



**COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT**

Contract No. UCPJMU6973

This contract entered into this 31st day of January 2025, by TDI, LLC. dba MSP Design Group 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:

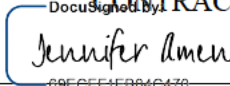
SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From April 1, 2025 through March 31, 2027 with four (4) two-year renewal options.

The contract documents shall consist of:

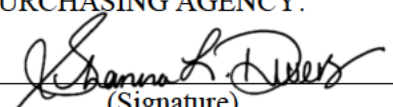
- (1) This signed form;
- (2) The following portions of the Request for Proposal RFP SLD-1200 dated February 21, 2024
 - (a) The Statement of Needs,
 - (b) The General Terms and Conditions,
 - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
 - (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 March 28, 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:  _____
(Signature)
Jennifer Amen

(Printed Name)

Title: Senior Vice President, Enterprise

PURCHASING AGENCY:
By:  _____
(Signature)
Shanna Devers

(Printed Name)

Title: Lead Commodity Contract Officer



RFP # SLD- 1200, Promotional Items and Imprinting Services
Negotiation Summary for TDI, LLC dba MSP Design Group
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. 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. 16% discount off list price for 1st and 2nd quantity break columns, 21% discount off 3rd column and beyond
 - b. Contractor shall add the royalty fee of 12% as a line item of each order, as applicable, for items containing any JMU marks or logos as outlined by JMU.
 - c. Electronic Proofs- no additional cost
 - d. Contractor shall pass on exact freight charges to the University as applicable.
 - e. Contractor shall waive all restocking and shipping fees for returns/exchanges on blank items as applicable. Should a supplier not waive restocking fees, Contractor will pass on exact costs to the University.
 - f. Contractor shall waive associated costs for the replacement of defective, broken, or damaged items. Contractor will be notified within 15 business days after receipt of order.
 - g. Contractor shall not bill the Purchasing Agency charge card processing fees.
 - h. Prior to production and if requested, Contractor shall provide final product sample(s) (*with logo*) at no additional cost.
 - i. Set-up fees- no additional cost
4. Contractor's **Imprinting Services** pricing schedule is as follows:
 - a. Contractor shall add the royalty fee of 12% as a line item of each order, as applicable, for items containing any JMU marks or logos as outlined by JMU.
 - b. 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 | \$10.83 | \$7.71 | \$6.00 | \$4.89 | \$4.48 | \$4.37 | \$4.34 | \$4.34 | \$4.34 |
| Up to 5000 | \$10.83 | \$7.71 | \$6.00 | \$4.89 | \$4.48 | \$4.34 | \$4.34 | \$4.34 | \$4.34 |
| Up to 6000 | \$11.97 | \$8.57 | \$6.69 | \$5.42 | \$4.98 | \$4.87 | \$4.84 | \$4.84 | \$4.84 |
| Up to 7000 | \$13.11 | \$9.42 | \$7.38 | \$5.94 | \$5.48 | \$5.38 | \$5.33 | \$5.33 | \$5.33 |



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| | | | | | | | | | |
|------------------------------|---------|---------|--------|--------|--------|--------|--------|--------|--------|
| Up to 8000 | \$14.26 | \$10.27 | \$8.07 | \$6.47 | \$5.99 | \$5.88 | \$5.83 | \$5.83 | \$5.83 |
| Up to 9000 | \$15.40 | \$11.14 | \$8.76 | \$7.00 | \$6.47 | \$6.36 | \$6.32 | \$6.32 | \$6.32 |
| Up to 10000 | \$16.54 | \$11.99 | \$9.43 | \$7.54 | \$6.98 | \$6.86 | \$6.84 | \$6.84 | \$6.84 |
| Each Addtl. 1000 stitches | \$1.13 | \$0.87 | \$0.70 | \$0.53 | \$0.53 | \$0.53 | \$0.53 | \$0.53 | \$0.53 |

- c. Personalization- \$6.75 for 1st line, \$2.00 for each additional line
- d. Tape Edits- \$15.00 per occurrence
- e. Excessive Thread Color Change- \$12.00 per color change
- f. Screen Printing Services pricing: *(Screen printing only, apparel/item not included)*

| Number of Colors | | | | | | | |
|------------------|---------|---------|---------|---------|---------|---------|---------------------|
| Quantity | 1 | 2 | 3 | 4 | 5 | 6 | Each add'l color |
| 1-11 | \$12.10 | \$19.85 | \$22.08 | \$36.23 | \$44.16 | \$52.09 | \$7.91 |
| 12-23 | \$5.79 | \$9.30 | \$12.82 | \$16.72 | \$20.31 | \$23.80 | \$3.59 |
| 24-47 | \$3.46 | \$5.34 | \$7.22 | \$9.31 | \$11.23 | \$13.14 | \$1.92 |
| 48-71 | \$2.77 | \$4.10 | \$5.43 | \$6.76 | \$8.09 | \$9.43 | \$1.03 |
| 72-143 | \$1.60 | \$2.32 | \$3.05 | \$3.76 | \$4.49 | \$5.21 | \$0.76 |
| 144-287 | \$1.19 | \$1.63 | \$2.07 | \$2.56 | \$3.01 | \$3.46 | \$0.72 |
| 288-499 | \$1.15 | \$1.51 | \$1.69 | \$2.34 | \$2.74 | \$3.15 | \$0.64 |
| 500-999 | \$0.98 | \$1.22 | \$1.48 | \$1.69 | \$2.02 | \$2.35 | \$0.35 |
| 1,000-1,999 | \$0.86 | \$1.05 | \$1.25 | \$1.41 | \$1.60 | \$1.81 | \$0.25 |
| 2,000-4,999 | \$0.82 | \$1.06 | \$1.14 | \$1.30 | \$1.45 | \$1.64 | \$0.21 |
| 5,000-up | \$0.80 | \$0.95 | \$1.10 | \$1.25 | \$1.40 | \$1.57 | \$0.20 |

- g. Custom designing and creating artwork- \$37.50 per hour
- h. Custom designing and creating print screen and embroidery artwork- \$37.50 per hour
- i. Contractor shall provide sample items, materials, and/or color swatches at no additional cost. Samples must be returned within 30 days of receipt to avoid any cost to the Purchasing Agency.



RFP # SLD- 1200, Promotional Items and Imprinting Services
Negotiation Summary for TDI, LLC dba MSP Design Group
December 5, 2024

- j. Contractor shall pass on exact freight charges to the University as applicable.
- k. Contractor shall waive costs for returns/exchanges of defective or misprinted items.
- l. Set-up fees- no additional cost
- m. Contractor shall not bill the Purchasing Agency charge card processing fees.
- n. Prior to production and if requested, Contractor shall provide final product sample(s) (*with logo*) at no additional cost.

5. GENERAL

- a. Contractor shall provide the following rebates to James Madison University based on total annual sales. Rebate shall be sent to James Madison University and qualified purchases must be paid in full no later than May 15th each year of the contract, beginning with new purchases starting on April 1, 2025 through March 31, 2026.

| James Madison Rebate Schedule | |
|--------------------------------------|-----------------|
| Annual Sales Volume | Rebate % |
| \$50K to \$99,999 | 1% |
| \$100K to \$149,000 | 1.25% |
| \$150K + | 1.5% |

Rebates for James Madison University shall be mailed to:

James Madison University

Attention: Director, Cash & Investments
 Massanutten Hall, MSC 5711
 1031 South Main Street
 Harrisonburg, VA 22807

- b. 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.
- c. All deliveries made to the Purchasing Agency shall be FOB destination.
- d. Payment shall be made to the Contractor in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment.
- e. The contractor has disclosed all potential fees. Additional charges shall be reviewed and approved by Procurement Services prior to purchase.
- f. Contractor shall provide detailed invoicing that clearly demonstrates contract pricing and/or discounts.
- g. 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 the PCI DSS.



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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.

- h. Contractor rescinds terms and conditions listed on sample invoice submitted with proposal for all invoices submitted to the purchasing agency.
- i. Contractor agrees James Madison University intends to exclusively utilize electronic catalogs for product sourcing and will not utilize any webstores or customized e-commerce platforms offered by your firm, with the exception of eVA punchout catalogs. These options may be utilized by other universities, agencies, and localities.
- j. 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 TDI, LLC. dba MSP Design Group, (“Vendor”).

TERM

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

WITNESS

WHEREAS, the University and Vendor have executed an agreement, UCPJMU6973, 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:

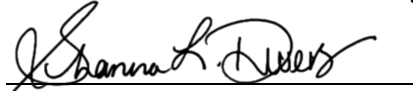
Procurement Services
c/o Director of Procurement
James Madison University
752 Ott Street, MSC 5720
Harrisonburg, VA 22807

If to Vendor:

Bobby Baughan
TDI, LLC. dba MSP Design Group
641 Phoenix Drive
Virginia Beach, VA 23452
Email: rfp@mspdesigngroup.com

ACCEPTANCE

For James Madison University



Shanna Devers
Buyer Senior

03/07/2025

Date

Agreement #: UCPJMU6973-PAC

For TDI, LLC

DocuSigned by:



Jennifer Amen

69ECEF1EB84C470...

Bobby Baughan Senior Vice President, Enterprise
Senior Account Executive

2/27/2025

Date

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.

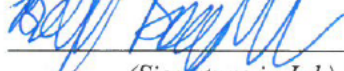
SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.

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:

| | |
|--|--|
| TDI LLC dba MSP Design Group | By:  (Signature in Ink) |
| 641 Phoenix Drive | Name: <u>Bobby Baughan</u> (Please Print) |
| Virginia Beach, VA 23452 | Title: Senior Account Executive |
| Date: 3.28.24 | Phone: 833.978.0076- 804-716-7303 |
| Web Address: <u>www.mspdesigngroup.com</u> | Fax #: 804.288.2330 |
| Email: <u>Rfp@mspdesigngroup.com</u> | |

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, § 2.2-434.1 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.

Rev: 6-8-23

REQUEST FOR PROPOSAL

RFP # SLD-1200

NOTE: Our Current Contract w/ JMU Procurement # URPTMU526

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- Attachment A: Offeror Data Sheet
- Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan
- Attachment D: Zone Map
- Attachment F: CLC Certificate
- Attachment G: Sample Quote
- Attachment H: Sample Invoice

I. 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.

RESPONSE: TDI LLC dba MSP Design Group understands the Statement of Need outline above, TDI LLC is a full-service promotional products solutions provider with a 35-year history and a SWaM Certified business with the state of Virginia. Our offerings include, but not limited to; hard and soft good promotional products, graphic services, in-house decoration, (screen print, embroidery, digital print), fully customized products, warehouse, fulfillment and online webstore platforms.

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.*

RESPONSE: Please see the link below. This is a good sampling of the products that we offer but it is a small percentage of what we offer. We have access to over 800,000 products plus custom items that we can create domestically or overseas. shop.mspdesigngroup.com

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

RESPONSE: TDI LLC will provide a platform with features and capabilities that best align with JMU needs. When a webstore build begins, the implementation team will have a meeting with JMU stakeholders to discuss the desired aesthetics and functionality of the webstore. Each online catalog is custom designed to best serve each client. All graphics, categories and products will be customized to JMU. The features and functionalities utilized will be dependent upon the needs of JMU but could include, item builder, permission-based user groups for segmentation of payments, shipping, items, pricing, check out, hidden categories and administrative rights. Examples can be provided upon request.

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

RESPONSE: TDI has an in-house graphics team that creates, designs, mocks up and turns the artwork into production art. It is protocol to send every order to client for approval via email through our current ERP system. Orders will not begin without the approval of the customer and the licensing office. As a CLC partner we uploaded all artwork for CLC approval before an order can be produced. There is no charge for the proofing process.

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

RESPONSE: We currently have two salespeople that work with JMU. Bobby Baughan has been working with the JMU Procurement Contract since 2012. Bobby has been in the promotional product business for over 20 years and his knowledge of the industry is by far one of the best. Bryan Ferguson is another salesperson that has worked with JMU for many years and has been in the promotional product business for over 20 years. Bobby and Bryan are always available for an in-person meeting, and we encourage this to happen at least quarterly if not monthly. If meeting in person is not available, we are just a quick Teams call away. We also have a very strong support team that supports Bobby and Bryan on all of their orders that have over 100 years of combined knowledge in the promotional product industry.

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

RESPONSE: Ordering

Bobby Baughan – bbaughan@mspdesigngroup.com

OFFICE (804)716-7303 CELL [REDACTED]

Ordering

Bryan Ferguson- bferguson@mspdesigngroup.com

OFFICE (434) 260-5246 CELL [REDACTED]

Customer Service – csr@mspdesigngroup.com

(833) 978-0076

Invoices – AR@mspdesigngroup.com

(833) 978-0076

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

RESPONSE: For over 12 years contractually, employees of TDI LLC have collaborated with numerous contacts and offices within JMU. Additionally, TDI LLC works with many other local and state agencies, and institutions of higher learning. Dedicated team members interact with clients via in person meetings, email, phone, and literature/catalogs sent. With extensive promotional products industry knowledge, TDI team members provide feedback and idea generation that fit the client brand, event and budget. Having a JMU grad, long time Duke Club member, and active alum in RVA, as part of the PDI team we have established several relationships through personal interaction while on campus and at JMU events.

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/>

RESPONSE: TDI is a current CLC licensed vendor for JMU and several other schools in the state of Virginia. Please see the link to our dashboard with CLC and our account number is 251811.
Attachment F

Current Spend with VASCUPP

| VASCUPP School | PO Totals 2023 |
|---|----------------|
| Virginia Polytechnic Institute and State University | 412,479 |
| James Madison University | 217,859 |

| | |
|----------------------------------|------------------|
| Old Dominion University | 164,351 |
| Virginia Commonwealth University | 126,426 |
| University of Virginia | 111,554 |
| University of Mary Washington | 50,313 |
| College of William & Mary | 41,471 |
| Norfolk State University | 26,885 |
| Radford University | 21,096 |
| Christopher Newport University | 8,534 |
| Longwood University | 1,769 |
| George Mason University | 263 |
| Grand Total | 1,182,999 |

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.

RESPONSE: TDI currently works with every state college in Virginia. We adhere to the trademark, and licensing requirements that are set by these institutions. Our company policy is in accordance with the licensing companies. We do not start work or a job without receiving approval from the agency asking for the work.

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.*

RESPONSE: TDI has and will continue to provide pre-production samples when requested by the department. The quantity limit can be as low as one depending on our vendor. At times there may be an extra cost to produce a pre-production sample. This is something we would share with the department that is requesting the sample. We also provide pre-production art proofs for all new artwork. If the order is a repeat of a previous order, we will offer a proof if needed.

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

RESPONSE: TDI LLC does not have a minimum requirement on any orders completed in-house. For products where outside vendors are utilized there typically is a minimum order quantity. Most vendors have a below minimum option that additional charges may apply.

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.*

RESPONSE: TDI LLC offers a local delivery service within 50 miles of our production facility. We utilize UPS and USPS outside of our delivery area. UPS ground is default shipping method unless client requests specific

method. Standard production times are 7-14 business days; depending of the item ordered, decoration method(s), inventory availability, time of year, and current production schedules. Fully custom orders can vary dependent upon quantity, customization and ship via. Rush production times are typically 3-7 business days, if needed critical rush orders can be produced in 1-3 business days.

12. Describe process for packaging orders. I think we need to expand on this
RESPONSE: *TDI has a multi check process for fulfilling and packaging orders for shipment. Within most product descriptions, standard bulk packaging of items is listed for shipment/box configuration. Additional special packaging options are offered. Please consult with point of contact for further details. Each order is shipped with a packing list.*
13. Describe return and exchange policies. Provide restocking fees and shipping fees for returns/exchanges in *Section X. Pricing Schedule, A. 4.*
RESPONSE: *If there is a need for a return or exchange on non-customized/non-defective items, the dedicated team will respond within 24 hours with a proposed resolution for items in hand and replacement if needed. For a client order issue that is not deemed a defective item or picking error, the client will be responsible for the shipping cost to return the item.*
14. Describe the process for replacement of defective, broken, or damaged promotional items. Provide associated costs in *Section X. Pricing Schedule, A. 5.*
RESPONSE: *If goods arrive damaged/defective, client is to notify TDI LLC within 15 business days from receipt of goods. TDI LLC will replace, refund or credit the order. TDI LLC will ship the same method as initial order with no cost to the client.*
15. Describe quality control process(s).
RESPONSE: *At TDI LLC we prioritize establishing effective approval processes and brand standards in collaboration with our clients. We enforce these quality standards rigorously, implementing defined escalation steps for unique requests to ensure compliance. Throughout the production phase, we go above and beyond industry best practices by facilitating proof approvals when necessary and conducting multi-point inspections at various stages. To maintain transparency and keep key stakeholders informed, we employ automated alerts to provide real-time updates on order statuses. In the event of any uncommon mishaps, including issues arising from our shipping provider, we have well-defined escalation and resolution procedures in place. MSP Design Group's warehouse and fulfillment services are built around the concept of continual process improvement. Our Net Suite-enabled environment provides a real time window into inventory levels and product status. Quality control begins at the receiving and inspection phase. Each webstore order goes through multiple count and evaluation steps as it goes from pick, pack to ship. We track our performance rate both through counting any potential errors and investigating such for process improvements and through third party surveys.*
16. Provide sample quote showing list price, contract price and percentage off published list price.

RESPONSE: Please see attachment G

17. Describe payment options available.

RESPONSE: Standard payment terms are net 30. We accept check, ACH payment, or electronic credit card payments. Electronic payment link is emailed with each respective invoice. No charges are assessed to JMU for electronic credit card payments.

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

RESPONSE: Please see attachment H.

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

RESPONSE: TDI does except a charge cards as a payment. TDI will not charge JMU a processing fee if JMU decides to use a charge card for payment.

20. Provide any incentive rebate options or packages.

RESPONSE: TDI is happy to offer the following rebate structure for JMU:

Annual Spend

\$50-\$99,999 @ 1% rebate

\$100-\$149,000 @ \$1.25%

\$150,000 + @ 1.5%

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

RESPONSE: TDI has a 100,000 sq ft facility that includes our in-house production and full-service fulfillment center. We offer 3rd party logistics to our customer base including non-profits, education institutes and business throughout the United States. Fulfillment and warehousing fees are based on usage and space. Example of fee schedule, Section X Pricing schedule, A.7, pricing is based on each customer's needs

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> <http://www.jmu.edu/identity>. 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.).

RESPONSE: TDI has a 100,000 sq ft state of the art facility that provides Screen Printing, Embroidery, Direct to Film, Direct to Garment, Laser Etching, Sublimation, Signs, Banners, Stickers, Trade Show Displays, Wall Signage, Pad Printing, Embossing, and Applique Patches. We also offer folding, bagging and tagging all

garments. TDI will adhere to the provided brand guidelines and match all PMS colors for imprint and thread for embroidery.

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

RESPONSE: TDI does not have a minimum order quantity on any item that we produce in house.

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

RESPONSE: Pricing is noted in charts below

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

RESPONSE: Pricing is noted in charts below.

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

RESPONSE: Pricing is noted in charts below.

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.

RESPONSE: Samples have been provided

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.*

RESPONSE: TDI LLC has a fully staffed graphic arts department. Our process for designing and creating artwork is the following. We would hold an in-person meeting or teams call with the customer and our director of art. During this call we would talk through the needs of the customers and the ideas they have about what they would like to see in a final product. After the call our team will come up with a few ideas and present them to the customer. If there are no changes needed, we then turn this into production art. The turnaround time can be anywhere from 2-7 days depending on the number of modifications to the artwork. The rate is \$37.50 per hour.

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.*

RESPONSE: TDI LLC has a fully staffed graphic arts department. Our process for designing and creating artwork is the following. We would hold an in-person meeting or teams call with the customer and our director of art. During this call we would talk through the needs of the customers and the ideas they have about what they would like to see in a final product. After the call our team will come up with a few ideas and present them to the customer. If there are no changes needed, we then turn this into production art. The turnaround time can be anywhere from 2-7 days depending on the number of modifications to the artwork. Before we go to production we send an email through our ERP system showing a mocked up version of the screen printed or embroidery design. There is no charge for mock ups.

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

RESPONSE: TDI standard production times are 7-14 business days; depending of the item ordered, decoration method(s), inventory availability, time of year, and current production schedules. Fully custom orders can vary dependent upon quantity, customization and ship via. Rush production times are typically 3-7 business days, if needed critical rush orders can be produced in 1-3 business days.

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

REPONSE: TDI artists work in Adobe Creative Cloud and Coral.

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.

REPONSE: Blank/random product samples, or swatches typically delivery withing 2-5 business days depending on location of source. Apparel items and higher value items need to be returned within 15 business days to avoid invoicing of product. TDI LLC team members will advise if items need to be returned or not.

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.

REPONSE: Upon receiving vector artwork from the client TDI initiates the digitizing process. Within 1-2 days a sew out proof is provided to the client for approval for representation of color and size to ensure brand and licensing guidelines are adhered to.

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

REPONSE: Client to provide high resolution (300 dpi +) vector EPS or Adobe PDF file w/ fonts converted to outlines please. If not provided as such, an art estimate will be provided, and one of our artists will provide art proofs for screen print or embroidery sew-out prior to production.

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.

RESPONSE: TDI LLC offers a local delivery service within 50 miles of our production facility. We utilize UPS and USPS outside of our delivery area. UPS ground is default shipping method unless client requests specific method. Standard production times are 7-14 business days; depending of the item ordered, decoration method(s), inventory availability, time of year, and current production schedules. Fully custom orders can vary dependent upon quantity, customization and ship via. Rush production

times are typically 3-7 business days, if needed critical rush orders can be produced in 1-3 business days.

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

RESPONSE: If goods arrive damaged/defective, client is to notify TDI LLC within 15 business days from receipt of goods. TDI LLC will replace, refund or credit the order. TDI LLC will ship the same method as initial order with no cost to the client.

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

RESPONSE: Please see attachment G

17. Provide sample invoice and preferred method of payment.

RESPONSE: Please see attachment H

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

RESPONSE: Please see attachment G

19. Describe payment options available.

RESPONSE: Standard payment terms are net 30. We accept check, ACH payment, or electronic credit card payments. Electronic payment link is emailed with each respective invoice. No charges are assessed to JMU for electronic credit card payments.

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

RESPONSE: There will not be a processing fee for JMU should a credit card be used for payment.

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

RESPONSE: We currently have two salespeople that work with JMU. Bobby Baughan has been working with the JMU Procurement Contract since 2012. Bobby has been in the promotional product business for over 20 years and his knowledge of the industry is by far one of the best. Bryan Ferguson is another salesperson that has worked with JMU for many years and has been in the promotional product business for over 20 years. Bobby and Bryan are always available for an in-person meeting, and we encourage this to happen at least quarterly if not monthly. If meeting in person is not available, we are just a quick Teams call away. We also have a very strong support team that supports Bobby and Bryan on all of their orders that have over 100 years of combined knowledge in the promotional product industry.

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

RESPONSE: Ordering

Bobby Baughan – bbaughan@mspdesigngroup.com

OFFICE (804)716-7303 CELL [REDACTED]

Ordering

Bryan Ferguson- bferguson@mspdesigngroup.com

OFFICE (434) 260-5246 CELL [REDACTED]

Customer Service – csr@mspdesigngroup.com
(833) 978-0076

Invoices – AR@mspdesigngroup.com
(833) 978-0076

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

RESPONSE: For over 12 years contractually, employees of TDI LLC have collaborated with numerous contacts and offices within JMU. Additionally, TDI LLC works with many other local and state agencies, and institutions of higher learning. Dedicated team members interact with clients via in person meetings, email, phone, and literature/catalogs sent. With extensive promotional products industry knowledge, TDI team members provide feedback and idea generation that fit the client brand, event and budget. Having a JMU grad, long time Duke Club member, and active alum in RVA, as part of the PDI team we have established several relationships through personal interaction while on campus and at JMU events.

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/>

RESPONSE: TDI is a current CLC licensed vendor for JMU and several other schools in the state of Virginia. Please see the link to our dashboard with CLC and our account number is 251811.

Attachment F

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.

RESPONSE: TDI currently works with every state college in Virginia. We adhere to the trademark, and licensing requirements that are set by these institutions. Our company policy is in accordance with the licensing

companies. We do not start work or a job without receiving approval from the agency asking for the work.

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)

RESPONSE: TDI has and will continue to provide pre-production samples when requested by the department. The quantity limit can be as low as one depending on our vendor. At times there may be an extra cost to produce a pre-production sample. This is something we would share with the department that is requesting the sample. We also provide pre-production art proofs for all new artwork. If the order is a repeat of a previous order, we will offer a proof if needed.

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

RESPONSE: TDI has a 100,000 sq ft facility that includes our in-house production and full-service fulfillment center. We offer 3rd party logistics to our customer base including non-profits, education institutes and business throughout the United States. Fulfillment and warehousing fees are based on usage and space. Example of fee schedule, Section X Pricing schedule, A.7, pricing is based on each customer's needs

II. 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.)*

RESPONSE: Discounts reflect a savings of 16% on 1st and 2nd quantity break columns, 3rd column and beyond reflect a 21% savings.

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

RESPONSE: There is 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.)*

RESPONSE: TDI will quote delivery costs based upon each project specifications. We offer 50 mile free delivery from our production facility. We utilize USPS and UPS outside of our delivery area and pass through costs to the client which are quoted at project onset.

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

RESPONSE: For a client return or a order issue that is not deemed a defective item or picking error, the client will be responsible for the shipping cost to return the item and ship any replacement items.

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

RESPONSE: If goods arrive damaged/defective, client is to notify TDI LLC within 15 business days from receipt of goods. TDI LLC will replace, refund or credit the order. TDI LLC will ship the same method as original order with no cost to the client.

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

RESPONSE: TDI will not charge JMU a processing fee if JMU decides to use a charge card for payment.

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.)*

RESPONSE: Ad Hoc Monthly Fees – Warehouse/Inventory

Non-Platform Inventory Management fee

| | |
|--|-----------------------------|
| 1-10 products | \$50.00 per month |
| 11-25 products | \$75.00 per month |
| 26-50 products | \$100.00 per month |
| 51-100 products | \$150.00 per month |
| Order Fulfillment charge, includes first item | \$3.00 per order |
| Pick fee each additional item | \$0.50 per item |
| Inbound Product Receiving | \$0.25 per unit |
| Inbound Product Bar Coding | \$0.25 per unit |
| Storage Active Product | \$1.15 per bin |
| Storage Inactive Product | \$2.30 per bin |
| (Slow Moving or Non-MSP Purchase) | |
| Storage-Pallet | \$15.00 per month |
| Return/Restocking | \$8.00 per order |
| Bulk Shipping | \$10.00 per box |

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.)*

RESPONSE: TDI LLC can provide quantity of one for pre-production samples. Costs will vary dependent of product needing sampled but the costs will be relayed to client prior to creating sample.

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 | \$11.52 | \$8.20 | \$6.38 | \$5.20 | \$4.77 | \$4.65 | \$4.62 | \$4.62 | \$4.62 |
| Up to 5000 | \$11.52 | \$8.20 | \$6.38 | \$5.20 | \$4.77 | \$4.65 | \$4.62 | \$4.62 | \$4.62 |
| Up to 6000 | \$12.73 | \$9.12 | \$7.12 | \$5.77 | \$5.30 | \$5.18 | \$5.15 | \$5.15 | \$5.15 |
| Up to 7000 | \$13.95 | \$10.02 | \$7.85 | \$6.32 | \$5.83 | \$5.72 | \$5.67 | \$5.67 | \$5.67 |
| Up to 8000 | \$15.17 | \$10.93 | \$8.58 | \$6.88 | \$6.37 | \$6.25 | \$6.20 | \$6.20 | \$6.20 |
| Up to 9000 | \$16.38 | \$11.85 | \$9.32 | \$7.45 | \$6.88 | \$6.77 | \$6.73 | \$6.73 | \$6.73 |
| Up to 10000 | \$17.60 | \$12.75 | \$10.03 | \$8.02 | \$7.42 | \$7.30 | \$7.27 | \$7.27 | \$7.27 |
| Each Addtl. 1000 stitches | \$ 1.20 | \$.92 | \$.74 | \$.56 | \$.53 | \$.53 | \$.53 | \$.53 | \$.53 |

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*)

RESPONSE: Embroidery tape edits will be billed at \$15.00 per occurrence, personalization is \$6.75 for 1st line, \$2.00 for each additional line and excessive thread color change fee is \$12.00 per color change.

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

| Quantity | Number of Colors | | | | | | Each add'l color |
|-------------|------------------|---------|---------|---------|---------|---------|------------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | |
| 1-11 | \$12.10 | \$19.85 | \$22.08 | \$36.23 | \$44.16 | \$52.09 | \$7.91 |
| 12-23 | \$5.79 | \$9.30 | \$12.82 | \$16.72 | \$20.31 | \$23.80 | \$3.59 |
| 24-47 | \$3.46 | \$5.34 | \$7.22 | \$9.31 | \$11.23 | \$13.14 | \$1.92 |
| 48-71 | \$2.77 | \$4.10 | \$5.43 | \$6.76 | \$8.09 | \$9.43 | \$1.03 |
| 72-143 | \$1.63 | \$2.37 | \$3.11 | \$3.84 | \$4.58 | \$5.32 | \$.78 |
| 144-287 | \$1.21 | \$1.66 | \$2.11 | \$2.61 | \$3.07 | \$3.53 | \$.73 |
| 288-499 | \$1.17 | \$1.54 | \$1.94 | \$2.39 | \$2.80 | \$3.21 | \$.65 |
| 500-999 | \$1.00 | \$1.24 | \$1.51 | \$1.72 | \$2.06 | \$2.40 | \$.36 |
| 1,000-1,999 | \$.88 | \$1.07 | \$1.26 | \$1.44 | \$1.63 | \$1.85 | \$.25 |
| 2,000-4,999 | \$.84 | \$1.08 | \$1.16 | \$1.32 | \$1.48 | \$1.67 | \$.21 |
| 5,000-up | \$.82 | \$.97 | \$1.12 | \$1.27 | \$1.42 | \$1.60 | \$.20 |

4. The offeror shall provide associated costs per hour for designing and creating artwork. *(Reference Statement of Needs, Section B. 7)*
RESPONSE: TDI LLC creative graphic services is \$37.50 per hour, projects will be evaluated prior to start and proposal will be submitted to client.
5. The offeror shall provide associated costs per hour for designing print screen and embroidery artwork. *(Reference Statement of Needs, Section B. 8)*
RESPONSE: There is no charge for designing screen print or embroidery artwork as long as appropriate artwork has been provided. If artwork needs to be created the charge is \$37.50 per hour and all projects will be quoted in advance.
6. The offeror shall provide associated costs for sample items, material, or color swatches. *(Reference Statement of Needs, Section B. 11)*
REPNSE: Blank/random product samples, or swatches provided to client for no charge if the value does not exceed \$15.00. For higher priced items the items need to be returned within 15 business days to avoid invoicing of product. Pricing of product will vary per item. TDI LLC team members will advise if items need to be returned or not.
7. The offeror shall provide associated costs for standard and rush orders. *(Reference Statement of Needs, Section B. 14)*
REPNSE: TDI LLC will outline all costs associated with each project based on criteria provided. This fee can vary from 10-40% of the price of decoration dependent upon the following criteria: quantity, lead time needed, number of decoration locations/colors.
8. The offeror shall provide associated costs for returns for embroidery and screen printing items. *(Reference Statement of Needs, Section B. 15)*
RESPONSE: For a client return or a order issue that is not deemed a defective item or picking error, the client will be responsible for the shipping cost to return the item and ship any replacement items. If item is defective it will be replaced at no charge.
9. The offeror shall provide associated costs for set-up fees.
RESPONSE: JMU will not be charged set up fees for decoration services provided.
10. The offeror shall specify associated charge card processing fees. *(Reference Section X. Pricing Schedule, B. 20)*
RESPONSE: There will not be a processing fee for JMU should a credit card be used for payment.
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)*
RESPONSE: Ad Hoc Monthly Fees – Warehouse/Inventory
Non-Platform Inventory Management fee

| | |
|---|----------------------------------|
| <i>1-10 products</i> | <i>\$50.00 per month</i> |
| <i>11-25 products</i> | <i>\$75.00 per month</i> |
| <i>26-50 products</i> | <i>\$100.00 per month</i> |
| <i>51-100 products</i> | <i>\$150.00 per month</i> |
| <i>Order Fulfillment charge, includes first item</i> | <i>\$3.00 per order</i> |
| <i>Pick fee each additional item</i> | <i>\$0.50 per item</i> |
| <i>Inbound Product Receiving</i> | <i>\$0.25 per unit</i> |
| <i>Inbound Product Bar Coding</i> | <i>\$0.25 per unit</i> |
| <i>Storage Active Product</i> | <i>\$1.15 per bin</i> |
| <i>Storage Inactive Product</i> | <i>\$2.30 per bin</i> |
| <i>(Slow Moving or Non-MSP Purchase)</i> | |
| <i>Storage-Pallet</i> | <i>\$15.00 per month</i> |
| <i>Return/Restocking</i> | <i>\$8.00 per order</i> |
| <i>Bulk Shipping</i> | <i>\$10.00 per box</i> |

III. ATTACHMENTS

Attachment A: Offeror Data Sheet

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

Attachment D: Zone Map

Attachment F: CLC Certificate

Attachment G: Sample Quote

Attachment H: Sample Invoice

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 37 Months 3

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 # |
|--------|-------------------|---------|---------------------------|
|--------|-------------------|---------|---------------------------|

References

| | | | |
|------------------------|-----------|--|---------------------------------|
| Triple Crown Nutrition | 10+ Years | 311 W. Lancaster Ave. Shillington PA 19607 | Danielle Blandford 800-267-7198 |
| First Coast News | 8 Years | 1070 E. Adams Street Jacksonville FL 32202 | Kristen Joyal 904-363-2729 |
| Henrico Recs & Parks | 10 Years | 6800 Staples Mill Rd. Henrico VA 23228 | Elaine Payne 804-501-5332 |
| LifeNet Health | 15 Years | 1864 Concert Ave. VA. Beach, VA 23453 | Wanda Phillips 757-609-4473 |
| JMU Alumni Relations | 13 Years | 2002 Alumni Dr. Harrisonburg, VA 22807 | Jessica Savoie 540-568-6234 |

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

Bobby Baughn -MSP Design Group 3701 Saunders Ave. Richmond, VA 23227

Dan Clarkson -MSP Design Group 641 Phoenix Drive, Virginia Beach, VA 23452

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: TDI LLC dba MSP Design Group **Preparer Name:** Bobby Baughn

Date: 3.28.24

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

If yes, certification number: 717017 Certification date: 5.10.21

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

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 X

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: Promotional Items and Imprinting Services RFP# SLD-1200 Date Form Completed: 3.28.24

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

Offeror / Proposer:

Firm: TDI LLC dba MSP Design Group Address: 641 Phoenix Drive Virginia Beach, VA 23452 Contact Person/No. Bobby Baughn 804.716.7303

| 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) |
|---|-----------------------------------|---------------------------------|-----------------------------------|--|---|
| Peg's Embroidery 11814 Murray Olds Court Midlothian, VA 23114 | Valerie Borkowski 804.378.2053 | Unsure | Embroidery | \$8000 in 2023 for JMU orders | \$0 in 2024 from JMU YTD |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

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

RETURN OF THIS PAGE IS REQUIRED

(CLC) - Attachment F -

Licensed Institutions

2024-03-29 09:38:12 AM

| TDI, LLC dba MSP Design Group | Date Licensed |
|---|---------------|
| <u>Averett University (ACV) (ACV)</u> | |
| Averett University | 02/23 |
| <u>Brown University (BRO) (BRO)</u> | |
| Brown University | 04/23 |
| <u>George Mason University (GMU)</u> | |
| George Mason University | 02/23 |
| <u>Hampton University (HAM) (HAM)</u> | |
| Hampton University | 02/23 |
| <u>James Madison University Foundation (JMU)</u> | |
| James Madison University Foundation | 10/20 |
| <u>Longwood University (LWC) (LWC)</u> | |
| Longwood University | 02/23 |
| <u>Lynchburg, University of (LC) (LC)</u> | |
| Lynchburg, University of | 02/23 |
| <u>Maryland - University of (MD)</u> | |
| University of Maryland | 02/23 |
| <u>North Carolina at Greensboro - The U of (NCG)</u> | |
| University of North Carolina at Greensboro | 11/23 |
| <u>Old Dominion University (ODU)</u> | |
| Old Dominion University | 08/20 |
| <u>Radford University (RAD) (RAD)</u> | |
| Radford University | 02/23 |
| <u>Richmond - University of (RCH)</u> | |
| University of Richmond | 07/22 |
| <u>Virginia - University of (VA)</u> | |
| University of Virginia | 02/23 |
| <u>Virginia Commonwealth University (VCU)</u> | |
| Virginia Commonwealth University | 07/22 |
| <u>Virginia Military Institute (VMI) (VMI)</u> | |
| Virginia Military Institute | 02/23 |
| <u>Virginia State University (VSU) (VSU)</u> | |
| Virginia State University | 02/23 |
| <u>Virginia Tech (VAT)</u> | |
| Virginia Tech | 02/23 |
| <u>Virginia's College at Wise, University of (VCW) (VCW)</u> | |
| Virginia's College at Wise, University of | 05/23 |
| <u>Washington and Lee University (WLU) (WLU)</u> | |
| Washington and Lee University | 02/23 |
| <u>William & Mary-College of (WMR)</u> | |
| College of William & Mary | 02/23 |



SOLD TO
JMU Department of Computer
Science
Ellen Hedrick
701 Carrier Dr. MSC 4103
Harrisonburg, VA
US, 22807

SHIP TO
JMU Department of Computer
Science
Ellen Hedrick
701 Carrier Dr. MSC 4103
Harrisonburg, VA
US, 22807

1 of 4

QUOTATION
#2081163-1

Date
Feb/15/2024

Contact
Bobby Baughan

Tel : 804-402-9825
bbaughan@mspdesigngroup.com

| QTY | DESCRIPTION | UNIT PRICE | EXTENSION |
|-----|-------------|------------|-----------|
|-----|-------------|------------|-----------|

200 Prime Line Cinch-Up Backpack

- 200 Color: Pink
1 Decoration Method: Printed 1 color, 1 side @ max area
• Setup Charge:
• Design Name: JMU Information Technology
• Decoration Location: 5 Day Rush
• Decoration Color: Black

| | |
|---------|----------|
| \$1.89 | \$378.00 |
| \$44.00 | \$44.00 |

Ship Via
UPS Ground
FOB
Factory

Production Time
14 working days from artwork approval

Terms
Net 30 days

Tax #

Customer Instructions / Comments

| | |
|---------|-----------|
| Artwork | NO CHARGE |
| Freight | \$47.80 |
| Tax | EXEMPT |
| Total | \$469.80 |

CONDITIONS & ACCEPTANCE

DUE TO THE PROCESS OF MANUFACTURING ITEMS TO CUSTOM SPECIFICATIONS, OVERRUNS OR UNDERRUNS, OF NOT MORE THAN 10% WILL OCCUR. THESE WILL BE DEEMED ACCEPTABLE AND BILLED ON A PRO-RATA BASIS. THIS QUOTE SHALL NOT BE ACCEPTED AS AN ORDER UNTIL ACCEPTANCE THEREOF BY MSP DESIGN GROUP AND SUCH ACCEPTANCE MAY BE EITHER BY NOTIFICATION TO CUSTOMER OR BY OUR COMMENCEMENT OF WORK ON THE MERCHANDISE ORDERED.

YOUR SIGNATURE BELOW INDICATES ACCEPTANCE OF THIS QUOTATION AND AUTHORIZES MSP DESIGN GROUP TO PROCEED WITH THIS ORDER, VALID FOR 30 DAYS.

Main Office
MSP Design Group

641 Phoenix Drive
Virginia Beach, VA
United States, 23462
Tel : (757) 855-5416
info@mspdesigngroup.com
shop.mspdesigngroup.com

NAME

SIGNATURE

DATE



SOLD TO
JMU Department of Computer Science
Ellen Hedrick
701 Camer Dr. MSC 4103
Harrisonburg, VA
United States, 22807

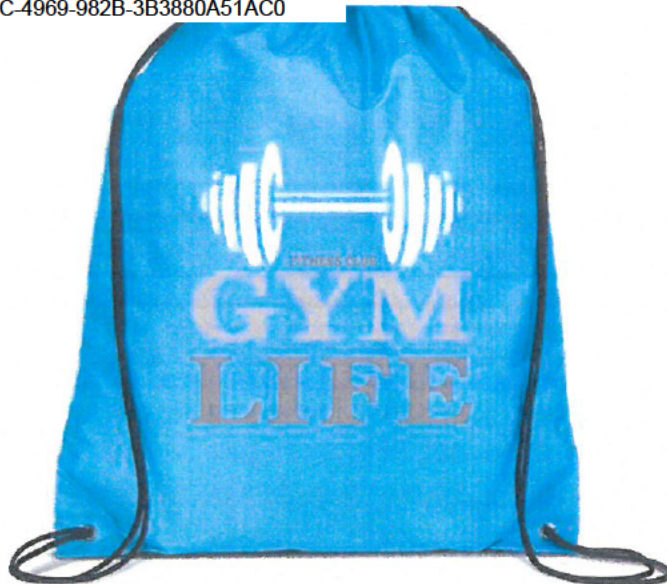
SHIP TO
JMU Department of Computer Science
Ellen Hedrick
701 Camer Dr. MSC 4103
Harrisonburg, VA
US, 22807

SALES ORDER
2 of 4
INVOICE #
#63992-1
Feb/15/2024

| QTY | | DESCRIPTION | UNIT PRICE | EXTENSION | BOBBY BAUGHAN |
|-----|--|---|------------|-----------|-----------------------------------|
| 200 | | Prime Line Cinch-Up Backpack | | | |
| 200 | | Color: Pink | | | |
| | | Decoration Method: Printed 1 color, 1 side @ max area | | | |
| 1 | | • Setup Charge: | \$1.89 | \$378.00 | Tel : 804-402-9825 |
| | | • Design Name: JMU Information Technology | | | bbaughan@mspdesigngroup.com |
| | | • Decoration Location: 5 Day Rush | \$44.00 | \$44.00 | |
| | | • Decoration Color: Black | | | |
| | | | | | Est. Delivery Date Feb/29/2024 |
| | | | | | Client ID 2081163 |
| | | | | | Ship Via UPS Ground |
| | | | | | FOB Factory |
| | | | | | Terms Net 30 days |

| CONDITIONS & AGREEMENTS | | SHIPPING INSTRUCTIONS & COMMENTS | MSP DESIGN GROUP |
|--|--|--|---|
| THIS ORDER SHALL NOT BE EFFECTIVE UNTIL ACCEPTANCE THEREOF BY MSP DESIGN GROUP AND SUCH ACCEPTANCE MAY BE EITHER BY NOTIFICATION TO CUSTOMER OR BY OUR COMMENCEMENT OF WORK ON THE MERCHANDISE ORDERED. DUE TO THE PROCESS OF MANUFACTURING ITEMS TO CUSTOMERS SPECIFICATIONS, OVERRUNS OR UNDERRUNS, OF NOT MORE THAN 10%, WILL OCCUR. THESE WILL BE DEEMED ACCEPTABLE BY THE CUSTOMER AND BILLED ON A PRO-RATA BASIS. ALL CLAIMS MUST BE MADE IN WRITING WITHIN 10 DAYS OF RECEIPT OF SHIPMENT. ARTWORK, SEPARATIONS, DIES, PLATES, MOLDS AND EMBROIDERY TAPES MADE BY MSP DESIGN GROUP SHALL AT ALL TIMES REMAIN THE SOLE AND EXCLUSIVE PROPERTY OF MSP DESIGN GROUP. | | | |
| CUSTOMER INSTRUCTIONS & COMMENTS | | Artwork Freight Sub Total Tax 6% Total Deposit Balance Due | \$0.00 \$47.80 \$469.80 \$0.00 \$469.80 \$0.00 \$469.80 |
| | | | 641 Phoenix Drive Virginia Beach, VA United States, 23452 Tel : (757) 855-5416 info@mspdesigngroup.com shop.mspdesigngroup.com |

Name: _____
Signature: _____ Date: _____



(<https://www>) (<https://www>) (<https://www>)

BG100 primeplus

Prime Line Cinch-Up Backpack

| Color | Size | Inventory | Quantity | 150 | 300 | 600 | 1200 | 2600 |
|---------------|------|-----------|----------|--------|--------|--------|--------|--------|
| black | OS | 122145 | | \$2.25 | \$2.18 | \$2.11 | \$2.01 | \$1.89 |
| burgundy | OS | 33059 | | \$2.25 | \$2.18 | \$2.11 | \$2.01 | \$1.89 |
| carolina blue | OS | 51627 | | \$2.25 | \$2.18 | \$2.11 | \$2.01 | \$1.89 |

W
o
r
k

Setup Charges

Description

Reorder Setup - Silkscreen / Pad Print / Laser / Label

Setup - Bag

Charge

\$25.00 (G)

\$55.00 (G)

| | | |
|---------------|---|---|
| eProof | PRP REF: RTA: No Reorder: No | Cust Name: 371253 MSP Design Group, LLC PO#: 63992-1 |
| | PIL: 200 BG100 : BG100-PNK 1 Color Silkscreen Job 10 X 8 Imprint Black | SIL: |



S2524351

S2524351
100% Actual Size
8"W x2.48"H


BLACK

FPO Item Rendering
Not actual size

****dotted lines represent the imprint area and do not print****

"®" Registration marks may not print or may appear as a dot



Knots May Vary

Our Policy on eProof Approvals – Please Read:

1) eProofs are intended for size, placement, and position. Colors of imprints and items are for reference only. 2) By approving this eProof, you acknowledge all disclaimers and suggestions and agreed to proceed to production. 3) The factory will not be held accountable for errors OR for poor print quality due issues noted on eProof. 4) A charge will be incurred for the initial proof and all revisions.

ATTACHMENT D

Zone Map



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

List of member institutions by zones

Zone 1

George Mason University (Fairfax)

Zone 4

University of Mary Washington (Fredericksburg)

Zone 7

Longwood University (Farmville)

Zone 2

James Madison University (Harrisonburg)

Zone 5

College of William and Mary (Williamsburg)

Old Dominion University (Norfolk)

Zone 8

Virginia Military Institute (Lexington)

Virginia Tech (Blacksburg)

Radford University (Radford)

Zone 3

University of Virginia (Charlottesville)

Zone 6

Virginia Commonwealth University (Richmond)

Zone 9

University of Virginia - Wise (Wise)

Zone 5 - Hout / Main Office Zone 6 - Richmond Office

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.



www.mspdesigngroup.com



**CREATING BRAND FANS
SINCE 1987**



WHO WE ARE

MSP Design Group serves over 20,000 organizations worldwide with promotional branding solutions and sourcing.

Established in 1987, we are headquartered in Virginia Beach, Virginia and in May 2020 opened our second location in Richmond, Virginia.

WHAT WE DO

We use our network of global suppliers and our in-house production studio to create unique programs and products.

We specialize in growing awareness, increasing recall, establishing high-retention rates, and delivering results.

Branding

Unique products and apparel that speak your customers' language.

Design

Delivering on your brand identity, from custom artwork to trade show displays.

Production

Seeing your project through, from concept to creation.

Fulfillment

Making global promotional marketing programs possible.



MSP Design Group

3701 Saunders Ave • Richmond, VA 23227

804.288.2224 • www.mspdesigngroup.com



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.

| |
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| |

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.

[illegible]

(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, UCPJMUXXX, 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, appearing to read "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 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.

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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" being more prominent than the last name "Devers".

Shanna Devers

Procurement Buyer Senior

Phone: (540-568-3131)