commerce platforms if offered by your firm, with the exception of eVA punchout catalogs. These options may be utilized by other universities, agencies, and localities.
- h. Contractor agrees that all exceptions taken within their initial response to RFP# SLD-1200 that are not specifically addressed within this negotiation summary are null and void.

**AGREEMENT
PUBLICLY ACCESSIBLE CONTRACT (PAC)**

This Agreement, effective the 1st day of April 2025, is by and between James Madison University (the “University”), on behalf of the Virginia Higher Education Procurement Consortium (the “Consortium”) (collectively the "University"), and Haberdasher Corporate Apparel, (“Vendor”).

TERM

The end date coincides with the Primary Agreement’s end date.

WITNESS

WHEREAS, the University and Vendor have executed an agreement, UCPJMU6968, dated January 31, 2025 (the “Primary Agreement”), and included in the Primary Agreement is a third party access / cooperative clause. Now therefore, the University and Vendor wish to express in this Agreement the specific terms that will allow third party access to the Primary Agreement.

Accordingly, and in consideration of the mutual premises and provisions hereof, the parties hereby agree as follows:

I. Vendor will:

- A. Pay the University 1% of all sales to accessing entities outside of the Consortium membership associated with the Primary Agreement (as the “PAC Annual Fee”). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described below in Section II.
- B. Fully support this marketing relationship by promoting the availability of the Primary Agreement to non-Consortium entities;
- C. Provide quarterly sales reports detailing the amount of sales to each non-Consortium accessing entity; and

II. The University/Consortium will:

- A. Promote the Primary Agreement on its website and through other channels (e.g., conferences) to non-Consortium members
- B. Maintain an approved version of Vendor’s logo on the Consortium website

III. Payment:

- A. Payment of PAC Annual Fee will arrive at the University no later than August 31 of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

In the event of early termination of the Primary Agreement, this residual payment will arrive at the University no later than 45 calendar days from termination date of the Primary Agreement.

- B. Payment of PAC Annual Fee will take the form of a check. Checks will be made payable to the University of Virginia and sent to:

Constance Alexander, Office Manager
Procurement and Supplier Diversity Services
University of Virginia, Carruthers Hall
c/o VHEPC
PO Box 400202
1001 N. Emmet Street
Charlottesville, VA 22904

IV. Notices:

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt; or (4) if sent by electronic mail, when received (as verified by the email date and time) if delivered no later than 4:00 p.m. (receiver's time) on a business day or on the next business day if delivered (as verified by sender's machine) after 4:00 p.m. (receiver's time) on a business day or on a non-business day. All such notices will be addressed to a party at such party's address or facsimile number as shown below.

If to the University:

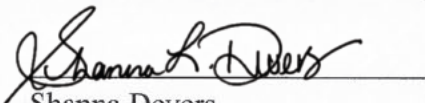
Procurement Services
c/o Director of Procurement
James Madison University
752 Ott Street, MSC 5720
Harrisonburg, VA 22807

If to Vendor:

Helen Ilnecky
Haberdasher Corporate Apparel
2099 Dabney Road
Richmond, VA 23230
Email: helen@haberdashercorporateapparel.com
Fax: 804-658-3458

ACCEPTANCE

For James Madison University



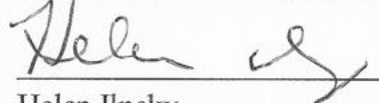
Shanna Devers
Buyer Senior

2/20/2025

Date

Agreement #: UCPJMU6968-PAC

For Haberdasher Corporate Apparel



Helen Ilnecky
Co-Owner

2/9/25

Date



ORIGINAL

Request for Proposal

RFP# SLD-1200

Promotional Items and Imprinting Services

February 21, 2024

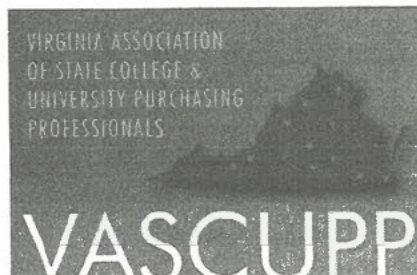


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REQUEST FOR PROPOSAL
RFP# SLD-1200

Issue Date: February 20, 2024
Title: Promotional Items and Imprinting Services
Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

Period of Contract: From Date of Award Through Two Years with Four (4) Additional Two (2) Year Renewal Options.

Sealed Proposals Will Be Received Until 2:00 PM on March 27, 2024 for Furnishing The Services Described Herein.

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

All Inquiries For Information And Clarification Should Be Directed To: Shanna Devers, Buyer Senior, Procurement Services, deverssl@jmu.edu; 540-568-3131; (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:

Haberdasher Corporate Apparel
2099 Dabney Road
Richmond, VA 23230

By:

Helen Ilnicky
(Signature in Ink)

Name:

Helen Ilnicky
(Please Print)

Date:

4-3-24

Title:

Co-Owner

Web Address:

haberdashercorporateapparel.com

Phone:

804-955-9470

Email:

helen@haberdashercorporateapparel.com

Fax #:

804-658-3458

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 HWT #2 HWT #3 HWT #4 HWT #5 HWT (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

☒ YES; ☐ NO; IF YES \Rightarrow ☒ 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.



Sharon Devers
Buyer Senior, Procurement Services
James Madison University
752 Ott Street, Wine Price Bldg.
Harrisonburg, VA 22807

April 4th, 2024

Dear Ms. Devers,

Thank you for including Haberdasher Corporate Apparel in your search for a new partner(s) for promotional products for James Madison University. And thank you and your colleagues for taking the time to review our proposal. It was a team effort preparing our responses at Haberdasher which is only fitting because we are a small company and everyone of us will play a role in growing and managing our business at JMU.

We submitted a bid for this very project in July of 2012. We were unsuccessful that time. While we were disappointed, we understood we were not a good choice for that project at that stage of our development as a company.

That was about six months before our business really took off in early 2013 when we entered a contract with the University of Virginia. That was the beginning of a tremendous growth spurt which continues today. In addition to growing our revenue 400% from that point, we have added people, doubled our warehouse and office space, invested in embroidery equipment and brought our production under our own roof.

More importantly we have grown our presence in the state university space. In fact, in 2023 we had about \$650K of sales with VASCUPP universities. Not only have we grown, but we have gained valuable industry experience. Our roots are in the uniform business, and in 2012 our promotional products experience was lacking. Fast forward 12 years and now we can decorate goods for JMU departments in our own shop and we have a big footprint in the promotional products space where we have built good relationships with key suppliers that enable us to be very competitive.

We hope you and your team will agree that in 2024, Haberdasher Corporate Apparel is the right company for the contract award.

Sincerely,

D. Scott Ilnicky
Owner

Helen M. Ilnicky
Owner

WHY HABERDASHER?

That might seem like a good question, at first glance. Afterall, Haberdasher is first and foremost a uniform company. So why choose them for a university-wide contract for promotional products and apparel?

Because over the 15 years we have been in business, we have learned a lot about promotional products. And because we have built so many great relationships with our customers in the uniform space, they have approached us to provide their promotional products as well. We were happy to expand into that area.

In fact, we have found promotional product orders to be easier than uniform orders in many ways, and it has been a key initiative of ours for several years to continue to grow that segment of our business. Unlike our uniform orders which require a lot of manpower and flow through our warehouse, promotional products orders typically drop ship directly to our customers. And, therefore, are a welcome change of pace from our core business, which revolves around manhandling boxes in the warehouse, checking in and sorting goods for decoration, and preparing and boxing orders for shipment or delivery. There are a lot of daily touches of garments in the uniform business!

We have also discovered a level playing field in promo products. All distributors use the same tools and the same group of supplier partners. We can do anything they can do. We may not be the best choice for a national fulfillment program, but we are exactly the right choice for JMU, as we are a company that is interested in getting out and finding opportunities and bringing solutions and energy to this opportunity.

And being a uniform company brings a big advantage for the embroidery and screen-printed orders of promotional apparel. Most promo companies don't purchase nearly as much apparel as we do. And most promo companies don't know the ins and outs of apparel like we do,

In addition to our apparel expertise, we decorate in-house. Which offers a huge advantage when it comes to pricing, quality control and, most importantly, turn-around time. Most promo distributors don't have in-house equipment and are forced to contract out all their apparel decoration needs.

Most importantly, we have a service mentality. We service our customers. We have the infrastructure in place to add value to our apparel orders. Many promo companies are basically salesforces that never see or touch an order. But we are used to this, and when an account needs a service component, we are set up to provide it.

At the end of the day, what truly distinguishes Haberdasher is our team. We are a team of industry experts with well over 100 years of combined industry experience. Please take a moment to meet the team and read a little bit about the folks that make Haberdasher special.

[Meet the Team | Haberdasher Corporate Apparel](#)

Haberdasher has built a great reputation with universities around the state. It's time for the folks at JMU to get to know us. We have all the tools, the supply chain, and the systems that make us look like a company much bigger than we really are. But take comfort in knowing that if you partner with Haberdasher, you can reach the owners whenever you need to – even if they are on vacation!

HABERDASHER VITAL INFORMATION SHEET

- Company Name – Haberdasher Corporate Apparel, LLC
- Business Type – Limited Liability Company
- Owners – Helen and Scott Ilnicky
- Founded – June 24th, 2009
- Headquartered – Richmond, VA
- Billing Address – PO Box 14857, Richmond, VA 23221
- Physical / Ship to Address – 2099 Dabney Road, Richmond, VA 23230
- # of Employees – 8
- SWaM Certification # - 682708
- Federal Tax ID # - [REDACTED]
- Dunn and Bradstreet # [REDACTED]
- ASI (ad-specialty) # - 526314
- CLC ID # - 101764
- VASCUPP Contract # - UVA-AGR-1804
- Production Capabilities – In-house embroidery / 4 machines / 18 heads

HABERDASHER RFP RESPONSES

A. Promotional Items

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

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

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

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

Haberdasher is a full-line apparel and promotional products distributor. We work with over 40 apparel manufacturers and hundreds of promotional products suppliers, which enables Haberdasher to provide thousands of products in hundreds of categories to our clients.

While we encourage our clients to shop and browse our catalogues, we realize the magnitude of our offerings can be overwhelming. Haberdasher is, at its core, a service company. Our goal is to do the legwork for our clients by taking a consultative approach to the process. We ask our customers questions. We listen to their responses and once we understand their needs and objectives, we make suggestions. This way our customers are taking advantage of our expertise.

If turn-around time is critical – we find the options with the shortest production times, rush service availability, and nearest ship from locations. If it is a small project, we find the best solutions with the lowest minimums and less than minimum options. If budget is the key consideration, we look for the lowest priced options.

*Typically, we provide a PDF that outlines some potential options for their current project. Please see **Attachment 1** for an example of one of the PDFs we prepared for a client’s project.*

Here are the links we also provide for our clients that enable them to shop on their own.

Promotional Products - [Home - Haberdasher Corporate Apparel LLC \(logomall.com\)](https://www.logomall.com)

Apparel Suppliers – here is a link to the Products page of Haberdasher’s website where our clients can find links to @ 40 of our manufacturer partners’ catalogues – [Products | Haberdasher Corporate Apparel](#)

Here is a link to an online catalogue of one of our core apparel / hard goods (promo products) partners –

[HABERDASHER CORPORATE APPAREL LLC \(4brandedimprint.com\)](http://HABERDASHER CORPORATE APPAREL LLC (4brandedimprint.com))

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

Haberdasher can build online tools as necessary. We can customize several of our core apparel partners' catalogues for JMU. These sites can include entire catalogues or a subset of the catalogue – specific style #s or categories. Here are links to two sites we have used for other clients. Orders can be placed on these sites.

Full catalogue w/ pricing - companycasuals.com/VCUPharmacy/start.jsp

Partial catalogue – w/out pricing - [SIMA \(companycasuals.com\)](http://SIMA (companycasuals.com))

Partial catalogue w/ pricing - companycasuals.com/BayTransitEmployees/start.jsp

We can do the same type of thing with the promotional products shopping site. We can make the whole site available or customize the array of suppliers or categories.

Here is a JMU full-site - [Home - JMU - Haberdasher Corporate Apparel \(espwebsite.com\)](http://Home - JMU - Haberdasher Corporate Apparel (espwebsite.com))

*Finally, Haberdasher has been a partner to the University of Virginia since 2013. We provide the uniforms and apparel that approximately 1000 Facilities Management employees wear to work every day. In 2023 we launched a Punch-Out catalogue that integrates with their JAGGAER and Workday platforms. Please see **Attachment 2** for more information.*

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

*Electronic proofs are a standard practice for all projects at Haberdasher. Whether it is a stitch-out for an embroidery job or a mock-up for a screen-print order or promotional products order, we require proof approval for all projects. There is no charge for this important step in the process. Please see **Attachment 3** for an example of proofs / mock-ups for all 3 project types.*

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

Haberdasher recognizes the key to our success in growing our business with JMU will require feet on the ground. While being one of the fortunate companies to be part of the contract award will open doors and give Haberdasher a “license to sell”, we plan to leverage our contract award by dedicating a representative to the JMU account. Initially, we may promote a current staff member in the sales department, but we are open to adding a new team member in the Harrisonburg area – potentially a recent JMU graduate.

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

Haberdasher is a small company, and everyone wears a variety of hats. There is no doubt that everyone will play a role in the JMU partnership. Below is a list of the key people and their roles.

Scott Ilnick – Chief Haberdasher / co-owner – Sales and primary contact for the RFP process

- Cell – [REDACTED]
- Email – scott@haberdashercorporateapparel.com

Helen Ilnick – CFO / co-owner – with regards to JMU – will be involved in all invoicing and accounts receivable

- Cell – 804.955.9470
- Email – helen@haberdashercorporateapparel.com

Galen Plunkett – GM / Director of Operations – all post sales activities

- Cell – [REDACTED]
- Email – galen@haberdashercorporateapparel.com

Christie Owens – Embroidery Manager – all embroidery issues + art for screen-printing

- Phone – 804.355.7656
- Email – christie@haberdashercorporateapparel.com

Yvonne Perry – Administrative Assistant – will handle customer service and billing issues

- Phone – 804.355.7656
- Email – admin@haberdashercorporateapparel.com

Lucy Coulson – Sales Assistant – will work on coordinating sales efforts at JMU

- Cell – [REDACTED]
- Email – lucy@haberdashercorporateapparel.com

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

Haberdasher has a VASCUPP contract with the University of Virginia. We have been providing uniforms to the FM staff since 2013 and that has required ongoing collaboration. We are on track to process over 1000 purchase orders this year – which is 4 or 5 per business day. The program has 82 styles and close to 4000 skus – so we are adept at coordinating and managing a large relationship with a state university. We also work with VCU, ODU, Longwood, and Randolph Macon.

In addition to our core business at VCU Health we have worked with the marketing team for over a decade on various promotion product projects ranging from t-shirts and other apparel to a variety of hard goods.

7. Indicate if your firm is currently licensed through The Collegiate Licensing Company (CLC) for James Madison University. Provide copy of certificate or proof of license. **Firm shall be licensed prior to an award of a contract.** Licensing information can be found at: <https://clc.com/get-licensed/>

Haberdasher is not currently licensed with JMU. We are licensed with the University of Virginia, Virginia Commonwealth University, and Old Dominion University. We, of course, will immediately put in a request in the CLC dashboard as soon as we are awarded this contract.

8. Awarded contractors may be required to adhere to the trademark and licensing requirements of other institutions, agencies, localities, etc. utilizing the resulting contracts that have licensing requirements other than CLC. Provide a response to your ability to meet these requirements.

Haberdasher is happy to comply. We are currently licensed with the Fair Labor Association (FLA) which is a requirement at UVA. We have been licensed with Fermata in the past as well.

9. Describe plan for providing pre-production samples (when requested by department) of promotional items with logo. Provide quantity limit and associated costs for samples in Section X. Pricing Schedule, A. 8.

Pre-production sample requests are not the norm and will be evaluated on a case-by-case basis.

10. Provide details of minimum order requirements, if applicable.

Promotional product minimums vary from product to product and supplier to supplier. We are bound to the suppliers' minimums, but we can request "less than minimum" considerations. As a rule, the lower dollar items – like pens have higher minimums than more expensive items that may even be available as a single unit.

11. Describe delivery options, policies, turnaround time, including standard orders, rush orders, and manufacturer orders for delivery. All orders shall be FOB destination. Provide delivery costs in Section X. Pricing Schedule, A. 3.

Haberdasher will not waive shipping for promotional product orders. We are open to free freight for apparel orders we are decorating in our shop or with a screen-print partner in Richmond.

Promotional products will drop ship directly from the supplier's warehouse. Turn-around times, policies, and rush orders vary from supplier to supplier and product to product. Haberdasher has been doing this for 15 years and we have a variety of suppliers that we consider our go-to that we can depend on and we have had good experiences working with on many projects. Several of our core suppliers have rush and even 24-hour service options.

Turn-around time for apparel orders is typically two weeks. We embroider in-house which gives is greater flexibility. We are a one- or two-day ship from our core apparel suppliers – so with embroidery – we can make the impossible happen – if necessary.

12. Describe process for packaging orders.

Our promotional product supplier partners ship product every day and we rely on their expertise to ship efficiently and safely. Many fragile items require special packaging options.

For apparel we can customize and bag / box by department, bag and tag by wearer or really do anything the department might need with regards to packaging.

All items will be shipped with the PO # on the outside of the package.

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

Decorated items are not eligible for return – apparel or promotional. Any incorrect orders or items with QC issues are eligible for return or exchange – at no cost and with no questions asked. If we've made a mistake – style, size, color, logo – it's our problem! Our core business is uniforms and we sell a lot of pants. Pants would be eligible for a size exchange. We provide a return authorization (RA) and the client is responsible for shipping the goods back to the address provided. We typically issue credit once goods are received – less a 10% restock fee, as we incur this fee from our vendors.

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

We just need the customer to report the issue and we will take care of all the rest – credits / reorder – whatever is necessary. We often will request information - # of pieces and maybe even pictures that we can share with the supplier partner.

15. Describe quality control process(s).

We rely on the QC efforts of our partners. Haberdasher uses the standard industry supply chain, and the suppliers are rated and proven. In the event we have an order that will require offshore production due to the quantity needed or the price-point objective – we will evaluate the QC controls for those projects on a case by case basis.

Apparel orders that flow through our warehouse and production have several extra QC layers. Our partners do their QC before they ship to us – but then we get several opportunities to do additional QC – at check in/ receiving / during production, and post-production / shipping. We catch stuff all the time and fix it before it ever gets to the customer, but if we miss it – we will make it right.

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

Please see **Attachment 4.**

17. Describe payment options available.

We accept checks. We accept ACH payments – some of the electronic payment platforms used by current customers include Paymode, Paymerang, and Workday.

Haberdasher also accepts credit cards and we do not charge a fee. However, we request that all credit card payments are made when the order is delivered. We prefer to get the credit card on the front-end of the sale with the understanding that we will run it at delivery. Any credit card payments made after 30 days will incur a 3% fee.

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

Please see Attachment 5. And refer to question 17 for preferred payment methods.

19. Specify if offeror accepts charge card payments. Provide associated processing fees, if applicable in Section X. Pricing Schedule, A. 6.

Haberdasher does accept credit cards and we do not charge a fee. However, we request that all credit card payments are made when the order is delivered. We prefer to get the credit card on the front-end of the sale with the understanding that we will run it at delivery. Any credit card payments made after 30 days will incur a 3% fee.

20. Provide any incentive rebate options or packages.

None currently. We are willing to explore if we are one of the companies awarded the contract.

21. Identify any other goods or services being offered including set-up fees. Provide associated costs in Section X. Pricing Schedule, A. 7.

Please see pricing section.

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

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

1. Describe all Imprinting Services (i.e. Embroidery, Screen Printing, Embossing, Etching, etc.).

Haberdasher does all flat embroidery in-house. We use 4 different local SWaM partners for our contract screen-printing work. We use them at our discretion based on workflow, order sizes, and special needs of the job.

Specialty decorating of garments has become fashionable. In the embroidery realm – leather patches, sequins, puff embroidery, laser etching – we do have supplier partners

that offer services and techniques like that if required. These are not standard items and would require a quote.

Our screen-printing partners can use water-based inks, glow in the dark inks, and reflective inks if required. These are not standard options and would require a quote.

2. Provide details of minimum order requirements, if applicable.

Haberdasher does not have a minimum order requirement for embroidered items that are done in our production facility. We embroider most of our orders in-house but there are some occasions where we need to use the embroidery resources of a manufacturer partner – primarily for specialty embroidery on headwear. There would be minimums on these orders.

Haberdasher typically requires 48 pieces for a first-time screen-print order and 24 pieces for any subsequent orders.

3. Provide pricing for embroidery services in Section X. Pricing Schedule, B. 1.

Please see pricing section.

4. Provide a complete embroidery pricing guide in Section X. Pricing Schedule, B. 2.

Please see pricing section.

5. Provide pricing for screen-printing services in Section X. Pricing Schedule, B. 3.

Please see pricing section.

6. Provide a sample of a design for both screen printing and embroidery. Each sample shall be properly tagged or labeled with the name of the offeror. Samples shall be provided at no cost to James Madison University. Samples will not be returned.

Haberdasher is sending an embroidered sample of a dress shirt with the Friends House logo and a t-shirt with the UVA FM 2-color front left chest and rear screen-printed for your review. We packaged these in an embroidered bag we ran for Scholastic Books. In 2020 we embroidered 5600 bags for their Dog Man Trio promotion. This design had over 30K stitches and took close to 90 minutes to run. We took this on as an extra project and we embroidered bags evenings and weekends for 6 months. It is a great example of embroidery as an art form.

7. Describe the process for designing and creating artwork and turnaround time. Provide costs per hour for designing and creating artwork in Section X. Pricing Schedule, B. 4.

Haberdasher does not have a creative / design / art department. Our embroidery manager is skilled in some of the design tools to do edits and mock-ups, but we don't create art. Typically, our clients come to us with art that meets the requirements of the job. Our digitizer (we outsource the digitizing) can do some artwork – but we usually only use them to take art and turn it into Vector art. Cost would be on a case-by-case basis.

8. Describe the process for designing print screen and embroidery artwork and turnaround time. Provide costs per hour for designing and artwork in *Section X. Pricing Schedule, B. 5.*

Please see answer above. We are not a design firm. We expect our customers to come to us with art.

9. Provide the lead time for embroidered products from time of order placement until delivery.

We embroider in-house and have complete control over the process. We target two weeks. The first run of a new design takes longer because of the digitization and sew-out approval process. For emergencies or special deadlines, we can turn orders in a couple of days.

10. Describe the software compatibility your firm requires when clients send art files for imprinting marketing materials or apparel. (Example: Adobe Creative Cloud)

Art for promotional product and screen-print orders needs to be Vector (file extensions – ai or eps). We would like a PDF to accompany the Vector files. For embroidery we can work with just about anything to get it digitized.

11. Describe timeframe for providing adequate sample items, materials, or color swatches. (i.e. number of days for review at no charge to the University) Provide associated costs in *Section X. Pricing Schedule, B. 6.*

Free samples can be expected in a couple of days. For the first sample, shipping is also free. Subsequent samples will be billed shipping cost. We will ship from our facility or drop ship them from our supplier and Harrisonburg will typically be a couple of days shipping.

12. Describe the process for digitizing artwork for logos that will be embroidered. Allow for a minimum of 6,800 stitches for 3 – 4” full filled-in logos.

We can get artwork digitized on the same day and can have a sew-out for review within 24 hours. We typically wait until we have an order before we digitize logos.

13. Describe the process for vector artwork for logos that will be screen printed.

If we have to send art out to make it Vector (there is a charge associated) it takes about 24 hours to get the art file and create a mock-up. We need to have an order in-hand to start the artwork process.

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

No charge for special embroidery rush orders. Screen-print rush jobs will be quoted and can fluctuate based on the season and how busy our screen-print partners are. We typically bill freight and we send packages standard Ground with UPS, but we always check the USPS rates first. If our clients need expedited shipping and are willing to pay for it, we are happy to do it. Shipping and freight is not nearly as reliable as it used to be

– so we are reluctant to guarantee any deliveries or shipments. We gladly can guarantee when we will ship something.

15. Describe return policy. Provide associated costs in *Section X. Pricing Schedule, B. 8.*

No returns for convenience on decorated goods. If we sent wrong size, wrong color, or wrong decoration, or there is a QC issue, we will replace / credit – no questions asked.

16. Provide sample quote showing list price, contract price and/or percentage off published list price.

Please see Attachment 4.

17. Provide sample invoice and preferred method of payment.

Please see Attachment 5. And please see question 19 for payment methods.

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

Please see Attachment 4.

19. Describe payment options available.

We accept checks. We accept ACH payments – some of the electronic payment platforms used by current customers include Paymode, Paymerang, and Workday.

Haberdasher also accepts credit cards and we do not charge a fee. However, we request that all credit card payments are made when the order is delivered. We prefer to get the credit card on the front-end of the sale with the understanding that we will run it at delivery. Any credit card payments made after 30 days will incur a 3% fee.

20. Specify if offeror accepts charge card payments. Provide associated fees, if applicable, in *Section X. Pricing Schedule, B. 10.*

Haberdasher does accept credit cards and we do not charge a fee. However, we request that all credit card payments are made when the order is delivered. We prefer to get the credit card on the front-end of the sale with the understanding that we will run it at delivery. Any credit card payments made after 30 days will incur a 3% fee.

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

Haberdasher recognizes the key to our success in growing our business with JMU will require feet on the ground. While being one of the fortunate companies to be part of the contract award will open doors and give Haberdasher a “license to sell”, we plan to leverage our contract award by dedicating a representative to the JMU account. Initially, we may promote a current staff member in the sales department, but we are open to adding a new team member in the Harrisonburg area – potentially a recent JMU graduate.

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

Haberdasher is a small company, and everyone wears a variety of hats. There is no doubt that everyone will play a role in the JMU partnership. Below is a list of the key people and their roles.

Scott Ilnick – Chief Haberdasher / co-owner – Sales and primary contact for the RFP process

- Cell – [REDACTED]
- Email – scott@haberdashercorporateapparel.com

Helen Ilnick – CFO / co-owner – with regards to JMU – will be involved in all invoicing and accounts receivable

- Cell – 804.955.9470
- Email – helen@haberdashercorporateapparel.com

Galen Plunkett – GM / Director of Operations – all post sales activities

- Cell – [REDACTED]
- Email – galen@haberdashercorporateapparel.com

Christie Owens – Embroidery Manager – all embroidery issues + art for screen-printing

- Phone – 804.355.7656
- Email – christie@haberdashercorporateapparel.com

Yvonne Perry – Administrative Assistant – will handle customer service and billing issues

- Phone – 804.355.7656
- Email – admin@haberdashercorporateapparel.com

Lucy Coulson – Sales Assistant – will work on coordinating sales efforts at JMU

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- Email – lucy@haberdashercorporateapparel.com

23. Describe experience in working with various departments at educational institutions similar to James Madison University. Include method for collaboration for individual orders.

Haberdasher has a VASCUPP contract with the University of Virginia. We have been providing uniforms to the FM staff since 2013 and that has required ongoing collaboration. We are on track to process over 1000 purchase orders this year – which is 4 or 5 per business day. The program has 82 styles and close to 4000 skus – so we are adept at coordinating and managing a large relationship with a state university. We also work with VCU, ODU, Longwood, and Randolph Macon.

In addition to our core business at VCU Health we have worked with the marketing team for over a decade on various promotion product projects ranging from t-shirts and other apparel to a variety of hard goods.

24. Indicate if your firm is currently licensed through The Collegiate Licensing Company (CLC) for James Madison University. Provide copy of certificate or proof of license. **Firm shall be licensed prior to an award of a contract.** Licensing information can be found at: <https://clc.com/get-licensed/>

Haberdasher is not currently licensed with JMU. We are licensed with the University of Virginia, Virginia Commonwealth University, and Old Dominion University. We of course will immediately put in a request in the CLC dashboard as soon as we are awarded this contract.

25. Awarded contractors may be required to adhere to the trademark and licensing requirements of other institutions, agencies, localities, etc. utilizing the resulting contracts that have licensing requirements other than CLC. Provide a response to your ability to meet these requirements.

Haberdasher is happy to comply. We are currently licensed with the Fair Labor Association (FLA) which is a requirement at UVA. WE have been licensed with Fermata in the past as well.

26. Describe plan for providing pre-production samples of embroidery and screen printing items. (i.e. number of days for review at no charge to the university)

Haberdasher is happy to provide a pre-production embroidery sample, if necessary. We prefer to use sew-outs on swatches for the embroidery approval process. Screen-printing pre-production samples are possible – but not the norm and there would be a charge. Most of our clients are satisfied with the mock-up process that is standard for our industry.

27. Identify any other goods or services being offered including set-up fees. Provide associated costs in Section X. Pricing Schedule, B. 11.

We are happy to discuss our uniform program with any JMU department interested in purchasing uniforms from Haberdasher. We already have a VASCUPP contract for these services.

HABERDASHER PRICING RESPONSES

I. PRICING SCHEDULE

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

A. Promotional Items

1. The offeror shall provide contract pricing and/or percentage discounts of published list price and quantity discounts. (*Reference Section IV. Statement of Needs, A. 1.*)

The promotional products universe is huge. There are 100s of suppliers, thousands of products, myriad decoration options, various distribution center locations, and as many policies and additional charges for set-up, rush orders, extra colors, and additional print locations as there are suppliers. In an effort to simplify the pricing process we have landed on the following solution. All JMU orders will automatically qualify for, at a minimum, for Next Column Pricing.

Please see **Attachment 6**. This chart illustrates the industry's standard column pricing format. In the attached chart you can see that the 1st column pricing is for \$10.99 for 12 pieces. All JMU orders will have automatically qualified for the **next column pricing** - \$8.99 for 25 pieces even if their order does not meet the 25 piece total.

Furthermore, please see **Attachment 7** which is a list of all of our promotional product suppliers that we will automatically offer EQP (**end quantity pricing**) for all their orders. Please refer back to the illustration of the column pricing and if this supplier was on the list of EQP suppliers then the JMU cost for this order – no matter how many they purchased would have been just \$7.29.

This is for standard purchases. In the event one of the JMU groups needs thousands of a particular item, we will provide offshore quotes.

2. The offeror shall provide associated costs for electronic proofs. (*Reference Section IV. Statement of Needs, A. 3.*)

No charge for electronic proofs.

3. The offeror shall provide standard, rush order, and manufacturer order delivery costs. (*Reference Section IV. Statement of Needs, A. 11.*)

Rush order charges vary from supplier to supplier and from product to product. We are committed to finding you the best option – and hopefully with a production time and distribution center location that will help JMU avoid incurring those extra charges.

Can't predict freight charges – based on weight, # of boxes, and the ship from location.

4. The offeror shall provide associated costs for restocking and shipping of returns/exchanges. (*Reference Section IV. Statement of Needs, A. 13.*)

Not applicable – there are no returns and no restocking of decorated promotional

products.

5. The offeror shall provide associated costs for the replacement of defective, broken, or damaged items. *(Reference Section IV. Statement of Needs, A. 14.)*

No charge to JMU.

6. The offeror shall specify any associated charge card processing fees, if applicable. *(Reference Section IV. Statement of Needs, A. 19.)*

See two earlier responses to credit card fee questions.

7. The offeror shall provide associated costs for any other goods or services being offered including set-up fees, etc. *(Reference Section IV. Statement of Needs, A. 21.)*

Set-up fees vary. A typical set-up cost is \$50 per color for each print location.

8. The offeror shall provide quantity limits and associated costs for samples of promotional items with logo. *(Reference Section IV. Statement of Needs, A. 9.)*

We will provide the first blank sample (for most products) at no charge. Additional samples JMU will need to provide a shipper # or be billed for freight. Pre-production samples are not the norm and the need for and cost will be evaluated on a case by case basis.

B. Embroidery and Screen Printing

****ALL EMBROIDERY AND SCREEN-PRINT PRICING AND ALL RESPONSES BELOW APPLY ONLY TO MERCHANDISE PURCHASED FROM HABERDASHER CORPORATE APPAREL**

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

Number of Stitches	7 or under	8-14 pieces	15-29 pieces	30-74 pieces	75-149 pieces	150-299 pieces	300-599 pieces	600-999 pieces	1000-4000 pieces
Up to 4000	\$6.00	\$5.00	\$4.00	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 5000	\$6.00	\$5.00	\$4.00	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 6000	\$6.00	\$5.00	\$4.00	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 7000	\$6.25	\$5.25	\$4.25	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 8000	\$6.50	\$5.50	\$4.50	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 9000	\$6.75	\$5.75	\$4.75	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Up to 10000	\$7.00	\$6.00	\$5.00	\$3.50	\$3.00	\$2.50	\$2.50	\$2.50	QUR
Each Addtl. 1000 stitches	\$2.25	\$2.25	\$2.25	\$2.25	\$2.25	\$2.25	\$1.15	\$1.15	QUR

1. The offeror shall provide a complete pricing guide for embroidery services. (i.e. tape edits, personalization, excessive thread color changes, etc.) (Reference Statement of Needs, Section B. Number 4)

Our standard charge for digitizing a logo is \$100.00. We will provide digitization for all JMU logos up to 15K stitches at the discounted rate of \$50.00. Minor tape edits are free, The max for a complicated tape edit is \$35.00.

No charge for excessive thread changes, but tone-on-tone orders are QUR -based on the # of colors in the array of garments.

Personalization is \$15 for the 1st line and \$5 for each additional line.

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

Haberdasher's commitment to JMU is to use fair and consistent pricing for all screen-print orders. Unfortunately, screen-printing costs are more complicated than # of colors and # of pieces – although both those are cost drivers. Other cost considerations include is underlay or flash needed? Are we printing on cotton or polyester? Is it a pocket print or a zippered hoodie? Is it a leg or sleeve print vs. a left chest of full front or rear? All of these factors also drive pricing.

So, Haberdasher has provided JMU with a t-shirt cost calculator that we will use for all quotes – and your departments can use to figure out the costs themselves. All they need to do is tell Haberdasher what garment or garments they are interested in and we give them the cost and they (or we) can use the calculator to figure out their per piece cost.

*In lieu of completing the chart below, please see **Attachment 8** – the T-shirt Price Calculator.*

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

3. The offeror shall provide associated costs per hour for designing and creating artwork. (Reference Statement of Needs, Section B. 7)

Discussed earlier – we do not have an art department and do not offer design services.

4. The offeror shall provide associated costs per hour for designing print screen and embroidery artwork. (*Reference Statement of Needs, Section B. 8*)

Discussed earlier – we do not have an art department and do not offer design services.

5. The offeror shall provide associated costs for sample items, material, or color swatches. (*Reference Statement of Needs, Section B. 11*)

Gladly will provide apparel samples at no charge (within reason). First round shipped at no charge. Subsequent rounds will need shipper # or bill for freight.

6. The offeror shall provide associated costs for standard and rush orders. (*Reference Statement of Needs, Section B. 14*)

No rush charge for embroidery orders. Screen-print orders evaluated on a case-by-case basis. Haberdasher cannot guarantee the availability of rush service for screen-printed orders.

7. The offeror shall provide associated costs for returns for embroidery and screen printing items. (*Reference Statement of Needs, Section B. 15*)

Not applicable – no returns of decorated items.

8. The offeror shall provide associated costs for set-up fees.

\$50.00 – digitization for embroidery. Screen-printing set-up normally, \$25.00 per screen – JMU price - \$20.00. A screen is needed for each color / location of a design. Depending on the run size re-set-up fees can be waived.

9. The offeror shall specify associated charge card processing fees. (*Reference Section X. Pricing Schedule, B. 20*)

Answered previously.

10. The offeror shall provide associated costs for any other goods or services being offered including set-up fees, etc. (*Reference Statement of Needs, Section B. 27*)

We would gladly offer up our VASCUPP contract for uniforms for any all JMU departments that need work wear.

HABERDASHER ATTACHMENTS

IV. A1

ATTACHMENT 1 – PRODUCT SELECTION PROCESS



CALDWELL AND GREGORY SALES AND OPERATIONS CONFERENCE NOVEMBER '23



BAGS

BG304 - Port Authority®
Messenger Briefcase



GOOD

- No mins
- \$23 + embroidery

BG100 - Port Authority®
Xcape™ Computer Backpack



BETTER

- No mins
- \$40 + embroidery

711113OGIO® -
Fugitive Pack



BEST

- No mins
- \$60 + embroidery

1/4 ZIPS

F804 - Port
Authority® Smooth Fleece
1/4-Zip



GOOD

- No mins
- \$37.98 + embroidery

EB236 - Eddie Bauer®
Smooth Fleece 1/2-Zip



BETTER

- No mins
- \$41 + embroidery

EB234 - Eddie
Bauer® 1/2-Zip
Performance Fleece



BEST

- No mins
- \$61 + embroidery

1/4 ZIPS – BUDGET BREAKERS

NF0A3LHB The North
Face® Tech 1/4-Zip Fleece



NORTH FACE

- No mins
- \$61 + embroidery

779795 - Nike Dri-FIT
Stretch 1/2-Zip Cover-Up



NIKE

- No mins
- \$95 + embroidery

BB18206 - Brooks
Brothers® Double-
Knit 1/4-Zip



BROOKS BROTHERS

- No mins
- \$75 + embroidery

WATER BOTTLES

PL-4197

Prime Line 28oz Wave Bottle



GOOD

- 48 min
- \$8.02

CE051 - CORE365

24oz Vacuum Bottle



BETTER

- 24 min
- \$14.79

COR-002

Columbia 21oz Double-Wall
Vacuum Bottle With Loop Top



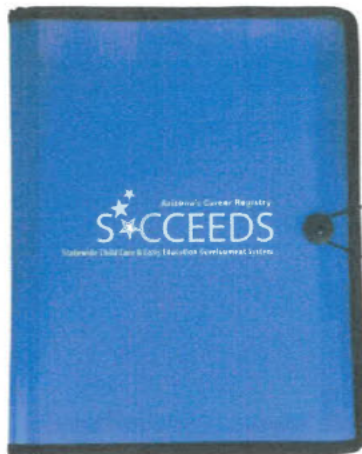
BEST

- 12 min
- \$36

PADFOLIOS

PF201

Prime Line Meeting
Organizer Folio



GOOD

- 50 min
- \$8.25
- No pen included

GZ3900 – Zippered Padfolio

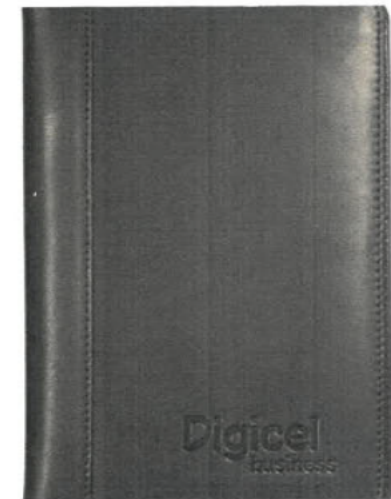


BETTER

- 36 min
- \$20.50
- Need to confirm pen

LG-9114

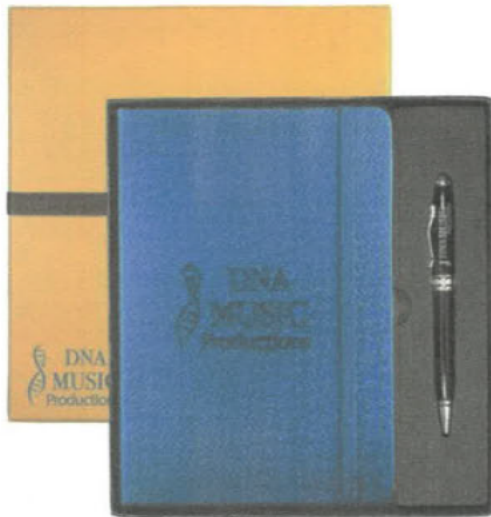
Leeman Harrison
Portfolio Junior



BEST

- 6 min
- \$52
- No pen

PAD AND PEN GIFT SET



LG-9264

Leeman Tuscany™ Textured
Journal And Executive Stylus
Pen Set

- 25 min
- \$27.00
- Pen included

IV. A2

**ATTACHMENT 2 – PUNCH-OUT CATALOGUE
INFORMATION**

HABERDASHER
CORPORATE APPAREL



UNIVERSITY
of VIRGINIA
















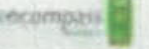
Shop
Manufacturer
Catalogs



Shop
Facilities
Management



Maintenance/Industrial

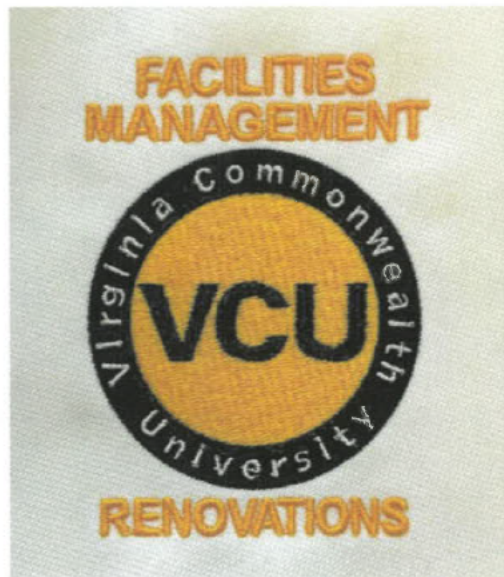
 HVAC/ R Distributor	 Electric Supplies & Lighting	 Cleaning Supplies & Equipment	 Janitorial Supplies & Services	 Fastener & Industrial Supplies
 Industrial Plumbing Supplies	 Industrial Equip & Supplies	 Industrial & Elec Supplies	 Uniforms, Apparel, Promo Items	 Maintenance Supplies
 Industrial Equip & Supplies	 Industrial Equip & Supplies	 Plumbing Equip & Supplies	 Industrial Equip and Supplies	

IV. A3

ATTACHMENT 3 – HABERDASHER EXAMPLES

- **SEW-OUTS – EMBROIDERY**
- **MOCK-UP – SCREEN-PRINTING**
- **ELECTRONIC PROOF - PROMO**

Three Embroidery Sew-out Samples



Women's DT6201



Left Chest Imprint
3" wide



Back Imprint
9" wide x 11" tall



ART PROOF

Account: 51819 HABERDASHER CORPORATE APP

Purchase Order: 070119

Sales Order: 103390931

Proof Date: 03-JUL-2019 12:37

Order Information:

Product Color(s): White/Blue

Imprint Color: Match Trim

45127 Two-Tone Bistro Mug - 14 oz.

Screen Print

Front (only)(Standard) or Back (only) (Optional): 2-1/2"w x 1-1/2"h (max. 3 colors)

Front & Back: 2-1/2"w x 1-1/2"h (max. 1 colors)

Wraparound (Optional): 8-1/4"w x 1-1/2"h (max. 1 colors)

Minimum Font Size: 8 pt.

Minimum Line Weight: .6 pos / .6 neg

Halftones Not Available

ART NOTES: Please note that there is negative space in the ribbons on the crest that fall below the minimum line weight and may fill in. Please advise how you would like to proceed.

A4



PLEASE NOTE:

You are approving spelling, copy, size, and layout. Please verify all before you approve. This document shows the approximate color that will print on your product; it is a close but not exact representation of the final color.

45127 | Two-Tone Bistro Mug - 14 oz.

- ☐ Approved
- ☐ Approved With Changes
- ☐ Not Approved-Send Revised Proof

Signature _____

IV. A16 / IV. B16

ATTACHMENT 4 – QUOTE EXAMPLE

VCU HEALTH UNWAVERING COMMITMENT 2023 T-SHIRT PRICING

- Client – **VCU Health Marketing**
- Contact – **Nina Friar**
- Quote
 - Set-ups – 4 screens @ \$25.00 = **\$100.00**
 - Women's Style – **District DT6201**
 - Color – **Black**
 - Design
 - Location 1 – **2-color**
 - Location 2 – **2-color**
 - Quantity – **1700**
 - Unit pricing
 - S – 250 @ \$9.00 = \$2250.00
 - M – 350 @ \$9.00 = \$3150.00
 - L – 475 @ \$9.00 = \$4275.00
 - XL – 425 @ \$9.00 = \$3825.00
 - 2XL – 150 @ \$11.00 = \$1650.00
 - 3XL – 50 @ \$12.00 = \$600.00
 - Total DT6201 = **\$15,750**
 - Men's Style – **District DT105**
 - Color – **Black**
 - Design
 - Location 1 – **2-color**
 - Location 2 – **2-color**
 - Quantity – **900**
 - Unit pricing
 - S – 125 @ \$10.00 = \$1250.00
 - M – 200 @ \$10.00 = \$2000.00
 - L – 250 @ \$10.00 = \$2500.00
 - XL – 225 @ \$10.00 = \$2250.00
 - 2XL – 75 @ \$12.00 = \$900.00
 - 3XL – 25 @ \$13.00 = \$325.00
 - Total DT105 = **\$9225.00**
 - Total tees + set-up = **\$25,075.00**
 - Licensing Fee = **\$3009.00**
 - Total w/ licensing fee = **\$28,084.00**
- Delivery on or before 12/1
 - Boxed and labeled by size
 - Delivered at no charge to single VCU Health location in Richmond

IV. A18 / IV. B17 / IV. B18

ATTACHMENT 5 – INVOICE

X. A1

ATTACHMENT 6 – COLUMN PRICING ILLUSTRATION

HABERDASHER CORPORATE APPAREL ATTACHMENT 6 – COLUMN PRICING ILLUSTRATION

Item Pricing

Qty(c)	12	25	50	100	250	500	1000	2500+
1 Color Imprint	10.99	8.99	8.29	7.99	7.69	7.49	7.29	6.99
2 Color Imprint	11.49	9.49	8.79	8.49	8.19	7.99	7.79	7.49
 UNLIMITED	12.49	10.49	9.79	9.49	9.19	8.99	8.79	8.49
Blank	10.44	8.54	7.88	7.59	7.31	7.12	6.93	

X. A1

ATTACHMENT 7 – EQP SUPPLIER PARTNER LIST

HABERDASHER VENDORS WITH EQP:		
Company Name:	Categories:	Notes:
Alexander	Outdoor accessories/tools, kitchen tools, drinkware etc	
Alpha	Drinkware, tech accessories, office supplies, and more.	
Anico Promotions	Drinkware, bags, pens, and office accessories	
Apogee	Drinkware, bags, and office accessories.	25 piece minimum
Aprons, etc.	Bags, drinkware, face masks, etc	
Bag Makers, Inc.	Tote bags, backpacks, and more.	
BCG Creations	Drinkware, bags, and tech accessories.	
Beacon Promotions	Drinkware, writing instruments, and tech accessories.	
Best Promotions	Drinkware, bags, and office supplies.	
BEL Promo	Drinkware, bags, and office accessories.	
Bentcil	Pens and other writing instruments.	
Cap America	Caps and headwear.	
Chameleon Beverage Company	Drinkware	
Debco	Bags, drinkware, and office supplies.	
Fields Manufacturing	Lanyards, keychains, tech, plush toys, writing utensils, and many more misc promo products.	

Foamworx	Foam products, stadium seat cushions, keychains	
Gemline	Bags, drinkware, and tech accessories.	
Gempire	Drinkware, bags, and tech accessories.	
Handstands	Tech accessories, drinkware, and office supplies.	
High Caliber	Drinkware, bags, and office accessories.	
IMAGEN Brands	Drinkware, bags, and office supplies.	
Koozie Group	Drinkware, bags, and tech accessories.	
Magnet Group	Bags, drinkware, tech, travel and laisure etc	
Maple Ridge Farms	Gourmet food gifts.	
Mixie (formerly Webb Collection)	Bags, drinkware, and office supplies.	
Navitor Specialty Products	Signage and office supplies.	
Origaudio	Tech accessories, bags, and drinkware.	
Prime Line	Drinkware, bags, and tech accessories.	
Qpromo	Drinkware, bags, and office supplies.	

Riteline	Pens, highlighters, styluses	
RMK	Bags, drinkware, and tech accessories.	
Seville Gear	Bags, drinkware, and tech accessories.	
Safety-Made	Outdoor gear, first-aid kits, etc	
Storm Duds	Umbrellas and rainwear	
StrombergBrand Umbrellas	Umbrellas	24 piece minimum
Suntex	Drinkware, bags, and tech accessories.	
Tekweld	Tech accessories, drinkware, and office supplies.	
The Colemax Group	Bags, drinkware, and tech accessories.	
Towel Specialties / Xpress Towels / Cobblestone Mills	Towels, robes, blankets etc.	144 piece decorated item minimum
WowLine	Bags, Kechains, Sunglasses, games, pens, etc.	
Zing Manufacturing	Drinkware and tech accessories.	

IV. B10

**ATTACHMENT 8 – SCREEN-PRINT PRICE
CALCULATOR**

Screen Printing Pricing Calculator

ITEM CODE	ITEM COLOR
G2300	Black
Gildan Ultra Cotton S/S T-shirt w/Pocket	

New Design?	# PRINT LOCATIONS	# COLORS	ON POCKET	FLASH
No	2	2	Yes	Yes

Print Cost per piece: **\$3.70**

	XS	SM	MD	LG	XL	2XL	3XL	4XL
Item Quantity Needed:	50	75	150	200	200	100	75	50
ITEM COST Per Piece:	\$11.50	\$11.50	\$11.50	\$11.50	\$11.50	\$15.00	\$18.00	\$18.00
PRINTED PRICE:	\$15.20	\$15.20	\$15.20	\$15.20	\$15.20	\$18.70	\$21.70	\$21.70
Total Per Size:	\$760.00	\$1,140.00	\$2,280.00	\$3,040.00	\$3,040.00	\$1,870.00	\$1,627.50	\$1,085.00

	5XL	6XL	LT	XLT	2XLT	3XLT	4XLT
Item Quantity Needed:							
ITEM COST Per Piece:							
PRINTED PRICE:	-	-	-	-	-	-	-
Total Per Size:	-	-	-	-	-	-	-

For new designs there's a \$25 new screen charge per color/per location for less than 10,000 pieces.
 For re-prints there's a \$10 screen set-up fee per color/per location for less than 144 pieces.

Total Item Qty: **900**

Screen Charges: **No Charge**

Total Cost: **\$14,842.50**

ATTACHMENT A – OFFEROR DATA SHEET

ATTACHMENT 9 – REFERENCES

ATTACHMENT 9 – HABERDASHER CORPORATE APPAREL REFERENCES

We hope that if one thing jumps out at you, it is the length of our relationships with these five customers. We feel the best indicator of a quality partner is repeat business. Four of these customers have been doing business with us since we launched our business in 2009. The University of Virginia has been a partner since 2013 and in 2022 they renewed our original contract until potentially 2032.

Customer # 1

University of Virginia
Facilities Management

Leake Building
1450 Leake Drive
Charlottesville, VA

June Bates
*Assistant Director for Support Services
Programs & Informatics*

jmj77b@virginia.edu

Office 434.243.3242
Mobile [REDACTED]
Fax 434.924.8652

Customer since March 2013. Haberdasher provides uniforms that the 1000 FM employees wear to work every day. Haberdasher has a VASCUPP contract with UVA that runs until July 2027 and we have a 5-year renewal opportunity that would take us to 2032.

Customer # 2

VCU Health
Marketing and Communications

1250 E. Marshall Street
Richmond, VA 23219

James Morrisard

Marketing and Design Specialist
VCU Health System Authority
O 804.828.5730

james.morrisard@vcuhealth.org

VCU Health has been a customer since 2009. While we provide uniforms to many large departments at the hospital, our relationship with VCU Health's Marketing and Communications team is the same type of work we would be doing with JMU.

Customer # 3

Caldwell and Gregory

129 Broad Street Road, Suite A,
Manakin-Sabot, VA 23103

Don Hughes
Director of Marketing

Direct: 804-784-7433 | Service: 800-927-9274 | Fax: 804-784-7418
dhughes@caldwellandgregory.com

Caldwell and Gregory has been a customer since 2009. Haberdasher ships uniforms to their employees, the majority of whom work remotely all over the US. In addition to the uniform business, we have worked with Don on many promotional product projects for both their internal and external customers.

Customer # 4

The Jefferson Hotel
101 W. Franklin Street
Richmond, VA 23220

Carl Gentry
Director of Retail Sales
(804)649-4660 shop
(804)649-4678 office
cgentry@jeffersonhotel.com

The Jefferson has been a customer since 2009. We provide uniforms to almost every department at the hotel (an historic 5-Diamond facility). And eight years ago, we began working with the Jefferson Gift Shop to find the upscale merchandise their visitors are looking to purchase. This is also very similar work to the work we would be doing with the various JMU groups.

Customer # 5

Weinstein Properties
3951 Stillman Parkway
Glen Allen VA 23060

Sarah Jones

Asst. Director Employee Development & Process

p: 804.967.5106

c:

sjones@weinsteinproperties.com

Weinstein Properties has also been a customer since 2009. We ship uniforms to Weinstein employees at over 60 apartment communities in five states. We have on occasion also provided them with promotional projects for both internal and external customers.

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 14 Months 10
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.

PLEASE SEE ATTACHMENT 9 FOR HABERDASHER REFERENCES

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

Haberdasher Corporate Apparel, LLC

2099 Dabney Road

Richmond, VA 23230

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: Haberdasher Corporate Apparel Preparer Name: Scott Ilnicky

Date: 4-3-24

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

If yes, certification number: 682708 Certification date: 11-9-23 (original 11-10-09)

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: 682708 Certification date: 11-9-23 (original 11-10-09)

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: 682708 Certification date: 11-9-23 (original 11-10-15)

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: 4/3/24

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

Offeror / Proposer:
Haber Asher Corporate Apparel 2099 Dabney Rd
Firm Address

Scott Ilnicky
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)
Action T-Shirts 5109 Lakeside Ave Henrico, VA 23228	Eric Helm + Deb Helm 804-359-4645		screen-printing		
Image Designers 2032-C Dabney Rd Richmond, VA 23230	Troy Farrar 804-355-8500		screen-printing		
Corporate Imprints 6920 C Lakeside Ave Henrico, VA 23228	Cindy Cosby 804-965-9838		screen-printing		

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

RETURN OF THIS PAGE IS REQUIRED

Haberdasher Corporate Apparel

Total VASCUPP Sales 2023

	<u>TOTALS</u>
Christopher Newport University	\$ 2,724.11
Old Dominion University	90,438.59
University of Virginia	362,162.03
Virginia Commonwealth University	190,043.43
Virginia Military Institute	<u>2,950.59</u>
TOTAL VASCUPP Sales	\$ 648,318.75



Request for Proposal

RFP# SLD-1200

Promotional Items and Imprinting Services

February 21, 2024



REQUEST FOR PROPOSAL

RFP# SLD-1200

Issue Date: February 20, 2024

Title: Promotional Items and Imprinting Services

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

Period of Contract: From Date of Award Through Two Years with Four (4) Additional Two (2) Year Renewal Options.

Sealed Proposals Will Be Received Until 2:00 PM on March 27, 2024 for Furnishing The Services Described Herein.

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

All Inquiries For Information And Clarification Should Be Directed To: Shanna Devers, Buyer Senior, Procurement Services, deverssl@jmu.edu; 540-568-3131; (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 # SLD-1200

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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 multiple contracts to provide Promotional Items and Imprinting Services (i.e. Embroidery, Screen Printing, Embossing, Etching, etc.) for James Madison University (JMU), an agency of the Commonwealth of Virginia and on behalf of the Virginia Higher Education Procurement Consortium (VHEPC). Initial contract shall be for two (2) years with an option to renew for four (4) additional two-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 academic divisions. The University offers over 120 majors, minors, and concentrations. Further information about the University may be found at the following website: <http://www.jmu.edu>.

JMU regularly purchases a wide variety of promotional items to carry out its mission. These items include, but are not limited, t-shirts, pens, magnets, lanyards, hats, key chains, buttons, mugs, hand sanitizer, and lip balm. 2023 eVA Reports showed approximately \$1.5M in spend for JMU for promotional items and embroidery/screening printing services and multi-million dollar spend across Virginia.

Licensing JMU Trademarks, Logos, Seals, Indicia and Mascot: James Madison University (JMU) has assigned all rights, titles and interest in any trademarks, logos and insignias owned or acquired by the University to the James Madison University Foundation (JMUF). JMUF has established a licensing program to ensure that the public properly identifies and associates JMU on products bearing the institution's marks. Other institutions, agencies, localities, etc. utilizing the resulting contracts may have other licensing requirements other than CLC that vendors would need to adhere.

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

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

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

VHEPC was formed in December 2014. It represents 12 public senior Colleges and Universities in Virginia, in addition to the Virginia Community College System ("Members"). The mission of VHEPC, by using the collective buying power of its members, is to seek opportunities, leverage suppliers, and recommend courses of action in order to further strategic sourcing initiatives. This RFP is one of the strategic sourcing initiatives.

The goal of this RFP and the resulting agreements is to provide an opportunity to reduce costs, minimize administrative burden, and to ensure regulatory and policy compliance for VHEPC and VHEPC Members. Further information about VHEPC may be found at the following website: <https://vhepc.org/>

III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION

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

IV. STATEMENT OF NEEDS

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

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

It is the intent of this RFP to have multiple open award enrollment periods, at the University's option, during the Ten (10) Year Term. The University reserves the right to award to new Selected Firm(s) during these open enrollment periods. Selected Firm(s) pricing and discounts will remain for a period of two years from date of Contract. The University or the Selected Firm(s) may negotiate or re-negotiate pricing or service terms during the renewal period. Selected Firm(s) awarded in subsequent generation(s) will have the same expiration term and pricing requirements as identified in this RFP.

A. Promotional Items

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

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

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

1. Provide the link to your complete electronic catalog containing all available promotional items being offered which includes list price. Provide contract pricing

and/or percentage discount of published list price and quantity discounts in *Section X. Pricing Schedule, A. 1.*

2. Describe ability to customize an electronic catalog for James Madison University.
3. Describe ability to provide electronic proofs. Provide associated costs in *Section X. Pricing Schedule, A. 2.*
4. Describe ability to provide a local sales representative for James Madison University and/or willingness to meet with departmental end-users upon request.
5. List all contact information for ordering, invoicing, customer service, etc.
6. Describe experience in working with various departments at educational institutions similar to James Madison University. Include method for collaboration for individual orders.
7. Indicate if your firm is currently licensed through The Collegiate Licensing Company (CLC) for James Madison University. Provide copy of certificate or proof of license. **Firm shall be licensed prior to an award of a contract.** Licensing information can be found at: <https://clc.com/get-licensed/>
8. Awarded contractors may be required to adhere to the trademark and licensing requirements of other institutions, agencies, localities, etc. utilizing the resulting contracts that have licensing requirements other than CLC. Provide a response to your ability to meet these requirements.
9. Describe plan for providing pre-production samples (when requested by department) of promotional items with logo. Provide quantity limit and associated costs for samples in *Section X. Pricing Schedule, A. 8.*
10. Provide details of minimum order requirements, if applicable.
11. Describe delivery options, policies, turnaround time, including standard orders, rush orders, and manufacturer orders for delivery. All orders shall be FOB destination. Provide delivery costs in *Section X. Pricing Schedule, A. 3.*
12. Describe process for packaging orders.
13. Describe return and exchange policies. Provide restocking fees and shipping fees for returns/exchanges in *Section X. Pricing Schedule, A. 4.*
14. Describe the process for replacement of defective, broken, or damaged promotional items. Provide associated costs in *Section X. Pricing Schedule, A. 5.*
15. Describe quality control process(s).
16. Provide sample quote showing list price, contract price and percentage off published list price.
17. Describe payment options available.
18. Provide a sample invoice and preferred method of payment.

19. Specify if offeror accepts charge card payments. Provide associated processing fees, if applicable in *Section X. Pricing Schedule, A. 6.*
20. Provide any incentive rebate options or packages.
21. Identify any other goods or services being offered including set-up fees. Provide associated costs in *Section X. Pricing Schedule, A. 7.*

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

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

1. Describe all Imprinting Services (i.e. Embroidery, Screen Printing, Embossing, Etching, etc.).
2. Provide details of minimum order requirements, if applicable.
3. Provide pricing for embroidery services in *Section X. Pricing Schedule, B. 1.*
4. Provide a complete embroidery pricing guide in *Section X. Pricing Schedule, B. 2.*
5. Provide pricing for screen-printing services in *Section X. Pricing Schedule, B. 3.*
6. Provide a sample of a design for both screen printing and embroidery. Each sample shall be properly tagged or labeled with the name of the offeror. Samples shall be provided at no cost to James Madison University. Samples will not be returned.
7. Describe the process for designing and creating artwork and turnaround time. Provide costs per hour for designing and creating artwork in *Section X. Pricing Schedule, B. 4.*
8. Describe the process for designing print screen and embroidery artwork and turnaround time. Provide costs per hour for designing and artwork in *Section X. Pricing Schedule, B. 5.*
9. Provide the lead time for embroidered products from time of order placement until delivery.
10. Describe the software compatibility your firm requires when clients send art files for imprinting marketing materials or apparel. (*Example: Adobe Creative Cloud*)
11. Describe timeframe for providing adequate sample items, materials, or color swatches. (*i.e. number of days for review at no charge to the University*) Provide associated costs in *Section X. Pricing Schedule, B. 6.*
12. Describe the process for digitizing artwork for logos that will be embroidered. Allow for a minimum of 6,800 stitches for 3 – 4” full filled-in logos.
13. Describe the process for vector artwork for logos that will be screen printed.

14. Describe delivery options, policies, process of delivery costs and freight charges for standard and rush orders. Provide associated costs in *Section X. Pricing Schedule, B. 7.*
15. Describe return policy. Provide associated costs in *Section X. Pricing Schedule, B. 8.*
16. Provide sample quote showing list price, contract price and/or percentage off published list price.
17. Provide sample invoice and preferred method of payment.
18. Provide sample quote showing list price, contract price and percentage off published list price.
19. Describe payment options available.
20. Specify if offeror accepts charge card payments. Provide associated fees, if applicable, in *Section X. Pricing Schedule, B. 10.*
21. Describe ability to provide a local sales representative for James Madison University and/or willingness to meet with department end-users upon request.
22. List all contact information for ordering, invoicing, customer service, etc.
23. Describe experience in working with various departments at educational institutions similar to James Madison University. Include method for collaboration for individual orders.
24. Indicate if your firm is currently licensed through The Collegiate Licensing Company (CLC) for James Madison University. Provide copy of certificate or proof of license. **Firm shall be licensed prior to an award of a contract.** Licensing information can be found at: <https://clc.com/get-licensed/>
25. Awarded contractors may be required to adhere to the trademark and licensing requirements of other institutions, agencies, localities, etc. utilizing the resulting contracts that have licensing requirements other than CLC. Provide a response to your ability to meet these requirements.
26. Describe plan for providing pre-production samples of embroidery and screen printing items. (*i.e. number of days for review at no charge to the university*)
27. Identify any other goods or services being offered including set-up fees. Provide associated costs in *Section X. Pricing Schedule, B. 11.*

V. PROPOSAL PREPARATION AND SUBMISSION

A. GENERAL INSTRUCTIONS

To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison

University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.

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

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

2. The version of the solicitation issued by JMU Procurement Services, as amended by an addenda, is the mandatory controlling version of the document. Any modification of, or additions to, the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement services unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case-by-case basis in its sole discretion, whether to reject such a proposal. If the modification or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.
3. Proposal Preparation
 - a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
 - b. Proposals shall be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
 - c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of

the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.

- d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’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	30
2. Qualifications and experience of Offeror in providing the goods/services	15
3. Specific plans or methodology to be used to perform the services	15
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	20
5. Cost	20
	<u>100</u>

- B. AWARD TO MULTIPLE OFFERORS: Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which,

in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

VII. GENERAL TERMS AND CONDITIONS

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

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

- 1. During the performance of this contract, the contractor agrees as follows:
 - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

- b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
 - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
 - 2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. PAYMENT:
 - 1. To Prime Contractor:

- a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
- c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
- d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
- e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:

- a. A contractor awarded a contract under this solicitation is hereby obligated:
 - (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
 - (2) To notify the agency and the subcontractors, in writing, of the contractor's intention to withhold payment and the reason.
- b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee.

These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
 4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
 2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:

- a. By mutual agreement between the parties in writing; or
 - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
 - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. INSURANCE: By signing and submitting a proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>) The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. **Workers' Compensation:** Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
2. **Employer's Liability:** \$100,000

3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
 4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle.)*
- R. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$100,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site (www.eva.virginia.gov) 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.

- Z. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.
- AA. USE OF BRAND NAMES: Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equivalent of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The offeror is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in a competitive sealed solicitation only the information furnished with the proposal will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a proposal nonresponsive. Unless the offeror clearly indicates in its proposal that the product offered is an equivalent product, such proposal will be considered to offer the brand name product referenced in the solicitation.
- BB. TRANSPORTATION AND PACKAGING: By submitting their proposals, all Offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

VIII. SPECIAL TERMS AND CONDITIONS

- A. AUDIT: The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. CANCELLATION OF CONTRACT: James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written

notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

- C. IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:

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

The envelope should be addressed as directed on the title page of the solicitation.

The Offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be disqualified. Proposals may be hand-delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- D. LATE PROPOSALS: To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. UNDERSTANDING OF REQUIREMENTS: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent by Fax to 540/568-7935.
- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) successive two-year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the

contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- G. PRICE ESCALATION/DE-ESCALATION: Price adjustments may be permitted for changes in the contractor's cost of materials not to exceed the increase in the following index/indices: Textile Products and Apparel, Rubber and Plastic, and other related indices. No price increases will be authorized for 360 calendar days after the effective date of the contract. Price escalation may be permitted only at the end of this period and each 180 days thereafter and only where verified to the satisfaction of the purchasing office. However, "across the board" price decreases are subject to implementation at any time and shall be immediately conveyed to the Commonwealth.
- Contractor shall give not less than 30 days advance notice of any price increase to the purchasing office. Any approved price changes will be effective only at the beginning of the calendar month following the end of the full 30 day notification period. The contractor shall document the amount and proposed effective date of any general change in the price of materials. Documentation shall be supplied with the contractor's request for increase which will: (1) verify that the requested price increase is general in scope and not applicable just to the Commonwealth of Virginia; and (2) verify the amount or percentage of increase which is being passed on to the contractor by the contractor's suppliers.
- The purchasing office will notify the using agencies and contractor in writing of the effective date of any increase which it approves. However, the contractor shall fill all purchase orders received prior to the effective date of the price adjustment at the old contract prices. The contractor is further advised that decreases which affect the cost of materials are required to be communicated immediately to the purchasing office.
- H. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty-day period will not be processed for payment.
- I. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to www.jmu.edu/parking; or to acquire a service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.
- J. PURCHASING REPORTS: The contractor will be requested to provide James Madison University a statement covering the total dollar volume of purchases made under this contract periodically throughout the term of the contract.

- K. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, (to include government/state agencies, political subdivisions, etc.), cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

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

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

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

- L. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to 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.**
- M. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- N. 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.
- O. 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.

- P. 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.
- Q. 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.
- R. 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.
- S. DELIVERY NOTIFICATION: The Agency shall be notified 24 hours prior to delivery of any items so that personnel may be available to allow access to the building and verify items received. Notification shall be made to the name specified on the specific purchase order.
- T. SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS: The contractor shall extend any special educational or promotional sale prices or discounts immediately to the Commonwealth during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.
- U. OWNERSHIP OF PRINTING MATERIALS: All artwork, camera-ready copy, negative, dies, photos, and similar materials used to produce a printing job shall become the property of the Commonwealth. Any furnished materials shall remain the property of the Commonwealth. All such items and materials shall be delivered to the ordering agency in usable condition after completion of the work, and prior to submission of the invoice for payment.
- V. 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.
- W. 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.

- X. PRODUCT AVAILABILITY/SUBSTITUTION: Substitution of a product, brand or manufacturer after the award of contract is expressly prohibited unless approved in writing by the Contract Officer. The Agency may, at its discretion, require the contractor to provide a substitute item of equivalent or better quality subject to the approval of the Contract Officer, for a price no greater than the contract price, if the product for which the contract was awarded becomes unavailable to the contractor.
- Y. WARRANTY (COMMERCIAL): The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the bid/proposal.
- Z. LABOR LAWS: The contractor shall implement procedures to ensure items manufactured for James Madison University shall not be made in factories where any worker is under fifteen years of age *and* no worker is under the age permitted per local law; where forced labor is involved (prison labor, trafficked labor, indentured labor, bonded labor); nor in any factory where corporal punishment or other forms of mental or physical coercion is practiced. As an alternative the contractor may maintain affiliation with the Fair Labor Association through membership at their expense.

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

A. Promotional Items

1. The offeror shall provide contract pricing and/or percentage discounts of published list price and quantity discounts. (*Reference Section IV. Statement of Needs, A. 1.*)
2. The offeror shall provide associated costs for electronic proofs. (*Reference Section IV. Statement of Needs, A. 3.*)
3. The offeror shall provide standard, rush order, and manufacturer order delivery costs. (*Reference Section IV. Statement of Needs, A. 11.*)

4. The offeror shall provide associated costs for restocking and shipping of returns/exchanges. *(Reference Section IV. Statement of Needs, A. 13.)*
5. The offeror shall provide associated costs for the replacement of defective, broken, or damaged items. *(Reference Section IV. Statement of Needs, A. 14.)*
6. The offeror shall specify any associated charge card processing fees, if applicable. *(Reference Section IV. Statement of Needs, A. 19.)*
7. The offeror shall provide associated costs for any other goods or services being offered including set-up fees, etc. *(Reference Section IV. Statement of Needs, A. 21.)*
8. The offeror shall provide quantity limits and associated costs for samples of promotional items with logo. *(Reference Section IV. Statement of Needs, A. 9.)*

B. Embroidery and Screen Printing

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

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

2. The offeror shall provide a complete pricing guide for embroidery services. (i.e. tape edits, personalization, excessive thread color changes, etc.) *(Reference Statement of Needs, Section B. Number 4)*
3. The offeror shall complete the following table for screen printing services. *(Reference Statement of Needs, Section B. 5.)*

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

288-499	\$	\$	\$	\$	\$	\$	\$
500-999	\$	\$	\$	\$	\$	\$	\$
1,000-1,999	\$	\$	\$	\$	\$	\$	\$
2,000-4,999	\$	\$	\$	\$	\$	\$	\$
5,000-up	\$	\$	\$	\$	\$	\$	\$

4. The offeror shall provide associated costs per hour for designing and creating artwork. *(Reference Statement of Needs, Section B. 7)*
5. The offeror shall provide associated costs per hour for designing print screen and embroidery artwork. *(Reference Statement of Needs, Section B. 8)*
6. The offeror shall provide associated costs for sample items, material, or color swatches. *(Reference Statement of Needs, Section B. 11)*
7. The offeror shall provide associated costs for standard and rush orders. *(Reference Statement of Needs, Section B. 14)*
8. The offeror shall provide associated costs for returns for embroidery and screen printing items. *(Reference Statement of Needs, Section B. 15)*
9. The offeror shall provide associated costs for set-up fees.
10. The offeror shall specify associated charge card processing fees. *(Reference Section X. Pricing Schedule, B. 20)*
11. The offeror shall provide associated costs for any other goods or services being offered including set-up fees, etc. *(Reference Statement of Needs, Section B. 27)*

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 E: PAC Agreement

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)

ATTACHMENT E

AGREEMENT PUBLICLY ACCESSIBLE CONTRACT (PAC)

This Agreement, effective the [DAY^{st/nd}] day of [MONTH, YEAR], is by and between James Madison University (the “University”), on behalf of the Virginia Higher Education Procurement Consortium (the “Consortium”) (collectively the “University”), and [VENDOR NAME], (“Vendor”).

TERM

The term of this Agreement is until [Date]. This end date coincides with the Primary Agreement’s end date.

WITNESS

WHEREAS, the University and Vendor have executed an agreement, UCPJMUXXXX, dated MONTH XX, 20XX (the “Primary Agreement”), and included in the Primary Agreement is a third party access / cooperative clause. Now therefore, the University and Vendor wish to express in this Agreement the specific terms that will allow third party access to the Primary Agreement.

Accordingly, and in consideration of the mutual premises and provisions hereof, the parties hereby agree as follows:

- I. Vendor will:
 - A. Pay the University 1% of all sales to accessing entities outside of the Consortium membership associated with the Primary Agreement (as the “PAC Annual Fee”). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described below in Section II.
 - B. Fully support this marketing relationship by promoting the availability of the Primary Agreement to non-Consortium entities;
 - C. Provide quarterly sales reports detailing the amount of sales to each non-Consortium accessing entity; and
- II. The University/Consortium will:
 - A. Promote the Primary Agreement on its website and through other channels (e.g., conferences) to non-Consortium members
 - B. Maintain an approved version of Vendor’s logo on the Consortium website
- III. Payment:
 - A. Payment of PAC Annual Fee will arrive at the University no later than _____ of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.
 - B.

In the event of early termination of the Primary Agreement, this residual payment will arrive at the University no later than 45 calendar days from termination date of the Primary Agreement.

- C. Payment of PAC Annual Fee will take the form of a check. Checks will be made payable to the University of Virginia and sent to:

Procurement Services
c/o Director of Procurement
James Madison University
752 Ott Street, MSC 5720
Harrisonburg, VA 22807

IV. Notices:

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt; or (4) if sent by electronic mail, when received (as verified by the email date and time) if delivered no later than 4:00 p.m. (receiver's time) on a business day or on the next business day if delivered (as verified by sender's machine) after 4:00 p.m. (receiver's time) on a business day or on a non-business day. All such notices will be addressed to a party at such party's address or facsimile number as shown below.

If to the University:

Procurement Services
c/o Director of Procurement
James Madison University
752 Ott Street, MSC 5720
Harrisonburg, VA 22807

If to Vendor:

[Vendor Contact]
[Vendor]
[Address]
Email: [\[Vendor Email\]](#)
Fax: [Fax]

ACCEPTANCE

For James Madison University

For [Vendor]

[Lead Proc]
[Lead Job Title]

[Vendor Contact]
[Vendor Contact Title]

Date

Date

Agreement #: [JMU Contract-Number]-PAC



March 13, 2024

ADDENDUM NO.: One

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# SLD-1200**
Dated: **February 21, 2024**
Commodity: Promotional Items and Imprinting Services
RFP Closing On: **March 27, 2024 at 2:00 p.m.**

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

1. Question: CLC noted that some orders may incur an additional 7.5% royalty fee. Clarify the percentage of orders that will incur this fee.

Answer: For James Madison University, the 7.5% royalty fee is charged to vendors for orders not paid with state funds (e.g., purchases made by student organizations). There is no anticipated percentage of orders that may incur this fee.

2. Question: Reference Attachment E, Publicly Accessible Contract (PAC), what schools will the 1% fee apply to?

Answer: The 1% fee is applied to orders placed by agencies and localities outside of the VHEPC Membership. The VHEPC Membership includes VASCUPP schools and VCCS.

3. Question: Reference Section V, Proposal Preparation and Submission, pg. 6, #1. a. Are vendors required to provide duplicated sample products with the eight (8) copies?

Answer: No, duplicate samples are not required.

4. Typo on *Issue Date* on the second page of Request for Proposal. Issue Date should state "February 21, 2024".

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

Sincerely,

A handwritten signature in black ink that reads "Shanna Devers".

Shanna Devers
Procurement Buyer Senior
Phone: (540-568-3131)

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



March 21, 2024

ADDENDUM NO.: Two

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# SLD-1200**
Dated: **February 21, 2024**
Commodity: Promotional Items and Imprinting Services
RFP Closing On: ~~March 27, 2024 at 2:00 p.m.~~
April 4, 2024 at 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 Thursday, April 4, 2024 at 2:00 PM.

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 "Shanna Devers". The signature is fluid and cursive.

Shanna Devers
Procurement Buyer Senior
Phone: (540-568-3131)

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



March 26, 2024

ADDENDUM NO.: Three

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# SLD-1200**
Dated: **February 21, 2024**
Commodity: Promotional Items and Imprinting Services
RFP Closing On: ~~March 27, 2024 at 2:00 p.m.~~
April 4, 2024 at 2:00 p.m.

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

1. Question: Reference Section IV, Subsection B, pg. 4 #12. What is your intention for asking for the process of digitizing artwork and are you interested in a sample digitized file? Additionally, how is this different from #7 and #8 on pg. 4?

Answer: The intent is to ensure that the selected offeror can effectively translate artwork into digital formats suitable for various promotional items. JMU is not requesting a sample digitized file. This question focuses on the technical conversion of existing visuals into digital formats, whereas questions 7-8 refer to the broader creative process.

2. Question: Reference Section IV, Subsection B, pg. 4 #13. What is your intention for asking for the “process for vector artwork that will be screen printed” and are you interested in the technical process for creating screens? Additionally, how is this different from #7 and #8 on pg. 4?

Answer: The intent is to assess the offeror’s expertise and proficiency in generating print-ready vector graphics optimized for the screen-printing process, not to assess the technical process for creating screens. Questions 7-8 refer to the broader creative process.

3. Question: What is the ideal number of awardees?

Answer: The ideal number of awardees is unknown at this time.

Signify receipt of this addendum by initialing “*Addendum #3*_____” on the signature page of your proposal.

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

Sincerely,

A handwritten signature in black ink, appearing to read "Shanna Devers". The signature is fluid and cursive, with the first name "Shanna" and last name "Devers" clearly distinguishable.

Shanna Devers

Procurement Buyer Senior

Phone: (540-568-3131)