

**COUNTY OF ORANGE, VIRGINIA**  
**REQUEST FOR PROPOSALS #2014-12**  
**Wireless Point to Point Radio Maintenance Services**

ISSUE DATE: May 15, 2014

DUE DATE: June 10, 2014

TIME: 2:00 P.M.

RFP#: 2014-12

ISSUING DEPARTMENT: County of Orange, Virginia  
Finance Department  
Attn: Stephanie Straub  
112 W. Main Street, 2<sup>nd</sup> Floor  
P.O. Box 111  
Orange, VA 22960

PROCUREMENT CONTACT: Stephanie Straub  
Procurement Coordinator  
E-mail: [sstraub@orangecountyva.gov](mailto:sstraub@orangecountyva.gov)

The Orange County Board of Supervisors is requesting proposals from qualified firms to implement Wireless Point to Point Radio Maintenance Services.

A mandatory pre-proposal meeting will be held on May 28, 2014 at 2:00PM in the basement of the Gordon Building located at 112 W. Main Street Orange, VA 22960.

All proposals shall be turned in no later than 2:00 p.m. on June 10, 2014 to the office of the Procurement and Grant Coordinator located at 112 W. Main Street, 2<sup>nd</sup> floor, Orange, VA 22960. If proposals are sent via a mailing service, please address the proposal using the "issuing department" listed on the first page of this Request for Proposal. If proposals are hand delivered, please deliver them to the address listed above. Any proposals that are submitted by e-mail, phone, or facsimile shall not be considered. This procurement shall utilize competitive negotiation.

Orange County reserves the right to reject any and all proposals, to waive any informality in a proposal, and/or accept that proposal which is in the best interest of the county.

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**I. INTRODUCTION**

Effective communication is a central goal for Orange County. The Orange County Board of Supervisors is requesting proposals from qualified firms to implement Wireless Point to Point Radio Maintenance Services.

Any communications pertaining to the scope of work, the preparation or submittal of a proposal, and all other communications with the County referred to in this RFP, must be made in **writing** to:

Stephanie Straub  
Procurement Coordinator  
County of Orange, Virginia  
112 West Main Street  
P.O. Box 111  
Orange, VA 22960  
sstraub@orangecountyva.gov

**II. BACKGROUND**

1. Orange County is located in Central Virginia at the foothills of the Blue Ridge Mountains. The County serves an area of 355 square miles with a population of approximately 33,885. The County Seat is located in the Town of Orange with its County Administration Building located at 112 West Main Street. The County's fiscal year begins on July 1 and ends on June 30. The County has approximately 1,077 full-time and part-time employees.

**III. EXISTING STRUCTURE**

See Appendix A.

**IV. SCOPE OF SERVICES**

The selected vendor shall maintain all facets of our point to point wireless radio infrastructure. The vendor shall maintain and repair all systems, equipment, hardware and software throughout the life of this agreement. This includes but is not limited to: microwave communication technologies, radios, firewalls, and switches. Orange County reserves the right to have technical staff on-site to witness, and if desired, assist in the maintenance and troubleshooting procedures. This shall not relieve the chosen vendor from warranty and maintenance responsibility as defined in this RFP. It is the expectation of the County that, upon activation of new equipment, it shall become part of the Radio System, and thereby be fully supported under this agreement. On a yearly basis, the vendor and the County shall review any additions or modifications to the Radio Systems network and, if necessary, adjust the yearly renewal cost to accommodate equipment added or removed. Furthermore, at the discretion and authorization of the IT Manager, the equipment list may be reduced at any time. Billing for this contract will be on an annual basis for each year of the term. Additionally, the contract is subject to no less than thirty (30) days written cancellation notice by the County.

### **A. Services Overview**

1. Wireless and Data Network System support services are required under this RFP
2. Comprehensive status monitoring of network components
3. Performance of high-level troubleshooting, testing, fault isolation and remediation of issues related to network failures
4. Advance replacement of defective equipment
5. Coordination and oversight of the return and repair requirements for defective equipment
6. Coordination with network service providers (ISP, etc.) to troubleshoot and resolve service provider issues
7. Support should be provided 7 days a week 24 hours a day as deemed necessary by the Orange County IT Department
8. Services may be administered remotely or on-site as needed. All work must be deemed necessary and appropriate by the Orange County IT Department.

### **B. Supported Systems & Equipment (see Addendum A)**

#### **C. Wireless Network Support**

1. Comprehensive maintenance support services for Orange County's existing high-speed wireless network which operates on unlicensed band.
2. Remedial Services such as troubleshooting and problem resolution for system hardware and software.
3. All services and equipment required to restore the network infrastructure.
4. Provide an annual hardware replacement cycle to the IT Director with comprehensive estimated pricing scales.
5. Real-time network monitoring. Examples-response time measurements, error rate logging, throughput and utilization tracking. Orange County IT Staff must also be provided access.
6. Services may be performed remotely or on site

#### **D. Network Connectivity & Redundancy**

1. Offeror must be able to provide and work on controllers that connect to the physical network using redundant 10GBase-SR interfaces or a minimum of four 10/100/1000Base-T interfaces that could be aggregated together.
2. In the event of radio failure, the system must be able to fill in the coverage gap.

#### **E. Data and Network System**

1. Comprehensive maintenance support services for Orange County's existing high-speed data network to include: network security, and data network.
2. Remedial and preventive maintenance services such as but not limited to troubleshooting and problem resolution for hardware and software for network infrastructure.
3. All services and equipment required to restore the system
4. Software updates and upgrades for the network infrastructure.
5. Creation and storage of a backup copy of Orange County's system configuration files
6. Orange County reserves the right to expand or contract our system at which point system administration services will be required
7. Services may be performed remotely or on site
8. Provide Administrator training if requested by IT Staff.

## **VI. MAINTENANCE REQUIREMENTS**

1. The Contractor shall provide the County with a response time for all system related service calls. The response time shall not exceed three (3) hours from the time the initial service call is placed.
2. The Contractor shall also provide the County with a timeframe as to how long it will take to resolve the issue.
3. The Contractor shall also provide the County with a history report containing all system related issues and resolutions.
4. The Contractor shall provide the County with an annual maintenance plan that can be utilized 24 hours a day, 7 days a week, and 365 days a year.
5. The Contractor shall have sufficient inventory levels of critical electronics on hand in the event that there is a system failure
6. The appropriate method of service performance will be agreed upon by vendor's staff and Orange County's IT staff
7. Vendor will supply the Orange County IT staff with system reports on a quarterly basis to include but not limited to: upgrades and system utilization.

## **VII. STAFFING REQUIREMENTS/RECOMMENDATIONS**

1. WatchGuard certified
2. Motorola Radio experience
3. Switch experience

## **VIII. WARRANTY**

A. Offeror shall provide written warranty that includes a minimum of 1 (one) year for new equipment, parts, and labor.

## **IV. CONFIDENTIALITY**

A. The Offeror acknowledges that certain information that it shall acquire from orange County is of special and unique character and constitutes 'confidential information.' Thus, due to the nature of business conducted by Orange County, the Offeror must enter into a Confidentiality Agreement ensuring the County's interests are protected.

## **V. PRICING STRUCTURE**

A. The Offeror shall submit to the County a pricing structure that is unitized in nature and shall include the following information. Orange County recognizes that labor rates are subject to negotiations during the interview phase of the solicitation.

1. Labor rates (per hour)
  - a. Normal rates within regular business hours
  - b. After hours and Holiday rates
2. Hardware costs (to be included in annual report)
3. Software costs (to be included in annual report)
4. Licensing costs (to be included in annual report)
5. Annual maintenance costs
  - a. Annual maintenance fees shall remain firm for the first two (2) years. Beginning in year three (3) of the contract and each year thereafter, the annual maintenance cost shall not increase more than two and a half percent (2.5%) per year.

## **VI. PROPOSAL FORMAT**

1. Each Offeror is responsible for examining and understanding this RFP prior to submitting a proposal. Offerors assume all risk of errors contained in this

- procurement process and no contract awarded will be increased to cover costs that should have been anticipated by the Offeror in examining the documents.
2. The County reserves the right to request verification, validation, or clarification of any information contained in a proposal.
  3. The County reserves the right to waive any informality in a proposal.
  4. Proposals must meet or exceed all specifications herein. Any and all deviations from the specifications must be clearly detailed in the proposal; otherwise it will be considered that items offered are in strict compliance with the specifications, and the successful bidder will be held responsible thereof.
  5. 2. Offers shall detail their organization's ability to satisfy, at minimum, all aspects of the requirements as described in the RFP. The proposal shall include a full description of the proposed methodology in providing the maintenance and repair requirements including a detailed description of how their organization's personnel and processes will support the maintenance and repair requirements. Offers shall provide an escalation procedure, so if the trouble is not resolved within a specific timeframe, the next level is informed to speed up the trouble remediation.
  6. Proposals shall also include a transition plan and any associated costs.
  7. Offerors are also encouraged to highlight and provide details of any value added services.
  8. Proposals shall include details including a list of key team members and assigned personnel, with a full description of their involvement with delivery of the proposed services and a resume for each staff member with related work experience on maintaining and operating wireless point to point radio networks.
  9. Proposals shall include at a minimum five (5) current references with contact name, company name, phone number, and e-mail address. The references shall have a Wireless Point to Point Radio Maintenance Agreement of similar type, size, complexity and use as Orange County.

## **VII. SUBMITTAL INSTRUCTIONS**

1. Each Offeror shall submit one (1) original and five (5) copies of its proposal.
2. An authorized representative of the Offeror shall sign proposals. All information requested should be submitted. Failure to submit all information requested may result in the County, requiring prompt submission 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 County.
3. 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 of the corresponding section of the RFP. It is also helpful to repeat the text of the requirement as it appears in the RFP. 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 an 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.
4. Each proposal shall be in writing and received in hard copy by the deadline. Oral proposals, proposals received by telephone, fax, telegraph, or e-mail shall be rejected.

## **VIII. EVALUATION & SELECTION CRITERIA**

1. The Selection Committee will independently read, review and evaluate each proposal and a recommendation will be made on the basis of the criteria listed below.
  - a) Ability to adequately address Scope of Services, Maintenance, Staffing, Warranty, and Confidentiality requirements –35%
  - b) Additional features – 15%
  - c) Pricing structure – 30%
  - d) Overall completeness, clarity and quality of proposal – 20%
  
2. Once each member of the committee has independently read and rated each proposal, based on the criteria listed above, a preliminary evaluation rating will be developed which indicates the group’s collective ranking of the highest rated proposals in a descending order. At this point, the committee will conduct interviews with the top ranked firm(s) as deemed necessary by the committee. Once these interviews and discussions are completed, the committee will finalize the rankings. Final negotiations for a binding estimate of cost will begin with the top ranked firm. If a contract acceptable to the County cannot be negotiated at a price considered fair and reasonable, negotiations shall be terminated with the top ranked firm and negotiations will then proceed with the next highest ranked firm until an agreement is reached.

**XI. TIMELINE**

1. Proposal Calendar - The following is a list of key dates up to and including the date proposals are due to be submitted:
 

a) Request for proposal issued	05/15/2014
<b>b) Mandatory Pre-Proposal Meeting</b>	<b>05/28/2014</b>
<b>c) Deadline for questions</b>	<b>06/02/2014</b>
d) Deadline for Issuing Addenda	06/06/2014
e) Proposals Due, By	2:00 P.M. 06/10/2014
f) Selected Firm(s) notified/interviewed (approx.)	06/30/2014
g) Contract Award, (approx.)	08/01/2014

**XII. CONTRACT AWARD**

1. This Contract shall consist of a one (1) year term, with four (4) possible one (1) year extensions. The contract renewal will be subject to the annual review and recommendation of the County of Orange, satisfactory negotiation of terms (including a price acceptable to both the County of Orange and the selected firm) and the annual availability of an appropriation.
  
2. The annual maintenance fees shall be a firm, fixed-price for the first 2 years of the contract. Beginning in year three (3) and any subsequent year thereafter, the maintenance fees pertaining to the broadband maintenance system shall not increase more than 2.5% each year.

## **GENERAL CONDITIONS AND INSTRUCTIONS TO BIDDERS (*Revised 9/12/13*)**

Offeror: These general rules and conditions shall apply to all purchases and be a part of each solicitation and every contract awarded by the Orange County Purchasing Agent unless otherwise specified. The Orange County Purchasing Agent is responsible for the purchasing activity of Orange County. The term "Owner" as used herein refers to the contracting entity which is the signatory on the contracts for Orange County, a political subdivision of the Commonwealth of Virginia. Bidder/Offeror or their authorized representatives are expected to inform themselves fully as to the conditions, requirements, and specifications before submitting bids/proposals: failure to do so will be at the Bidder's/Offeror's own risk and except as provided by law, relief cannot be secured on the plea of error. Subject to all Federal, State and local laws, policies, resolutions, regulations, rules, limitations and legislation, bids/proposals on all solicitations issued by the Purchasing Agent will bind Bidders/ Offerors to applicable conditions and requirements herein set forth unless otherwise specified in the solicitation.

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1. **AUTHORITY:** According to the Procurement Procedures Manual, the Orange County purchasing system shall operate under the direction and supervision of the County Administrator, who shall be the Purchasing Agent for the County. In the discharge of these responsibilities, the Purchasing Agent may delegate the administrative purchasing responsibility to a responsible subordinate, upon approval of the Board of Supervisors. Unless specifically delegated by the Purchasing Agent, no other Owner officer or employee is authorized to order supplies or services, enter into purchase negotiations or contracts, or in any way obligate the Owner for indebtedness. Any purchase order or contract made which is contrary to these provisions and authorities shall be of no effect and void and the Owner shall not be bound thereby.
2. **COMPETITION INTENDED:** It is the Owner's intent that this solicitation permit competition. It shall be the Bidder's/Offeror's responsibility to advise the Purchasing Agent in writing if any language, requirement, specification, etc., or any combination thereof, stifles competition or inadvertently restricts or limits the requirements stated in this solicitation to a single source. The Purchasing Agent must receive such notification not later than five (5) business days prior to the deadline set for acceptance of the bids/proposals.

### **CONDITIONS OF BIDDING**

3. **CLARIFICATION OF TERMS** - If any Bidder/ Offeror has questions about the specifications or other solicitation documents, the prospective Bidder/ Offeror should contact the Procurement Technician whose name appears on the face of the solicitation no later than seven (7) business days prior to the date set for the opening of bids or receipt of proposals. Any revisions to the solicitation will be made only by addendum issued by the Procurement Technician. Notifications regarding specifications may not be considered if received in less than seven (7) business days of the date set for opening of bids/receipt of proposals.
4. **MANDATORY USE OF OWNER FORM AND TERMS AND CONDITIONS:** Failure to submit a bid/proposal on the official Owner form provided for that purpose shall be a cause for rejection of the bid/proposal. Unauthorized modification of or additions to any portion of the Invitation to Bid or Request for Proposal may be cause for rejection of the bid/proposal. However, the Owner reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject any bid or proposal which has been modified.
5. **LATE BIDS/PROPOSALS & MODIFICATION OF BIDS/PROPOSALS:** Any bid/proposal/modification received at the office designated in the solicitation after the exact time specified for receipt of the bid/proposal/modification is considered a late bid/proposal/modification. The Owner is not responsible for delays in the delivery of the mail by the U.S. Postal Service, private carriers or the inter-office mail system. It is the sole responsibility of the Bidder/Offeror to ensure their bid/proposal reaches Procurement by the designated date and hour.
  - a. The official time used in the receipt of bids/ proposals is that time on the clock in the Finance Department.
  - b. Late bids/proposals/modifications will be returned to the Bidder/Offeror UNOPENED, if solicitation number, acceptance date and Bidder/Offeror's return address is shown on the container.
  - c. If the Owner closes its offices due to inclement weather scheduled bid openings or receipt of proposals will be extended to the next business day, same time.

6. **IDENTIFICATION OF PROPRIETARY INFORMATION:** Trade secrets or proprietary information submitted in a proposal shall not be subject to disclosure under the Virginia Freedom of Information Act. However, in order for this information to be protected from disclosure, the Offeror must specifically invoke the protections of Sec. 2.2-4342, Code of Virginia, 1950, as amended, or other applicable statute, prior to or upon submission of the trade secrets or proprietary information. The Offeror must clearly identify any part of its proposal considered to be protected as trade secret or as proprietary information, and must state the reasons why protection is necessary.
- a. Any Offeror shall identify a trade secret or proprietary information by clearly stating "Trade Secret" or "Proprietary Information" adjacent to the particular information, and by clearly identifying the information to be subject to the protection, such as by encircling, highlighting, underlining or other similar means. The Offeror shall state the reasons why protection is necessary on a separate page of the proposal.
  - b. Any Offeror shall not identify as a trade secret or proprietary information those sections of the proposal that are material to Orange County's ultimate award of the contract.
  - c. The County reserves the right to contact an Offeror and to request that the Offeror explain or clarify why the Offeror identified certain information as a trade secret or as proprietary information.
  - d. Any Offeror shall not identify as trade secret or proprietary information their complete proposal.
7. **WITHDRAWAL OF BIDS/PROPOSALS:**
- a. Bidder/Offeror for a contract other than for public construction may request withdrawal of his or her bid/proposal under the following circumstances:
    - i. Bids/Proposals may be withdrawn on written request from the Bidder/Offeror received at the address shown in the solicitation prior to the time of acceptance.
  - b. Requests for withdrawal of bids/proposals after opening of such bids/proposals but prior to award shall be transmitted to the Procurement Technician, in writing, accompanied by full documentation supporting the request. If the request is based on a claim of error, documentation must show the basis of the error. Such documentation may take the form of supplier quotations, vendor work sheets, etc. If bid bonds were tendered with the bid, the Owner may exercise its right of collection.
  - c. No Bid/Proposal may be withdrawn under this paragraph when the result would be the awarding of the contract on another Bid/Proposal of the same Bidder/Offeror or of another Bidder/Offeror in which the ownership of the withdrawing Bidder/Offeror is more than five percent. In the case of Invitation for Bid's, if a bid is withdrawn under the authority of this paragraph, the lowest remaining bid shall be deemed to be the low bid. No Bidder/Offeror who, is permitted to withdraw a bid/proposal shall, for compensation, supply any material or labor to or perform any subcontract or other work agreement for the person or firm to whom the contract is awarded or otherwise benefit, directly or indirectly, from the performance of the project for which the withdrawn bid/proposal was submitted.
8. **ERRORS IN BIDS/PROPOSALS:** When an error is made in extending total prices, the unit bid price will govern. Erasures in bids/proposals must be initialed by the Bidder/Offeror. Carelessness in quoting prices, or in preparation of bid/proposal otherwise, will not relieve the Bidder/Offeror. Bidders/Offerors are cautioned to recheck their bids/proposals for possible error. Errors discovered after public opening cannot be corrected and the bidder will be required to perform if his or her bid is accepted.
9. **IDENTIFICATION OF BID/PROPOSAL ENVELOPE:** The signed bid/proposal and requested copies should be returned in a separate envelope or package, sealed and identified with the following information:  
**ADDRESSED AS INDICATED ON PAGE 1**  
**IFB/RFP NUMBER**  
**TITLE**  
**BID/PROPOSAL DUE DATE AND TIME**
- i. If a bid/proposal is not addressed with the information as shown above, the Bidder/Offeror takes the risk that the envelope may be inadvertently opened and the information compromised, which may cause the bid/proposal to be disqualified. Bids/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.
10. **ACCEPTANCE OF BIDS/PROPOSALS:** Unless otherwise specified, all formal bids/proposals submitted shall be valid for a minimum period of one hundred twenty (120) calendar days following the date established for acceptance. At the end of the

one hundred twenty (120) calendar days the bid/proposal may be withdrawn at the written request of the Bidder/Offeror. If the proposal is not withdrawn at that time it remains in effect until an award is made or the solicitation is canceled.

11. **CONDITIONAL BIDS:** Conditional bids are subject to rejection in whole or in part.
12. **BIDDERS PRESENT:** At the time fixed for the opening of responses to a bid, bid contents will be made public for the information of bidders and other interested parties who may be present either in person or by representative. All bids will be opened at the time and place specified and read publicly. Bid tabulations are posted on Public Bulletin Board for a minimum of 10 days from award date. At the time fixed for the receipt of responses for Request for Proposals, only the names of the Offerors will be read and made available to the public.
13. **RESPONSE TO SOLICITATIONS:** In the event a vendor cannot submit a bid on a solicitation, the vendor is requested to return the solicitation cover sheet with an explanation as to why the vendor is unable to bid on these requirements. Because of the large number of firms listed on the Owner's Bidders List, it may be necessary to delete from this list the names of those persons, firms or corporations who fail to respond after having been invited to bid for three (3) successive solicitations. Such deletion will be made only after formal notification of the intent to remove the firm from the Owner's Bidder's List.
14. **BIDDER INTERESTED IN MORE THAN ONE BID:** If more than one bid is offered by any one party, either directly or by or in the name of his or her clerk, partner, or other persons, all such bids may be rejected. A party who has quoted prices on work, materials, or supplies to a bidder is not thereby disqualified from quoting prices to other bidders or firms submitting a bid directly for the work, materials or supplies.
15. **TAX EXEMPTION:** The Owner is exempt from the payment of any federal excise or any Virginia sales tax. The price bid must be net, exclusive of taxes. Tax exemption certificates will be furnished if requested by the Bidder/Offeror.
16. **DEBARMENT STATUS:** By submitting their bids/proposals, Bidders/Offerors certify that they are not currently debarred from submitting bids/proposals on contracts by Orange County, nor are they an agent of any person or entity that is currently debarred from submitting bids or proposals on contracts by Orange County or any agency, public entity/locality or authority of the Commonwealth of Virginia.
17. **ETHICS IN PUBLIC CONTRACTING:** The provisions contained in the Virginia Public Procurement Act as set forth in the 1950 Code of Virginia, as amended, shall be applicable to all contracts solicited or entered into by the Owner. By submitting their bids/proposals, all Bidders/Offerors certify that their bids/proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other Bidder, Offeror, supplier, manufacturer or subcontractor in connection with their bid/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.
18. **NO CONTACT POLICY:** No Bidder/Offeror shall initiate or otherwise have contact related to the solicitation with any Owner representative or employee, other than Procurement, after the date and time established for receipt of bids/proposals. Any contact initiated by a Bidder/Offeror with any Owner representative, other than the Procurement Division, concerning this solicitation is prohibited and may cause the disqualification of the Bidder/Offeror from this procurement process.

#### **SPECIFICATIONS**

19. **BRAND NAME OR EQUAL ITEMS:** Unless otherwise provided in the solicitation, the name of a certain brand, make or manufacturer does not restrict bidders to the specific brand, make or manufacturer named; it conveys the general style, type, character, and quality of the article desired, and any article which the Owner in its sole discretion determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The Bidder is responsible to clearly and specifically indicate the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Owner to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding, only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid non-responsive. Unless the Bidder clearly indicates in its bid/proposal that the product offered is "equal" product, such bid/proposal will be considered to offer the brand name product referenced in the solicitation.
20. **FORMAL SPECIFICATIONS:** When a solicitation contains a specification which states no substitutes, no deviation therefrom will be permitted and the bidder will be required to furnish articles in conformity with that specification.

21. **OMISSIONS & DISCREPANCIES:** Any items or parts of any equipment listed in this solicitation which are not fully described or are omitted from such specification, and which are clearly necessary for the completion of such equipment and its appurtenances, shall be considered a part of such equipment although not directly specified or called for in the specifications.
- a. The Bidder/Offeror shall abide by and comply with the true intent of the specifications and not take advantage of any unintentional error or omission, but shall fully complete every part as the true intent and meaning of the specifications and drawings. Whenever the mention is made of any articles, material or workmanship to be in accordance with laws, ordinances, building codes, underwriter's codes, A.S.T.M. regulations or similar expressions, the requirements of these laws, ordinances, etc., shall be construed as to the minimum requirements of these specifications.
22. **CONDITION OF ITEMS:** Unless otherwise specified in the solicitation, all items shall be new, in first class condition.

#### **AWARD**

23. **AWARD OR REJECTION OF BIDS:** The Purchasing Agent shall award the contract to the lowest responsive and responsible bidder complying with all provisions of the IFB, provided the bid price is reasonable and it is in the best interest of the Owner to accept it. Awards made in response to a RFP will be made to the highest qualified Offeror whose proposal is determined, in writing, to be the most advantageous to the Owner taking into consideration the evaluation factors set forth in the RFP. The Purchasing Agent reserves the right to award a contract by individual items, in the aggregate, or in combination thereof, or to reject any or all bids/proposals and to waive any informality in bids/proposals received whenever such rejection or waiver is in the best interest of the Owner. Award may be made to as many Bidders/Offerors as deemed necessary to fulfill the anticipated requirements of the Owner. The Purchasing Agent also reserves the right to reject the bid if a bidder is deemed to be a non-responsible bidder.
24. **ANNOUNCEMENT OF AWARD:** Upon the award or announcement of the decision to award a contract as a result of this solicitation, the Procurement Technician will publicly post such notice on the bulletin board located on the 1st Floor, 112 W Main Street, Orange, Virginia. Award results may be viewed at the Orange County Website at [www.orangecountyva.gov](http://www.orangecountyva.gov).
25. **QUALIFICATIONS OF BIDDERS OR OFFERORS:** The Owner may make such reasonable investigations as deemed proper and necessary to determine the ability of the Bidder/Offeror to perform the work/furnish the item(s) and the Bidder/Offeror shall furnish to the Owner all such information and data for this purpose as may be requested. The Owner reserves the right to inspect Bidder's/Offeror's physical facilities prior to award to satisfy questions regarding the Bidder's/Offeror's capabilities. The Owner further reserves the right to reject any bid or proposal if the evidence submitted by or investigations of, such Bidder/Offeror fails to satisfy the Owner that such Bidder/Offeror is properly qualified to carry out the obligations of the contract and to complete the work/furnish the item(s) contemplated therein.
26. **NEGOTIATION WITH LOWEST RESPONSIBLE BIDDER:** Unless canceled or rejected, a responsive bid from the lowest responsible bidder shall be accepted as submitted, except that if the bid from the lowest responsible bidder exceeds available funds, the public body may negotiate with the apparent low bidder to obtain a contract price within available funds.
27. **TIE BIDS:** In the case of a tie bid, the Owner may give preference to goods, services and construction produced in Orange County or provided by persons, firms or corporations having principal places of business in the County. If such choice is not available, preference shall then be given to goods and services produced in the Commonwealth pursuant to the Code of Virginia. If no Owner or Commonwealth choice is available, the tie shall be decided by lot.

#### **CONTRACT PROVISIONS**

28. **APPLICABLE LAW AND COURTS:** Any contract resulting from this solicitation shall be governed in any respects by the laws of Virginia, and any litigation with respect thereto shall be brought in the Circuit Court of Orange County, Virginia. The Contractor shall comply with applicable federal, state and local laws and regulations.
29. **VIRGINIA STATE CORPORATION COMMISSION:** If required by law, the Contractor shall maintain a valid certificate of authority or registration to transact business in Virginia with the Virginia State Corporation Commission as required by Section 13.1 or Title 50 of the Code of Virginia, during the term of the Contract or any Contract renewal. The Contractor shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth to be revoked or cancelled at any time during the terms of the contract. If the Contractor fails to remain in compliance with the provisions of this section, the contract may become void.
30. **IMMIGRATION REFORM AND CONTROL ACT OF 1986:** By submitting their bids, Bidders certify that they do not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.
31. **ANTI-TRUST:** By entering into a contract, the Contractor conveys, sells, assigns, and transfers to the Owner all rights, title and interest in and to all causes of the action it may now have or hereafter acquire under the antitrust law of the United States and

Orange County, relating to the particular goods or services purchased or acquired by the Owner under said contract. Consistent and continued tie bidding could cause rejection of bids by the Purchasing Agent and/or investigation for Anti-Trust violations.

32. **PAYMENT TERMS:** Unless otherwise provided in the solicitation payment will be made thirty (30) days after receipt of a proper invoice, or thirty (30) days after receipt of all goods or acceptance of work, whichever is the latter.
- a. Invoices for items/services ordered, delivered/performed and accepted shall be submitted by the Contractor directly to the department responsible for initiating the purchase order/contract. All invoices shall show the contract number, purchase order number, and any federal employer identification number.
  - 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. The date of payment shall be deemed the date of postmark in all cases where payment is made by mail.
33. **PAYMENT TO SUBCONTRACTORS:** A contractor awarded a contract under this solicitation is hereby obligated:
- a. To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Owner for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
  - b. To notify the Owner and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason. 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 Owner, 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 Owner.
34. **ASSIGNMENT OF CONTRACT:** A contract shall not be assignable by the Contractor in whole or in part without the written consent of the Purchasing Agent.
35. **DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Owner, after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchases and administrative costs. This remedy shall be in addition to and other remedies which the Owner may have.
36. **ANTI-DISCRIMINATION:** By submitting their bids/proposals, Bidders/Offerors certify to the Owner that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and those applicable Sections of the *Virginia Public Procurement Act*. 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 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.
37. In every contract over \$10,000 the provisions in A and B below shall apply:
- a. During the performance of this contract, the Contractor agrees as follows:
    - i. The Contractor will 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 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.
    - ii. 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.
    - iii. 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.

- b. The Contractor will include the provisions of A. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
38. **INVOICES:** Invoices for items ordered, delivered and accepted shall be submitted by the Contractor directly to the department address requesting the purchase order/contract. All invoices shall show the IFB/RFP number and/or purchase order number and must have the department heads approval.
39. **CHANGES TO THE CONTRACT:** Changes can be made to the contract in any of the following ways:
- a. The parties may agree 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.
  - b. The Owner 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 Owner a credit for any savings. Said compensation shall be determined by one of the following methods.
    - i. By mutual agreement between the parties in writing; or
    - ii. 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 Owner's right to audit the Contractor's records and/or determine the correct number of units independently; or
    - iii. 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 Owner with all vouchers and records of expenses incurred and savings realized. The Owner 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 Procurement within thirty (30) days from the date of receipt of the written order from Procurement. If the parties fail to agree on an amount of adjustment, the questions of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for relieving disputes provided by the Disputes clause of this contract. 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 Owner or with the performance of the contract generally.
  - c. No modification for a fixed price contract may be increased by more than 25% or \$50,000, whichever is greater without the advanced written approval of the Board of Supervisors as applicable.
40. **INDEMNIFICATION:** Contractor shall indemnify, keep and save harmless the Owner, its agents, officials, employees and volunteers against claims of injuries, death, damage to property, patent claims, suits, liabilities, judgments, cost and expenses which may otherwise accrue against the Owner in consequence of the granting of a contract or which may otherwise result there from, if it shall be determined that the act was caused through negligence or error, or omission of the Contractor or his or her employees, or that of the subcontractor or his or her employees, if any; and the Contractor shall, at his or her own expense, appear, defend and pay all charges of attorneys and all costs and other expenses arising therefrom or incurred in connection therewith; and if any judgment shall be rendered against the Owner in any such action, the Contractor shall, at his or her own expenses, satisfy and discharge the same. Contractor expressly understands and agrees that any performance bond or insurance protection required by this contract, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify, keep and save harmless and defend the Owner as herein provided.
41. **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 in accordance with this chapter, 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.

42. **TERMINATION:** Subject to the provisions below, the contract may be terminated by the Owner upon thirty (30) days advance 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.
- a. **Termination for Convenience:** In the event that the contract is terminated upon request and for the convenience of the Owner, without the required thirty (30) days advance notice, then the Owner shall be responsible for payment of services up to the termination date.
  - b. **Termination for Cause:** Termination by the Owner for cause, default or negligence on the part of the contractor shall be excluded from the foregoing provision; termination costs, if any shall not apply. However, pursuant to paragraph 32 of these General Conditions, the Owner may hold the contractor responsible for any resulting additional purchase and administrative costs. The thirty (30) days advance notice requirement is waived in the event of Termination for Cause.
  - c. **Termination Due to Unavailability of Funds in Succeeding Fiscal Years:** When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal year, the contract shall be canceled as of the first day of that subsequent fiscal year.
43. **VIRGINIA FREEDOM OF INFORMATION ACT:** All proceedings, records, contracts and other public records relating to procurement transactions shall be open to the inspection of any citizen, or any interested person, firm or corporation, in accordance with the Virginia Freedom of Information Act except as provided below:
- a. Cost estimates relating to a proposed procurement transaction prepared by or for a public body shall not be open to public inspection.
  - b. Any competitive sealed bidding bidder, upon request, shall be afforded the opportunity to inspect bid records within a reasonable time after the opening of bids but prior to award, except in the event that the Owner decides not to accept any of the bids and to reopen the contract. Otherwise, bid records shall be open to public inspection only after award of the contract. Any competitive negotiation Offeror, upon request, shall be afforded the opportunity to inspect proposal records within a reasonable time after the evaluation and negotiations of proposals are completed but prior to award except in the event that the Owner decides not to accept any of the proposals and to reopen the contract. Otherwise, proposal records shall be open to the public inspection only after award of the contract except as provided in paragraph "c" below. Any inspection of procurement transaction records under this section shall be subject to reasonable restrictions to ensure the security and integrity of the records.
  - c. Trade secrets or proprietary information submitted by a Bidder, Offeror or Contractor in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Bidder, Offeror or Contractor must invoke the protections of that section prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and state the reasons why protection is necessary.
  - d. Nothing contained in this section shall be construed to require the Owner, when procuring by "competitive negotiation" (Request for Proposal), to furnish a statement of reasons why a particular proposal was not deemed to be the most advantageous to the Owner.
44. **USE OF CONTRACT BY OTHER POLITICAL JURISDICTIONS:** Bidders are advised that all resultant contracts will be extended, with the authorization of the Bidder, to Northern Virginia Metropolitan Washington Council of Governments jurisdictions and other jurisdictions and Political Subdivisions of the Commonwealth of Virginia to permit their ordering of supplies and/or services at the prices and terms of the resulting contract. If any other jurisdiction decides to use the final contract, the Contractor must deal directly with that jurisdiction or political subdivision concerning the placement or orders, issuance of the purchase order, contractual disputes, invoicing and payment. Orange Owner acts only as the "Contracting Agent" for these jurisdictions and political subdivisions. Failure to extend a contract to any jurisdiction will have no effect on consideration of your bid/proposal.
- a. It is the awarded vendor's responsibility to notify the jurisdictions and political subdivision of the availability of the contract.
  - b. Each participating jurisdiction and political subdivision has the option of executing a separate contract with the awardee. Contracts entered into with them may contain general terms and conditions unique to those jurisdictions and political subdivisions covering minority participation, non-discrimination. If, when preparing such a contract, the

general terms and conditions of a jurisdiction are unacceptable to the awardee, the awardee may withdraw its extension of the award to that jurisdiction.

- c. Orange Owner shall not be held liable for any costs or damage incurred by another jurisdiction as a result of any award extended to that jurisdiction or political subdivision by the awardee.
45. **AUDIT:** The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five years after final payment, or until audited by the Owner, whichever is sooner. The agency, its authorized agents, and/or Owner auditors shall have full access to and the right to examine any of said materials during said period.
46. **LABELING OF HAZARDOUS SUBSTANCES:** If the items or products requested by this solicitation are "Hazardous Substances" as defined by Article 3.1-250 of the Code of Virginia (1950), as amended, or Article 1261 of Title 15 of the United States Code, then the Bidder, by submitting his bid, certifies and warrants that the items or products to be delivered under this contract shall be properly labeled as required by the forgoing sections and that by delivering the items or products the Bidder does not violate any of the prohibitions of Article 3.1-252 of the Code of Virginia or Title 15 U.S.C., Article 1263.
47. **MATERIAL SAFETY DATA SHEETS:** Material Safety Data Sheets and descriptive literature shall be provided with the bid for each chemical and/or contract offered. Failure on the part of the Bidder to submit such data sheet may be cause for declaring the bid as non-responsive.
48. **SUBCONTRACTS:** No portion of the work shall be subcontracted without prior written consent of the Purchasing Agent. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish the Purchasing Agent the names, qualifications and experience of their proposed subcontractors. Notwithstanding any approval by the Owner permitting subcontracting the Contractor shall, however, remain fully liable and responsible for the work to be done by his subcontractor(s) and shall assure compliance with all requirements of the contract.
49. **PROTECTION OF PERSON AND PROPERTY:** The Contractor expressly undertakes both directly and through its subcontractor(s), to take every precaution at all times for the protection of persons and property which may come on the building site or be affected by the contractor's operation in connection with the work.
  - a. The Contractor shall be solely responsible for initiating, maintaining, and supervising all safety precautions and programs in connection with the work.
  - b. The provisions of all rules and regulations governing safety as adopted by the Safety Codes Commission of the Commonwealth of Virginia, issued by the Department of Labor and Industry under Title 40.1 of the Code of Virginia shall apply to all work under this contract.
  - c. The Contractor shall continuously maintain adequate protection of all his work from damage and shall protect the owner's property from injury or loss arising in connection with this contract. He shall make good any such damage, injury, or loss, except such as may be directly due to errors in the contract documents or caused by agents or employees of the Owner. He shall adequately protect adjacent property to prevent any damage to it or loss of use and enjoyment by its owners. He shall provide and maintain all passageways, guard fences, lights and other facilities for the protection required by public authority, local conditions, any of the contract documents or erected for the fulfillment of his obligations for the protection of person and property.
  - d. In an emergency affecting the safety or life of persons or of the work, or of the adjoining property, the contractor, without special instruction or authorization from the Owner, shall act, at his discretion, to prevent such threatened loss or injury. Also, should he, to prevent threatened loss or injury, be instructed or authorized to act by the Owner, he shall so act immediately, without appeal. Any additional compensation or extension of time claimed by the Contractor on account of any emergency work shall be determined as provided by paragraph 35, of the General Terms and Conditions.
50. **WORK SITE DAMAGES:** Any damage, including damage to finished surfaces, resulting from the performance of this contract shall be repaired to the Owner's satisfaction at the Contractor's expense.

#### **DELIVERY PROVISION**

51. **SHIPPING INSTRUCTIONS-CONSIGNMENT:** Unless otherwise specified in the solicitation each case, crate, barrel, package, etc., delivered under the contract must be plainly stenciled or securely tagged, stating the Contractor's name, purchase order number, and delivery address as indicated in the order. Where shipping containers are to be used, each container must be marked with the purchase order number, name of the Contractor, the name of the item, the item number, and the quantity contained therein. Deliveries must be made within the hours of 8:00 a.m. – 2:30 p.m. Deliveries at any other time will not be accepted unless specific arrangements have been previously made with the designated individual at the delivery point. No

deliveries will be accepted on Saturdays, Sundays and holidays unless previous arrangements have been made. It shall be the responsibility of the contractor to insure compliance with these instructions for items that are drop-shipped.

52. **RESPONSIBILITY FOR SUPPLIES TENDERED:** The Contractor shall be responsible for the materials or supplies covered by the contract until they are delivered at the designated point, but the Contractor shall bear all risk on rejected materials or supplies after notice of rejection. Rejected materials or supplies must be removed by and at the expense of the contractor promptly after notification of rejection, unless public health and safety require immediate destruction or other disposal of rejected delivery. If rejected materials are not removed by the Contractor within ten (10) days after date of notification, the Owner may return the rejected materials or supplies to the Contractor at his or her risk and expense or dispose of them as its own property.
53. **INSPECTIONS:** The Owner reserves the right to conduct any test/inspection it may deem advisable to assure supplies and services conform to the specification. Inspection and acceptance of materials or supplies will be made after delivery at destinations herein specified unless otherwise stated. If inspection is made after delivery at destination herein specified, the Owner will bear the expense of inspection except for the value of samples used in case of rejection. Final inspection shall be conclusive except in regard to latent defects, fraud or such gross mistakes as to amount of fraud. Final inspection and acceptance or rejection of the materials or supplies will be made as promptly as practicable, but failure to inspect and accept or reject materials or supplies shall not impose liability on the Owner for such materials or supplies as are not in accordance with the specifications.
54. **COMPLIANCE:** Delivery must be made as ordered and in accordance with the solicitation or as directed by Procurement when not in conflict with the bid/contract. The decision as to reasonable compliance with delivery terms shall be final. Burden of proof of delay in receipt of goods by the purchaser shall rest with the Contractor. Any request for extension of time of delivery from that specified must be approved by the Procurement Agent, such extension applying only to the particular item or shipment affected. Should the Contractor be delayed by the Owner, there shall be added to the time of completion a time equal to the period of such delay caused by the Owner. However, the contractor shall not be entitled to claim damages of extra compensation for such delay or suspension. These conditions may vary for construction contracts.
55. **POINT OF DESTINATION:** All materials shipped to the Owner must be shipped F.O.B. DESTINATION unless otherwise stated in the contract. The materials must be delivered to the "Ship To" address indicated on the purchase order.
56. **REPLACEMENT:** Materials or components that have been rejected by Procurement, in accordance with the terms of the contract, shall be replaced by the Contractor at no cost to the Owner.
57. **PACKING SLIPS OR DELIVERY TICKETS:** All shipments shall be accompanied by Packing Slips or Delivery Tickets and shall contain the following information for each item delivered:
- a. Purchase Order Number,
  - b. Name of Article and Stock Number,
  - c. Quantity Ordered,
  - d. Quantity Shipped,
  - e. Quantity Back Ordered,
  - f. The Name of the Contractor.
- i. Contractors are cautioned that failure to comply with these conditions shall be considered sufficient reason for refusal to accept the goods.

#### **BIDDER/CONTRACTOR REMEDIES**

58. **PROTEST OF AWARD OR DECISION TO AWARD:** Any Bidder/Offeror who desires to protest the award or decision to award a contract, by Orange Owner, shall submit such protest in writing to the Owner Administrator (if the award or decision to award was made by Orange County (if the award or decision to award was made by Orange County), no later than ten (10) days after public notice of the award or announcement of the decision to award, whichever comes first. No protest shall lie for a claim that the selected Bidder/Offeror is not a responsible Bidder/Offeror. The written protest shall include the basis for the protest and the relief sought. The Owner Administration shall issue a decision in writing within ten (10) days stating the reasons for the action taken. This decision shall be final unless the Bidder/Offeror appeals within ten (10) days of the written decision by instituting legal action as provided in Section 7.8 C of the Procurement Policy. Nothing in this paragraph shall be construed to permit an Offeror to challenge the validity of the terms or conditions of the solicitation.
59. **DISPUTES:** Contractual claims, whether for money or other relief, shall be submitted in writing to the Owner Administrator (if the claim is against Orange County) no later than sixty (60) 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 amount agreed due in the final payment. A written decision upon any such claims will be made by the Board of Supervisors (if the claim is against Orange County Government) within sixty (60) days after submittal of the claim. The Contractor may not institute legal action prior to receipt of Board of Supervisor's (whichever is applicable) decision on the claim unless the applicable party fails to render such decision within sixty (60) days. The decision of the Board of Supervisor's (as applicable) shall be final and conclusive unless the Contractor within six (6) months of the date of the final decision on a claim, initiates legal action as provided in Section 2.2-4364 of the Code of Virginia. Failure of the Board of Supervisors to render a decision within sixty (60) days shall not result in the Contractor being awarded the relief claimed nor shall it result in any other relief or penalty. Should the Board of Supervisors (as applicable) fail to render a decision within sixty (60) days after submittal of the claim, the Contractor may institute legal action within six (6) months after such 60-day period shall have expired, or the claim shall be deemed finally resolved. No administrative appeals procedure pursuant to Section 2.2-4365 of the Code of Virginia has been established for contractual claims under this contract.



## APPENDIX A: EQUIPMENT & NETWORKS SUPPORTED

### I. Switch Systems

<u>Installed Product</u>	<u>Quantity</u>
3C16476BS-3Com Baseline 48 Port Switch 2250 Plus	1
3C16490-2226 24 Port POE Managed Switch	1
3C16700A-3Com Office Connect Ethernet Hub	1
3C1670500B-3Com Office Connect Gigabit Switch	1
3C17204-US 3Com 4400 48 Port Switch	1
3C17205-US 3Com 24 Port Powered Managed Switch	7
3C17700-SS3 Switch 4900 U S	1
3C17701 3Com 4924 24 Port Switch Layer 3	1
3CR17571-91 3Com 4500 26-Port PoE Switch	6

### Wireless Communications

<u>Installed Product</u>	<u>Quantity</u>
Spectra Lite-I Link Complete	2
Spectra Lite-C Link Complete	5
Mid-Range: 400mW, 21-23dBi Antenna	1
Base Station with 90 Degrees Sectoral Antenna	1
Short Range: 150mW, 21-23dBI Antenna	6
Tower Support (two tower climbs/year)	2
Motorola Canopy Equipment	1

### Network Security Systems

<u>Installed Product</u>	<u>Quantity</u>
Lake of the Woods-Trade Up to WatchGuard Firebox	1
Town of Orange Police Department-WatchGuard Firebox	1
Town of Orange Public Works-WatchGuard Firebox	1
Watchguard XTM	1
Blue Coat Packet Shaper	1

### Network Infrastructure Support

Intermapper	1/year
Cisco SmartNet Renewal- Support for 3845 Router	1/year

Annual Wireless Network Support for all radios including tower sites	1/year
Annual Support for all switches (County Office, Sheriff Office, Libraries)	1/year
WatchGuard Firewall (Security Software & Suite Renewals)	1/year
Meru Controller	1/year

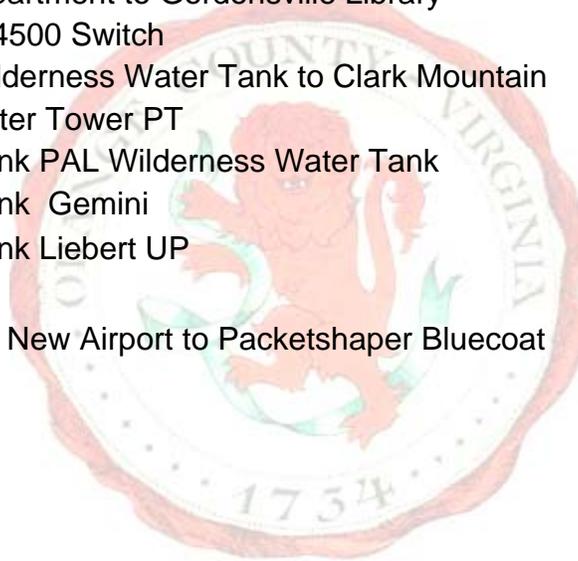
## II. Radio Location and Type

Wilderness Water Tank 4500 Switch  
 Sheriff's Water Tower to TEAC PT  
 Netenforcer Management PC TEAC to Gordon Building PTP600  
 QC Police Department SM Gordon Building to Courthouse PT PTP600  
 Courthouse to Gordon Building PT  
 Gordon Building to Sedwick PTP50 PTP600  
 Sedwick to Gordon Building PTP50  
 Gordon Building to Tourism Solec  
 Tourism to Gordon Building Solec  
 Gordon Building to Community Development Sole  
 Community Development to Gordon Building Solec  
 Sedwick Building to Belleview Solec  
 Belleview to Sedwick Building Solec  
 TEAC to Standpipe PTP600  
 Standpipe to TEAC PTP600  
 Standpipe 4500 Switch  
 Standpipe Canopy CMM  
 Standpipe PAL  
 Standpipe Canopy AP 1  
 Standpipe Canopy AP 2  
 Standpipe Canopy AP  
 Standpipe Canopy AP 4  
 OC Rescue Squad SM  
 OC Rescue Squad 4500  
 Gordon Building to TEAC PTP600  
 OC Police Department 4500  
 OC Fire Department  
 OC Fire Department 4500  
 OC Public Works  
 OC Public Works  
 OC Town Hall SM  
 OC Town Hall 4500  
 OC Historical Society



Sheriff's Water Tower  
4500 Switch  
Sheriff's Water Tower- N/A Multipoint  
Landfill Solec  
Sheriff's Water Tower- N/A to New Air Old Airport 4500 Switch  
Old Airport Building to New Airport  
New Airport Building to Old Airport  
Sheriff's Water Tower Wireless Orthogon to Gibson Spectra  
Sheriff's Water Tower Wireless Orthogon to Clark Mountain Spectra  
Gibson Mountain Wireless Orthogon to Sheriff's Water Tower Spectra  
Gibson Mountain 4500 Switch  
Gibson Mountain to - Barboursville Fire  
Gibson Mountain PAL  
Barboursville Fire to - Gibson Mountain  
Barboursville Fire 4500 Switch  
Gibson Mountain to Gordonsville Wireless Orthogon Water Tower Spectra  
Gibson Mountain to Wireless Orthogon Standpipe PTP600 Spectra  
Standpipe to Gibson Mountain Wireless - Orthogon  
Clark Mountain PTP600 Spectra  
Clark Mountain to Sheriff's Wireless Orthogon  
Water Tower Spectra  
Standpipe to Clark Wireless - Orthogon  
Gibson Mountain PTP600 Spectra  
Clark Mountain to Wireless - Orthogon  
Standpipe PTP600 Spectra  
Clark Mountain 4500 Switch  
Clark Mountain PAL  
TEAC 3Com 5500 Switch  
Clark Mountain PTP Gemini  
Clark Mountain PTP4 Gemini  
Clark Mountain to Locust Wireless Orthogon  
Clark Mountain P Gemini  
Gordonsville Water Tower to Gibson Mountain  
Gordonsville Water Tower 4500 Switch  
Gordonsville Water Tower IPAL  
Gordonsville Water Tower to Gordon Bar

Gordonsville Water Tower to Gordonsville Fire Department  
Gordonsville Fire Department to Gordonsville Water Tower  
Gordonsville Fire Department 4500 Switch  
Gordonsville Water Tower to Town of Gordonsville Hall to Gordonsville Water Tower  
Gordonsville Town Hall 4500 Switch  
Gordonsville Town Hall PAL  
Lake of the Woods Fire Department Fire  
OC Government Firewall TEAC Liebert UPS  
Standpipe Liebert UPS  
Sheriff's Water Tower Liebert UP  
Gibson Mountain Liebert UPS  
Clark Mountain Liebert UPS  
Gordonsville Library to Gordonsville Fire Department  
Gordonsville Fire Department to Gordonsville Library  
Gordonsville Library 4500 Switch  
Clark Mountain to Wilderness Water Tank to Clark Mountain  
TEAC to Sheriff's Water Tower PT  
Wilderness Water Tank PAL Wilderness Water Tank  
Wilderness Water Tank Gemini  
Wilderness Water Tank Liebert UP  
Wilderness Water  
Wilderness Library to New Airport to Packetshaper Bluecoat  
Core Cisco Router





#### **IV. Switch List/Location**

##### **Gordon Building**

Core 3Com 5500G  
3Com 4500G  
3Com 4500  
HP 2810G  
3Com 4210G  
3Com 4400

##### **Community Developm**

3Com 4400  
3Com 4400

##### **Tourism Department**

No Managed Switch

##### **Belleview Building**

3Com 2226

##### **Rescue Squad**

3Com 4500

##### **Fire Department**

3Com 4500

##### **Sheriff's Department**

3Com 4400  
3Com 4400  
3Com 4400  
3Com 4500

##### **Airport**

3Com 4500  
3Com 4500

##### **Courthouse**

3Com 4400  
3Com 4400  
3Com 4400

##### **Landfill**

No Managed Switch

##### **Animal Shelter**

No Managed Switch



**APPENDIX B: DIVISION OF RISK MANAGEMENT INSURANCE CHECKLIST**

Items marked “X” are required to be provided if award is made to your firm.

<b>Required</b>	<b>Coverage Required</b>	<b>Limits of Liability (Denotes minimums)</b>
X	<b>Worker’s Compensation</b> and Employers’ Liability; Admitted in Virginia Employers’ Liability All States Endorsement Voluntary Compensation Endorsement Best’s Guide Rating-A-VIII or better, or its equivalent	Statutory Limits of the Commonwealth of VA Yes \$100,000/\$500,000/\$100,000 Statutory
X	<b>Commercial General Liability</b> General Aggregate Products/Completed Operations Personal and Advertising Injury Fire Legal Liability Best’s Guide Rating-A-VIII or better, or its equivalent	\$1,000,000 Each Occurrence \$2,000,000 \$1,000,000 \$50,000 Per Occurrence
X	<b>Automobile Liability</b> Owned, Hired, Borrowed & Non-owned Motor Carrier Act End Best’s Guide Rating-A-VIII or better, or its equivalent	\$1,000,000 Combined Single Limit Bodily Injury and Property Damage Each Occurrence
	Prof. Errors and Omissions Best’s Guide Rating-A-VIII or better, or its equivalent	\$1,000,000 Limit Ea. Occurrence
	Garage Liability	\$1,000,000 CSL Ea. Occurrence
	Garage Keeper’s Legal Liability Best’s Guide Rating-A-VIII or better, or its equivalent	Maximum Value of One Vehicle Maximum Value of All Vehicles Contractor
X	Umbrella Liability Best’s Guide Rating-A-VIII or better, or its equivalent.	\$1,000,000
	Other Insurance:	
X	“Orange County Board of Supervisors 112 W. Main Street, P.O. Box 11 Orange, VA 22960” named as an additional insured on Auto and General Liability Policies. (This coverage is primary to all other coverage the County may possess and must be shown on the certificate.)	
X	30 day written cancellation notice required, 15 day cancellation notice required for non-payment to Orange, owner– Ref. Code of Virginia Section 38.2-231. <b>Also, the words “endeavor to” and “failure to mail such notice” clause shall be removed from the cancellation notice.</b>	
X	The Certificate must state Bid/RFP No. and Bid/RFP Title.	
X	Contractor shall submit Certificate of Insurance within five business days from notification of award.	

**We understand the Insurance Requirements of these specifications and will comply in full if awarded this contract.**

\_\_\_\_\_  
FIRM

\_\_\_\_\_  
SIGNATURE

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**APPENDIX C: VENDOR DATA SHEET**

The following information is required as part of your response to this solicitation. Failure to complete and provide this sheet may result in determining your proposal to be not acceptable.

1. Qualification: The vendor must have the capability and capacity to satisfy all the contractual requirements.
2. Bidder's Primary Contact:  
Name: \_\_\_\_\_ Phone: \_\_\_\_\_
3. Years in Business: Indicate the length of time you have been in business providing this type of goods and service: \_\_\_\_\_ Years
4. Have you or any representative within your organization ever been debarred from submitting bids/proposals on contracts by Orange County? \_\_\_\_\_
5. Have you or any representative within your organization ever been debarred from submitting bids/proposals on contracts by an agency, public entity/locality or authority of the Commonwealth of Virginia? \_\_\_\_\_
6. SCC # \_\_\_\_\_
7. Indicate three (3) current or recent accounts, either commercial or governmental, that your company is servicing, has serviced, or has provided similar services.

**A.** Company: \_\_\_\_\_  
Contact: \_\_\_\_\_  
Phone: ( ) \_\_\_\_\_  
Fax: ( ) \_\_\_\_\_  
Project: \_\_\_\_\_  
Dates of Service: \_\_\_\_\_  
\$Value: \_\_\_\_\_

**B.** Company: \_\_\_\_\_  
Contact: \_\_\_\_\_  
Phone: ( ) \_\_\_\_\_  
Fax: ( ) \_\_\_\_\_  
Project: \_\_\_\_\_  
Dates of Service: \_\_\_\_\_  
\$Value: \_\_\_\_\_

**C.** Company: \_\_\_\_\_  
Contact: \_\_\_\_\_  
Phone: ( ) \_\_\_\_\_  
Fax: ( ) \_\_\_\_\_  
Project: \_\_\_\_\_  
Dates of Service: \_\_\_\_\_  
\$Value: \_\_\_\_\_

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**APPENDIX D: OFFEROR STATEMENT**

Undersigned Bidder hereby certifies that he/she has carefully examined all conditions and specifications of this invitation for Bid and hereby submits this proposal pursuant to such instructions and instructions.

\_\_\_\_\_  
Type or Print Name & Title of Authorized Person

\_\_\_\_\_  
Signature of Authorized Person Submitting This Proposal

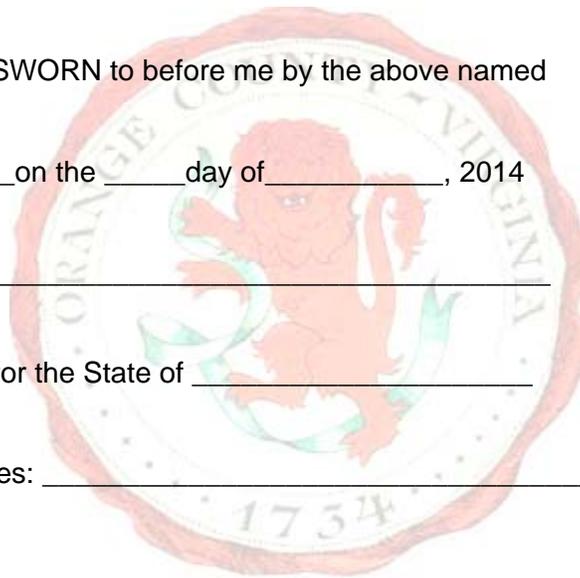
\_\_\_\_\_  
Date

SUBSCRIBED AND SWORN to before me by the above named

\_\_\_\_\_ on the \_\_\_\_\_ day of \_\_\_\_\_, 2014

\_\_\_\_\_  
Notary Public in and for the State of \_\_\_\_\_

My commission expires: \_\_\_\_\_



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**APPENDIX E: NON-COLLUSION STATEMENT**

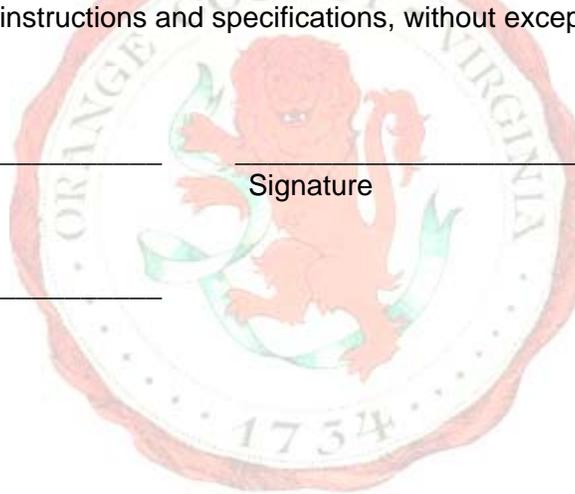
The party making the foregoing bid hereby certifies that such bid is genuine and not collusive or sham; that said bidders has not colluded, conspired, connived or agreed, directly or indirectly, with any bidder or person, to put in a sham bid or to refrain from bidding, and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference, with any person to fix the bid price or affiant or of any bidder, or to fix any overhead, profit or cost element of said bid price, or of that of any other bidder, or to secure any advantage against the Owner or any person interested in the proposed contract; and that all statements in said proposal or bid are true.

By signing this Bid the undersigned certifies that this person/firm/corporation is not currently barred from bidding on contracts by any agent of Orange County of the Commonwealth of Virginia. Bidder also certifies by signing this Bid that no conflict of interest exists between Contractor and the Owner that interferes with fair competition and no conflict of interest exists between Contractor and another person or organization that constitutes a conflict of interest with respect to the contract with the Owner. Undersigned bidder hereby certifies that he/she has carefully examined all conditions and specifications of this Invitation to Bid and hereby submits this bid pursuant to such instructions and specifications, without exception.

By \_\_\_\_\_

Signature

\_\_\_\_\_  
Title



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