



COMMONWEALTH OF VIRGINIA STANDARD CONTRACT

Contract No. UCPJMU7504

This contract entered into this 11th day of June 2026, by Shobeck Inc (dba Spectrum Integrators), hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

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

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

PERIOD OF PERFORMANCE: From July 23rd, 2026 through July 22, 2027 with four (4) one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal RFP ASF-1252 dated March 16, 2026
 - (a) The Statement of Needs,
 - (b) The General Terms and Conditions,
 - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
 - (d) Addendum No. One – April 15, 2026
- (3) The Contractor's Proposal dated April 21, 2026 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations Summary, dated June 11, 2026

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

CONTRACTOR:

By: Steve Hobeck
(Signature)

Steve Hobeck
(Printed Name)

Title: President

PURCHASING AGENCY:

By: Adam Fleming
(Signature)

Adam Fleming
(Printed Name)

Title: Buyer Senior

1. Pricing shall be in accordance with the pricing list provided by Shobeck Inc. DBA Spectrum Integrators below:

A. **On Demand Videography Services:**

1. FOR LIVE EVENTS

a. Site visit and planning:	\$125 per hour
b. Camera operator:	\$125 per hour
c. Director:	\$125 per hour
d. Post-production and delivery of video archive:	\$125 per hour

2. FOR PRODUCED VIDEO

a. Pre-production and planning:	\$125 per hour
b. Scriptwriting:	\$125 per hour
c. Video capture (on location):	\$125 per hour
d. Video capture (in studio):	\$125 per hour
e. Graphics and title development:	\$125 per hour
f. Video editing	\$125 per hour
g. Voice over:	\$125 per hour
h. Audio editing	\$125 per hour
i. Finalizing files (compressing, uploading, etc.)	\$125 per hour

2. Contractor shall provide closed captioning services and video playback for all live events.
3. As an agency of the Commonwealth of Virginia, James Madison University makes payment(s) in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment.
4. Contractor's billing for any travel related expenses must be in accordance with the U.S. General Services Administration (GSA) rates for lodging, meals, and incidentals expenses at the time of travel. They can be referenced at <http://www.jmu.edu/financemanual/procedures/4215.shtml>
5. Contractor agrees that this Negotiation Summary modifies the Contractor's response to RFP# ASF-1252.

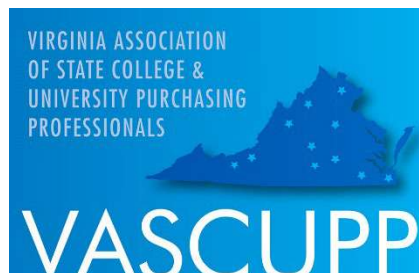


Request for Proposal

RFP# ASF-1252

Videography Services

March 16, 2026



REQUEST FOR PROPOSAL

RFP# ASF-1252

Issue Date: March 16, 2026
Title: Videography Services
Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

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

Sealed Proposals Will Be Received Until 2:00 PM on April 15, 2026 for Furnishing The Services Described Herein. (See Special Terms & Conditions "D. Late Proposals")

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: Adam Fleming, Buyer Senior, Procurement Services, fleminas@jmu.edu; 540-568-4280; (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:

Shobeck, Inc. DBA Spectrum Integrators

By: Steve Hobeck
(Signature)

Name: Steve Hobeck
(Please Print)

Date: 4/21/2026

Title: AV Events Technician

Web Address: <https://spectrumintegrators.com>

Phone: 434-987-9084

Email: steveh@spectrumintegrators.com

Fax #: _____

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1_KSM_#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 # ASF-1252

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I. BACKGROUND

From its founding in residential and commercial audio-visual design and installation, Spectrum Integrators has since become one of Charlottesville's leading AV events production companies. Major AV projects such as grounds-wide UVA graduation events, large corporate board meetings such as the UVA Board of Visitors and Virginia Athletics Foundation, and major speaking engagements with high profile personalities. All production equipment and capabilities are contained in-house with backups to ensure timely, professional completion of projects.

JEFF URQUHART IMDB

Spectrum Integrators' AV Events Manager has over a decade of experience as an Emmy winning unit production manager on broadcast unscripted and scripted programming for National Geographic (Ultimate Survival Alaska), Discovery (The Wheel, Flying Wild Alaska), CBS (Fix It & Finish It), South Park, Jersey Shore, Keeping Up With The Kardashians, and The Chair. From Alaska to Patagonia and beyond, Jeff has a keen knack for even the most difficult logistical management in diverse continents and cultures.

JEYON FALSINI

Spectrum Integrators' second AV events manager is a story-minded technical wizard with a professional journalism background (Punchline Paper, Cville Weekly) and half a decade of production audio and video experience. Jeyon has recently travelled nationwide as sound operator on a feature length independent documentary on double-blind cubers, "Blindfolded Ambition."

ZANE JOHNSON IMDB

An award-winning independent filmmaker and video producer for over two decades, Zane has a broad and diverse background. He is son of a long line of Virginia farmers, a UVA Jefferson Scholar (English & Music), and MFA in Film from California Institute of the Arts. Zane lived and worked for three years in Kyoto, Japan, and his independent video production and film scoring work through Film Menagerie has carried him throughout the United States, India, Europe, Southeast Asia, and North Africa.

KEVIN MCROBERTS IMDB

Spectrum Integrators' production project manager is a PA Amish country native and Virginia dairy goat farmer who somehow found himself filming high profile politicians in DC. He has a passion for regenerative agriculture, science, and visual storytelling. Kevin has broadcast Director of Photography credits with National Geographic, Discovery, History Channel (*Titans that Built America*, *Sitting Bull*), BBC (*In Ten Pictures: Liz Taylor*), Daily Wire, and multiple independent and corporate mini documentaries featuring diverse topics from Liberian child soldiers to global pharmaceutical corporations.

II. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION

Shobeck, Inc. DBA Spectrum Integrators is a SWaM certified small business with all AV event production capabilities contained fully in-house.

III. FULFILLMENT OF NEEDS – ON-DEMAND VIDEO SERVICES

Spectrum Integrators is pleased to propose services to satisfy James Madison University needs enumerated under the Statement of Needs section of this RFP: Section A: On-Demand Videography Services.

A. On Demand Videography Services:

1. *Record and/or transmit high-definition quality audio and/or video of a James Madison University event, either on campus or within the surrounding community. Projects under this section will require at least one audio and/or video capturing device, and may require one or more of the following:*
 - a. ***Describe your ability to provide one or multiple cameras and/or microphones.***
 - (1) We possess 5 complete 3-4 camera video switching systems including 4k PTZ Optics and Marshall PTZ cameras, Sony Z200 camcorders, and Sony FX9 and FX3 cinema cameras.
 - (2) We possess over three dozen wireless microphone systems including Shure MXT and ULXD handheld, lavalier, and podium microphones with Allen & Heath SQ and CQ live audio mixers. For board meeting settings, we utilize a Bosch discussion system that can currently simultaneously equip up to 80 attendees with an integrated microphone/speaker unit. For documentary and commercial style video production, we own multiple Sony and Sennheiser wired lavalier systems, Sennheiser MKH416 and MKH50 hypercardioid microphones, Sound Devices production mixers. We also have a full complement of wired Shure vocal and instrument microphones to accommodate musical and vocal performances.
 - b. ***Describe your ability to provide live video switching.***
 - (1) We own and operate Vizrt Tricaster Mini-4K and Euphonix Pearl 2 4K-capable vision mixing solutions for larger, more complex projects.
 - (2) We own and operate Black Magic ATEM Mini Extreme and Atomos Shogun HD-capable vision mixing solutions for simpler projects.
 - c. ***Describe your ability to create and integrate video graphics, slides or animations.***
 - (1) In coordination with client, we can create any necessary graphical assets for any event.
 - (2) All vision mixing systems we utilize can integrate graphics, slides, and animations either via onboard software integration or addition of one or multiple laptop feeds.
 - d. ***Describe your ability to provide videos ready for projection video screens within the venue.***
 - (1) Our vision mixing systems can output multiple ME channels to provide simultaneous output of live video screen feeds (IMAG or presentation) with synchronized audio through house or Spectrum Integrators-provided PA systems.
 - (2) We regularly produce video for streamed meetings with hybrid zoom participant integration, simultaneously sending separate appropriate video/audio feeds to YouTube, Zoom, and in-room display.
 - (3) We possess adequate lighting equipment and knowledge of camera and screen interactions to properly adjust subject lighting and video displays for correct exposure levels.
 - e. ***Describe your ability to provide video content that may require encoding to live web***

stream or other online delivery such as YouTube live, Vimeo, Zoom Webinar or similar streaming solutions.

- (1) Spectrum Integrators regularly streams live video productions through YouTube, Zoom, Teams, Facebook, and other streaming platforms.
- (2) We regularly produce video for streamed meetings with hybrid zoom participant integration, simultaneously sending separate appropriate video/audio feeds to YouTube, Zoom, and in-room display.

f. Describe your ability to provide videos that may require delivery of recorded video content to JMU via digital file (MP4 using H.264 or H.265 encoding).

- (1) We routinely provide video clients with deliverables in H.264 and H.265 encoding, either live-switched or after client-cooperative post production.
- (2) We have the capability to hand over a complete live-switched 4K H.264/H.265 encoded video file within 15 minutes of the end of show.

2. Produce final 4K or higher resolution video content for use in recruitment, alumni engagement, fundraising, athletics or academic programs. May require one or more of the following:

a. Describe your ability to provide video editing services.

- (1) We have four editors with a combined 55 years of video editing experience on various video editing platforms.

b. Describe your ability to provide scriptwriting services (provide examples).

- (1) We have production staff that have written and produced award-winning short films and commercial content.
- (2) (examples)

c. Describe your ability to provide interviewing as part of the final product.

- (1) We have production staff with broadcast experience interviewing household names in entertainment and politics.

d. Describe your ability to provide video shoots with or without lighting.

- (1) We have production staff with extensive experience in broadcast-level interview lighting of single, multiple, or stage events, and a suitable complement of lighting instruments to achieve these looks.
- (2) We have multiple production staff with extensive background in verite documentary and the ability to frame subjects for an appropriate use of natural light.

e. Describe your ability to provide video graphics and/or animation.

- (1) We have staff and software capable of providing typography, animations, motion graphics, green screen background replacements, and AI-assisted content augmentation.
- (2) We have access to online services (MotionArray and others) which provide royalty-free graphic, music, and audio assets for use in productions.

f. Describe your ability to provide voice over and/or sound effects.

- (1) We have a professional male voice-over artist and an experienced foley artist on staff.
- (2) We have access to online services (MotionArray and others) which provide royalty-free graphic, music, and audio assets for use in productions.

g. Describe your ability to create and deliver final footage, which meets industry standard technical specifications.

- (1) Our staff are fully experienced in creating media ready for broadcast presentation

h. Describe your ability to provide final footage via digital file (MP4 using H.264 or H.265 encoding).

- (1) We routinely provide video clients with deliverables in H.264 and H.265 encoding, either live-switched or after client-cooperative post production.
- (2) Depending on production needs, footage can be delivered as soon as immediately

i. **Describe your ability to record aerial drone video and photo content (must have and adhere to FAA Part 107 requirements for drone operations).**

3. *Provide detail quotes and invoices that are clear and concise.*

- (1) Spectrum Integrators utilizes the Rentman suite to quickly craft fully itemized quotes clearly listing all equipment, crew, times, and scope with associated costs and simple revisions as necessary.

(1) All Spectrum Integrators invoices include full line item pricing

(1)

a. Each video project will include a dedicated drive upon which will be saved all video project assets including raw footage, rough cuts, graphics, and audio. This will be provided to the client at end of project, and a copy will be retained by Spectrum Integrators for 30 days at no cost. Longer retention of backup is also available with appropriate data storage fees.

- a. Spectrum Integrators regularly creates deliverables compatible with common video formats in HD, 4K, 16:9, vertical, and social media formats. Our staff have a combined 55 years of delivering broadcast-level media.

a. Spectrum Integrators regularly provides full closed-captioning services, either via a live closed-captioning service to YouTube, live AI-assisted captions, or post-production created captions.

- a. Spectrum Integrators has long experience creating graphics and assets adhering to corporate and university branding guidelines.

8. *Describe your project management approach for each video project and how you will meet the specifications, objective, and time frame for each project.*

- a. Video projects follow an established project management flow:
 - (1) Determining scope of work and appropriate project team. Manager and technical assistance will be selected to fit the exact needs of the project.
 - (2) Establishing clear communication strategies. Spectrum Integrators utilizes Microsoft Teams for project communications and coordination.
 - (3) Determining project goals including expected quality level of work, stakeholders, and any other element critical to project success.
 - (4) Creating a comprehensive project timeline, working backwards from the ultimate project deadline to identify subtasks, milestones, and assignments to appropriate artists and technicians.
 - (5) Development of detailed budget with consideration of above steps in assessment of needs.
 - (6) Create an audio visual or production checklist enumerating all equipment and supplies necessary for project completion, including spare and contingency equipment.
 - (7) Vigorously test the setup and production approach to avoid errors.
 - (8) Create comprehensive call sheet to ensure clear communications and delineation of responsibilities on production days.
 - (9) Follow and concise post-production process in the same process as production preparation to deliver media in a timely manner.

9. *Provide various samples of your finished video work that showcase your quality of work, complement your clients' existing branded materials, and demonstrates your ability to meet the needs of this RFP. They can be provided via a link to a website or on a flash drive submitted with the proposal.*
 - a. We reference the following example links for work created by Spectrum Integrators and Spectrum Integrators production staff:
 - b. Reflections of Education with U.S. Supreme Court Justice Ketanji Brown Jackson - <https://www.youtube.com/watch?v=sqUKDK4T4WU>
 - c. Nature Foundation - Crawford's Knob (2025) (Demo) - <https://vimeo.com/1158662845>
PASSWORD: PaulsCreek
 - d. Michael Gets Great Resetted: Pilot (2024) Demo clips - <https://youtu.be/pV9jDdnMrCg?si=XDYw8Lzc5Yrr-yU2>
 - e. Walk2Campus - High Bridge Lofts (2018) - <https://www.youtube.com/watch?v=r1I2acZyoDk>
 - f. A Highland County Logger: Albert Schultz (2018) - <https://youtu.be/qMQ4G9VRL3s?si=YThppav7NjaZcFq>

10. *Describe your ability to follow directions from university and athletics staff, in particular in strategic direction of video services and rolling out new elements (i.e. not debuting a new element without advance coordination with JMU staff)*
 - a. All video projects undertaken with JMU entities will strictly adhere to established chains of communication and approval to ensure JMU's strategic vision will not be compromised.

11. ***Provide a list of the equipment used (description, brand, model, etc) your firm will use to service the requirements of this contract.***
 - a. Our gear list is in constant flux to meet changing needs and expectations of video and AV clients. Please refer to the attached .xlsx file for our current equipment list as of April 2026.

IV. 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.

- A. **On Demand Videography Services:** Provide your hourly rates for the following (please list and attach additional sheets as necessary):

1. FOR LIVE EVENTS

- | | |
|---|-----------------|
| a. Site visit and planning: | ___125 per hour |
| b. Camera operator: | ___125 per hour |
| c. Director: | ___125 per hour |
| d. Post-production and delivery of video archive: | ___125 per hour |

2. FOR PRODUCED VIDEO

- | | |
|--|-------------------|
| a. Pre-production and planning: | 125_____ per hour |
| b. Scriptwriting: | 125_____ per hour |
| c. Video capture (on location): | 125_____ per hour |
| d. Video capture (in studio): | 125_____ per hour |
| e. Graphics and title development: | 125_____ per hour |
| f. Video editing | 125_____ per hour |
| g. Voice over: | 125_____ per hour |
| h. Audio editing | 125_____ per hour |
| i. Finalizing files (compressing, uploading, etc.) | 125_____ per hour |

3. EQUIPMENT RENTAL

- | | |
|--------------------------|--------------------------|
| _see inventory appendix_ | _____ per hour / per day |
| _____ | _____ per hour / per day |
| _____ | _____ per hour / per day |
| _____ | _____ per hour / per day |
| _____ | _____ per hour / per day |
| _____ | _____ per hour / per day |

V. ATTACHMENTS

Attachment A: Offeror Data Sheet

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

Attachment C: SWaM Sub-contractor Reporting Template

Attachment D: Spectrum Equipment List

Attachment E: Sample Invoice

ATTACHMENT A

OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

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

Years 50 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 #
University of Virginia Athletics Department		Charlottesville, VA	
University of Virginia Facilities Management		Charlottesville, VA	
University of Virginia ExecTech		Charlottesville, VA	
University of Virginia College of Engineering		Charlottesville, VA	
University of Virginia Contemplative Sciences Center		Charlottesville, VA	

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

Spectrum Integrators operates no branch offices

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

[] YES [X] NO

IF YES, EXPLAIN: _____

ATTACHMENT B

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

Offeror Name: Shobeck, Inc. DBA Spectrum Integrators Preparer Name: Kevin McRoberts

Date: 4/21/2026

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: 10285 Certification date:

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

If yes, certification number: Certification date:

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

If yes, certification number: Certification date:

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

If yes, certification number: Certification date:

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

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

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

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

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

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

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

Procurement Name and Number: __ Videography Services – RFP# ASF-1252

Date Form Completed: 4/21/2026

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

Offeror / Proposer:

Shobeck, Inc., DBA Spectrum Integrators
Firm

1180 Seminole Trail, #317, Charlottesville, VA 22901
Address

434-977-2797
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)

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Attachment C – Spectrum Integrators Equipment List

Name (in database)	Current quantity excl. reserved for combinations (all locations)
1/4" TRS M to 3.5mm TRS M Adapter	5
Direct Box	5
LTi BLOX	8
Mic Isolator/Splitter	3
Mult Box 8	5
TDI BLOX	4
USB A to USB Micro	1
USB A to USB Mini	3
X2U - XLR-USB Adapter	4
Gigrac 1000st	3
PLX1802	1
XLS1000	1
XLS1500	3
XLS2002	7
XTi6002	5
3.5mm M/M - 15'	2
3.5mm M/M - 3'	2
3.5mm M/M to 1/4"	11
3M USB 2.0 A/B	10
Instrument Cable 1/4 to 1/4 - 03'	6
Instrument Cable 1/4 to 1/4 - 06'	4
Instrument Cable 1/4 to 1/4 - 10'	4
Lightning - 3.5mm Adapter	2
20' Mic XLR Cable	6
25' Mic XLR Cable	7
30' Mic XLR Cable	17
10' Mic XLR Cable	11
100' Mic XLR Cable	18
15' Mic XLR Cable	3
50' Mic XLR Cable	21
6' Mic XLR Cable	17
3' Mic XLR Cable	18
XLRF-TRS	8
XLRM-TRS	15
10' Speaker Cable	8
100' Speaker Cable	15
25' Speaker Cable	7
50' Speaker Cable	27
75' WH Speaker Cable	1
Comms Headset	4
Discussion System Control Unit	3
Discussion System Microphone	80
Headphone	3
AT 2020 USB Mic	2
CO2 Condenser Mic	5

Mic, 15", Condenser, Gooseneck	4
Mic, 6", Condenser, Gooseneck	16
Shure, KSM 141 - Mic, Condenser, Instrument	4
AT2021 - Mic, Condenser, Small Diaphragm	5
SM57 - Mic, Dynamic, Instrument	4
SM58 - Mic, Dynamic, Vocal	3
Antenna, Wireless UA860SWB	4
Handheld, Wireless (Audio Technica)	1
Speaker Adapter, Wireless for Bluetooth Devices	1
DL1608 SYS	1
DL806 SYS	2
Mix5	4
Mix8	1
AR12, PreSonus	1
AR8c, PreSonus	2
Analog Snake - 4 Channel - 6'	1
Analog Snake - 6 Channel - 100'	1
Analog Snake - 16 Channel - 100'	1
Digital Snake - 16 Channel - Allen & Heath	2
S16 Snake	1
ELX112	5
ELX118 Sub	2
Evolve 50, Speaker Sub Combo	4
PW50	4
SBA760 Sub	2
VRX928	23
ZX1-90	17
ZX4	5
ZXA1-90	2
Mic Base - Gooseneck	17
Mic Stand - Table Top	11
Mic Stand, Boom	34
Music Stand	3
Light Speaker Stand	35
LaptopPC	8
Obey 3 - DMX Controller	2
EVE E-100Z Spot Light	4
GOBO	1
Light Stand	2
EZLink Par Q6BT	1
FlareCON Air - Transmitter	1
Gator Display Rolling Case	1
Presentation Clicker	4
Walkie Talkie	8
256GB SD Card	8
2TB Hard Drive	3
USB Drive	1
Piano PX150	2
Wooden Podium	1
Flipchart Easel w/Pads & Markers	4
Folding Table	6

Ground Stakes	100
Pop Up Tent	3
VOIP Converter	1
Cat Cable, 03'	7
Cat Cable, 05'	18
Cat Cable, 06'	8
Cat Cable, 0.5'	1
Cat Cable, 10'	10
Cat Cable, 100'	10
Cat Cable, 1'	1
Cat Cable, 15'	2
Cat Cable, 20'	1
Cat Cable, 25'	15
Cat Cable, 40'	0
Cat Cable, 55'	2
Cat Cable, 60'	2
Cat Cable, 65'	1
Cat Cable, 50'	5
Cat Cable, 75'	1
Cat Cable, 85'	1
Fiber Network Extension	1
Network Switch 8 Port	2
AA Batteries - 4 Pack	10
Power Cord 100ft	10
Power Cord 10ft	3
Power Cord 25ft	4
Power Cord 50ft	8
Generator	2
Portable Power SupplyGalaxy	1
Power Strip	20
Transcription	1
1x4 HDMI Splitter	1
Audio De-Embedder	3
Audio Inserter	3
DAC-70 Converter	3
Aurora HDMI Extender	4
HDMI Splitter 1X2	9
HDMI USB Interface	4
USB C Adapter - HDMI, USBx2	2
USB C-HDMI Adapter	1
SDI Video Cable 1'	2
Camera Tripod	3
Canon XA10	2
Pocket Cinema Camera 6K	1
PTZ 4K Camera	7
PTZ Stick Controller (Marshall)	2
Potable USB Camera/Light/Mic	2
Captioning Telecom System	1
Flat Screen 70" (Sharp)	2
Flat Screen Cart (Heavy)	3
Flat Screen Confidence Monitor Cart	2

01' HDMI Cable	1
03' HDMI Cable	12
05' HDMI Cable	33
10' HDMI Cable	9
15' HDMI Cable	6
25' HDMI Cable	5
35' HDMI Cable	1
Confidence Monitor	1
FM Digital Transmitter	2
Projector (5000L) NEC	1
Projector Stand	2
ATEM Mini Pro	1
ATEM Television Studio HD	1
AT-OME-RX11	3
Dante AVIO USB I/O Adapter	1
HyperDeck Studio Mini	1
Network Switch 24 Port	0
Laptop Stand	2
SDI/HDMI 3G BiDirectional Converter	4
SDI to HDMI 12G Converter	0
PD-2015R	1
TesiraFORTE DAN VT	1
UPS-S500R	1
Video Production System	1
Video Production System - Zoom	1
Projector Screen - Back Projection 92"x144"	2
Projector Screen 69x92 (7.5ft)	2
Projector Screen 92x144 (9ft)	2
Streaming Basic	1
Streaming Production	1
Streaming Production 2 Camera	1
Streaming Video System	1
Zoom Webinar - 100 Participants	5
Zoom Webinar - 1000 Participants	1
Zoom Webinar - 500 Participants	5
Zoom Webinar - Zoom Host	5
Zoom Webinar - Zoom Recording	10
Zoom Webinar - Zoom Toll Free Phone Number	10
PTZ Camera Stand	8
Gaff Tape	4
OM2	4
USB to 3.5mm Audio Adapter	4
Lighting Diffuser	4
Wood Leveling Blocks	20
Blu Ray Player	1
Heavy Speaker Stand	7
SQ-5	1
Media Player	4
Marshall RS7-HR	1
Power Cord 75ft	1
Power Cord 15ft	0

Power Cord 8ft	2
Power Cord 45ft	0
Power Cord 35ft	1
Power Cord 25ft Tri-Tap	3
JFX88	2
In Ear Monitor System (Shure)	1
RJ45 Coupler	20
Speaker, 12" , VRX932LAP	4
XLS1502	1
15' Speaker Cable	4
Phantom Power Adapter	3
Lawn Speaker Installation	1
Atlona HDMI Extender	0
ZX1i-90	2
Crank Speaker Stand	10
Kick Drum Dynamic Mic (Audio Tech)	1
200' Speaker Cable	2
300' Speaker Cable	3
Speakon Coupler	12
PTZ 4K Camera Kit	2
Basic PA System	3
DJ PA & Light Package	1
UVA - Lawn PA System	1
Basic PA & Wireless Mic Package	2
Live Stream Package - Basic	2
YouTube Streaming Service	4
Live Stream Package - Multi Cam	1
Wedding DIY Sound Package	3
Conference Audio Package	3
XLS2000	1
ZXA1-Sub	1
Drum Mic Kit	1
DAC-45 Up/Down Cross Converter	1
Network Switch 16 Port	1
Trendnet Router	2
Stream Deck	2
PTZ Stick Controller (Minrray)	1
Atomos Shinobi - 5" Monitor	1
DAC-9P	3
145' Speaker Cable	2
180' Speaker Cable	1
232' Speaker Cable	1
292' Speaker Cable	1
298' Speaker Cable	1
350' Speaker Cable	1
250' Speaker Cable	2
150' Speaker Cable	1
140' Speaker Cable	1
NXLi3500	4
Tailgate Package	1
Freedom H1 LED Lights	2

PEARL-2	1
Camera Control Rack	2
RCA to RCA	4
RCA to 3.5 M/M	3
USB Stick	3
Attenuator (In-Line)	4
Attenuator (Switchable)	4
Web Presenter	1
Cat Cable, 125'	1
Cat Cable, 150'	2
Cat Cable, 200'	3
10' Discussion System Extension Cable	20
7' Discussion System Extender Cable	2
Cable Ramp - Heavy	4
Neewer Photography Lights (Pair)	2
Zoom H4n Recorder	2
3.5mm TRS to Dual 1/4"	5
HDMI - VGA Adapter	2
VOX Amplifier	3
USB Extension Cable	1
PTZ Camera Stand Adapter	6
Mic Stand - Instrument	3
Digital to Analog Audio Converter	1
Projector (7K) Epson	1
Stanchion	6
XLR Male to Male Barrel Coupler	4
XLR Female to Female Barrel Coupler	4
Wavecast	1
RDL STD-10K	1
HDMI to SDI Converter	1
Obey 10 - DMX Controller	1
Fog Machine	1
Fog Juice	1
Shure Gooseneck Desktop Mic	15
Scaffolding	1
Biamp Parlé VBC 2500	1
POV Camera	2
Curtains	2
Cat Cable, 225'	3
Cat Cable, 250'	1
500' Mic XLR Cable	1
100' Lap Cable	2
4 x 4 Stage Riser	8
Crestron Conferencing Bar	1
3.5mm M/M - 6'	2
Pyramid Power Strip	2
PTZ Kensington Lock	4
POV Cam Clamp & Arm Kit	1
Clear Acrylic Podium	2
GoPro	1
Stepladder	1

Battery Charger Bank	3
Rolling Cart	1
3-Pin Phoenix (F) to XLR	1
20 x 16 x 2 Stage	1
Drum Kit Backline	1
Quad Box	2
7 x 12 Floor Rising Pull Up Screen	1
3' USB-C	3
Speaker Stand Covers	8
8' Ladder	2
Chauvet SlimPar 64	2
ATEM Mini Pro Extreme Switcher	1
Gimbal Package	1
Multi-Outlet Extension Cord 30'	5
Projector (4000L)	1
Extron HDMI Extender	4
RCA to Dual Stereo 1/4"	2
Radial AV2	1
100' WH Speaker Cable	3
150' WH Speaker Cable	1
1' Speaker Cable	2
2' Speaker Cable	5
4' Speaker Cable	1
300' Speaker Cable	1
300' WH Speaker Cable	1
250' Speaker Cable	1
275' Speaker Cable	1
175' WH Speaker Cable	1
25' WH Speaker Cable	2
Analog Snake - 6 Channel - 10'	1
4-Way Monitor	2
Headphone Hook	0
Panduit	0
USB-C to USB OTG Adapter	0
10' USB-C to USB 2.0 Cable	0
Shure - Beta 52a Drum Mic Kit	1
Beta 52a Kick Drum Mic	0
Wifi Kit	3
Wifi Antenna	4
Tele-Lock Speaker Stands	4
Sand Bags	8
Cable Ramp - Medium	10
Yolobox	1
15' Discussion System Extension Cable	1
30' Discussion System Extension Cable	2
CQ-18 Digital Mixer	4
ProCo DB-1	2
Speaker Stand Skirts	6
10' USB-C	2
Mic, 12", Condenser, Gooseneck	1
300' XLR Spool	1

Mackie DFX-12	-1
USB over Ethernet Extension Adapter	2
Flat Screen 75" (Samsung)	2
Flat Screen Cart (Light)	2
Flat Screen 75" (LG)	1
Receiver, Wireless (Senn)	7
Receiver, Wireless (Shure) ULXD	2
Folding TV Tray Table	1
Network Switch 8 Port (TP-Link)	1
Network Switch 8 Port (TrendNet)	0
Lav, Wireless (Audio Technica)	1
Mini Tripod	1
SDI/HDMI BiDirectional Converter	2
Wireless Video Transmitter	1
Big Green Record Button	1
SDI Video Cable 15'	2
USB-C Multi-Port Dongle	3
MixPre 6 II	2
Atomos Ninja V - 5" Recording Monitor	1
Carpet Velcro	1
BMPCC6K Compact Shotgun Microphone	1
3.5mm M/F Cable Extender - 75'	1
SDI Video Cable 35'	2
CAT Cable, 6 Channel Snake - 100'	1
Toa Steering Array Mic	1
Logitech Webcam	1
Zip Ties	4
Built in Projection Screen	5
Dry Erase Board (3x4) w/Markers	1
Sony PXW-FX9 Premium Camera Kit	1
Litepanels Astra 6x Bi-Color 1x1 LED Panel w/ AB Plate	2
Chimera 1624 POP Bank for Litepanels Astra 1x1 LED	2
Litepanels Astra 6x 2 Light Kit with soft boxes	1
Lupo Superpanel Dual Color 60 2x1 LED Panel	1
Atomos Shogun 7 4k Monitor/Recorder/Switcher	1
Teradek Bolt 500XT HDMI/SDI 1080 wireless video tx/rx combo	0
Tamron 70-180 f/2.8 Zoom Lens (E mount)	1
Sony FE 24-70mm f/2.8 GM Zoom Lens (E mount)	1
Decimator MD-Cross V2 HDMI/SDI 3G Converter and Scaler	1
Decimator HDMI-SDI Cross Converter	1
Sachtler Flowtech 75 Tripod with FSB8 Fluid Head	1
ProMediaGear 32" motorized parabolic slider	1
DJI Ronin S Gimbal	1
Manfrotto 755 Lightweight Tripod with 502 Fluid Head	2
Sennheiser MKH416 Shotgun Microphone	2
40" C-Stand with grip arm	4
Matthews Mini Boom (45-80-inch)	2
Matthews Baby Double Header	1
ikan Elite V2 Camera Mounted Tablet Teleprompter	1
Zoom F6 6Ch 32 bit float audio mixer/recorder	1

Sony FE 28-135mm f/4 G PZ OSS Zoom Lens (E Mount)	1
24mm T1.5 Cinema Prime Lens	1
35mm T1.5 Cinema Prime Lens	1
50mm T1.5 Cinema Prime Lens	1
85mm T1.5 Cinema Prime Lens	1
Rokinon T1.5 Cinema Prime Lens Kit (24, 35, 50, 85)	1
Rolling Cart	1
10' Draping	3
Bistro Lights	600
SDI/HDMI 12G BiDirectional Converter	2
3' Table	1
Canon EF 70-200mm f/4 L IS USM	1
Mini XLR (M) to XLR (F) Adapter Cable '3	2
150' Fiber HDMI	2
DJI Mavic Air 2	1
Lav, Wireless (Senn)	5
Handheld, Wireless (Senn)	7
Earset, Wireless (Senn)	6
Nikon Micro-NIKKOR 55mm f/2.8 Lens	1
Projector Screen 106" Pull Up	3
Receiver, Wireless (Shure) QLXD v2	12
Lav, Wireless (Shure) QLXD	6
Handheld, Wireless (Shure) QLXD	9
Earset, Wireless (Shure) QLXD	2
Gooseneck, Wireless ULXD8	4
Handheld, Wireless (Shure) PGXD	1
PEARL RECORD RACK	1
DJI Ronin M 3-Axis Gimble	1
Canon EF 24 - 105mm	1
Dimmer Box DP-DMX4B	1
Intellytech X-100 LED Spotlight	1
Lowel Tungsten Video Light Kit	1
Panasonic Lumix 12 - 60mm f/2.8 - 4.0 MFT	1
Vertigo Tri LED	2
Atmospheric RG LED	1
Dimmer Box DP-415	1
PTZ NDI 4K Camera, 30x Zoom	3
Vizrt TriCaster Mini 4K NDI Bundle with Control Surface	1
PTZ Controller (PTZ Optics)	1
Sony UWP-D Two-Channel Wireless Premium Mic Kit	1
Mini Display to HDMI Adapter	4
USB 2.0 to Ethernet	4
Marshall PTZ Remote	5
MVX2U - XLR-USB-C Adapter	2
Chauvet Follow 400G	1
Sony FX3	1
Sigma 24 - 70mm f/2.8 (E Mount)	1
Sachtler Ace M Fluid Head with 2-Stage Aluminum Tripod	1
Atomos Inferno - 7" Recording Monitor	1
Huddly USB 3 AOC Extender 50'	1
PoE+ 12-Port Switch	1

PerfectCue Clicker	2
Projector Screen - 100" Front & Rear	1
Projector - Epson Home Cinema 2150	1
Upper Crust Speaker System w/ Mixer	2
50' Fiber HDMI	4
Flat Screen 50"	1
Display Easel	16
Foam Core Board	20
Sachtler Carbon Fiber Tripod w/ FSB6 Fluid Head	1
3-to-2 Grounding Adapter	4
Wintergreen Projector Package	1
Sony Stereo Microphone	1
Panasonic Lumix GH5 Mirrorless Camera	1
Panasonic Lumix 35 - 100mm f/2.8 MFT	0
Sigma ART 18 - 35mm f/1.8 (EF Mount)	1
Sony A7S3 Hybrid Camera Kit - Standard	1
Sony FZ100 battery	6
ZILR NP-F970 Battery with USB-C PD	2
Sony XLR-K3M Audio Adapter	1
SmallRig L-series Battery Adapter Plate	1
65W USB-C Power Adapter	1
98Wh Gold Mount Battery	4
270Wh Gold Mount Battery	2
Rode Wireless Go II Wireless Lav	1
NDI 30x PTZ Three Camera Package	1
Marshall 12x PTZ Three Camera Package	1
Kiloview N2 Wireless HDMI to NDI Encoder	1
Panasonic Lumix f/2.8 35-100mm lens MFT	1
NDI Companion Rack	1
Ubiquiti ER-X EdgeRouter	4
8 Port POE+ Switch	2
Small Acrylic Laptop Podium	1
USB-C to HDMI Dongle Adapter	1
Receiver, Wireless (Senn) v2	7
Receiver, Wireless (Shure) QLXD v3	12
ATEM TV Studio Rack	0
WiFi Kit 2025	2
iPad	4
PTZ NDI 4K Camera, 12x Zoom	1
Projector - Short Throw - Epson PowerLite 805F	2
100' Fiber HDMI	3
4-way Headphone Amplifier	2
Bistro Lights, 100ft	1
Evolve 70, Speaker Sub Combo	2
40" C-Stand	2
Viewsonic LS740HD	1
120" Elite Screen	1
JBL JRX118SP	2
17" 4K Production Monitor - Atomos Neon	1
Shure, KSM 137 - Mic, Cardioid Stereo (Pair)	1
Handheld, Wireless (Shure) BLX4	4

Sony PXW-Z200 4K Camcorder	2
ViewSonic LS740HD	1
Bodypack Transmitter + Receiver, (Senn) SK 100 G4	2
USB-C to 3.5mm Audio Adapter	0
Shure, Beta 87A - Mic, Supercardoid, Vocal	1
SDI Coupler	5
Micro Mixer, LZSig LMix2	1
Lightweight Camera Shoulder Rig	1
DTap to DTap cable, 20"	1
DTap to 19.5V Adapter (Sony Z200/FX6/FX9)	1
DTap to USB-C PD 65W power adapter	2
3.5mm to Stereo XLR Male Out	1
LEMO to Dual XLR Input	2
Panasonic Lumix GH6 Mirrorless Camera	1
Projector and Laptop Stand	1
Manfrotto Magic Arm with Super Clamp	2
Handheld, Wireless (Shure) MXW	4
Lav, Wireless (Shure) MXW	4
Gooseneck, Wireless (Shure) MXW	4
Super Clamp, Manfrotto	3
Baby Pin, Matthews	5
Electrical Tape	5
3.5mm to XLR (F)	1
Dante AVIO Input Adapter, 1 Channel	2
Dante AVIO Output Adapter, 1 Channel	2

Attachment D: Sample Invoice



1180 Seminole Trail, Suite 317
Charlottesville, VA 22901
events@spectrumintegrators.com
spectrumintegrators.com

UVA - Executive Technology Office



Invoice

Invoice number: 1471
Invoice date: 04/20/2026
Due date: 06/04/2026

Project number: 1998
Project name: BOV - Rotunda - 260416
Period: 04/15/2026 - 04/16/2026
Payment: Net 45
Customer number: 1686

Equipment

Name		Unit price Factor	Price
Video			
1	Vizrt TriCaster Mini 4K/NDI Bundle with Control Surface		
1	NDI Companion Rack		
1	PoE+ 12-Port Switch		
1	Ubiquiti ER-X EdgeRouter		
1	Kiloview N2 Wireless HDMI to NDI Encoder		
1	Wifi Antenna		
1	Power Strip		
3	PTZ NDI 4K Camera, 30x Zoom	1	
1	PTZ Controller (PTZ Optics)	1	
1	Laptop/PC	1	
1	Confidence Monitor	1	
1	4-Way Monitor	1	
1	PTZ Camera Stand	1	
Total Video:			
Audio			
1	Discussion System Control Unit	1	
26	Discussion System Microphone	1	
1	10' Discussion System Extension Cable	1	
1	3.5mm M/M to 1/4	1	
1	Mix8	1	
1	10' Mic XLR Cable	1	
1	Radial AV2	1	
1	TDI BLOX	1	
Total Audio:			



April 15, 2026

ADDENDUM NO.: One

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP ASF-1252**
Dated: **March 16, 2026**
Commodity: **Videography Services**
RFP Closing On: ~~**April 15, 2026**~~
April 21, 2026

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

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

1. The closing date and time has been extended to **Tuesday, April 21, 2026 at 2:00 p.m. (eastern)**

Sincerely,

Adam Fleming
Buyer Senior
Phone: (540-568-4280)

MSC 5720
752 Ott Street, Room 1008
Wine Price Building
Harrisonburg, VA 22807
Office of 540.568.4280 Phone
PROCUREMENT SERVICES 540.568.7935 Fax



Request for Proposal

RFP# ASF-1252

Videography Services

March 16, 2026



REQUEST FOR PROPOSAL

RFP# ASF-1252

Issue Date: March 16, 2026
Title: Videography Services
Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

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

Sealed Proposals Will Be Received Until 2:00 PM on April 15, 2026 for Furnishing The Services Described Herein. (See Special Terms & Conditions “D. Late Proposals”)

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: Adam Fleming, Buyer Senior, Procurement Services, fleminas@jmu.edu; 540-568-4280; (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 # ASF-1252

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I. PURPOSE

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide general on-demand Videography Services and Videography Services specifically for The Parade of Champions event 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 23,000 students and over 4,000 faculty and staff. There are over 600 individual departments on campus that support seven (7) academic divisions. The University offers over 120 majors, minors, and concentrations. Further information about the University can be found at the following website: www.jmu.edu.

James Madison University utilizes videography and video production services for a variety of communications and archival purposes. Included are production services for university events, recording of university events, lectures or programs, and production of informational and promotional videos and advertisements.

Videography projects will be in both live and pre-recorded format. Previous live broadcasts include open house events in Convocation Center for an audience of over 5,000, a live streamed presidential inauguration for the university, and a streamed TED talk-inspired event on campus. Majority of produced videos will be archived and backed up internally. They will also be uploaded on various platforms/hosting sites (depending on the project) such as YouTube, Vimeo, or Facebook. JMU is not seeking full-time production staff through this RFP.

In addition, to routine videography services, a vendor may be asked to provide services for The Parade of Champions:

Since its inception in 1972, the Marching Royal Dukes has become one of the best-known and largest college marching bands in the country, and are one of the largest student organizations on campus at JMU with over 450 members. The band has established a strong tradition as ambassadors of the university and community, traveling regionally, nationally, and internationally to perform at exhibitions and support music education and the marching arts. They have made appearances in the Macy's Thanksgiving Day Parade and taken tours abroad, performing in Ireland, London, Germany, France, Monaco, and Italy.

Each year the JMU Marching Royal Dukes host a competition for high school marching bands called the JMU Parade of Champions. This event draws up to a maximum of 48 bands from Virginia, West Virginia, Maryland, North Carolina, Tennessee, New York, and Pennsylvania. This is an all-day event hosted at the 25,000-seat Bridgeforth Stadium on the JMU campus, includes two (2) awards ceremonies, and features two (2) performances by the JMU Marching Royal Dukes. An estimated crowd size of 6,000 - 8,000 attends each fall. More information about the Parade of Champions can be found at <http://www.jmu.edu/mrd/poc.shtml>.

III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION

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

IV. STATEMENT OF NEEDS

James Madison University desires to partner with contractors to provide Videography Services. Offerors interested in responding to this solicitation may choose one or both of the following areas to respond to under the Statement of Needs section of this RFP: Section A: On-Demand Videography Services and Section B: Videography for the Parade of Champions. The successful contractor(s) shall furnish services in the area in which they provide a response.

A. On Demand Videography Services:

1. Record and/or transmit high-definition quality audio and/or video of a James Madison University event, either on campus or within the surrounding community. Projects under this section will require at least one audio and/or video capturing device, and may require one or more of the following:
 - a. Describe your ability to provide one or multiple cameras and/or microphones.
 - b. Describe your ability to provide live video switching.
 - c. Describe your ability to create and integrate video graphics, slides or animations.
 - d. Describe your ability to provide videos ready for projection video screens within the venue.
 - e. Describe your ability to provide video content that may require encoding to live web stream or other online delivery such as YouTube live, Vimeo, Zoom Webinar or similar streaming solutions.
 - f. Describe your ability to provide videos that may require delivery of recorded video content to JMU via digital file (MP4 using H.264 or H.265 encoding).
2. Produce final 4K or higher resolution video content for use in recruitment, alumni engagement, fundraising, athletics or academic programs. May require one or more of the following:
 - a. Describe your ability to provide video editing services.
 - b. Describe your ability to provide scriptwriting services (provide examples).
 - c. Describe your ability to provide interviewing as part of the final product.
 - d. Describe your ability to provide video shoots with or without lighting.
 - e. Describe your ability to provide video graphics and/or animation.
 - f. Describe your ability to provide voice over and/or sound effects.
 - g. Describe your ability to create and deliver final footage, which meets industry standard technical specifications.
 - h. Describe your ability to provide final footage via digital file (MP4 using H.264 or H.265 encoding).
 - i. Describe your ability to record aerial drone video and photo content (must have and adhere to FAA Part 107 requirements for drone operations).
3. Provide detail quotes and invoices that are clear and concise.
 - a. Describe your ability to provide detailed quotes that clearly list all service/items to be

- provided and their associated cost(s).
 - b. Describe your ability to provide line item pricing on invoices.
 - c. Provide examples of quotes and invoices that show your ability to comply with this requirement.
4. Contractor shall provide JMU with unedited raw footage and rough cuts of all filming sessions for the university to save, review, and otherwise use without limitation at any point during and after fulfillment of the contract. Describe your ability to comply and meet this requirement.
 5. Describe your ability to create video with industry standard technical specifications that are compatible with common video formats used in publicly-available hosted sites such as YouTube, Vimeo and Facebook.
 6. Describe your ability to integrate closed-captioning into videos when requested (captioning requirements must be ADA-compliant see [Title II requirements](#)).
 7. Contractor shall abide by JMU brand guidelines (see: <http://www.jmu.edu/brand/vendor-requirements.shtml>) and shall notify the university's Digital Content Manager in the University Communications and Marketing Office when new projects are established and will include the Digital Content Manager on final video approvals. Describe your ability to comply and meet this requirement.
 8. Describe your project management approach for each video project and how you will meet the specifications, objective, and time frame for each project.
 9. Provide various samples of your finished video work that showcase your quality of work, complement your clients' existing branded materials, and demonstrates your ability to meet the needs of this RFP. They can be provided via a link to a website or on a flash drive submitted with the proposal.
 10. Describe your ability to follow directions from university and athletics staff, in particular in strategic direction of video services and rolling out new elements (i.e. not debuting a new element without advance coordination with JMU staff)
 11. Provide a list of the equipment used (description, brand, model, etc) your firm will use to service the requirements of this contract.

B. Videography Services for The Parade of Champions

Videography - Contractor shall provide all labor, materials, tools, equipment and supervision to provide Videography Services for the Parade of Champions (POC) High School Marching Bands. The event this year, **2021**, will be on Saturday, October **16th** and scheduled during the month of October in subsequent years. Contractor shall be required to arrive one (1) day prior to the event for set-up in coordination with JMU Athletics and IT staff. Contractor shall be responsible for all travel and lodging expenses incurred.

Contractor shall provide two (2) complimentary DVDs/Blu-Rays of both JMU exhibition performances (overhead and mixed camera) to JMU as well as a link(s) to digital files of those performances. Additionally, the contractor will provide JMU with a complete set of DVDs/Blu-Rays of all participating band performances from the event.

1. Describe your company's plan to record every band with all digital cameras and audio recorders. This should include setup examples and recording quality.
2. Describe your company's plan to provide a DVD/ Blu-Ray copy of every recorded performance. This should include titles, chapters, a "wide" shot to every participating school/band, etc.
3. Describe your company's plan to provide duplications on site. *(Note: The on-site duplication is for the event participants only - it will be the responsibility of the contracted vendor to provide one (1) complementary DVD of each band's performance to every band. Products must be produced on site and delivered to the contest staff so they can include this in each band's post-contest packet. All other orders are filled and shipped once the vendor edits and produces the videos.)*
4. Provide samples of prior equivalent videography services.
5. Marketing & Sales - Contractor shall provide all labor, materials, tools, equipment and supervision for marketing and sales.
 - a. Describe your company's plan to promote and send out orders for video sales to all participating schools/bands, including a description of your company's web presence.
 - b. Describe your company's plan to make frequent announcements during the event.
 - c. Describe your company's plan to provide order forms/online forms for distribution.
 - d. Describe your company's plan to deal with all the orders, mailings and any follow-up questions or problems.
 - e. Describe your company's plan to handle any/all copyright procurement. *(Note: It will be the responsibility of the contractor to ensure the participating band's music is licensed for distribution and products are in compliance with all copyright laws. Offerors should indicate how they would handle situations where a band's music cannot be licensed for reproduction.)*
 - f. Describe your company's plan for mailing/delivery of orders, i.e. how long after the event will this happen and how.
 - g. Describe your company's cost schedule for all the pictures, video, and other multi-media items you will be selling, i.e., sales to individuals, sales to particular schools/bands or any package deals you may offer. (See section IX Pricing Schedule)
6. Web Streaming - JMU is considering the option of broadcasting the event live over the internet. Should JMU choose to implement this service for the event, the Contractor shall be responsible for all labor, materials, tools, equipment and supervision to provide live internet video streaming at the Parade of Champions (POC) Event(s).
 - a. Describe your firm's experience in providing the above mentioned services for an event similar in scope.
 - b. Describe what equipment would be provided by your firm.

- c. Describe how viewers will access the broadcast from multiple platforms (*e.g. at home, mobile device, etc.*).
 - d. Specify whether viewers will be required to pay for access.
 - e. Describe how your firm will provide a reliable, live audio/video feed for an unlimited number of viewers/listeners.
 - f. Confirm that all content shall be owned by the University and shall retain all rights associated with the broadcast.
 - g. Specify if your firm has experienced any negative impact on ticket and/or DVD/ Blu-Ray sales after implementing a live broadcast when in previous years it was not offered.
- 7. Describe any additional services your firm can offer.
 - 8. JMU reserves the right to add other Videography services at any time during the course of any contract awarded from this solicitation. Pricing for such services will be negotiated at that time.
 - 9. Please list any rebate schedule that would be offered to the university.

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.f. below.

b. PAPER SUBMISSIONS:

- i. **One (1) original and one (1) copies** 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 Section V.4.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:

	Points
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	20
	100

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

VII. GENERAL TERMS AND CONDITIONS

- A. PURCHASING MANUAL: This solicitation is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.
- B. APPLICABLE LAWS AND COURTS: This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. ANTI-DISCRIMINATION: By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as

amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender, sexual orientation, gender identity, or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*).

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

1. During the performance of this contract, the contractor agrees as follows:
 - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
 - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
 2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. PAYMENT:
1. To Prime Contractor:
 - a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
 - b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
 - c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
 - d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
 - e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing*

Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>).

2. To Subcontractors:
 - a. A contractor awarded a contract under this solicitation is hereby obligated:
 - (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
 - (2) To notify the agency and the subcontractors, in writing, of the contractor's intention to withhold payment and the reason.
 - b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.
 3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
 4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
 2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
 - a. By mutual agreement between the parties in writing; or
 - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
 - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

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

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. Workers' Compensation: Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
 2. Employer's Liability: \$100,000
 3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
 4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner*
- R. **ANNOUNCEMENT OF AWARD:** Upon the award or the announcement of the decision to award a contract over \$100,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site (www.eva.virginia.gov) for a minimum of 10 days.
- S. **DRUG-FREE WORKPLACE:** During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

- T. NONDISCRIMINATION OF CONTRACTORS: An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.
- U. eVA BUSINESS TO GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, website portal www.eVA.virginia.gov, streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eprocurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
- Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
 - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
 - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
 2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at www.eVA.virginia.gov.
 3. The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services approximately 60 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.
- V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- W. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. dollars.

- X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of \$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.
- Y. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a "Contract Worker"), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

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

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

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

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

VIII. SPECIAL TERMS AND CONDITIONS

- A. AUDIT: The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. CANCELLATION OF CONTRACT: James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

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

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

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

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

- D. LATE PROPOSALS: To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. UNDERSTANDING OF REQUIREMENTS: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent 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. FORCE MAJEURE: In no event shall either party be liable to the other for cancellations or postponement of the Agreement resulting from any cause beyond its control including, but not limited to, governmental orders, regulations, labor strikes, epidemic, pandemic, act of war, or terrorism, acts of God, fires, floods, curtailment of transportation, electrical failure or any event that prohibits attendees being able to attend the event. Notice of cancellation or postponement under this provision shall be received, by the non-cancelling party, within five (5) days of such occurrence. Such cancellation or postponement shall not constitute a breach hereunder and shall not subject either party to any penalties, liquidated damages, or forfeiture of any prepayment. In case of cancellation due to Force Majeure, any and all deposits being held will be promptly refunded.
- S. 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.
- T. 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.
- U. 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.
- 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. 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. James Madison University reserves the right to require the Contractor to remove any employee whose behavior is deemed unprofessional or objectionable.
- X. DRONES/UNMANNED AIRCRAFT SYSTEMS: Any university employee, student or academic unit purchasing a UAS (or the parts to assemble a UAS) or contracting UAS services

with university funds or funds being disbursed through a university account or grant funds, must notify and request approval through the UASOC. This is required in order for the university to meet a responsibility to investigate any required FAA waivers, and to meet state compliance requirements. Any use of drones on campus must also be explicitly authorized by the UAS Oversight Committee (UASOC).

1. JMU Policy 2210 - Unmanned Aircraft Systems (UAS) - <https://www.jmu.edu/4-vu/uav-policies.shtml>
2. UAV (Unmanned Aircraft Systems) Approval Form - <https://www.jmu.edu/4-vu/uav-form.shtml>

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.

- A. **On Demand Videography Services:** Provide your hourly rates for the following (please list and attach additional sheets as necessary):

1. FOR LIVE EVENTS

- | | |
|---|----------------|
| a. Site visit and planning: | _____ per hour |
| b. Camera operator: | _____ per hour |
| c. Director: | _____ per hour |
| d. Post-production and delivery of video archive: | _____ per hour |

2. FOR PRODUCED VIDEO

- | | |
|--|----------------|
| a. Pre-production and planning: | _____ per hour |
| b. Scriptwriting: | _____ per hour |
| c. Video capture (on location): | _____ per hour |
| d. Video capture (in studio): | _____ per hour |
| e. Graphics and title development: | _____ per hour |
| f. Video editing | _____ per hour |
| g. Voice over: | _____ per hour |
| h. Audio editing | _____ per hour |
| i. Finalizing files (compressing, uploading, etc.) | _____ per hour |

3. EQUIPMENT RENTAL

_____	_____ per hour / per day
_____	_____ per hour / per day
_____	_____ per hour / per day
_____	_____ per hour / per day
_____	_____ per hour / per day
_____	_____ per hour / per day

B. **The Parade of Champions*:**

1. Provide proposed retail pricing structure for DVDs/Blu-Rays (*include shipping & handling charges*):
2. Specify:
 - a. Proposed Commission Rebate Structure for the sale of DVDs/Blue-Rays.
 - b. Indicate any changes to the rebate structure should JMU choose to live stream the event.
3. Additional Products and Services offered.

****Note: James Madison University will not accept proposals requiring the University to pay a retainer fee for services outlined in section B as described in the Statement of Needs portion of this RFP. There is no budget for this project as products are to be purchased directly by individual spectators and participants of the Parade of Champions events.***

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: VHEPC PAC

Attachment F: SWaM Sub-contractor Reporting Template

ATTACHMENT A

OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

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

Years _____ Months _____

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

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
--------	-------------------	---------	---------------------------

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

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

[] YES [] NO

IF YES, EXPLAIN: _____

ATTACHMENT B

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

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

Date: _____

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

If yes, certification number: _____ Certification date: _____

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

If yes, certification number: _____ Certification date: _____

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

If yes, certification number: _____ Certification date: _____

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

If yes, certification number: _____ Certification date: _____

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

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

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

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

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

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

RETURN OF THIS PAGE IS REQUIRED

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

Procurement Name and Number: _____

Date Form Completed: _____

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

Offeror / Proposer: _____

Firm

Address

Contact Person/No.

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

(Form shall be submitted with proposal and if awarded, 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]

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



April 15, 2026

ADDENDUM NO.: One

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP ASF-1252**
Dated: **March 16, 2026**
Commodity: **Videography Services**
RFP Closing On: ~~**April 15, 2026**~~
April 21, 2026

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

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

1. The closing date and time has been extended to **Tuesday, April 21, 2026 at 2:00 p.m. (eastern)**

Sincerely,

Adam Fleming
Buyer Senior
Phone: (540-568-4280)

MSC 5720
752 Ott Street, Room 1008
Wine Price Building
Harrisonburg, VA 22807
Office of 540.568.4280 Phone
PROCUREMENT SERVICES 540.568.7935 Fax