



COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract No. UCPJMU7274

This contract entered into this 11th day of August 2025, by Blauch Brothers, Inc., hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

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

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

PERIOD OF PERFORMANCE: From September 9, 2025 through September 8, 2026 with 4 one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
(2) The following portions of the Request for Proposal MPM-1231 dated April 2, 2025:
(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;
(3) The Contractor's Proposal dated May 5, 2025 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
(a) Negotiations Summary, dated August 4, 2025.

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

CONTRACTOR:
By: [Signature]
(Matt Blauch)
(Matt Blauch)
(Title: President)

PURCHASING AGENCY:
By: [Signature]
(Michael Morrison)
(Michael Morrison)
(Title: Lead Contract Officer + PM)

RFP# MPM-1231 ON DEMAND TRADE SERVICES: MECHANICAL & PLUMBING

8/4/2025

The Primary Point of Contact for this Contract is:

Matt Blauch – President

540-434-2589

mblauch@blauchbrothers.com

GENERAL:

1. Any change in the scope described herein shall be mutually agreed upon by the Purchasing Agency and Contractor with all changes first being authorized through either a contract modification and/or a change order issued by the Purchasing Agency.
2. Parties agree that this Negotiation Summary modifies RFP# MPM-1231 and the Contractor's initial response to RFP# MPM-1231, and in the event of conflict this negotiation summary shall take precedence.
3. Contractor agrees that all exceptions taken within their initial response to RFP# MPM-1231 that are not specifically addressed within this negotiation summary are null and void.
4. Blauch Brothers, Inc. agrees that the terms and conditions as stated in the RFP will govern and be abided by.
5. Contractor acknowledges and agrees to abide by all response times as outlined in RFP# MPM-1231.
6. Blauch Brothers, Inc. agrees to use the JMU Standard Proposal Form for quotes under this contract, to include the Blauch Brothers proposal and narrative.
7. Blauch Brothers, Inc. agrees that SWaM subcontractor usage will be reported as applicable to work performed for James Madison University.
8. Blauch Brothers, Inc. agrees to limit subcontractor markup to 10%.
9. As a part of this contract, Blauch Brothers agrees to an annual donation – at the time of renewal - to the JMU Engineering School. This donation will be in the amount of 5% of total sales with JMU through this contract, capped at \$10,000 per year.

NEGOTIATION SUMMARY

BLAUCH BROTHERS, INC.

PRICING SCHEDULE:

The following Labor, Other Fees, and Discounts sections represent the negotiated pricing for all represented items and should be reflected in all quotes and proposals for the University. No other fees or charges shall be acceptable. The following pages, taken from the RFP and edited where negotiated, represent the agreed-upon pricing for this contract.

The following labor rates are listed by discipline and classification and include base wages, benefits, taxes, insurance and payroll costs complete.

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman		
Mechanical Supervisor	\$ 98/hour	\$ 147/hour
HVAC Supervisor	\$ 98/hour	\$ 147/hour
Laborer		
Laborer, Mechanical	\$ 48/hour	\$ 72/hour
Laborer, HVAC	\$ 48/hour	\$ 72/hour
Mechanic		
Boiler Mechanic	\$ 95/hour	\$ 142.5/hour
Sheet Metal Mechanic	\$ 65/hour	\$ 97.5/hour
Grout Injection Mechanic	N/A	
Startup Mechanic	\$ 95/hour	\$ 142.5/hour
Test & Balance Mechanic	\$ 160/hour	\$ 240/hour
Junior Mechanic (Helper)	\$ 52/hour	\$ 78/hour
Technician		
Burner Technician	\$ 95/hour	\$ 142.5/hour
HVAC Technician	\$ 95/hour	\$ 142.5/hour
Service Technician	\$ 95/hour	\$ 142.5/hour
Controls Technician (Honeywell)	\$ 165/hour	\$ 247.5/hour
Welding Pipe and Duct	\$ 72/hour	\$ 108/hour
Certified Welder, R-stamp work	N/A	
AI Inspector (R-stamp work)	N/A	
Pipefitter	\$ 65/hour	\$ 97.5/hour

NEGOTIATION SUMMARY

BLAUCH BROTHERS, INC.

Millwright	N/A		
Equipment Operator	\$	65/hour	\$ 97.5/hour
Ironworker	\$	65/hour	\$ 97.5/hour
Plumber, Master	\$	65/hour	\$ 97.5/hour
Plumber, Journeyman	\$	60/hour	\$ 90/hour
Carpenter	N/A		
Electrician	N/A		
QA/QC (Code Work)	N/A		
Project Manager	\$	90/hour	\$ 135/hour
Design Engineer	\$	125/hour	\$ 187.5/hour
CAD Designer	\$	80/hour	\$ 120/hour

PARTS & SUPPLIES				
Item	Manufacturer	List Price	% Discount Off	University Price
Rough Material	Various	Various	15%	Various
Fixtures & Equipment	Various	Various	15%	Various

OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				10%
				\$
				\$
				\$



Request for Proposal

RFP# MPM-1231

**On Demand Trade Services:
Mechanical & Plumbing**

April 2, 2025



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REQUEST FOR PROPOSAL
RFP# MPM-1231

Issue Date: April 2, 2025
Title: On Demand Trade Services: Mechanical & Plumbing
Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

Period of Contract: From Date of Award Through One Year (Renewable)

Sealed Proposals Will Be Received Until 2:00 PM on May 6, 2025 for Furnishing The Services Described Herein. (See Special Terms & Conditions “D. Late Proposals”)

MANDATORY/ OPTIONAL PRE-PROPOSAL: None

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

All Inquiries For Information And Clarification Should Be Directed To: Michael Morrison, Lead Contract Officer & Project Manager, Procurement Services, morrismp@jmu.edu; 540-568-6181; (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:

Blauch Brothers Inc.

911 Chicago Ave

Harrisonburg, VA 22802

By:



(Signature)

Name:

Matt Blauch

(Please Print)

Date:

Title:

President

Web Address:

blauchbrothers.com

Phone:

540-434-2589

Email:

mblauch@blauchbrothers.com

Fax #:

540-434-3690

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.



April 2, 2025

Commonwealth of Virginia

James Madison University

Attn: Procurement Services MSC 5720

752 Ott Street, Wine Price Bldg.

First Floor, Suite 1023

Harrisonburg, Va. 22807

RE: RFP # MPM-1231

Statement of Needs

Thank you for your consideration of Blauch Brothers Inc.'s proposal. Please find below descriptive statements addressing each of the statements in the RFP:

1. Describe your firm's ability to schedule and complete multiple projects at one time.
 - a. **Blauch Brothers, Inc.** has the capacity to manage and execute multiple projects simultaneously, supported by a team of over 150 skilled employees. Our structured approach—including dedicated departments for project management, field operations, service, and VDC (Virtual Design & Construction)—enables us to effectively schedule manpower, allocate resources, and maintain clear communication across job sites. We are currently managing approximately 60 active construction projects. Our VDC department plays a critical role in streamlining project delivery by identifying and resolving coordination issues during the preconstruction phase, reducing costly delays and time spent resolving problems in the field. Additionally, our in-house duct and piping prefabrication shops significantly increase the speed of installation, ensuring projects stay on schedule and minimizing downtime in the field.



2. Describe how your firm ensures compliance with all Local, State, and Federal Laws and regulations, including all required liability insurance.
 - a. **Blauch Brothers, Inc.** is a licensed Class A contractor (VA License No. 2701006269) with specialties in Gas Fitting (GFC), HVAC (HVA), and Plumbing (PLB). We maintain all required state and regional business licenses, renewing them annually and paying all necessary fees. Our Safety and Human Resources Manager ensures ongoing compliance with OSHA and employment law through regular review of required filings and postings. Insurance coverage is reviewed annually by management and our carriers to ensure it meets or exceeds minimum state requirements. In addition to standard coverage, Blauch Brothers carries a \$4 million umbrella policy, as well as Professional and Pollution Liability Insurance. We work closely with our agent at **McGriff Insurance Services** to provide clients with certificates of insurance, including additional insured endorsements as required. Blauch Brothers has never defaulted on or failed to complete a project. We maintain bonding capacity of **\$10 million per project** and **\$20 million aggregate**.
 - b. **Blauch Brothers, Inc.** also maintains memberships in various trade associations to keep current with changing regulations and trends. Memberships include American Subcontractors Association (ASA), Associated General Contractors (AGC), The Unified Group (which is a nationwide mechanical contracting peer group), Society for Human Resource Management (SHRM), and The Chamber of Commerce, both local and national.
3. Describe any and all certifications and licenses held by the person(s) performing services for the University. Please include copies of the certifications and licenses with your proposal.
 - a. Blauch Brothers, Inc. holds all required licenses and certifications to operate as a Class A mechanical contractor in the Commonwealth of Virginia. Company ownership includes Master Tradesman licenses in Gas Fitting, HVAC, Liquefied Petroleum Gas Fitting, Natural Gas Fitting, and Plumbing. Many team members also hold Master and Journeyman licenses, and most employees are CPR and First Aid certified. Several team members maintain Medical Gas and OSHA 30 certifications, with new employees completing OSHA 10 or 30 based on their role. Our service technicians are CFC-certified, and we proudly employ a licensed Professional Engineer (P.E.) in Virginia. Blauch Brothers is SWaM-certified as a Small Business, and we subcontract specialized services—such as testing and balancing, duct cleaning, and controls—only to state-certified small businesses registered with the Virginia State Corporation Commission.



4. Describe all goods and services that your firm is able to provide. Each contractor does not need to be able to provide all the services covered under this contract. If your firm provides only a subset of the services – please be clear about what your firm is offering to ensure that you are evaluated properly.
 - a. **Blauch Brothers, Inc.** is a full-service mechanical contracting firm specializing in plumbing, heating, ventilation, air conditioning, sheet metal and pipe fabrication, welding, and design-build services. We operate a fully staffed Service Department, offering 24/7 emergency response to meet the needs of our clients at any time. Our Plumbing Service Division provides a comprehensive range of solutions including excavation, sewer line camera/video inspections, high-pressure hot water jetting, trenchless sanitary sewer replacement, and pipe lining capabilities. Our HVAC Service Division is equipped to handle all types of commercial HVAC systems, including direct expansion (DX) units, hydronic systems such as boilers and chillers, water-source heat pumps, and Variable Refrigerant Flow (VRF) systems. We offer complete system service, repair, and replacement. Please note that Blauch Brothers, Inc. does not hold “R” stamp welding credentials at this time. Attachment G is a line card more thoroughly displaying all of Blauch Brothers Inc.’s capabilities.
5. Describe the experience your firm has with provision of similar services to comparable institutions. These may be term contracts or spot purchases.
 - a. **Blauch Brothers, Inc.** maintains ongoing service relationships with a wide range of clients through structured maintenance agreements. We currently manage over 200 active service contracts, providing scheduled preventive maintenance for a fixed fee. These agreements include both routine maintenance and on-call services as needed. Notable clients include the **City of Winchester, Blue Ridge Community College, and Laurel Ridge Community College**, among others. We are also proud to serve various educational institutions such as **Stuart Hall School, Fishburne Military Academy, Frederick County Public Schools, Patrick Henry College, Randolph-Macon Academy, Eastern Mennonite High and Elementary Schools, and Christendom College**. These contracts are typically renewed on an annual basis and are evaluated based on performance, client satisfaction, and competitive pricing.

6. Describe your firm’s safety protocol and/or safety training program.
- a. At Blauch Brothers, Inc., safety is a top priority—both for our employees and for those we serve. This is especially true when working in occupied environments such as James Madison University, where operations often take place during the academic school year. We take proactive measures to ensure the safety of students, faculty, staff, and the general public throughout the duration of any project. Our full-time Safety Manager conducts regular training sessions and jobsite inspections to ensure compliance with OSHA standards and best practices. Nearly 100% of our workforce holds OSHA 10 or OSHA 30 certifications. In addition to rigorous safety training, all Blauch Brothers employees undergo comprehensive background checks, DMV driving record reviews, and pre-employment drug screenings. We maintain a robust drug testing program that includes random testing (25% of workforce annually), post-accident, and for-cause testing. Upon renewal of our insurance on June 1st our Experience Modification Rate (EMR) will be **0.79**, which is well below the industry average. As of today, we have achieved **716 days without a lost-time accident**—a milestone that underscores our safety-first culture and commitment to excellence on every jobsite. Blauch Brothers coordinates all crane services in advance, working closely with Dean Steel and other partners under a detailed written lift plan. These lift plans are developed with safety and efficiency in mind and are shared with University representatives during the pre-planning phase to ensure alignment and minimize disruption. Whenever possible, crane operations and major equipment lifts will be scheduled during periods when University buildings are unoccupied, such as scheduled breaks or off-hours. However, when work must be completed during regular academic sessions, pedestrian and vehicle barricades will be installed as needed to safely isolate the work area and protect the University community. Blauch Brothers is committed to supporting the University’s operational continuity. We will make every effort to schedule our activities around the University’s needs and minimize our impact. Additionally, our team will clean up at the end of each work shift and ensure buildings are left in a safe, conditioned, and operational state unless other arrangements are made in advance with University personnel.



- 7. Describe your approach to provide excellent customer service throughout the term of the contract: to include mobilization of the contractor’s management and work staff to meet the needs stated herein. Include how you will provide excellent customer service on fast turnaround projects, to include mobilization of a “crew” if your firm is not located in closed proximity to the University.
 - a. The types of projects at JMU vary, and so does the responsibility for managing them. Typical service calls are handled by our Service Department and scheduled through our dispatch team. Construction-related work is managed by one of our dedicated Project Managers, depending on the scope and nature of the project. Scheduling of manpower and material deliveries is coordinated by our Plumbing/Piping and Sheet Metal Supervisors to ensure timely and efficient project execution.

- 8. Describe which individuals within your firm will have knowledge of a contract with the University and provide a single, designated point of contact with your firm.
 - a. Blauch Brothers Inc.’s Pre-Construction Manager, Juan Flores, will serve as the primary point of contact for the University. President Matt Blauch will serve as the secondary contact. Chris Blauch, Head of Construction Operations, will be involved in all construction projects, while Andy Gura, Service General Manager, will oversee all service and small projects for the University. Our Project Managers, Service Manager, and Service Dispatch team will remain fully informed and engaged to ensure clear communication and coordinated service delivery under the contract with JMU.

Juan Flores
jflores@blauchbrothers.com
540-335-1197

Chris Blauch
cblauch@blauchbrothers.com
540-908-1303

Matt Blauch
mblauch@blauchbrothers.com
540-908-0908

Andy Gura
agura@blauchbrothers.com
540-810-6399



9. Describe your guaranteed response time for regular and emergency services.
 - a. One of the key advantages Blauch Brothers offers JMU is our proximity to campus. With our inventory, specialty equipment, and fabrication facilities all located within the city limits, we are well-positioned to respond quickly and efficiently. Upon receiving a project request from JMU, we will assess the scope, required expertise, available personnel, and timeline, and provide a prompt response regarding our ability to staff the project. For service-only requests (not small projects), we can typically have a technician on-site within **4 hours** for both plumbing and HVAC services. If required, Blauch Brothers can offer a **12-hour guaranteed response time** for standard service and a **2-hour guarantee** for emergency service. Response times for small projects will be determined based on complexity, labor availability, and material needs before any guarantee can be made.

Blauch Brothers Inc., excludes work described in paragraphs: C1, C4, C5, C7, C9

We will make ourselves available upon request, for further questions and discussion of our proposal.

Blauch Brothers Inc.

Matt Blauch - President



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

Blauch Brothers has built a reputation as a leading mechanical contracting firm with over 70 years of experience, providing high-quality plumbing, HVAC, and piping solutions across Virginia. Our team consists of highly skilled professionals, including project managers, estimators, engineers, field technicians, and safety experts, all with specialized training and certifications in their respective fields. We hold industry-recognized licenses, including Class A Contractor, Master Tradesman Licensure, and CFC certifications, ensuring that we meet or exceed all state and federal regulations.

Our team is equipped to handle complex, multi-faceted projects, from small service calls to large-scale construction endeavors. With a workforce of over 150 employees, we have the necessary resources and depth of expertise to manage up to 60 active construction projects concurrently. This extensive experience includes successful project completions for general contractors, construction management firms, and direct-to-client projects, serving industries like education, healthcare, government, and commercial real estate.

We assign specific personnel to each project based on their expertise and qualifications, ensuring the right people are in place for each phase of the project. For example, our Project Managers oversee all aspects of project execution, from budgeting and scheduling to ensuring that work is completed to the highest standards. Our VDC (Virtual Design & Construction) team leverages cutting-edge technology to streamline design and coordination processes, significantly reducing field coordination time and increasing project efficiency. Additionally, we operate an in-house duct and piping prefabrication facility, allowing us to expedite installation processes and reduce field labor time.

Each team member assigned to your project is backed by a strong resume of hands-on experience and certifications. Our field personnel, including highly-trained plumbers, sheet metal mechanics, and HVAC technicians, have extensive field experience and hold the necessary credentials, such as OSHA certifications and extensive safety training.

While Blauch Brothers has not historically completed a large volume of work with James Madison University (JMU), we are eager to expand our partnership and strengthen our relationship with the University. JMU is currently one of our top priorities, and we are fully committed to performing high-quality work for the University moving forward.

Blauch Brothers prides itself on delivering projects on time and within budget, and we draw on the collective expertise and qualifications of our dedicated team to ensure successful outcomes. Our team is well-equipped to handle the diverse needs of JMU, from small-scale service work to large construction projects. We believe our experience, combined with our strong commitment to safety, quality, and customer service, positions us as an excellent partner for the University.



JUAN FLORES

DIRECTOR, PRE-CONSTRUCTION & BUSINESS DEVELOPMENT

CONTACT

540-335-1197
JFlores@blauchbrothers.com

CERTIFICATIONS/BOARDS

OSHA 30
First Aid/CPR Certified
Serving in ASA Board
Served as First Tee board member

EDUCATION

Eastern Mennonite University
2010-2014
Degree: Business Administration
Bachelor's

PROFILE

Construction professional with 7 years of experience in the mechanical contracting industry. Work has been diverse and included experience in Human Resources, Marketing, and now Pre-construction.

EXPERIENCE

Director, Pre-construction and Business Development

January 2025-

Responsible for leading all Pre-construction efforts and Business Development strategies. Oversee estimating, budgeting, proposal development, and client relationship management. Collaborate with operations, engineering, and executive teams

Director, Marketing & Sales

April 2022- January 2025

Responsible for driving all marketing and sales initiatives across the organization. Lead brand strategy, campaign development, client outreach, and sales operations. Oversee proposal creation and strategic partnership to support revenue growth and market expansion. Collaborate closely with executive leadership and operations to align messaging with business goals.

Human Resources Director

November 2017- April 2022

Responsible for overseeing all HR functions including talent acquisition, employee relations, benefits administration and compliance. Led organizational development initiatives, performance management, and workforce planning. Partnered with leadership to shape company culture, improve retention, and ensure alignment with business objectives and employment law.

Human Resources Supervisor

May 2016- November 2017

Oversaw all HR functions including hiring, employee relations, benefits, and compliance. Led performance management, organizational development, and retention efforts. Partnered with leadership to support culture and ensure alignment with business goals.

MATT BLAUCH

PRESIDENT

CONTACT

540-908-0908
mblauch@blauchbrothers.com
www.blauchbrothers.com

PROFILE

As President of Blauch Brothers, Inc., I lead company operations and help set our strategic direction. With over 10 years in the mechanical contracting industry, I've served in various roles—from working in the field to positions including Project Manager, Service General Manager, and Operations Manager. This broad experience gives me a strong understanding of both the challenges our teams face and the opportunities we have to grow and serve our clients well.

CERTIFICATIONS

OSHA 30
VA Master Plumbers License
WV Master Plumbers License

EXPERIENCE

Service General Manager

2016-2024

Led the entire service division, ensuring exceptional customer service, meeting client needs, and driving sustainable growth.

Operations Manager/Service GM

2019-2022

Served as both Service General Manager and Operations Manager, overseeing day-to-day operations across our construction and service divisions. Focused on meeting customer deadlines, driving exceptional service delivery, and ensuring operational efficiency across all teams.

Project Manager

2014-2016

Served as a project manager responsible for overseeing a diverse range of projects, from small-scale jobs to large bid-spec contracts.

EDUCATION

Eastern Mennonite University
2010-2014
Bachelor's in business administration



CHRIS BLAUCH

OPERATIONS MANAGER OF CONSTRUCTION

CONTACT

540-908-1303
cblauch@blauchbrothers.com

CERTIFICATIONS

OSHA 30
Virginia Master Plumber
Virginia Master HVAC
Virginia Master Gas Fitter

EDUCATION

Massanutten Technical Center
-Plumbing
-HVAC
-Electrical
Eastern Mennonite University 2012-2014

PROFILE

Construction professional with 10 years of experience in mechanical contracting, including fieldwork, preconstruction, and operations. Strong track record of coordinating teams and delivering efficient, high-quality projects.

EXPERIENCE

Operations Manager-Blauch Brothers Inc

2025-

Lead all construction operations, overseeing Project Management, VDC, Field Operations, and Commissioning teams. Accountable for delivering projects on time and within budget.

Preconstruction Manager-Blauch Brothers Inc

2023-2025

Oversee all aspects of Preconstruction including Engineering, Estimating, Small Projects, and Marketing. Align departments to pursue ideal market opportunities and maintain a profitable backlog. Ensure smooth handoff to Operations for successful project execution.

Estimator-Blauch Brothers Inc

2018-2023

Estimated plumbing and mechanical piping scopes on large construction projects. Performed material takeoffs, labor allocation, and coordinated with subcontractors and vendors to ensure accurate and complete pricing.

BAS Controls Technician-Blauch Brothers Inc

2015-2018

Installed low-voltage electrical wiring for HVAC Building Automation Systems in commercial projects.



ANDY GURA

SERVICE GENERAL MANAGER

CONTACT

540-810-6399
agura@blauchbrothers.com
www.blauchbrothers.com

PROFILE

Service General Manager with 6.5 years in the HVAC industry, including 3 years as a field technician. Skilled in leading teams, improving operations, and enhancing customer satisfaction. Strong in workforce development, project management, and process improvement, with a blend of hands-on expertise and strategic leadership.

CERTIFICATIONS

HVAC Master's License – Virginia and West Virginia

Aaon Factory Certified

LG VRF Factory Certified

EXPERIENCE

Service General Manager – Blauch Brothers Inc

2024-Present

Oversees daily operations of the HVAC Service Department, including scheduling, training, and technician support. Handles hiring, customer relations, and manufacturer training coordination. Provides performance feedback to drive team development, improve efficiency, and support sales growth.

HVAC Service Supervisor – Blauch Brothers Inc

2022-2024

Managed daily HVAC Service Department operations, including scheduling, training, and technician support. Supported hiring efforts, resolved customer issues, coordinated manufacturer training, and assisted field staff. Delivered performance feedback to strengthen team effectiveness and improve efficiency to meet sales goals.

HVAC Technician – Blauch Brothers Inc

2019-2022

Skilled HVAC technician with hands-on experience in commercial maintenance, equipment installation, and system diagnostics. Proficient in refrigeration systems, interpreting wiring diagrams, and performing control system upgrades.

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 70 Months 10

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

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
Frederick County Public Schools (5/27/2020-Present Day)		1415 Amherst St. Winchester, VA 22601	Delbert Whitacre 540-303-1116
Blue Ridge Community College (12/21/2022-Present Day)	1	College Ln Weyers Cave, VA 24486	Dana Golladay 540-236-8068
Fishburne Military Academy (3/16/2023-Present Day)		225 South Wayne Ave Waynesboro, VA 22980	Vaden Huffman 540-470-0702
Stuart Hall School (1/17/2024-Present Day)		207 West Beverly St Staunton, VA 24401	Dean Coffey 540-290-1341
Laurel Ridge Community College (6/04/2012-Present Day)		173 Skirmisher Ln Middletown, VA 22645	Amy Mason 540-868-7249

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

Blauch Brothers Inc. Matthew J. Blauch 911 Chicago Ave. Harrisonburg, Va. 22802

Blauch Brothers Inc. Christopher T. Blauch 911 Chicago Ave. Harrisonburg, Va. 22802

Blauch Brothers Inc. Juan Flores 911 Chicago Ave. Harrisonburg, Va. 22802

Blauch Brothers Inc. Andy Gura 911 Chicago Ave. Harrisonburg, Va. 22802

- 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: Blauch Brothers Inc. Preparer Name: Matt Blauch

Date: 4/2/25

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: 649656 Certification date: 3/20/2028

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: JMU On Demand Trade Services: Mechanical & Plumbing

Date Form Completed: 4/2/2025

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

Offeror / Proposer:

Blauch Brothers Inc.
 Firm

911 Chicago Ave Harrisonburg, VA. 22802
 Address

Matt Blauch 540-908-0908
 Contact Person/No.

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)
Annandale Balancing Co. Inc.	W. Scott Toney	670659	Test & Balance		
Dean Steel	Tom Morris	674908	Crane Service		
Applied Building Systems	Ed Souder	813101	Controls		

(Form shall be submitted with proposal and if awarded, a SWaM Sub-contractor Reporting Form shall be submitted to swamreporting@jmu.edu)

RETURN OF THIS PAGE IS REQUIRED



6. Identify the amount of sales your company had during the past twelve months with each VASCUPP Member Institution.

VASCUPP Member	Last 12 Month Sales
James Madison University	\$15,850.56
University of Virginia	\$57,850.00

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

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

7. Proposed Cost

Attachment F

Rates by Role for RFP# MPM-1231

On Demand Trade Services: Mechanical & Plumbing

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman		
Mechanical Supervisor	\$ 98/hour	\$ 147/hour
HVAC Supervisor	\$ 98/hour	\$ 147/hour
Laborer		
Laborer, Mechanical	\$ 48/hour	\$ 72/hour
Laborer, HVAC	\$ 48/hour	\$ 72/hour
Mechanic		
Boiler Mechanic	\$ 95/hour	\$ 142.5/hour
Sheet Metal Mechanic	\$ 65/hour	\$ 97.5/hour
Grout Injection Mechanic	N/A	
Startup Mechanic	\$ 95/hour	\$ 142.5/hour
Test & Balance Mechanic	\$ 160/hour	\$ 240/hour
Junior Mechanic (Helper)	\$ 52/hour	\$ 78/hour
Technician		
Burner Technician	\$ 95/hour	\$ 142.5/hour
HVAC Technician	\$ 95/hour	\$ 142.5/hour
Service Technician	\$ 95/hour	\$ 142.5/hour
Controls Technician (Honeywell)	\$ 165/hour	\$ 247.5/hour
Welding Pipe and Duct	\$ 72/hour	\$ 108/hour

Certified Welder, R-stamp work	N/A	
AI Inspector (R-stamp work)	N/A	
Pipefitter	\$ 65/hour	\$ 97.5/hour
Millwright	N/A	
Equipment Operator	\$ 65/hour	\$ 97.5/hour
Ironworker	\$ 65/hour	\$ 97.5/hour
Plumber, Master	\$ 65/hour	\$ 97.5/hour
Plumber, Journeyman	\$ 60/hour	\$ 90/hour
Carpenter	N/A	
Electrician	N/A	
QA/QC (Code Work)	N/A	
Project Manager	\$ 90/hour	\$ 135/hour
Design Engineer	\$ 125/hour	\$ 187.5/hour
CAD Designer	\$ 80/hour	\$ 120/hour

- If other role designations are needed, please provide labor rates and an explanation of how this additional designation is needed to meet the needs expressed in the scope of the Request for Proposals.
- Please also address the % Off of List price for Parts & Supplies offered to the University by Manufacturer. The University does not seek a complete catalogue of available products. Indicate which manufacturer's products you will offer to the University and the % Discount Off List you will offer the University. You may designate specific items as needed or if pertinent to the scope of the RFP. Add as many rows as needed but please follow the format laid out below.

PARTS & SUPPLIES				
Item	Manufacturer	List Price	% Discount Off	University Price
Rough Material	Varies	Varies	15%	\$
Fixtures & Equipment	Varies	Varies	15%	\$

- Please also address any other discounts or fees which may be anticipated.

OTHER PRICING	
Early Payment Discount	N/A
Subcontractor Fees	15%

Attachment G

- P. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising without the express written consent of the University. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials without the express written consent of the University.

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

- R. ASBESTOS: Whenever and wherever during the course of performing any work under this contract, the contractor discovers the presence of asbestos or suspects that asbestos is present, he shall stop the work immediately, secure the area, notify the building owner and await positive identification of the suspect material. During the downtime in such a case, the contractor shall not disturb any surrounding surfaces but shall protect the area with suitable dust covers. In the event the contractor is delayed due to the discovery of asbestos or suspected asbestos, then a mutually agreed extension of time to perform the work shall be allowed the contractor but without additional compensation due to the time extension.

- S. AS BUILT DRAWINGS: The contractor shall provide the Commonwealth a clean set of reproducible "as built" drawings and wiring diagrams, marked to record all changes made during installation or construction. The contractor shall also provide the Commonwealth with maintenance manuals, parts lists and a copy of all warranties for all equipment. All "as built" drawings and wiring diagrams, maintenance manuals, parts lists and warranties shall be delivered to the Commonwealth upon completion of the work and prior to final payment.

- T. CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT: By my signature on this solicitation, I certify that this firm/individual and subcontractor is properly licensed for providing the goods/services specified.

Contractor Name	<u>Blauch Brothers Inc.</u>
Subcontractor Name	_____
License #	<u>2701006269</u> Type <u>Class A GFC HVA PLB</u>

- U. FINAL INSPECTION: At the conclusion of the work, the contractor shall demonstrate to the authorized owner's representative that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the contractor at the contractor's sole expense prior to final acceptance of the work.

- V. KEYS: If the Contractor is given keys for this project, it is the Contractor's responsibility to return the keys when the contract is terminated, as well as for the safekeeping of the keys during the contract period. The Contractor shall not loan or duplicate the keys. In the event the Contractor loses the keys, they will be charged for the replacement of the keys and any locks which are rekeyed or replaced.



**COMMERCIAL &
INDUSTRIAL HVAC**

PREVENTATIVE MAINTENANCE | REPAIR | INSTALLATION

- Package roof top and air handling units (Trane, Carrier, JCI, Etc.)
- Industrial and commercial boiler equipment (Lochinvar, Weil-Mclain, LAARS, Fulton, Peerless, PK, Burnham, Etc.)
- Water source heat pumps and geothermal systems
- Chillers and cooling towers
- **Certified welding available**
- Steam, condensate, chilled water and heating water piping
- Data center and critical application equipment
- Energy recovery and fresh air make up units
- Ventilation and exhaust systems
- Pumps
- Refrigerant recovery and refrigerant piping
- Galvanized, stainless, aluminum and copper sheet metal fabrication
- Air and water balance
- 24 hour emergency service, 7 days a week



**PIPE & CUSTOM
FABRICATION SHOP**

- On site installation
- Prefabricated piping systems
- Platforms and mezzanines
- Stairs, ladders, handrails
- Specialty and support brackets
- Bins, hoppers, tanks
- Bulk ironwork parts
- Process duct systems, 18 gauge +
- Fume exhaust systems
- Custom hoods with ducting



**COMMERCIAL &
INDUSTRIAL PLUMBING**

PREVENTATIVE MAINTENANCE | REPAIR | INSTALLATION

- Cast iron pipe repairs, coating, lining
- Hot water, high pressure jetting
- Trenchless sewer line replacement
- Video pipe inspection and line locator
- Point repair, sewer lining
- Comprehensive plumbing service and repair
- Water heaters, including tankless water heaters
- Water treatment
- **Backflow certification and testing**
- Sanitary, waste and vent
- Water softening systems
- Gas and air piping
- Process piping
- Domestic water piping
- **ASME certified for medical gas line** installation
- Storm water
- **Certified welding available**
- Excavation services, including installation of utility lines



BIM & VDC

- VDC Management, Coordination and pre-fabrication
- 3D Scanning/Modeling
- BIM Management, design, drawing production and clash reporting
- AutoCAD, Revit and NavisWorks software tools to evaluate facilities models



**COMPREHENSIVE
DESIGN BUILD
SERVICES**

- HVAC and Plumbing Engineering for new and existing buildings.
- Turn key projects, from pre-construction through close out and warranty
- Design staff with licensed engineers
- Stamped and sealed professional engineering drawings
- Building systems analysis and auditing
- Overall MEP coordination on multi-company projects



**PROCESS &
UTILITY PIPING**

- **Aws ASME certified welders** (carbon and stainless steel)
- Chemicals and adhesives
- Pneumatic conveying systems
- Sanitary process piping systems
- Steam and condensate
- Hot tap services up to 4”
- Natural and LP gas
- Water and glycol
- Industrial and RO water
- Compressed air
- Nitrogen and oxygen
- Hydraulic
- Printing ink
- Vacuum
- Med gas



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Delivering Exceptional Value**

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Request for Proposal

RFP# MPM-1231

**On Demand Trade Services:
Mechanical & Plumbing**

April 2, 2025



REQUEST FOR PROPOSAL
RFP# MPM-1231

Issue Date: April 2, 2025
Title: On Demand Trade Services: Mechanical & Plumbing
Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

Period of Contract: From Date of Award Through One Year (Renewable)

Sealed Proposals Will Be Received Until 2:00 PM on May 6, 2025 for Furnishing The Services Described Herein. (See Special Terms & Conditions “D. Late Proposals”)

MANDATORY/ OPTIONAL PRE-PROPOSAL: None

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

All Inquiries For Information And Clarification Should Be Directed To: Michael Morrison, Lead Contract Officer & Project Manager, Procurement Services, morrismp@jmu.edu; 540-568-6181; (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)

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 # MPM-1231

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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: Subcontractor Non-Capital Reporting Form (separate attachment)

Attachment F: ODTS: Mechanical & Plumbing Rates and Product Pricing (separate attachment)

Attachment G: ODTS: Mechanical & Plumbing Standard Proposal Form (separate attachment)

Attachment H: [JMU Design and Construction Guidelines](#) (separate attachment)

Attachment I: VHEPC PAC Agreement

I. PURPOSE

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide on demand general mechanical and plumbing services for James Madison University (JMU), an agency of the Commonwealth of Virginia. Initial contract shall be for one (1) year with an option to renew for four (4) additional one-year periods.

II. BACKGROUND

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of nearly 22,000 students and over 3,000 faculty and staff. There are over 600 individual departments on campus that support seven academic divisions. The University offers over 120 majors, minors, and concentrations. Further information about the University may be found at the following website: <http://www.jmu.edu>.

The University is seeking to partner with qualified contractors to provide mechanical and plumbing trade services across a variety of campus buildings on an as-needed basis. Over the five year period of the previous contracts, the University has generated approximately 15 million dollars of spend with the current contractors and these contracts have been used beyond James Madison University by VASCUPP institutions and other agencies in the Commonwealth of Virginia.

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

A. GENERAL NEEDS & EXPECTATIONS

1. The Offeror should have the ability to perform multiple tasks within one project or multiple projects simultaneously within a short turnaround period.
2. The Contractor shall provide all supervision, materials, labor, tools, equipment, documentation, and all incidentals require and/or implied for the complete and satisfactory performance of mechanical and/or plumbing services on an as-needed basis by James Madison University.
3. Work shall include, but not be limited to: on-demand general mechanical and plumbing trade services and the associated work necessary to complete any project assigned by the University.
4. The Contractor shall be responsible for all necessary surface preparation. This shall include the protection of all surface areas, equipment, fixtures, hardware, and similar items that may be in contact with the project area.
5. The Contractor shall be responsible for cleaning up all work areas and for the removal of their tools and equipment.
6. The Contractor shall be responsible for providing professional level technicians required to accomplish the work and for properly supervising them at the work site.

7. The Contractor shall assure that all work is accomplished in compliance with all applicable University, State, Federal, and local laws, ordinances, rules, regulations, and codes including OSHA requirements and the dated version of the Virginia Uniform Statewide Building Code issued by the Department of Housing and Community Development in effect on the date of the purchase order.
8. The Contractor shall be responsible for all damages to persons or property that occur as a result of their fault or negligence.
9. The Contractor shall be properly licensed for all work to be performed and shall furnish copies of relevant licenses as part of their proposal. Class A Contractor's License is preferred.
10. The Contractor shall warrant the work, and supply written verification of warranty to the project manager. Warranty requirements will be provided by the University on a per-job basis.
11. The Contractor's job foreman and project manager or project lead, if the same person is serving in both capacities, shall be present on the job site during all work.
12. All work performed under this contract shall be done in a manner that will not adversely affect the integrity of the building's structural, mechanical, electrical, fire protection, or life safety systems or any other building features that will overload or render useless any portion of the facility.
13. The University reserves the right to specify precisely the types of materials to be utilized.

B. DESCRIBE STATEMENTS: Address **All** the following items within your proposal.

1. Describe your firm's ability to schedule and complete multiple projects at one time.
2. Describe how your firm ensures compliance with all Local, State, and Federal laws and regulations, including all required liability insurance.
3. Describe any and all certifications and licenses held by the person(s) performing services for the University. Please include copies of the certifications and licenses with your proposal.
4. Describe all goods and services that your firm is able to provide. Each contractor does not need to be able to provide all the services covered under this contract. If your firm provides only a subset of the services – please be clear about what your firm is offering to ensure that you are evaluated properly.
5. Describe the experience your firm has with provision of similar services to comparable institutions. These may be term contracts or spot purchases.
6. Describe your firm's safety protocol and/or safety training program.
7. Describe your approach to provide excellent customer service throughout the term of the contract: to include mobilization of the contractor's management and work staff to meet the needs stated herein. Include how you will provide excellent customer service on fast turnaround projects, to include mobilization of a "crew" if your firm is not located in close proximity to the University.
8. Describe which individuals within your firm will have knowledge of a contract with the University and provide a single, designated point of contact with your firm.
9. Describe your guaranteed response time for regular and emergency services.

C. MECHANICAL & PLUMBING SERVICES

1. Steam Turbine Repair Services: to include disassembly, inspection, and repair with authorized manufacturer's representative on-site during all inspection and repair procedures.

2. Boiler Replacement Services: to include complete replacement, start-up, tuning, and commissioning as required.
3. Boiler Tuning Services: to include authorized service technician for affected equipment.
4. “R” Stamp Welding Services: to include recommendation, inspection, and proper submittal of documentation Form R-1 to the appropriate authority.
5. “U” Stamp Welding Services: to include complete design, fabrication, and inspection per ASME.
6. Direct Buried Piping Repair and Replacement Services: to include permitting, excavation, installation, testing, cleaning, flushing, water proofing, and back filling as per manufacturer’s recommendations and the James Madison University Design and Construction Guidelines.
7. Design, Fabrication, and Installation of Safety Railing Systems in accordance with OSHA and the James Madison University Design and Construction Guidelines.
8. Factory-Authorized Start-Up Engineers.
9. Utility Tunnel, Manhole Sealing, and Below Grade Basement Level of Buildings Grout Injection: to include best methods available to ensure water tight integrity for affected area.
10. Pump Installation, Replacement, Repair, Alignment, and Troubleshooting.
11. Insulation Projects
12. Electrical Service and Repair applicable to appropriate mechanical & plumbing applications.
13. Miscellaneous Piping Repair and Replacement Services
14. Plumbing Services: to include installation, repair, or replacement of water main, sewage, hot water heaters, showers, faucets, sinks, back flow preventers, booster pumps, water softeners, and flow meters.
15. Duct-Tile Iron Waterline Piping Repair and Replacement Services: to include permitting, excavation, installation, testing, cleaning, flushing, water proofing, and back filling as per manufacturer’s recommendations and the James Madison University Design and Construction Guidelines.
16. Sanitary Sewer and Storm Water Piping Repair and Replacement Services – to include permitting, excavation, installation, testing, cleaning, flushing, water proofing, and back filling as per manufacturer’s recommendations and the James Madison University Construction Guidelines.
17. Cured-In-Place Pipe Services: to include process for furnishing all labor, materials, tools, equipment and incidents necessary to provide complete rehabilitation of gravity sanitary/storm sewers by installation of a thermo setting, polyester or epoxy vinyl ester resin, vacuum impregnated flexible polyester fill tube having an impermeable inner surface. Provide pre/post camera inspections of pipe to be repaired and reinstatement of all branch connections as per manufacturer’s recommendations and the James Madison University Construction Guidelines.
18. Any other Mechanical or Plumbing Services as required.

D. HVAC SERVICES

1. Service, Repair, and Installation of residential and commercial HVAC systems of up to 25 tons.
2. Service, Repair, and Installation of residential and commercial HVAC systems over 25 tons.
3. To include:
 - a. Sales of new HVAC equipment and systems;
 - b. Installation of HVAC equipment with the associated duct systems, refrigerant, piping, water piping, pipe insulation, electrical wiring, and control wiring;
 - c. Provide factory authorized technicians to perform start up, service, and repair of such systems;

- d. Service Technicians must be EPA Certified for proper refrigerant use;
- e. Provide balancing of air distribution, hydronic heating, cooling, and condenser water systems.

E. PROCEDURES

Because this contract shall be multiple awards, projects will be distributed amongst the contractors in the following manner. The University may select any one of the contracted vendors if a project is valued at less than \$200,000. If the project is valued at \$200,000 or more, then all contractors under this contract will be contacted, a site visit shall be held, and a proposal will be requested from each for that particular project. The contractor will then be selected based on those proposals. No single project under this contract shall exceed \$1,000,000.

1. Within two (2) calendar days of receipt of a request, the Contractor shall arrange to visit the work site with the project manager and carefully examine the site of the proposed work to acquire a full understanding of the nature and scope of the project to be accomplished. Drawings and/or sketches and specifications will be provided to the Contractor indicating the areas where work is to be performed and any additional requirements for the completion of that project.
2. Within three (3) calendar days after visiting the work site, the Contractor shall provide to the Project Manager a written quotation of the cost to complete the project. The quotation shall be based upon the total cost per project. All quotations shall also indicate the actual date for start and completion of the work after receipt of the purchase order. These start and completion dates should be agreed upon between the Project Manager and the Contractor and shall be reflected in the Purchase Order.
3. James Madison University reserves the right to furnish any or all of the materials to the Contractor for the project and to adjust the cost accordingly.
4. The University reserves the right to make or 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. JMU reserves the right at any time to request a quotation from one or more Contractors with which there is a suitable contract vehicle.
5. Upon approval of the Contractor's quotation received by the University, a Purchase Order will be issued as authority to proceed with the work. The Purchase Order shall incorporate the contractor's estimate as a "not to exceed" cost and the agreed upon starting and completion dates. No work is to be undertaken by the Contractor until a written Purchase Order has been received. All work shall be completed within the timeframe set forth in the purchase order.
6. Contractor shall perform no work which would result in exceeding the dollar limitation of the purchase order without first having obtained written approval from the University.
7. The Contractor shall not require the University to sign any separate service/repair agreements for work performed under the contract.

F. DRAWINGS/SPECIFICATIONS

1. Drawings and specifications are developed for specific projects. The Contractor will be provided one (1) set of drawings and specifications at no charge (as needed).
2. The Contractor shall provide any needed drawings/specifications to any subcontractors.

G. QUALITY OF WORKMANSHIP

1. All work shall be top commercial quality work performed according to the standards of the industry and to the complete satisfaction of the University.
2. All work shall be performed in accordance with the plans, drawings, specifications, and specific instructions provided by the Agency Project Manager for each project.
3. Dimensions provided to the Contractor shall be field verified prior to commencing any work. Discrepancies will be resolved by the University before continuing with the work.

H. PERSONNEL QUALIFICATIONS

1. Personnel used for the performance of work under this contract shall be properly trained and qualified for work of this type. Personnel shall have the minimum ability and experience for their classification as defined below.
2. The University reserves the right to refuse to accept services from any personnel deemed unqualified, disorderly, or otherwise unable to perform assigned work under this contract with classifications denoted – as well as written evidence of the personnel’s qualifications for those classifications.

I. USE OF RECYCLED MATERIALS

1. Notwithstanding the prohibition against used, damaged, or obsolete items, vendors are encouraged to use secondary or recycled materials in the manufacture of products to the maximum extent possible without jeopardizing the performance or intended end use of the product unless such use is precluded due to health and welfare or safety requirements or the product specifications contained herein.
2. If any recycled materials are available, contractor shall note that information in their project estimates/quotations.

J. INSTALLATION

1. Individuals performing installation shall be trained and competent per the manufacturer recommended methods.
2. Work shall be inspected by the Agency Project Manager and approved if acceptable. Substandard work shall not be accepted. The Contractor shall be required to correct substandard work and materials to the satisfaction of the Agency Project Manager.

K. ASBESTOS

1. At the completion of the project, the Contractor shall certify to the Agency Project Manager, in writing, that all materials and equipment installed under this contract are asbestos-free.

L. GENERAL REQUIREMENTS

1. General or Primary Contractor shall employ subcontractors actively engaged in the appropriate trade. The subcontractors shall have sufficient experience in commercial construction practices to complete the project satisfactorily.
2. General or Primary Contractor shall submit a list of subcontractors to the Agency Project Manager. List shall be submitted along with the Contractor’s quotation. Project Manager reserves the right to reject subcontractors.

3. All accidents or emergencies shall be reported immediately to Campus Police (540) 568-6911 and to the Project Manager.
4. All materials, supplies, and equipment used in this project shall be new and free from defects and shall be installed in accordance with the manufacturer's recommendations.

M. TEMPORARY FACILITIES

1. **Electricity:** JMU will provide contractor with electricity for use during construction. Contractor shall be responsible for connecting to the temporary service point designated by JMU, and for furnishing, installing and removing all temporary electrical wiring and other components needed to extend the temporary service to the various parts of the work during construction.
2. **Water:** JMU will furnish such reasonable amounts of water as may be necessary for the execution of the project. At a point designated by Project Manager, the contractor shall make approved connection to the existing water system and shall furnish and install all necessary temporary piping, valves, fittings, etc., for this service. Contractor shall remove the temporary facilities as soon as permanent facilities have been installed and are usable.
3. **Toilet Facilities:** Toilet facilities may be available for the contractor's use in the various areas of the buildings where construction is being performed. Toilet facilities shall be kept clean and in sanitary condition. When public toilets are unavailable, contractor shall provide and maintain portable toilets.

N. SITE CLEAN UP

1. Contractor is responsible for removal and disposal of all debris from jobsite to off campus, unless approved by project manager.
2. All demolition materials (including hazardous waste, if any) shall be disposed of by the Contractor in accordance with all applicable Federal, State, and local requirements daily.
3. At the end of the project, the entire construction site shall be cleaned to JMU's standards and be ready for occupancy by JMU prior to final payment.

O. COMPLETION PROCEDURE

1. When the work on the entire project has been completed and is ready for final review, a visit will be made by Project Manager. At this time, the requirements of the contract shall be demonstrated to indicate that it has been carried out, the installation has been adjusted and operated in accordance therewith.
2. Contractor shall provide Project Manager with a written guaranty or warranty for the entire work of this project against defective materials, workmanship and performance for a period of one year from the date of acceptance of the installation. Contractor hereby agrees to furnish, without cost to the Commonwealth of Virginia, all transportation both ways for replacement of all parts and materials which are found to be defective during the guarantee period. The standard warranty of the manufacturer will be acceptable, provided it meets or exceeds these requirements.
3. In the event that contracted work is in multiple buildings, separate completion documents must be supplied for each building

P. INVOICING REQUIREMENTS

1. The contractor shall break down all **quotes and invoices** based on pricing provided in the PRICING SCHEDULE (see Section X. Pricing Schedule).
2. The written quotation shall be provided on the JMU Proposal Worksheet (separate attachment). The proposal shall include all necessary backup documentation from sub-contractors employed to assist in any project.
3. Transportation, travel time, and other expenses will not be paid for separately but must be included in the hourly labor rates.

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.

ELECTRONIC OR PAPER SUBMISSIONS MAY BE ACCEPTED FOR THIS PROPOSAL. INSTRUCTIONS BELOW FOR OFFEROR'S CHOSEN METHOD (A. ELECTRONIC SUBMISSION or B. PAPER RESPONSE).

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. **ELECTRONIC SUBMISSION:**

- i. ELECTRONIC RESPONSES SUBMITTED THROUGH eVA WILL BE ACCEPTED. **Emailed responses will not be accepted.** Please see below, "eVA Procurement Website and Registration" for additional information on registration. It is the responsibility of the Supplier to ensure their proposal and all required documentation is properly completed, readable, and uploaded to eVA. Suppliers should allow sufficient time to account for any technical difficulties they may encounter during online submission or uploading of the documents. In the event of any technical difficulties, Suppliers shall contact the eVA Customer Care Center at 1-866-289-7367 or via email at eVACustomerCare@DGS.virginia.gov.
- ii. eVA Procurement Website and Registration The Commonwealth's procurement portal, eVA, located at <http://www.eva.virginia.gov>, provides information about Commonwealth solicitations and awards. Suppliers shall be registered in eVA in order submit a proposal to this RFP. To register with eVA, select "Register Now" on the eVA website homepage, <http://www.eva.virginia.gov>. For registration instructions and assistance, as well as instructions on how to submit proposals and accept orders please select "I Sell to Virginia". Suppliers are encouraged to check this site on a regular basis and, in particular, prior to submission of proposals to identify any amendments to the RFP that may have been issued.
- iii. Electronic Responses submitted through eVA shall be in WORD format or searchable PDF of the entire proposal, INCLUDING ALL ATTACHMENTS.

PDFs must be submitted in an unlocked format. Any proprietary information should be clearly marked in accordance with Section V.4.e below.

b. **PAPER SUBMISSIONS:**

- i. **One (1) original and one (1) copy** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with V.4.e. below.
 - ii. **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.
 - iii. 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.
 - iv. See additional information in Section VIII.C, *IDENIFICATION OF PROPSAL ENVELOPE*.
2. Should the proposal contain **proprietary information, provide one (1) redacted 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.

3. 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.
4. 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. Marking an entire proposal as confidential or attempts to prevent disclosure of pricing information by designating it as confidential, proprietary or trade secret will be ignored.**
5. 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. (Electronic signature shall be accepted, i.e. Adobe Sign, DocuSign, etc.)
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	25
2. Qualifications and experience of Offeror in providing the goods/services	25
3. Specific plans or methodology to be used to perform the services	20
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Cost	<u>20</u>
	100

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

VII. GENERAL TERMS AND CONDITIONS

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

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

1. During the performance of this contract, the contractor agrees as follows:

- a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
 - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
 - E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
 - F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
 - G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
 - H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
 - I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer

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

J. PAYMENT:

1. To Prime Contractor:

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

2. To Subcontractors:

- a. A contractor awarded a contract under this solicitation is hereby obligated:

- (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or

- (2) To notify the agency and the subcontractors, in writing, of the contractor's intention to withhold payment and the reason.
- b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.
3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.

2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
 - a. By mutual agreement between the parties in writing; or
 - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
 - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

- P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

- Q. INSURANCE: By signing and submitting a proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>) The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. Workers' Compensation: Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
 2. Employer's Liability: \$100,000
 3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
 4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle.)*
- R. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$100,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site (www.eva.virginia.gov) 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.

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 via email directly to the Procurement Officer listed on the signature page of this solicitation or by Fax to 540/568-7935.
- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time

of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.

1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

G. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

H. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to www.jmu.edu/parking; or to acquire a service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.

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

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

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It

is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

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

J. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to SBSD-certified small businesses. This shall not exclude SBSD-certified women-owned and minority-owned businesses when they have received SBSD small business certification. No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the SBSD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807 or swamreporting@jmu.edu .**
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 or swamreporting@jmu.edu .** 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 or swamreporting@jmu.edu .

- K. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- L. PUBLIC POSTING OF COOPERATIVE CONTRACTS: James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.
- M. CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY: The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.
- N. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.
- O. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.

- P. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising without the express written consent of the University. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials without the express written consent of the University.
- Q. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).
- R. ASBESTOS: Whenever and wherever during the course of performing any work under this contract, the contractor discovers the presence of asbestos or suspects that asbestos is present, he shall stop the work immediately, secure the area, notify the building owner and await positive identification of the suspect material. During the downtime in such a case, the contractor shall not disturb any surrounding surfaces but shall protect the area with suitable dust covers. In the event the contractor is delayed due to the discovery of asbestos or suspected asbestos, then a mutually agreed extension of time to perform the work shall be allowed the contractor but without additional compensation due to the time extension.
- S. AS BUILT DRAWINGS: The contractor shall provide the Commonwealth a clean set of reproducible "as built" drawings and wiring diagrams, marked to record all changes made during installation or construction. The contractor shall also provide the Commonwealth with maintenance manuals, parts lists and a copy of all warranties for all equipment. All "as built" drawings and wiring diagrams, maintenance manuals, parts lists and warranties shall be delivered to the Commonwealth upon completion of the work and prior to final payment.
- T. CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT: By my signature on this solicitation, I certify that this firm/individual and subcontractor is properly licensed for providing the goods/services specified.

Contractor Name _____
 Subcontractor Name _____
 License # _____ Type _____

- U. FINAL INSPECTION: At the conclusion of the work, the contractor shall demonstrate to the authorized owner's representative that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the contractor at the contractor's sole expense prior to final acceptance of the work.
- V. KEYS: If the Contractor is given keys for this project, it is the Contractor's responsibility to return the keys when the contract is terminated, as well as for the safekeeping of the keys during the contract period. The Contractor shall not loan or duplicate the keys. In the event the Contractor loses the keys, they will be charged for the replacement of the keys and any locks which are rekeyed or replaced.

- W. 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.
- X. STANDARDS OF CONDUCT: The work site will be occupied by students and University Personnel during the times work is performed. Contractor and Contractor's personnel shall exercise a particularly high level of discipline, safety and cooperation at all times while on the job site. The Contractor shall be responsible for controlling employee conduct, for assuring that its employees are not boisterous or rude, and assuring that they are not engaging in any destructive or criminal activity. The Contractor is also responsible for ensuring that its employees do not disturb papers on desks, or open desk drawers, cabinets, or briefcases, or use State phones, and the like, except as authorized.
- Y. 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.
- Z. WORK ESTIMATES: Under this time and material contract, the contractor shall furnish the agency with a non-binding written estimate of the total costs to complete the work required. The estimate must include the labor category(ies), the contractor's hourly rates specified in the contract, and the total material cost. Material costs shall be billed at contractor's actual invoice costs (contractor shall furnish copies of all invoices for materials) or discount off the list price, whichever is specified in the contract. If the agency determines that the estimated price is not fair and reasonable, the agency has the right to ask the contractor to reevaluate the estimate. If the revised estimate is determined to be not fair and reasonable, the agency reserves the right to obtain additional quotes from other vendors. A work order will be issued to the contractor, as the authority to proceed with the work, which will incorporate the contractor's estimate and the terms and conditions of the contract. The contractor and his/her personnel shall log in with the designated contract administrator each day before and after work to confirm labor hours.
- AA. WORK SITE DAMAGES: Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Commonwealth's satisfaction at the contractor's expense.

IX. METHOD OF PAYMENT

The contractor will be paid based on invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers; we request that our vendors and suppliers enroll in our bank's Comprehensive Payable options: either the Virtual Payables Virtual Card or the PayMode-X electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Virtual Payables process will receive the benefit of being paid Net 15. Additional information is available online at:

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

X. PRICING SCHEDULE

The offeror shall provide pricing for all products and services included in proposal indicating one-time and on-going costs. The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

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

Attachment F should be used to provide pricing for all role designations, material, and products to be offered to the University.

XI. ATTACHMENTS

Attachment A: Offeror Data Sheet

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

Attachment C: Standard Contract Sample

Attachment D: Zone Map

Attachment E: Subcontractor Non-Capital Reporting Form (separate attachment)

Attachment F: ODTS: Mechanical & Plumbing Rates and Product Pricing (separate attachment)

Attachment G: ODTS: Mechanical & Plumbing Standard Proposal Form (separate attachment)

Attachment H: [JMU Design and Construction Guidelines](#) (separate attachment)

Attachment I: VHEPC PAC Agreement

ATTACHMENT A

OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

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

Years _____ Months _____

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

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

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

YES NO

IF YES, EXPLAIN: _____

ATTACHMENT B

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

Offeror Name: _____ Preparer Name: _____

Date: _____

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

If yes, certification number: _____ Certification date: _____

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

If yes, certification number: _____ Certification date: _____

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

If yes, certification number: _____ Certification date: _____

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

If yes, certification number: _____ Certification date: _____

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

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

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

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

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

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

RETURN OF THIS PAGE IS REQUIRED

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

Procurement Name and Number: _____

Date Form Completed: _____

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

Offeror / Proposer: _____

_____ Firm _____ Address _____ Contact Person/No. _____

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

(Form shall be submitted with proposal and if awarded, a SWaM Sub-contractor Reporting Form shall be submitted to swamreporting@jmu.edu)

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> Christopher Newport University (Newport News) College of William and Mary (Williamsburg) Norfolk State University (Norfolk) Old Dominion University (Norfolk)	<u>Zone 6</u> Virginia Commonwealth University (Richmond) Virginia State University (Petersburg)
<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)

**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 shall begin [Date] to [Date] with [Number] of [Number] year renewal options, and an expected final expiration date of [Date]. This end date coincides with the Primary Agreement’s [Agreement Number] 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 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:

[Vendor Contact]
[Vendor]
[Address]
[City, State, Zip]
Email: [Vendor Email]
Fax: [Fax]

SAMPLE

ACCEPTANCE

For James Madison University

For [Vendor]

[Lead Proc]
[Lead Job Title]

[Vendor Contact]
[Vendor Contact Title]

Date

Date

Agreement #: [JMU Contract-Number]-PAC

SAMPLE

**Rates by Role for RFP# MPM-1231
On Demand Trade Services: Mechanical & Plumbing**

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Supintendent/Foreman	\$ /hour	\$ /hour
Mechanical Supervisor	\$ /hour	\$ /hour
HVAC Supervisor	\$ /hour	\$ /hour
Laborer	\$ /hour	\$ /hour
Laborer, Mechanical	\$ /hour	\$ /hour
Laborer, HVAC	\$ /hour	\$ /hour
Mechanic	\$ /hour	\$ /hour
Boiler Mechanic	\$ /hour	\$ /hour
Sheet Metal Mechanic	\$ /hour	\$ /hour
Grout Injection Mechanic	\$ /hour	\$ /hour
Startup Mechanic	\$ /hour	\$ /hour
Test & Balance Mechanic	\$ /hour	\$ /hour
Junior Mechanic (Helper)	\$ /hour	\$ /hour
Technician	\$ /hour	\$ /hour
Burner Technician	\$ /hour	\$ /hour
HVAC Technician	\$ /hour	\$ /hour
Service Technician	\$ /hour	\$ /hour
Controls Technician	\$ /hour	\$ /hour
Welding	\$ /hour	\$ /hour
Certified Welder, R-stamp work	\$ /hour	\$ /hour
AI Inspector (R-stamp work)	\$ /hour	\$ /hour
Pipefitter	\$ /hour	\$ /hour
Millwright	\$ /hour	\$ /hour
Equipment Operator	\$ /hour	\$ /hour
Ironworker	\$ /hour	\$ /hour
Plumber, Master	\$ /hour	\$ /hour
Plumber, Journeyman		
Carpenter	\$ /hour	\$ /hour
Electrician	\$ /hour	\$ /hour
QA/QC (Code Work)	\$ /hour	\$ /hour
Project Manager	\$ /hour	\$ /hour
Design Engineer	\$ /hour	\$ /hour
CAD Designer	\$ /hour	\$ /hour

- If other role designations are needed, please provide labor rates and an explanation of how this additional designation is needed to meet the needs expressed in the scope of the Request for Proposals.
- Please also address the % Off of List price for Parts & Supplies offered to the University by Manufacturer. The University does not seek a complete catalogue of available products. Indicate which manufacturer's products you will offer to the University and the % Discount Off List you will offer the University. You may designate specific items as needed or if pertinent to the scope of the RFP. Add as many rows as needed but please follow the format laid out below.

PARTS & SUPPLIES				
Item	Manufacturer	List Price	% Discount Off	University Price
		\$	%	\$
		\$	%	\$
		\$	%	\$
		\$	%	\$

- Please also address any other discounts or fees which may be anticipated.

OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				%
				\$
				\$
				\$

Reporting Instructions

- 1) Complete all information accurately
- 2) Contact Phillip Ewell (ewellpw@jmu.edu, swamreporting@jmu.edu or 540-568-7999) to discuss questions or concerns with reporting on this form
- 3) Include the Schedule of Values No.(s) that relate to the payments received and being reported on the current reporting (*please note the Schedule of Values number(s) on this report **may not be** the same as the one you are submitting the form with*)
- 4) ALL sub-contractors should be reported, even if they are not currently SWAM certified (*our staff will attempt to contact them to see if they are capable of certifying*)
- 5) The Schedule of Values should be completed entirely with a vendor name included regardless of whether you believe the firm is SWAM or not - this helps for matching between this report and the Schedule of Values - it also helps us to continue to follow up on certifications with vendors that may not be currently certified.
- 6) Suppliers should be reported as they are considered the same as sub-contractors

