REQUEST FOR PROPOSALS

DATE: June 4, 2013

Attention of Offeror is Directed To Section 2.2-4367 to 2.2-4377 Code of Virginia
(Ethics In Public Contracting)

SEALED PROPOSALS will be received in the Issuing Office above until Closing Date and Closing Time as specified in this solicitation including any addenda issued by this office. HCS of Hampton is not responsible for late delivery by U.S. Postal mail or other couriers. All inquiries for information regarding this Request for Proposal are to be directed to the Issuing Office as defined herein.

COMMODITY: Insurance Services NIGP CODE: 962-47

PLEASE FILL IN OFFEROR’S NAME & ADDRESS IN THE SPACES PROVIDED BELOW:

_________________________ ________________________
_________________________ ________________________

THIS IS NOT AN ORDER

In order to receive a complete copy of the RFP (including attachments), e-mail Hampton City Schools Consolidated Procurement Office and Wells Fargo Insurance Services on Behalf of Hampton City Schools at: dmcrae@hampton.gov and michelle.pitz@wellsfargo.com

THE SCHOOL BOARD OF THE CITY OF HAMPTON, HEREAFTER REFERRED TO AS “HCS”, RESERVES THE RIGHT TO ACCEPT OR REJECT ANY AND ALL PROPOSALS IN WHOLE OR IN PART AND WAIVE ANY INFORMALITIES IN THE COMPETITIVE NEGOTIATIONS PROCESS. FURTHER, HCS RESERVES THE RIGHT TO ENTER INTO ANY CONTRACT DEEMED TO BE IN ITS BEST INTEREST. THE ENTIRE CONTENTS OF THE REQUEST FOR PROPOSALS, ANY ADDENDA, OFFEROR’S PROPOSAL AND NEGOTIATED CHANGES SHALL BE INCORPORATED BY REFERENCE INTO ANY RESULTING CONTRACT.

THE SCHOOL BOARD OF THE CITY OF HAMPTON DOES NOT DISCRIMINATE AGAINST FAITH-BASED ORGANIZATIONS.

The School Board of the City of Hampton is seeking proposals from qualified Offerors to Onsite Health Clinic services to Hampton City Schools for active in accordance with the enclosed specifications.

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1____ #2____ #3____ #4____ (Please Initial)

THE SCHOOL BOARD OF THE CITY OF HAMPTON CANNOT LEGALLY AGREE TO ANY CLAUSE INDEMNIFYING THE CONTRACTOR FROM ANY DAMAGES ARISING OUT OF THE CONTRACT/AGREEMENT/LEASE OR HOLDING THE CONTRACTOR HARMLESS. THE SUBMISSION OF A BID OR A PROPOSAL CONSTITUTES AN AGREEMENT BY THE CONTRACTOR NOT TO REQUEST SUCH LANGUAGE IN THE RESULTING CONTRACT. IN COMPLIANCE WITH THIS SOLICITATION AND TO ALL THE CONDITIONS IMPOSED HEREIN, THE UNDERSIGNED AGREES TO PERFORM ANY CONTRACT AWARDED AS A RESULT OF THIS SOLICITATION. THE FOLLOWING SECTION SHALL BE SIGNED BY AN AGENT AUTHORIZED TO BIND THE COMPANY. FAILURE TO EXECUTE THIS PORTION MAY RESULT IN PROPOSAL REJECTION.

Authorized Agent: ____________________________ Signature: ____________________________

Email Address: ____________________________ Telephone Number: ____________________________ Fax Number: ____________________________

Company FEI/FIN#: ____________________________
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Section I. Letter of Instruction

Hampton City Schools is soliciting proposals from qualified organizations to perform and interested in providing Onsite Health Clinic Services for Hampton City Schools, in Hampton, Virginia.

Attached are important instructions and specifications regarding responses to this Request for Proposal. Failure to follow these instructions could result in proposal disqualification.

Proposals will be accepted until 3:00 p.m. (EST) on June 27, 2013. Proposals submitted after the deadline may, at the discretion of Hampton City Schools be returned or set aside without consideration.

Written questions from potential proposers will be accepted by email addressed to the attention of Kevin Cowden @ kevin.cowden@wellsfargo.com. Telephone inquiries will not be accepted, nor will answers be provided by phone. It is the sole responsibility of the Proposer at their own risk to ensure that written questions be received by the timeline indicated below.

RFPs shall be accepted no later than the time and date specified on the REQUEST FOR PROPOSAL. All RFPs received after that time shall be rejected. Offers by telegram, telephone, or transmitted by facsimile (FAX) machine are not acceptable. No RFP may be withdrawn or modified after the time fixed for the opening of the RFP.

After the RFP completion, Hampton City Schools will thoroughly review all proposals submitted. Further communication will be requested from the Proposer for further presentations and/or materials if necessary.

Please mail four (4) hard copies of your proposal to the address below; also please send an electronic copy to:

Kevin Cowden, Mid-Atlantic Health Strategies Practice Leader
Kevin.cowden@wellsfargo.com
703.760.6947
Wells Fargo Insurance
1753 Pinnacle Drive, 8th Floor
McLean, VA 22102
SECTION II. SCOPE OF SERVICES

1. INTRODUCTION & TIMELINE

Hampton City Schools located in Hampton, VA is seeking proposals that include (but are not limited to) Onsite Health Clinic services listed in Exhibit #1, for the following:

- Full-time active employees
- Active employees engaged in job-share

All of the services listed in Exhibit #1 should include web-based and telephonic appointment scheduling. Service level objectives should include 15-minute and 30-minute appointments throughout the day for routine visits. All Health Management Software (HMS) and Electronic Medical Record Software (EMR) for data collection should be tied into integrated software that records and coordinates data and findings for evaluation by the medical professionals. Monthly summary reports should be available from the integrated software system for review and analysis by the Hampton City Schools Management Team.

Hampton City Schools requires that the Onsite Health Clinic be a well run operation. Hampton City Schools does intend (in coordination with the selected organization) to purchase or lease equipment, be responsible for renovations, furnishings, repairs, or maintenance for the Onsite Health Clinic. Cost associated with these services should be listed as estimates in your proposal.

All services should be delivered by a Proposer capable of staffing a facility with licensed physician(s), physician’s assistants, nurse practitioner(s), and/or nursing and administrative support.

The successful Proposer must have at least three years of substantially similar experience. Subcontracting of the services is permitted provided that insurance, indemnification, and service guarantees cascade to subcontractors.

The successful Proposer (and all subcontractors) shall maintain the insurance requirements designated in this request and the Proposer (and all subcontractors) shall waive all rights against Hampton City Schools, officers, directors, and employees for recovery of damages to the extent that such damage may occur as a result of services rendered at the Onsite Health Clinic.
Hampton City Schools

The following is the estimated RFP/Contract Award Timeline:

- June 4, 2013 – Release Request for Proposal
- June 17, 2013 – Deadline for questions, 5:00 p.m. EST
- June 27, 2013 – Proposals Due, 3:00 p.m. EST
- July, 2013 – Selection Committee Review Proposals and Select Finalists
- TBD – Finalist Oral Presentations
- TBD – Anticipated Award contract to successful Proposer

2. BACKGROUND

Hampton City Schools currently provides group medical health insurance for 2,360 permanent, full-time active employees, job-share employees and full-time bus attendants. Hampton City Schools is located in Hampton, VA and has 36 locations/schools.

Hampton City Schools medical plan is currently self-insured with Anthem BCBS. For Fiscal Year (FY) 2013, the annual healthcare budget is approximately $19 Million. The FY operates from 7/1 – 6/30 annually. The Employee Benefits plan year begins 10/1 and expires 9/30.

The Onsite Health Clinic is also expected to serve as a primary treatment center for the following categories of care:

- Occupational Health – treatment of work-related injuries, DOT and employment physicals, drug testing and screenings, travel medicine, and compliance with federal workplace safety regulations
- Acute Care – ranging from low-acuity episodic care, such as sore throats or sprains, to treatment of more severe symptoms requiring urgent attention, such as exacerbations of chronic conditions
- Preventive care – physical exams, immunizations, and screenings
- Wellness – health risk assessment, biometric screening, health coaching, lifestyle management and education
- Disease Management – ongoing care for and management of chronic conditions
- Telephonic or virtual visits for employees located in their 36 locations/schools

3. OBJECTIVE

Hampton City Schools desires to secure a contract with a Proposer that is able to guarantee excellent customer service, in addition to the services that are listed in Attachment E. The initial contract period will be three years with the option for additional three, one-year renewals.
Hampton City Schools goal is to implement an Onsite Health Clinic at a location that can have a positive impact on cost reduction while improving medical outcomes. By implementing the Onsite Health Clinic, Hampton City Schools expects to be able to integrate wellness initiatives and case management with onsite licensed physician(s) (or other licensed practitioners) forming an Onsite Population Health Deployment Center to secure positive impact on the Hampton City Schools group medical plan outcomes.

Hampton City Schools consultant for this project, Wells Fargo Insurance (WFI) will be assisting in this RFP process. Proposers will be required to work with WFI directly during the RFP and implementation process.

4. REQUIREMENTS

4.1 ELIGIBILITY. All full-time active employees, active employees engaged in job-share, as well as full-time bus attendants will be eligible to participate in the Onsite Health Clinic. No cost will be administered to group health plan participants while non-group health plan participants will be charged a $10 user fee (exception for visits required for employment). The Onsite Health Clinic may eventually serve as primary treatment for routine and primary health care, occupational health care and worker’s compensation injuries for both initial triage (during normal business hours) and for ongoing care.

4.2 CURRENT ENROLLMENT. Hampton City Schools health plan has a total of approximately 2,360 full-time active employees (includes enrolled job-share employees and bus attendants), 4,100 members.

4.3 SERVICES OFFERED. Your proposal must include (but not be limited to) the services reference in Attachment E of this RFP. Note that your proposal should provide a quote based on the information contained in Appendix II – Census.

4.4 IMPLEMENTATION. The implementation of the Onsite Health Clinic is desired for January 1, 2014.

4.5 SUBCONTRACTING. For the Proposers that do not have the “in-house” capability to perform work desired in the Request for Proposal, subcontracting may be permitted with prior knowledge and approval of Hampton City Schools. Hampton City Schools must be assured and agree that any proposed subcontractor(s) can perform the work to the desired quality and in a timely manner. Insurance indemnification and service level agreements made part of any final agreement between Hampton City Schools and a provider shall flow contractually to any subcontracted vendor(s) hired by the provider.
4.6 ELECTRONIC INTEGRATION.

- The successful Proposer shall have the ability to integrate data from the health insurance and Pharmacy Benefit Management (PBM) (if applicable) provider
- Utilize electronic medical records.
- Accept employee eligibility file electronically.
- Provide the ability for employees to schedule appointments online and telephonically.
- Clinic medical encounters and medications dispensed are to interface with the health plan. Claims information is to be electronically exchanged from the health plan on a regular basis. It is not the intent to have claims filed and health plan payment issued, however the encounter information pertinent to the visit is to be transferred.
- Receive claims data from the health plan for use by clinicians in the clinic and for predictive modeling.

4.7 MONTHLY BILLING. The successful Proposer shall provide the following to Hampton City Schools:

- Itemized monthly bill separating participant visits for medical versus occupational health
- Itemized monthly bill including detailed coding about services and supplies being billed.

4.8 CENSUS & REPORTS. A census has been included with this RFP document. Hampton City Schools is also providing the following information and data reports as Attachments & Appendices

- Attachment E: Proposer Services Offered
- Appendix I: Claims History (PDF document)
- Appendix II: Census (Excel file)
- Appendix III: Prescription drug formulary

5. QUESTIONNAIRE

5.1 GENERAL

A) Please indicate which services are included in your proposal by completing Attachment E of this proposal.

B) Provide the number of Clients with onsite clinics, and the number of employees serviced in each clinic. If spouses or dependents are eligible to have healthcare provided in the clinic, please provide that information as well.

C) Is there a requirement for a minimum number of employees at a single location for your program? If not, what is the recommended number of employees at a single location to qualify for a successful onsite clinic program?
D) Describe your experience with implementing, developing and managing a clinic.
E) Tell us about your experiences with the lessons have you learned? What would you not recommend as an onsite clinic is implemented?
F) Do you specialize in any particular industry?
G) How will you integrate and capture patient data and services performed in the clinic with the health plan provider data?
H) For self funded Clients, describe your past experience integrating onsite data/ information with the health plan and third party administrator, including high deductible plans. Also, describe your experience integrating patient medical record information with health plan claim information.
I) Describe your experience with integrating onsite services into the local medical community:
   a. Integration with primary care physicians.
   b. In-network referrals for specialty and off-site medical needs.
   c. Medical management.
   d. Employee Assistance Programming (EAP).
   e. Outsourced or carrier wellness or chronic condition management programs.
   f. Workmen’s Compensation providers.
J) Please describe the compliance, certifications, and or policies your company (or any sub-contractor) has in place to ensure compliance with the following laws: HIPAA, OSHA, CLIA, GINA, COBRA.
K) Discuss your confidentiality and HIPAA compliance, including software programs for demographic reports and faxes.
L) What measures do you take to protect PHI?
M) Describe the certification around safety and security measures to protect your electronic medical records system and patient data. Also include any certifications, controls and procedures you have to enforce best in practice stewardship of your internal operations in delivering your services. This may include SAS-70, ISO27001, CMMI, etc. Have your network security systems ever been breached?
N) Summarize your Information Technology Department
   a. Is it in house or contracted?
O) Discuss your knowledge, experience, and training of OSHA and/ or MSHA (mining) requirements for Occupational Health. Do you facilitate workmen’s compensation injuries? Reporting?
5.2 ONSITE CLINIC MANAGEMENT/OPERATIONS/FACILITY DESIGN

A) Please submit a description of your clinic model, including the qualifications for the practitioner onsite. Does your model structure include physicians, mid-level practitioners, nurses, medical assistants, administrative assistants?

B) Detail number of professionals required per employee count.
   a. Please submit a detailed implementation timeline, including practitioner recruiting and training, data acquisition, and clinic build out.
   b. Describe the account management team proposed to develop, implement, and manage an onsite clinic. Provide an overview and brief biography of the principals that would be involved from your company. Detail the roles and responsibilities of each person proposed.
   c. Which of these services listed below do you currently have within your clinic model?
      i. Primary Care - Nurse Practitioner (NP), Physician Assistant (PA), Doctor of Osteopathic Medicine (DO), Doctor of Medicine (MD)?
      ii. Acute Care
      iii. Medication Ordering
      iv. Medication Dispensing
      v. Laboratory Draws and Analysis
      vi. Health Risk Assessments
      vii. Biometric Screenings
      viii. Immunizations & Injections
      ix. New Hire Physicals
      x. Return to Work
      xi. Drug Screening
      xii. Exams & Screening
      xiii. Lab tests, biometric screenings, & preventive care
      xiv. Health Coaching/Chronic Condition Management/Disease Management
      xv. Workman’s Compensation triage and reporting
      xvi. Care coordination
      xvii. Onsite emergency response

5.3 SELECTION, HIRING AND OVERSIGHT OF STAFF REQUIRED TO MEET THE DESIRED SCOPE OF SERVICES

A) Please provide a detailed description of methods used to recruit and retain qualified RNs, NP, PA, DO or MD?

B) Average length of time to identify and hire a RN, NP, PA, DO, or MD?

C) Please list the longevity of the RNs, NPs, PAs, DOs, or MDs employment. Include the total number of licensed health care practitioners either employed or under contract.

D) Describe the ancillary help hired for the clinic. Include their roles.
E) If the State requires NP or PA medical supervision, describe how this is accomplished.
F) How do you manage liability? Provide details regarding your liability coverage.
G) Describe the typical day-to-day operating hours. Please include time, days of week and any holidays. How are after-hours, Holidays, and vacations covered?
H) Summary of specifications of the requirements for the Clinic space/room.
I) Do you assist with clinic design and construction? Please explain.
J) What type of electronic systems do your clinicians use to manage their patients? A detailed description of the software used for practice management, health center administration, and patient management. Include the name of the software and the version currently in use.
K) Do you offer any behavioral health training to your clinicians? Are they trained in Motivational Interviewing or other types of health coaching?
L) Do you help to identify primary care physicians for the employees if that role is not taken over at the clinic?
M) Do you offer scheduling services? If so, please explain this process.
N) Do you offer a “virtual” waiting room service? If so, please describe how this would work.
O) How can employees communicate with the clinic/medical team/medical services before or after hours?
P) Do you have a member portal? If so, provide details.
Q) How do you tie the wellness program into the services offered by the onsite clinic? See specific question in Section III below.
R) How do you manage lab fees?
S) How do you manage clinic supplies?
T) How do your services and fees integrate with consumer driven health plans without disqualifying contributions to an HSA?
U) Do you have the ability to process co-pay transactions on premise? Detail how this process will work.
V) Describe your capabilities to coordinate with existing health plan wellness, chronic condition, or medical management offerings?
W) Describe the frequency and type of communications that eligible recipients will receive in introducing the on-site healthcare program and services pre-open through opening, and then reference ongoing communications processes and programs you offer to educate and engage the eligible population. Outline your company’s responsibility/client responsibility in these processes.
X) Explain how you would integrate the Wells Fargo clinical staff and/or wellness coordinators into your processes and team.
Y) Do you offer telemedicine services to compliment onsite services when necessary?
5.4 INCENTIVE PROGRAM TRACKING

A) Explain your experience designing incentive systems to drive participation, including your most successfully designed incentive program.
B) Please provide specific incentive recommendations. Provide participation rates typically generated by that incentive.
C) Describe how you track and record incentive program results? Are you able to track engagement participation, and completion of programming? How is it reported?
D) Explain your experience administering a value based incentive/insurance design (V-BID).
E) Can your organization provide a monthly file feed to client in order for them to determine which employees have satisfied the requirements to receive an incentive?

5.5 DATA & REPORTING

A) Provide a listing/sample of all reports which are part of your standard reporting package with a reporting schedule.
B) Onsite activity
C) Type of visit activity
D) HRA and member profile
E) Member participation
F) Member intervention
G) Member satisfaction
H) Financial summary/savings
I) Return on Investment
J) Absenteeism
K) Productivity measures
L) Clinical outcomes
M) Risk change
N) Average # of risk factors/employees or members
O) Average “Health Age”
P) Risk factor distribution (low, moderate and high risk categories)
Q) Evidence Based Guideline Gaps in Care Closure
R) A detailed description of your ability to report information electronically for all healthcare related services. Can you import and export data from 3rd party vendors? Describe the data inputs you are able to receive, and how often these data feeds are refreshed:
a. Eligibility
b. Medical and pharmacy claims
c. Dental and vision claims
d. Laboratory claims
e. Health Risk Assessment
f. Self reported data
g. Does the Employer have the ability to view online reports? If so, please describe the features of this tool. If not, how are reports communicated to the Employer?
h. Detail your capabilities to create custom and ad hoc reports based on the Employer’s need. Describe any additional fees associated with these report requests. What is the timeframe needed to process these report requests?
   i. Is the employee able to view his or her own data? Describe.
   ii. Describe the model/methodology used for Return on Investment (ROI)?
   iii. Discuss how you see projected health plan cost savings and how this will be monitored and reported.

5.6 WELLNESS/CHRONIC CONDITION/DISEASE MANAGEMENT SERVICES

A) Health Risk Assessments (HRAs)
   a. Describe your HRA. Is the tool available via the web, paper, telephonically?
   b. In what languages is your HRA available?
   c. What is the reading level for your HRA?
   d. Can biometric data be uploaded into the HRA?
   e. Please provide a URL and password for a HRA/portal demo.
   f. Can you upload another carrier/vendor HRA into your system?

B) Biometric Screenings
   a. Describe your biometric screening services.
   b. Describe your capabilities in obtaining biometric data for employees and dependants that are not able to attend an onsite screening event.
   c. Can your organization provide an onsite coach during the onsite screening events? Please describe your capabilities.
   d. How will you communicate results to the participant?

C) Health Coaching/Chronic Condition/Disease Management
   a. Describe your outreach and risk stratification for your health coaching programs.
   b. Please provide a listing of all of the condition management programs that are available.
   c. What type of training/background do your health coaches hold?
   d. How do you provide continuing education to ensure your coaches stay current in their field?
   e. Do you have multi-lingual coaches? For what languages? If not, do you offer a language translation service?
   f. Besides onsite coaching, what other types of programs to you offer either online or telephonic? Please provide program information.
g. Discuss your solutions to effectively manage or prevent moderate-to-high risk conditions (such as Diabetes, Hypertension, Lipid Disorders, Depression, Tobacco Cessation, High-Risk Pregnancy and Obesity).

h. Describe all social media integration your organization utilizes to engage participants.

**D) Data and Reporting**

a. Describe the process for importing eligibility data for Wellness/Chronic Condition/Disease Management engagement.

b. Please provide definitions for program eligibility, participation, engagement, and completion of programs.

c. See reporting requirements in the onsite section. Please respond to those questions as they relate to program reporting.

**E) Communication**

a. Provide your standard communication plan and provide sample materials.

b. Describe the user experience utilizing your portal.

c. Can this portal/website be integrated into a client’s already established benefits portal with single sign-on?

d. Describe how you engage diverse populations, i.e. demographic spread (age, gender, etc.), multiple locations, or have limited access to internet, etc?

e. Describe how you engage the family to participate in programs which they are eligible to participate?

**5.7 COST**

**A) Please provide a general breakdown and cost structure for your services.** Indicate how the fees are assigned to each service and what type of fee it is such as annual, monthly, one-time fee, or a per employee or per member per month charge. Discuss any additional fees for ad hoc reporting, additional data acquisition feeds, implementation costs.

**B) Please provide the breakdown of total approximate cost for the first and second year, and report it as a total approximate cost, as well as a per employee per month or per employee per year dollar amount. Please provide examples. We understand that this example is a general representation of your fees and that it is subject to change.**

**C) Are you willing to provide clients with a performance guarantee? Describe your performance guarantee in detail, including:**

**D) Describe your guarantee, in detail.**

**E) What methodology is used to calculate the guarantee?**

**F) How often is the guarantee performance monitored? How is it reported?**

**G) What variables do you put at risk? If fees are at risk, please describe the percentage and what that is at risk.**

**H) Please provide a sample contract.**
5.8 FACILITY REQUIREMENTS

A) What is the minimum number of square feet that should be allocated for the Onsite Health Center? Please explain. If possible, provide layout drawings for the proposed center or examples of other facilities currently under operation with your company.

B) If the ideal amount of space is not available, what is the minimum square foot area that can adequately serve Hampton City Schools needs? Please explain.

C) What functions will require divisions of space in the facility, e.g. reception area, office, patient screening rooms, etc.? Please explain.

D) What special electrical, plumbing, mechanical and security needs must be met for the Onsite Clinic? Please explain.

E) The cost of furniture and medical equipment necessary for the operation of the Clinic should already be included in your company’s proposal.

F) Describe the type of security measures that will be implemented. Be advised that the costs associated with security will be the responsibility of the successful Proposer.

5.9 COMPANY OVERVIEW AND CAPABILITIES

A) Executive Summary
   a. Legal name, address, telephone number and website of the company and state of incorporation. Also, identify all subcontractors or joint business partners.
   b. Executive Team/ Contact information
   c. Qualifications
   d. Summary of services proposed
   e. Competitive advantages

B) Company overview/profile
   a. Please provide company history and background, company general information including company main location address, financial information, company structure and size.
   b. Summary of the Company’s philosophy and/or vision.
   c. Has your company been through recent reorganization or name changes, or do you anticipate any in the next 36 months? If yes, describe the nature of the reorganization and list past or future names of your company.
   d. List three key points that distinguish your organization from your competitors and make your organization uniquely suited to fulfilling Wells Fargo Insurance’s requirements. Include specific examples.

C) General
   a. Please provide your organization’s full Scope of Services in detail.
   b. Please provide a detailed description of your relationship with third party administrators, carriers, health care systems, and subcontractors. Include dates of engagement, current status and the services provided.
D) References
   a. Please provide 5 References (4 current clients; 1 past client).

SECTION III. GENERAL CONDITIONS

1 GENERAL INFORMATION

1.1 Proposal Due Date. Sealed proposals will be received no later than the date and time indicated on page one of this RFP. Proposals will not be accepted after this time.

1.2 Addendum and Amendment to RFP. If it becomes necessary to revise or amend any part of this RFP, WFI will provide notification of the Addendum to all prospective Proposers who received an original RFP from WFI. Hampton City Schools will not accept incomplete proposals. It will be the responsibility of the Proposer to contact WFI prior to submitting a proposal to ascertain if any addenda have been issued, to obtain all such addenda, and to return the executed addenda with the proposal.

2 QUESTIONS REGARDING SPECIFICATIONS OR PROPOSAL PROCESS

2.1 To ensure fair consideration for all Proposers, Hampton City Schools prohibits prospective Proposers’ communication with any department or employee during the submission process. Questions relative to the interpretation of specifications or the proposal process shall be in writing and submitted directly to WFI.

   Additionally, Hampton City Schools prohibits communications initiated by a Proposer with any Hampton City Schools official or employee evaluating or considering the proposals prior to the time an award decision has been made, except as initiate by the appropriate Hampton City Schools or WFI official or employee in order to obtain information or clarification needed to develop a proper, accurate evaluation of the proposal. Communications so initiated by a Proposer may be grounds for disqualifying the Proposer from consideration for award of the proposal and/or any future proposal.

3 CONTENT OF PROPOSALS

3.1 Proposals should be prepared simply and economically, providing a straightforward, concise description of the Proposer’s ability to fulfill the requirements of the proposal. Failure to follow these instructions could result in your proposal being disqualified.

3.2 Provide one original proposal marked “original,” one electronic version on CD or disk and four complete copies marked “copy” for the Evaluation Committee. Hampton City Schools that documents should be contained in hardcover, three-ring binders. Spiral-bound documents are acceptable.
In order to ensure a uniform review process and to obtain the maximum degree of comparability, it is required that proposals be organized and fastened or bound in the following manner and identified with tabs:

- **Title Page.** Type the name of the Proposer’s agency/firm, address, telephone number, name of contact person, date, and the title of the RFP
- **Table of Contents.** Include a clear identification of the written material by section and by page number.
- **Tab 1. Addenda.** Include a copy of the addendum, or addenda associated with the RFP, if applicable. Incomplete proposals will not be considered.
- **Tab 2. Response to Proposal.** Specifically state the Proposer’s understanding of the work to be accomplished and make a positive commitment to perform the work in Section I. Scope of Services.
- **Tab 3. Scope of Services.** Include all the requirements and/or documentation requested under Section I. Scope of Services. Proposer should provide detailed answers related to questions included.
- **Tab 4. Proposer Qualifications.**
- **Tab 5. Proposal Signature Form.** Complete the Proposal Signature form provided in the RFP Package. This form must be signed by an authorized representative of the firm.

### 4. CONTRACT REQUIREMENTS

#### 4.1 Basis of Contract
A contract may be awarded to the most responsible and responsive Proposer whose proposal best meets the needs of Hampton City Schools.

#### 4.2 Contract Term
The period of the contract shall be for a three-year period from the effective date of the award, and may, by mutual written agreement, be renewed at the same terms and conditions for three additional one-year periods.

#### 4.3 Compensation
The original proposal prices shall be firm for the initial contract term. For service charge adjustments beyond the initial contract term, the successful Proposer may request, in writing, a change in pricing based on the following:

**A)** Pricing index deemed appropriate to the particular product(s) detailed herein.

**B)** The request shall be considered by Hampton City Schools and may be accepted or rejected.

Failure to submit a price increase request at least 60 days prior to the service order(s) mature date will result in a continuation of all existing pricing on the service order until the next service order date. The decision to any price increase will be at the sole discretion of Hampton City Schools.
C) Hampton City Schools at its discretion may exempt the requirements for extraordinary conditions that could not have been known by either party at the time of this proposal or for other circumstances beyond the control of both parties.

4.4 Non-Appropriation of Funds. In the event no funds or insufficient funds are appropriated for expenditures under this award, Hampton City Schools will notify the successful Proposer in writing of such occurrence and the award shall terminate without penalty or expense to Hampton City Schools on the last day of the fiscal year in which sufficient funds have been appropriated.

4.5 Contract Termination. When deemed to be in the best interest of Hampton City Schools, this contract may be terminated immediately upon the occurrence of any of the following events:
   A) 30-day written notice with cause; or
   B) 60-day written notice without cause

4.6 Additions/Deletions. Hampton City Schools reserves the right to add to or delete any service/item from this proposal or resulting in agreements when deemed to be in the best interest of Hampton City Schools.

4.7 Proposal Prices. Prices quoted in the proposal shall include any and all shipping costs or to the facility location specified by the requestor or the purchase order.

4.8 Payment Method and Schedule. Payments will be made by Hampton City Schools to the successful Proposer after receipt and acceptance of properly received invoices and processing time for payment shall be 45-60 days. Hampton City Schools does not pay service charges or interest on late payments except in accordance with the law.

4.9 Finalist Presentations. Based on the initial evaluation, HCS may request the selected Offerors to make oral presentations. Thereafter, City will conduct negotiations with each of the selected short-listed Offerors. Individuals representing the Offeror during negotiations shall have the authority to negotiate and contractually bind the company to a contract.

4.10 Contract Award. After negotiations are completed, HCS will select the Offeror who, in HCS' opinion, has made the best proposal and shall award the contract to that Offeror (referred to in this RFP as the Successful Offeror). Should HCS 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.

4.11 HCS is not required to furnish a statement of the reason(s) why a proposal was not deemed to be the most advantageous.
SECTION IV. GENERAL CONTRACT TERMS

Contract Document:
This RFP, its addenda, Successful Offeror's proposal, any additional information requested, and negotiated changes and will constitute the final contract hereafter referred to as this "contract". These documents will be incorporated by reference into the HCS purchase order awarding this contract. This contract shall be governed by the contract documents in the following order of precedence:
This RFP document;
Any negotiated changes to the foregoing documents; and
Offeror's proposal

Proposal Binding For One-hundred Twenty (120) Days:
Offeror agrees that its Proposal shall be binding and may not be withdrawn for a period of one-hundred (120) calendar days after the scheduled closing date of this Request For Proposals.

Proprietary Information/Non-Disclosure:
Offeror is advised that the Virginia Public Procurement Act (Section 2.2-4342, Code of Virginia, 1950 as amended) shall govern public inspection of all records submitted by Offeror. Specifically, if Offeror seeks to protect any proprietary data or materials, pursuant to Section 2.2-4342, Offeror shall:
1. Invoke the protections of this section prior to or upon submission of the data or other materials,
2. Provide a statement that identifies the data or other materials to be protected and that states the reasons why protection is necessary.
3. Submit trade secrets or other proprietary information under separate cover in a sealed envelope clearly marked "PROPRIETARY".
4. Information submitted that does not meet the above requirements will be considered public information in accordance with State statutes.
5. HCS reserves the right to submit such information to the HCS attorney for concurrence of the Offeror's claim that it is in fact proprietary.
6. References to the proprietary information may be made within the body of the Proposal; however, all information contained within the body of the Proposal shall be public information in accordance with State statutes.
7. Trade secrets or proprietary information submitted by an Offeror in conjunction with this RFP is not subject to public disclosure under the Virginia Freedom of Information Act (VFOIA).
8. Information submitted that does not meet the above requirements will be considered public information in accordance with the VFOIA.
9. An all-inclusive statement that the entire Proposal is proprietary is unacceptable. A statement that Offeror's costs and/or Proposal pricing are to be protected is unacceptable. Offeror will be requested to remove any such statement(s) in order to be eligible for further consideration.

Contract Modification(s):
After award, any and all modifications to this contract shall be mutually agreed to by both parties, in writing, and authorized by the City Purchasing Agent or his designee via issuance of a change order (purchase order).
Offeror Obligation:
Offeror shall carefully examine the contents of this Request for Proposals and any subsequent addenda. Failure to do so shall not relieve the Successful Offeror of its obligation to fulfill the requirements of any contract awarded as a result of this RFP.

Conditions of Work:
Offeror shall inform itself fully of the conditions relating to services required herein. Failure to do so will not relieve a Successful Offeror of the obligation to furnish all goods and/or services necessary to carry out the provisions of this contract.

Prime Contractor:
If in its performance of this contract, Successful Offeror supplies goods or services by or through another party or subcontractor, Successful Offeror agrees that:
1. Successful Offeror shall act as the prime contractor for the goods and services to be provided under contract and shall be the sole point of contact with regard to all obligations under this contract.
2. Successful Offeror represents and warrants that Successful Offeror has made third parties or subcontractors aware of the proposed use and disposition of the other party’s products or services, and that such other party has agreed in writing that it has no objection and that the City is not liable to such third parties or subcontractors for any work performed under this contract.
3. The use of subcontractors and the work they perform must receive the prior written approval of HCS. HCS will designate a Contract Administrator to approve such work.
4. Successful Offeror shall be solely responsible for all work performed and materials provided by subcontractors.
5. Successful Offeror shall be responsible for the liability of subcontractors for the types and limits required of the Successful Offeror under this contract.

Subcontractors:
Contractor’s use of subcontractors and the work they are to perform must receive written approval from the Contract Administrator at least ten (10) calendar days prior to the work being performed. Contractor shall be solely responsible for all work performed and materials provided by subcontractors. Contractor shall be responsible for the liability of subcontractors for the types and limits required of the Contractor.

Non-Assignment:
Successful Offeror shall not assign its rights and duties under this Agreement without the prior written consent of the HCS Contract Administrator.

Antitrust:
Any perceived anti-trust violation will be reported to the State Attorney General for possible enforcement of anti-trust laws.

Anticollusion/Nondiscrimination Requirements Form:
The attached “Anticollusion/Nondiscrimination Requirements” form shall be executed by Offeror and is to be submitted with Offeror’s Proposal. The requirements set forth on said form shall be considered to be binding terms and conditions in any contract resulting from this RFP. A contract will not be awarded to an Offeror who has not signed the anticollusion/nondiscrimination statement.
Hold Harmless/Indemnification:

It is understood and agreed that Successful Offeror hereby assumes the entire responsibility and liability for any and all material damages to persons or property caused by or resulting from or arising out of any act or omission on the part of Successful Offeror, its subcontractors, agents or employees under or in connection with this Contract or the performance or failure to perform any work required by this Contract. Successful Offeror agrees to indemnify and hold harmless HCS and its agents, volunteers, servants, employees and officials from and against any and all claims, losses, or expenses, including reasonable attorney's fees and litigation expenses suffered by any indemnified party or entity as the result of claims or suits due to, arising out of or in connection with (a) any and all such damages, real or alleged, (b) the violation of any law applicable to this Contract, and (c) the performance of the work by Successful Offeror or those for whom Successful Offeror is legally liable. Upon written demand by the City, Successful Offeror shall assume and defend at Successful Offeror's sole expense any and all such suits or defense of claims made against HCS, its agents, volunteers, servants, employees or officials.

Notices:

All notices, requests, demands, and elections under this contract, other than routine operational communications, shall be in writing and shall be deemed to have been duly given on the date when hand-delivered, or on the date of the confirmed facsimile transmission, or on the date received when delivered by courier that has a reliable system for tracking delivery, or six (6) HCS business days after the date of mailing when mailed by United States mail, registered or certified mail, return receipt requested, postage prepaid. All notices shall be addressed to the following individuals:

To HCS: HCS Contract Administrator as designated in this RFP.
To Successful Offeror: Successful Offeror’s Contract Administrator as defined in Successful Offeror’s Proposal.

Either party may from time to time change the individual(s) to receive notices and/or its address for notification purposes by giving the other party written notice as provided above.

Non-Performance:

1. Delivery Delays: HCS reserves the right to procure goods and/or services to be provided under this contract from other sources in the event Successful Offeror fails to deliver such goods and/or service deliverables in accordance with delivery dates and time frames set forth in this contract.

2. Unacceptable Deliveries (Rejections): Upon notification by HCS that goods and/or service deliverables provided by the Successful Offeror under this contract are damaged and/or not of the quality specified by HCS, such goods and/or service deliverables will be rejected. Successful Offeror shall replace such rejected goods and/or service deliverables immediately or within a reasonable time as determined by HCS.

3. Successful Offeror shall remove all rejected materials, equipment or supplies from the premises of HCS within ten (10) days of notification. Rejected goods and/or service deliverables not removed from HCS’ premises within ten (10) days will be regarded as abandoned, shall become the property of HCS, and HCS shall have the right to dispose of such items.

4. HCS reserves the right to authorize immediate purchase from other sources against rejections.

5. Liability: Successful Offeror shall be liable to HCS for all costs incurred by HCS as a result of Successful Offeror’s failure to perform in accordance with the contract. Successful Offeror’s liability shall include, but not be limited to:
a. **Damages and other delay costs, to include costs to procure goods/services from alternate suppliers.**

b. **Increased costs of performance, such as extended overhead and increased performance costs resulting from performance delays caused by Successful Offeror and/or rejections of Successful Offeror’s goods and/or service deliverables.**

c. **Warranty and rework costs, liability to third party, excess costs, attorney’s fees and related costs incurred by HCS due to non-responsive performance of Successful Offeror.**

**Termination Without Cause:**

HCS may at any time, and for any reason, terminate this Contract by written notice to Successful Offeror specifying the termination date, which shall be not less than thirty (30) days from the date such notice is mailed. Notice shall be given to Successful Offeror by certified mail/return receipt requested, addressed to the Successful Offeror’s Contract Administrator. In the event of such termination, Successful Offeror shall be paid such amount as shall compensate Successful Offeror for the work satisfactorily completed, and accepted by HCS, at the time of termination. If the event HCS terminates this Contract, Successful Offeror shall withdraw its personnel and equipment, cease performance of any further work under this Contract, and turn over to HCS any work completed or in process for which payment has been made.

**Termination With Cause/Breach:**

In the event that Contractor shall for any reason or through any cause be in default of the terms of this Contract, HCS may give Contractor written notice of such default by certified mail/return receipt requested at the address set forth in Contractor’s Bid Proposal or in Paragraph I of this Contract. Unless otherwise provided, Contractor shall have ten (10) days from the date such notice is mailed in which to cure the default. Upon failure of Contractor to cure the default, HCS may immediately cancel and terminate this Contract as of the mailing date of the default notice. Upon termination, Contractor shall withdraw its personnel and equipment, cease performance of any further work under the Contract, and turn over to HCS any work in process for which payment has been made.

In the event of violations of law, safety or health standards and regulations, this Contract may be immediately cancelled and terminated by HCS and provisions herein with respect to opportunity to cure default shall not be applicable. This contract may be terminated by either party in the event that the other party has failed to perform a material obligation or has otherwise breached a material term of this contract, if that other party has failed to cure that failure or breach within ten (10) days after receipt of written notice thereof from the other party.

**Breach of Contract:**

Successful Offeror shall be deemed in breach of this contract if the Successful Offeror:

- Fails to comply with any terms of this contract;
- Fails to cure such noncompliance within ten (10) calendar days from the date of the HCS written notice or such other time frame, greater than ten (10) calendar days, specified by the HCS Contract Administrator in the notice.
- Fails to submit a written response to HCS’ notification of noncompliance within ten (10) calendar days after the date of the CITY notice.

All notices under this contract shall be submitted, either by fax or certified mail, return-receipt requested, to the respective contract administrator. Successful Offeror shall not be in breach of this contract as long as its default was due to causes beyond the reasonable control of and occurred without any fault or negligence on the part of both the Successful Offeror and its subcontractors. Such causes may include, but are not restricted to, acts of God or of the public enemy, acts of the City in its sovereign capacity, fires, floods,
epidemics, strikes, freight embargoes, and unusually severe catastrophic weather such as hurricanes.

**Applicable Law:**
This Contract shall be deemed to be a Virginia contract and shall be governed as to all matters whether of validity, interpretations, obligations, performance or otherwise exclusively by the laws of the Commonwealth of Virginia, and all questions arising with respect thereto shall be determined in accordance with such laws. Regardless of where actually delivered and accepted, this Contract shall be deemed to have been delivered and accepted by the parties in the Commonwealth of Virginia.

**Compliance With All Laws:**
Successful Offeror shall comply with all federal, state and local statutes, ordinances, and regulations now in effect or hereafter adopted, in the performance of this contract. Successful Offeror represents that it possesses all necessary licenses and permits required to conduct its business and/or will acquire any additional licenses and permits necessary for performance of this contract prior to the initiation of work. If the Successful Offeror is a corporation, Successful Offeror further expressly represents that it is a corporation of good standing in the Commonwealth of Virginia and will remain in good standing throughout the term of the contract and any extensions. All City of Hampton business license, personal property, real estate and other applicable tax requirements shall be met by Successful Offeror.

**Venue:**
Venue shall be in the Circuit Court of the City of Hampton, Virginia, and the United States District Court for the Eastern District of Virginia, Norfolk Division, compliant with applicable laws and regulations, as deemed appropriate by the City of Hampton.

**Severability:**
If any provision of this contract is found by any court of competent jurisdiction to be invalid or unenforceable, the invalidity of such provision shall not affect the other provisions of this contract, and all other provisions of this contract shall remain in full force and effect.

**Non-Appropriation of Funds:**
It is understood and agreed between the parties herein that HCS shall be bound hereunder only to the extent that the funds shall have been appropriated. In the event no funds or insufficient funds are appropriated, HCS shall immediately notify the Successful Offeror of such occurrence and this Contract shall terminate on the last day funds are available without penalty or expense to HCS of any kind whatsoever.

**Tax Exemption:**
HCS is exempt from federal excise tax and from all State and local taxes. Successful Offeror shall not include such taxes in any invoices under this agreement. Upon request, HCS will furnish the Successful Offeror with tax exemption certificates or HCS tax exempt number.

**Vendor’s Invoices:**
Successful Offeror shall submit to HCS all invoices promptly upon completion of the requirements for installation, delivery, and acceptance of the Products and Services required under this contract. Invoices shall not include any costs other than those identified in the executed HCS purchase order awarding this contract or any subsequent change orders issued by the Consolidated Purchasing Division. All shipping costs are the
Successful Offeror’s responsibility, except to the extent such charges are identified in the executed HCS purchase order or change orders. Successful Offeror’s invoices shall provide at a minimum:
Type and description of the Product or Service installed, delivered and accepted;
Serial numbers, if any;
Quantity delivered;
Charge for each item;
Extended total (unit costs x quantity);
This RFP number and the HCS Purchase Order Number.

Contractual Disputes:
Any dispute concerning a question of fact as a result of a contract with HCS which is not disposed of by agreement shall be decided by the HCS Purchasing Agent or designee, who shall reduce his decision to writing and mail or otherwise forward a copy thereof to the contractor within thirty (30) days. The decision of the HCS Purchasing Agent or designee shall be final and conclusive unless the contractor appeals within six (6) months of the date of the final written decision by instituting legal action as provided in the Code of Virginia. A contractor may not institute legal action, prior to receipt of the public body’s decision on the claim, unless the public body fails to render such decision within the time specified. Contractual claims, whether for money or other relief, shall be submitted in writing no later than sixty days after final payment; however, written notice of the contractor’s intention to file such claim shall have been given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.

Warranty/Guarantee:
Successful Offeror guarantees against defective or faulty material or workmanship for at least one (1) year or for the manufacturer’s standard warranty period, whichever is greater, from date of acceptance by HCS. To furnish adequate protection from damage for all work and to repair damages of any kind for which Successful Offeror or Successful Offeror’s workmen are responsible, to the building or equipment, to Successful Offeror’s own work, or to the work of others. Any merchandise or service provided under the contract which is or becomes defective during the warranty period shall be replaced by the Successful Offeror free of charge with the specific understanding that all replacements shall carry the same guarantee as the original equipment or service (one year or manufacturer’s standard warranty period, whichever is greater, from the date of acceptance of the replacement). Successful Offeror shall make any such replacement immediately upon receiving notice from HCS.

Payment Terms:
To be eligible for payment, all labor, equipment and materials covered under Successful Offeror’s invoice must be completed and accepted by HCS. HCS agrees to make payments under this contract within thirty (30) days after receipt of a correct invoice for such payment. Where payment is made by mail, the date of postmark shall be deemed to be the date of payment. Any amounts due HCS under the terms of this or any other agreement may be applied against Successful Offeror’s invoices with documentation for the basis of the adjustment attached. In no event shall any interest penalty or late fee accrue when payment is delayed because of disagreement between HCS and Successful Offeror regarding the quantity, quality, time of delivery, or other noncompliance with the contract requirements for any Product or Service or the accuracy or correctness of any invoice. Payment terms offering a "prompt payment discount" of 20 days or greater will
be considered in the evaluation of Proposals. All other payment terms shall be net thirty (30) calendar days or greater. Payment terms not specified by Offeror shall be Net 45 days.

Special Educational or Promotional Discounts

Successful Offeror shall extend any special educational or promotional sale prices or discounts immediately to HCS during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.

Audits:

HCS shall have the right to audit all books and records (in whatever form they may be kept, whether written, electronic or other) relating or pertaining to this Contract (including any and all documents and other materials, in whatever form they may be kept, which support or underlie those books and records), kept by or under the control of Successful Offeror, including, but not limited to those kept by Successful Offeror, its employees, agents, assigns, successors and subcontractors. Successful Offeror shall maintain such books and records, together with such supporting or underlying documents and materials, for the duration of this Contract and for at least three years following the completion of this Contract, including any and all renewals thereof. The books and records, together with the supporting or underlying documents and materials shall be made available, upon request, to the City, through its employees, agents, representatives, contractors or other designees, during normal business hours at Successful Offeror’s office or place of business in Hampton, Virginia. In the event that no such location is available, then the books and records, together with the supporting or underlying documents and records, shall be made available for audit at a time and location in Hampton, Virginia, which is convenient for HCS. This paragraph shall not be construed to limit, revoke, or abridge any other rights, powers, or obligations relating to audit which HCS may have by state, city, or federal statute, ordinance, regulation, or agreement, whether those rights, powers, or obligations are express or implied.

Notice of Award:

Any contract resulting from this RFP will be publicly posted for inspection in the Consolidated Procurement Division, 1 Franklin Street, Suite 345, Hampton, Virginia.

Award:

HCS intends to award a contract to a fully qualified Offeror submitting the best proposal based on the criteria set forth herein and as determined by HCS in its sole discretion. At HCS’ sole discretion, HCS may reject any or all proposals in whole or in part if such action is determined to be in HCS best interest. HCS reserves the right to enter into any contract deemed to be in its best interest, including the award of this contract to more than one contractor.

Disposition of Proposals:

All materials submitted in response to this RFP will become the property of HCS. One (1) copy of each proposal will be retained for official files, will become a matter of public record after award of the contract, and will be open to public inspection subject to the Proprietary Information/Disclosure section of this RFP.
Exclusivity: (Select appropriate clause)

Any contract resulting from this RFP shall be exclusive with the following exceptions:
HCS reserves the right to procure goods/services under this contract from a third party in
the event of the following:
Contractor is unable to provide goods or required services within the required delivery
time.
Contract is unable to provide the required quantities of goods requested.
HCS volume demands exceed original intent of the contract.

SECTION V. SPECIAL TERMS AND CONDITIONS

Contract Term:
This contract term shall be for three (3) year, commencing on January 1, 2014.

Contract Extension:
This contract may be extended upon mutual agreement of both parties for three (3)
additional, one-year periods, upon the same prices, terms, and conditions set forth in the
negotiated contract resulting from this RFP.

Time is of the Essence:
Time is of the essence in this Contract. Successful Offeror expressly acknowledges that in
the performance of its obligations, HCS is relying on timely performance and will
schedule operations and incur obligations to third parties in reliance upon timely
performance by Successful Offeror and may sustain substantial losses by reason of
untimely performance.

Insurance:
Contractor shall submit to HCS Contract Administrator Certificates of Insurance, prior to beginning
work under this contract and no later than ten (10) days after award of the contract.
All policies of insurance required herein shall be written by insurance companies licensed to conduct
the business of insurance in Virginia, and acceptable to HCS, and shall carry the provision that the
insurance will not be cancelled or materially modified without thirty days (30) prior written notice to
HCS. The certificates of insurance shall list the School Board of HCS of Hampton, 1 Franklin Street,
Suite 345, Hampton, Virginia 23669, as the additional insured for the specified project as outlined in
this RFP. Insurance shall be maintained during the entire term of the contract and any extensions
and shall be of the following forms and limits:

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<th>Forms</th>
<th>Limits</th>
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<tr>
<td>Workers' Compensation</td>
<td>Statutory</td>
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<tr>
<td>Automobile Liability</td>
<td>$1,000,000 combined Single Limit</td>
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<tr>
<td>Commercial General Liability, including</td>
<td>$1,000,000 Combined Single Limit</td>
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<td>Contractual Liability and Products and</td>
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<tr>
<td>Completed Operations Coverage</td>
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<tr>
<td>Umbrella/Excess Liability</td>
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The establishment of minimum limits of insurance by the School Board of HCS of Hampton does not reduce or limit the liability or responsibilities of the Contractor.

The establishment of minimum limits of insurance by the HCS does not reduce or limit the liability or responsibilities of the Contractor.

The endorsement would be that which is attached to the policy that acknowledges the HCS as an also insured on all policies we have required to be endorsed.

This will be either a direct endorsement that actually names the HCS or a blanket endorsement that contract states that the HCS will be named as an also insured on the insurance policy.

Unauthorized Disclosure of Information:
Successful Offeror shall assume the entire responsibility and liability for any and all damages caused by or resulting from or arising out of the negligent or willful unauthorized disclosure of confidential information on the part of the Successful Offeror, its subcontractors, agents or employees under or in connection with this contract. The Successful Offeror shall save harmless and indemnify the School Board of the City of Hampton and its agents, volunteers, servants, employees and officers from and against any and all claims, losses or expenses, including but not limited to attorney's fees, which either or both of them may suffer, pay or incur as the result of claims or suits due to, arising out of or in connection with, any and all such unauthorized disclosures, real or alleged. The Successful Offeror shall, upon written demand by the City of Hampton, assume and defend, at the Successful Offeror's sole expense, any and all such suits or defense of claims alleging unauthorized disclosures of confidential information.

Any negligent or willful unauthorized disclosure of confidential information on the part of the Successful Offeror, its subcontractors, agents or employees under or in connection with this contract shall constitute a breach of the terms of this contract. HCS may proceed by appropriate court action, including seeking injunctive relief, to prevent continuing unauthorized disclosures, and Successful Offeror shall save harmless and indemnify HCS for court costs, litigation expenses and attorney's fees that it may pay or incur as the result of seeking to prevent or stop any and all unauthorized disclosures of confidential information.

Copyright/Patent Indemnity:
Successful Offeror shall pay all royalty and license fees relating to the items covered by this contract. In the event any third party shall claim that the manufacture, use and sales of the goods supplied under this contract constitute an infringement of any copyright, trademark, or patent, the Successful Offeror shall indemnify HCS and hold HCS harmless from any cost, expense, damage or loss incurred in any manner by HCS on account of any such alleged or actual infringement.

Cooperative Procurement
Section 2.2-4304 Code of Virginia (VPPA) will apply to this solicitation. Other Public Bodies may utilize any contract(s) issued pursuant to this solicitation by placing its own order(s) directly with the successful offeror(s). The City of Hampton acts only as the issuing agent and is not responsible for placement of orders, payment or discrepancies of other participating Public Bodies.
SECTION VI. Attachments and Appendices

Attachment A: Proposal Signature Sheet
Attachment B: Anti-Collusion Statement
Attachment C: Ethics in Public Contracting
Attachment D: Minority & Women Owned Business Program
Attachment E: Services Offered

Appendix I, Enrollment and Claims History (PDF & Excel documents)
Appendix II, Census (Excel file)
Appendix III, Prescription Drug Formulary
Attachment A: Proposal Signature Sheet

In compliance with this RFP and to all the conditions imposed herein, the undersigned offers and agrees to provide Onsite Health Clinic services, in accordance with the attached signed proposal, or as mutually agreed upon by subsequent negotiation. This completed Proposal Signature form must be submitted with the Proposer’s written proposal and will become part of any agreement that may be awarded. **If the Proposal Signature Form is not signed by an authorized representative or submitted with the proposal is considered non-responsive.**

My signature also certifies that by submitting a proposal in response to the Request for Proposal, the offeror represents that in the preparation and submission of this proposal, said offeror did not, either directly or indirectly, enter into any combination or arrangement with any person, firm or corporation or enter into any agreement, participate in any collusion, otherwise take any action in the restraint of free, competitive bidding in violation of the Sherman Anti-Trust Act (15 U.S.C. Section 1) or Sections 59.1-9.1 through 59.1-9.17 or Sections 59.1-68.6 through 59.1-68.8 of the Code of Virginia.

Name of Firm:

Address:

City:    State:  Zip:

Contact Person:

Telephone Number:

Fax Number:

Email Address:

Type of Organization:

[ ] Individual   [ ] Partnership   [ ] Small Business   [ ] Corporation   [ ] Non-Profit   [ ] Joint Venture

Attach copies of all such licenses, permits, or certificates issued to the business entity.

**Business is licensed, (unless exempt by applicable law) permitted or certified to do business in the State of Virginia:**

[ ] Yes [ ] No  License #  ________________________________

Federal I.D. #:  ________________________________
Attachment B: ANTI-COLLUSION/NONDISCRIMINATION/DRUG-FREE WORKPLACE REQUIREMENTS

ANTI-COLLUSION CLAUSE:

IN THE PREPARATION AND SUBMISSION OF THIS PROPOSAL, SAID OFFEROR DID NOT EITHER DIRECTLY OR INDIRECTLY ENTER INTO ANY COMBINATION OR ARRANGEMENT WITH ANY PERSON, FIRM OR CORPORATION, OR ENTER INTO ANY AGREEMENT, PARTICIPATE IN ANY COLLUSION, OR OTHERWISE TAKE ANY ACTION IN VIOLATION OF THE SHERMAN ACT (15 U.S.C. SECTION 1), SECTIONS 59.1-9.1 THROUGH 59.1-9.17 OR SECTIONS 59.1-68.6 THROUGH 59.1-68.8 OF THE CODE OF VIRGINIA.

THE UNDERSIGNED OFFEROR HEREBY CERTIFIES THAT THIS AGREEMENT, OR ANY CLAIMS RESULTING THEREFROM, IS NOT THE RESULT OF, OR AFFECTED BY, ANY ACT OF COLLUSION WITH, OR ANY ACT OF, ANOTHER PERSON OR PERSONS, FIRM OR CORPORATION ENGAGED IN THE SAME LINE OF BUSINESS OR COMMERCE; AND, THAT NO PERSON ACTING FOR, OR EMPLOYED BY, CITY HAS AN INTEREST IN, OR IS CONCERNED WITH, THIS PROPOSAL; AND, THAT NO PERSON OR PERSONS, FIRM OR CORPORATION OTHER THAN THE UNDERSIGNED, HAVE, OR ARE, INTERESTED IN THIS PROPOSAL.

DRUG-FREE WORKPLACE:

DURING THE PERFORMANCE OF THIS CONTRACT, THE SUCCESSFUL OFFEROR AGREES TO (I) PROVIDE A DRUG-FREE WORKPLACE FOR THE SUCCESSFUL OFFEROR'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 SUCCESSFUL OFFEROR'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 SUCCESSFUL OFFEROR THAT THE SUCCESSFUL OFFEROR 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 SUSUCCESSFUL OFFEROR OR VENDOR.

FOR THE PURPOSE OF THIS SECTION, "DRUG-FREE WORKPLACE" MEANS A SITE FOR THE PERFORMANCE OR WORK DONE IN CONNECTION WITH A SPECIFIC CONTRACT AWARDED TO A SUCCESSFUL OFFEROR IN ACCORDANCE WITH FEDERAL LAW, 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.

EMPLOYMENT DISCRIMINATION BY THE SUCCESSFUL OFFEROR SHALL BE PROHIBITED:

1. DURING THE PERFORMANCE OF THIS CONTRACT, THE SUCCESSFUL OFFEROR AGREES AS Follows:

   a. THE OFFEROR, SHALL NOT DISCRIMINATE AGAINST ANY EMPLOYEE OR APPLICANT FOR EMPLOYMENT BECAUSE OF RACE, RELIGION, COLOR, SEX, 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 SUCCESSFUL OFFEROR. THE SUCCESSFUL OFFEROR AGREES TO POST IN CONSPICUOUS PLACES, AVAILABLE TO EMPLOYEES AND APPLICANTS FOR EMPLOYMENT, NOTICES SETTING FORTH THE PROVISIONS OF THIS NONDISCRIMINATION CLAUSE.
b. THE SUCCESSFUL OFFEROR, IN ALL SOLICITATIONS OR ADVERTISEMENTS FOR EMPLOYEES PLACED BY OR ON BEHALF OF THE SUCCESSFUL OFFEROR, SHALL STATE THAT SUCH SUCCESSFUL OFFEROR 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 THE REQUIREMENTS OF THIS SECTION.

2. THE SUCCESSFUL OFFEROR WILL INCLUDE THE PROVISIONS OF THE FOREGOING PARAGRAPHS A, B, AND C IN EVERY SUBCONTRACT OR PURCHASE ORDER OF OVER $10,000, SO THAT THE PROVISIONS WILL BE BINDING UPON EACH SUBCONTRACTOR OR VENDOR.

Date: _______________

Name and Address of OFFEROR:__________________________

Authorized Signature____________________________________

Printed

Name:___________________________________Title:_____________________

Phone Number:____________________________

Fax Number:____________________________

Email

Address:___________________________________________

Federal Tax Identification Number/Social Security Number:

___________________________________________

Is Offeror a "minority" business? □ Yes □ No

If yes, please indicate the "minority" classification below:

□ African American  □ Hispanic American  □ American Indian  □ Eskimo

□ Asian American  □ Aleut  □ Other; Please Explain:

Is Offeror Woman Owned? □ Yes □ No

Is Offeror a Small Business? □ Yes □ No

Is Offeror a Faith-Based Organization? □ Yes □ No
Sec. 22-151. Purpose
The provisions of this article supplement, but do not supersede, other provisions of law including, but not limited to, the State and Local Government Conflict of Interests Act (Section 2.1-639. et seq. of the Code of Virginia), the Virginia Governmental Frauds Act (Section 18.2-498.1 et seq. of the Code of Virginia) and Articles 2 and 3 of Chapter 10 of Title 18.2 of the Code of Virginia (Section 18.2-438 et seq.). The provisions of this article apply notwithstanding the fact that the conduct described may not constitute a violation of the State and Local Government Conflict of Interests Act.

Sec. 22-152. Definitions
The words defined in this section shall have the meanings set forth below throughout this article:

**Immediate family** shall mean a spouse, children, parents, brothers and sisters, and any other person living in the same household as the employee.

**Official responsibility** shall mean administrative or operating authority, whether immediate or final, to initiate, approve, disapprove or otherwise affect a procurement transaction, or any claim resulting therefrom.

**Pecuniary interest arising from the procurement** shall mean a personal interest in a contract as defined in the State and Local Government Conflict of Interest Act (Section 2.1-639.1 et seq. of the Code of Virginia, 1950, as amended).

**Procurement transaction** shall mean all functions that pertain to the obtaining of any goods, services, or construction, including description of requirements, selection and solicitation of sources, preparation and award of contract, and all phases of contract administration.

**Public employee** shall mean any person employed by the Council, including elected officials or appointed members of the Council.

Sec. 22-153. Proscribed participation by public employees in procurement transaction.
Except as may be specifically allowed by subdivisions A2 and A3 of VA Code Ann. 2.1-639.11, no public employee having official responsibility for a procurement transaction shall participate in that transaction on behalf of HCS when the employee knows that:

1. The employee is contemporaneously employed by a bidder, offeror or contractor involved in the procurement transaction, or
2. The employee, the employee's partner, or any member of the employee's immediate family holds a position with a bidder, offeror or contractor such as an officer, director, trustee, partner, or the like or is employed in a capacity involving personal and substantial participation in the procurement transaction, or owns or controls an interest of more than five (5) percent; or
3. The employee, the employee's partner, or any member of the employee's immediate family has a pecuniary interest arising from the procurement transaction; or
4. The employee, the employee's partner, or any member of the employee's immediate family is negotiating, or has an arrangement concerning, prospective employment with a bidder, offeror or contractor.

Sec. 22-154. Solicitation or acceptance of gifts.
No public employee having official responsibility for a procurement transaction shall solicit, demand, accept, or agree to accept from a bidder, offeror, contractor or subcontractor any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value, present or promised, unless consideration of substantially equal or greater value is exchanged. HCS may recover the value of anything conveyed in violation of this section.
Sec. 22-155. Disclosure of subsequent employment.
No public employee or former public employee having official responsibility for procurement transactions shall accept employment with a bidder, offeror or contractor with whom the employee or former employee dealt in an official capacity concerning procurement transactions for a period of one year from the cessation of employment by HCS unless the employee, or former employee, provides written notification to the School Board prior to commencement of employment by the bidder, offeror or contractor.

Sec. 22-156. Gifts by bidders, offerors, contractors or subcontractors.
No bidder, offeror, contractor or subcontractor shall confer upon any public employee having official responsibility for a 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 is exchanged.

Sec. 22-157. Kickbacks.
(a) No subcontractor or supplier shall make, or offer to make, kickbacks as described in this section.
(b) No person shall demand or receive any payment, loan, subscription, advance, deposit of money, services or anything of value in return for an agreement not to compete on a public contract.
(c) No person shall demand or receive any payment, loan, subscription, advance, deposit of money, services or anything of value in return for an agreement not to compete on a public contract.
(d) If a subcontractor or supplier makes a kickback or other prohibited payment as described in this section, the amount thereof shall be conclusively presumed to have been included in the price of the subcontract or order and ultimately borne by HCS and will be recoverable from both the maker and recipient. Recovery from one offending party shall not preclude recovery from other offending parties.

Sec. 22-157.1. Participation in bid preparation; limitation on submitting bid for same procurement.
(a) No person who, for compensation, prepares an invitation to bid or request for proposal for or on behalf of HCS shall submit a bid or proposal for that procurement or any portion thereof or (ii) disclose to any bidder or offeror information concerning the procurement which is not available to the public. However, the School Board may permit such person to submit a bid or proposal of the procurement or any portion thereof if HCS determines that the exclusion of such person would limit the number of potential qualified bidders or offerors in a manner contrary to the best interest of HCS. This determination will be stated in writing and kept as part of the procurement’s records.
(b) For the purpose of this section only, preparers shall include but not limited to, serving as a director or deputy director of the agency which has initiated the procurement, serving as the Chief of the Purchasing and Real Estate Bureau after the Bureau has received information on an agency’s intent to procure, serving as the procurement manager for the agency which has initiated the procurement, serving as the Purchasing Bureau officer in charge of the procurement assisting in the development of specifications for invitations for bids or request for proposals, attending an evaluation committee meeting that is closed to the public, voting or scoring on a bid or proposal, or any other participation in the procurement process which could lead to unfair advantage.
(c) The determination of disqualification under this Section shall be made by the School Board.
(d) A contractor submitting a bid or proposal may appeal a determination of disqualification under this Section by following the administrative appeals procedure as provided in Section 22-122 or, in the alternative, institute legal action as provided in Section 22-113.

Sec. 22.158. Purchase of building Materials, etc., from architect or engineer prohibited.
(a) No building materials, supplies or equipment for any building or structure constructed by or for HCS shall be sold by or purchased from any person employed as an independent contractor by HCS to furnish architectural or engineering services, but not construction, for such building or structure, or from any partnership, association or corporation in which such architect or engineer has a personal interest as defined in Section 2.1-639.2 of the Code of Virginia (1950, as amended).
(b) No building materials, supplies or equipment for any building or structure constructed by or for HCS shall be sold by or purchased from any person which has provided or is currently providing design services specifying a sole source for such materials, supplies or equipment to be used in such building or structure to the independent contractor employed by HCS to furnish architectural or engineering services in which
such person has a personal interest as defined in Section 2.1-639.2 of the Code of Virginia (1950, as amended).

(c) The provisions of subsections a and b shall not apply in cases of emergency.

Sec. 22-159. Certification of compliance required; penalty for false statements.
(a) HCS may require public employees having official responsibility for procurement transactions in which they participated to annually submit for such transactions a written certification that they complied with the provisions of this article.

(b) Any public employee required to submit a certification as provided in subsection (a) of this section that knowingly makes a false statement in such certification shall be punished as provided in Section 22-161 of the Code of Virginia (1950, as amended).

Sec. 22-160. Misrepresentations prohibited.
No public employee having official responsibility for a procurement transaction shall knowingly falsify, conceal, or misrepresent a material fact; knowingly make any false, fictitious or fraudulent statements or representations; or make or use any false writing or document knowing the same to contain any false, fictitious or fraudulent statement or entry.

Sec. 22-161. Penalty for violation.
Willful violation of any provision of this article shall constitute a Class 1 misdemeanor. Upon conviction, any public employee, in addition to any other fine or penalty provided by law, shall forfeit his/her employment.
Attachment D: MINORITY AND WOMAN-OWNED BUSINESS PROGRAM

The City of Hampton is implementing new strategies to solicit and utilize minority and woman-owned businesses. To encourage and sustain utilization of minority and woman owned businesses, subcontracting goals have been established for City contracts of $100,000 and above. The minority and woman-owned subcontracting goals are established by business categories.

The subcontracting goals established for this contract include:

Minorities (MBE) ________ Non-minority women (WBE) ________

Solicitation meetings will be held on contracts $100,000 and above to assist in attaining the contract minority and woman owned business goals.

The City requires that each minority and woman-owned business become a certified Small, Woman and Minority owned business (SWAM) by the State Department of Minority Business Enterprises (DMBE).

Any minority or woman-owned business that is not a certified SWAM vendor will not be considered for meeting the contract goals as established or included in the City utilization data.

Prime Contract solicitations require bidders to include, as part of their proposal or bid, a subcontracting plan to include certified minority and woman-owned vendors during the course of the contract work.

- A listing of all certified minority and woman-owned subcontractor vendors
- The dollar value of each subcontract
- A description of type of work to be performed under each contract
- SWAM certification number and contact information for each minority and woman-owned firm

Prime Contractor subcontractor/supplier solicitation information will be submitted to document firms contacted for quotes.

Prime Contractor solicitations and resulting contracts will require each successful bidder to report actual subcontract payments quarterly to the City Procurement Department to ensure accurate utilization records.

All bids submitted must include a subcontracting plan to be considered when determining the lowest responsible and responsive bidders by the City.

Changes to the subcontracting plan will require approval from the Procurement Office and Minority Business Program Office during the life of the contract.

Failure of a contractor to adhere to its subcontracting plan may under certain circumstances, result in future loss of contracts and/or debarment from bidding by the City of Hampton. In these cases contractors will be requested to submit documentation of good faith efforts used to meet their subcontracting plan. Determination of efforts will be made on an individual contract basis. It is recommended that contractors pre-qualify or determine the subcontractors’ capabilities prior to subletting work.

Good Faith efforts are documented reasonable steps taken to achieve a contract goal. These efforts are those taken by a bidder actively and aggressively trying to obtain the established goal. Merely pro forma efforts are not good faith efforts. The following is a list of types of actions which are considered good faith efforts. It is not intended to be a mandatory checklist nor is it intended to be exclusive or exhaustive. Other factors or types of efforts may be relevant in appropriate cases.
• Soliciting through reasonable and available means (pre-bid meetings, advertisements, phone calls, community organizations, etc.)
• Selecting portions of the work to be subcontracted out to increase the likelihood that a contract goal can be achieved.
• Providing interested firms with information necessary to respond in a timely manner to a request for solicitation
• Effectively using the services of available minority and woman-owned organizations, local, state and federal small business assistance offices, etc.

Documentation of such efforts can include a listing of M/WBE firm names, contact information, description of information provided and dates received quotes, etc.

(Please note: this requirement should not be construed as authorizing or directing the exclusion of non-SWAM owned businesses; rather, the purpose is to include as many qualified businesses as possible).

Any Prime Contractor that is a DMBE certified minority or woman-owned vendor that is awarded a contract of $100,000 and above is not required to submit the above information as the Prime Contractor is itself such a certified business. This does not, however, relieve such a Prime from the obligation to achieve both contract goals during the life of the contract. The City of Hampton reserves the right to review subcontracting plans and good faith efforts to ensure that both goals are achieved.

The City of Hampton will utilize a performance evaluation process that will include documenting the quality of work and business practices of all vendors used on City contracts of $100,000 and above.

The suggested forms are attached for use by bidders to ensure consistent submission of required data.
CITY OF HAMPTON
DEPARTMENTAL MINORITY AND WOMAN-OWNED BUSINESS SOLICITATION
TELEPHONE RECORD FOR GOODS AND SERVICES

<table>
<thead>
<tr>
<th>Date</th>
<th>Department</th>
<th>Bidder #1</th>
<th>Bidder #2</th>
<th>Bidder #3</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Firm name</td>
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<td></td>
<td>Quantity</td>
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Completed by: _______________________________ Date: _______________
Department Director: _______________________________
CITY OF HAMPTON

SUBCONTRACTOR/SUPPLIER UTILIZATION FORM
POTENTIAL MINORITY AND WOMAN-OWNED BUSINESS PARTICIPATION

<table>
<thead>
<tr>
<th>Firm name</th>
<th>Certification no.</th>
<th>Type (M/W)</th>
<th>Percent bid</th>
<th>Dollar value</th>
<th>Type of work</th>
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I/We propose that the certified DMBE businesses will be used on this contract as stated herein and assure that during the life of the contract. I/We will meet the goal established by the City of Hampton.

Bidder ____________________________________________

Signature ________________________________________

Title ____________________________________________ Date _________________________
CITY OF HAMPTON
SUBCONTRACTOR/SUPPLIER SOLICITATION AND UTILIZATION FORM (ALL)

The bidder certified that this form accurately represents its solicitation and utilization or non-utilization as indicated of the DMBE certified minority and woman-owned businesses listed below for performance of work on this project. The bidder certifies that he/she has had direct contact (email, fax, phone) with the named firms regarding performing work on this project.

Bidder ________________________
Signature ______________________

<table>
<thead>
<tr>
<th>Vendor no.</th>
<th>Name of firm</th>
<th>Telephone no.</th>
<th>SWAM Yes/No</th>
<th>Utilized Yes/No</th>
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CITY OF HAMPTON
MINORITY AND WOMAN-OWNED BUSINESS PAYMENT REPORT

Contractor ___________________________ Date ______________________

Project no. ____________________ Reporting period _______ to _________

<table>
<thead>
<tr>
<th>Firm name</th>
<th>Certification no.</th>
<th>SWAM type (M/WBE)</th>
<th>This quarter</th>
<th>To date</th>
<th>Type of work</th>
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Total dollar value amount paid to date to SWAM vendor

I/We certify that the information provided is accurate, current and complete to the best of my/our knowledge.

Company ________________________________

Print name __________________________

Title ________________________________