ALBUQUERQUE PUBLIC SCHOOLS REQUEST FOR PROPOSAL

RFP #22-037 NLM

RFP TITLE: Music Therapy Services

For Special Education Department

NIGP: 94886, 95265

RFP Schedule

Action	Date & Time	
RFP Issued	11/29/2021	
READ ALL DOCUMENTS: Offerors must familiarize themselves with all documents contained herein; it is		
mandatory that all submitted offers be in compliance with all the provisions contained in the Request for Proposal.		
Offerors should promptly notify the Buyer of any ambiguity, inconsistency, error, or missing attachments which they		
may discover upon examination of the RFP.		
Deadline for Questions	12/09/2021 @ 5:00pm (local time)	
RFP Due Date and Time	12/20/2021 @ 3:00pm (local time)	
Proposals must be received by the due date and time. No late proposals will be accepted. The only acceptable		
evidence to establish the time of receipt is the date/time stamp from electronic bidding system (Vendor Registry)		
Evaluation of Proposals	TBD	
Contract Negotiations	TBD	

RFP Buyer Contact Information

Name	Nathaniel Molinar
Phone Number	505-878-6118
E-Mail	Nathaniel.Molinar@aps.edu
Any inquiries or requests regarding clarification of this RFP document shall be submitted to the buyer in writing.	
Offerors may contact ONLY the buyer regarding the terminology stated in the procurement documents. Any other	
communication will be considered unofficial and non-binding.	

RFP Submittal

Proposals must be submitted electronically via electronic bidding system (Vendor Registry) by required date and time as noted on RFP document.

https://vrapp.vendorregistry.com/Vendor/Register/Index/albuquerque-public-schools-nm-vendor-registration

Offerors understand and agree that technical support may not be readily available the day of and or the hours/minutes prior to a bid closing time (Due Date/Time). Offerors also understand and agree that internet access, browsers, and operating systems are not supported by the District and/or its agents. <u>Offerors are strongly encouraged to review</u>, create, and submit all electronic RFP responses several days in advance of the due date and time.

RFP Term

Albuquerque Public Schools reserves the right to enter into four (4) year contract with the awarded Offeror(s).

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OFFEROR'S GENERAL INSTRUCTIONS

- 1. **<u>READ ALL DOCUMENTS</u>**: Offerors must familiarize themselves with all documents contained herein; it is mandatory that all submitted offers be in compliance with all the provisions contained in the Request for Proposal. Offerors should promptly notify the Buyer of any ambiguity, inconsistency, error, or missing attachments which they may discover upon examination of the RFP.
- 2. **OFFICIAL CONTACT:** Offerors may contact **ONLY** the Buyer regarding the terminology stated in the procurement documents. Other APS employees do not have the authority to respond on behalf of APS.

Offerors **MAY NOT** contact other APS departments, employees or the evaluation committee. Any contact with an APS department, employee or evaluation committee member may result in rejection of any proposal.

Any other verbal communication will be deemed unofficial and non-binding. Communication directed to parties other than the Buyer will have no legal bearing on this RFP or the resulting contract(s). Any response made by APS will be provided in writing to all Offerors by addendum; no verbal responses shall be authoritative.

- 3. <u>WRITTEN QUESTIONS</u>: Potential Offerors may submit written questions to the Buyer as to the intent or clarity of this RFP. All written questions must be addressed and submitted to the Buyer **NO LATER** than the date and time specified in this RFP. All times are subject to the local time zone. The Buyer will respond in a timely manner subject to the complexity of the questions. Buyer will **ONLY** respond to the written questions submitted and receive on or prior to the deadline in this RFP.
- 4. **<u>SUBMISSION</u>**: The submission of a proposal constitutes a representation by the Offeror that the Offeror has made all appropriate examinations, investigations, and analysis and has made provision as to the cost thereof in submitted proposal. By responding to this RFP, Offerors acknowledge and agree to the terms and conditions set form in this RFP.
- 5. <u>ELECTRONIC RFP DOCUMENTS</u>: This RFP is being made available by electronic means. In the event of conflict between a version of the RFP in the Offeror's possession and the version maintained by APS, the Offeror acknowledges that the version maintained by APS on the APS procurement website shall govern.
- 6. **INCURRING COSTS:** Any cost incurred by the potential Offeror in preparation, transmittal, and/or presentation of any proposal or material submitted in response to this RFP shall be borne solely by the Offeror. If applicable, any cost incurred by the Offeror for set up and demonstration of the proposed equipment and/or system shall be borne solely by the Offeror.
- 7. <u>PROPOSAL OFFER FIRM</u>: Responses to this RFP, including proposal prices for services, will be considered firm for one hundred twenty (120) days after due date. If a best and final offer is requested, the offer is good for ninety (90) days after receipt of best and final offer.
- 8. **FORMS AND ATTACHMENTS:** It is the responsibility of every Offeror to ensure they have downloaded the latest version of each RFP, including any addendum(s) which may have been issued and posted on the APS Procurement Department Website.
- 9. <u>ADDENDUM(S)</u>: No Addendum will be issued later than FIVE (5) days prior to the date for receipt of proposals, except an Addendum withdrawing the RFP or one which extends the date for receipt of proposals.

Offerors should revisit the website (<u>http://www.aps.edu/procurement</u>), then select, "See Current Bids and RFPs") prior to the due date before submitting their proposal to Albuquerque Public Schools. All addendums must be acknowledged in the submitted proposal.

- 10. <u>CORRECTIONS</u>: Corrections shall be initialed in ink by the Offeror signing the proposal. Offerors will be allowed to withdraw their proposals at any time prior to the deadline for receipt of proposals. The Offeror must submit a written withdrawal request to withdraw their proposal. The approval or denial of withdrawal requests received after the deadline for receipt of the proposals is governed by the applicable procurement regulations.
- 11. **EXCEPTIONS:** Any exceptions to the scope of work and/or specifications shall be listed separately in the submitted proposal and unless otherwise stated, specifications and/or scope of work attached are the minimum requirements. Minor deviations to the specifications as listed, may be considered.

The Buyer, after review of the proposals may request clarifications on information submitted by any and all Offerors in a written format, with a specified deadline for response.

- 12. **<u>DISTRICT DISCRETION</u>**: The District hereafter referred to as APS reserves the right, pursuant NMSA 1978, §13-1-132, in its sole discretion to waive minor informalities in proposals submitted provided that such informalities have no effect on price, quality, quantity or any matter to be evaluated in making a selection and confer no material advantage on the Offeror whose nonconformity is waived. APS reserves the right to add to or delete from the Scope of Work set forth in this RFP.
- 13. **BRAND NAMES:** Pursuant to NMSA 1978, §13-1-168, where a brand-name or equal specification is used in a solicitation, the use of a brand name is for the purpose of describing the standard of quality, performance and characteristics desired and is not intended to limit or restrict competition pursuant to NMSA 1978 §13-1-168. If a vendor proposes an "equal" to scope of work/specifications, APS is the sole interpreter of the scope of work/specifications and sole judge as to whether the "equal" proposed complies with the scope of work/specifications
- 14. **OFFEROR QUALIFICATIONS:** The Evaluation Committee may make such investigations as necessary to determine the ability of the potential Offeror to adhere to the requirement specified within this RFP. The Evaluation Committee may reject the proposal of any potential Offeror who is deemed not to be a responsible Offeror or fails to submit a responsive offer as defined in NMSA 1978, §13-1-83 and §13-1-85.
- 15. <u>AWARD:</u> APS reserves the right to award all, part or none of the Scope of Work set forth in this RFP. This procurement in no manner obligates Albuquerque Public Schools until a valid signed contract and/or valid Purchase Order is executed.
- 16. <u>PREFERENCES</u>: RFPs may be awarded preference in compliance with NMSA 1978, §13-1-21 for New Mexico In-State Resident Business and Resident Veteran Business. Offerors shall include in their proposal a copy of the certificate issued by State of New Mexico Taxation & Revenue. If Proposal is Joint Venture, Offeror shall state in submitted offer the percentage of work that will be performed by Resident Business and/or Resident Veteran Business. PLEASE NOTE: An Offeror cannot be awarded both a resident preference and a resident veteran business preference. The New Mexico Preferences shall not apply when the expenditures for this RFP includes federal funds.
- 17. <u>**TIMELY SUBMISSIONS:**</u> All Offeror proposals must be received for review and evaluation no later than the time and date specified in this RFP.

Important Information: Albuquerque Public Schools Online Bidding System (Vendor Registry) utilizes the Internet and the World Wide Web which is comprised of systems that are completely out APS's control including but not limited to: the District, its agents, and registered suppliers' respective internet service providers. The District and its agents are not responsible for Internet outages, hardware failures, software failures, downtime, internet slowness, acts of God, power failures, and or user errors. All proposals must be submitted before the due date regardless of your organization's ability to submit proposals online. It is the suppliers' responsibility to ensure that RFP offers arrive before the due date and time.

Proposers understand and agree that technical support may not be readily available the day of and or the hours/minutes prior to a bid closing time (Due Date/Time). Proposers also understand and agree that internet access, browsers, and operating systems are not supported by the District and/or its agents. Suppliers are strongly encouraged to review, create, and submit all electronic bid responses several days in advance of the due date and time. If you have any questions contact the Buyer listed on the RFP documents for assistance.

18. **EXTEND SUBMISSION TIME:** APS may in its sole discretion extend the time for the submission of bids upon a finding that it is in the interest of APS to do so. Such extensions shall be by addendum(s), which may be issued before the submission due date.

- 19. <u>**RFP CANCELLATION OR REJECTION:</u>** In accordance with NMSA 1978, §13-1-131, this RFP may be canceled or proposals may be rejected in whole or in part when it is in the best interest of Albuquerque Public Schools.</u>
- 20. **<u>RFP OPENING</u>**: Submitted proposals shall not be publicly opened. The contents of the proposals shall not be disclosed during any negotiations that may occur. A public log will be kept of the names of all Offeror organizations that submitted proposals. Pursuant to NMSA 1978, §13-1-116, the contents of proposals shall not be disclosed to competing potential Offerors during the negotiation process. The negotiation process is deemed to be in effect until the contract is awarded pursuant to this Request for Proposals. Awarded in this context means the final required APS signature on the contract(s) resulting from the procurement has been obtained.
- <u>RESPONSIBLE AND RESPONSIVE OFFER</u>: APS may reject the proposal of any potential Offeror who is not a responsible Offeror or fails to submit a responsive offer as defined in NMSA 1978, §13-1-83 and §13-1-85.
- 22. <u>SOLE RESPONSE</u>: Any sole response that is received may be rejected by APS depending on available competition and timely needs of APS. APS reserves the right to award the contract to the responsible Offeror submitted responsive proposals most advantageous and in the best interest of APS.
- 23. **<u>NEGOTIATIONS</u>**: APS reserves the right to discontinue negotiations with any Offeror.
- 24. <u>MULTI-AWARD:</u> APS reserves the right to multi-award contracts as necessary for adequate delivery or service in accordance with NMSA 1978, §13-1-153.
- 25. <u>AFTER AWARD:</u> After final contract is negotiated, approved and awarded, all proposal documents pertaining to this procurement will be open to the public, except for the material, which is proprietary or confidential. The Procurement Department will not disclose or make public any pages of a proposal on which the Offeror has stamped or imprinted "**Proprietary**" or "**Confidential**" subject to the following requirements.

Proprietary or confidential data shall be readily separable from the proposal in order to facilitate eventual public inspection of the non-confidential portion of the proposal. Confidential data is normally restricted to confidential financial information concerning the Offeror's organization and data that qualifies as trade secret in accordance with the Uniform Trade Act, NMSA 1978, §57-3A-7. The price of products offered or the cost of services proposed shall not be designated as proprietary or confidential information.

- 26. <u>ASSIGNMENT:</u> It is mutually understood and agreed that the successful Offeror(s) shall not assign, transfer, convey, sublet or otherwise dispose of the purchase order, contract, or his/her right, title of interest therein, or power to execute such purchase order or contract to any other person, company or corporation without the previous written consent of APS.
- 27. <u>APS SCHOOL BOARD APPROVAL</u>: The award of this contract is not final until approved by the APS School Board (if applicable) and/or contract is signed by both parties.
- 28. <u>DEFINITIONS</u>: Definition of Terminology: This section contains definitions that are used throughout this procurement document, including appropriate abbreviations. "Agency" shall mean Albuquerque Public Schools (APS)

"Award of Contract" shall mean a formal written notice by APS that a firm(s) has/have been selected to enter into a contract for services.

"Contract" shall mean an agreement for the procurement of items of tangible personal property or services.

"Contractor" shall mean the successful Offeror.

"**Determination**" shall mean the written documentation of a decision of a procurement manager including findings of fact required to support a decision. A determination becomes part of the procurement file to which it pertains.

"Desirable" the terms "may", "can", "should", or "prefers" identify a desirable or discretionary item or factor.

"Evaluation Committee" shall mean a body constituted to evaluate proposals and make selection recommendation.

"**Finalist**" is defined as an Offeror who meets all the mandatory specifications of the RFP and whose score on evaluation factors is sufficiently high to qualify that Offeror for further consideration by the Evaluation Committee.

"Mandatory" the terms "must", "shall", "will", "is required", or "are required", identify a mandatory item or factor. Failure to meet a mandatory item or factor will result in the rejection of the Bidder's bid.

"Offer" – the term means "proposal", "solution", means all documents submitted to APS responding to RFP.

"Offeror", "Bidder", or "Proposer" is any person, corporation, or partnership who chooses to submit a proposal in response to this RFP.

"Owner" shall be Albuquerque Public Schools.

"**Purchase Order**" shall mean the document, which directs a Contractor to deliver items of tangible personal property or services pursuant to an existing contract.

"Request for Proposal" or "RFP" means all documents, including those attached or incorporated by reference, used for soliciting proposals.

"**Responsible Offeror**" shall mean an Offeror who submits a responsive bid and who has furnished, when required, information and data to prove that its financial resources, production or service facilities, personnel, service reputation and experience are adequate to make satisfactory delivery of the services or items of tangible property described in the RFP.

"**Responsive Offer**" or "**Responsive Proposal**" shall mean a bid, which conforms in all material respects to the requirements set forth in the RFP.

TERMS AND CONDITIONS

- 1. <u>**TERM:**</u> APS reserves the right to procure the services/goods as described in this RFP and enter into a contract as described on RFP front cover.
- 2. <u>**REQUEST(S) NOT DEFINED IN SCOPE OF WORK:**</u> Contractor shall be held responsible to **NOT** fill requests which are clearly beyond the defined scope of this contract. Should such requests occur, Contractor has the responsibility of calling such violations to the attention of the APS Procurement Officer.
- 3. <u>NO MINIMUM GUARANTEE</u>: Albuquerque Public Schools does not guarantee a minimum amount of purchases in conjunction with award of this request for proposals.
- PRICING ESCALATION (if applicable): Price escalation may be considered only at yearly observance of award (anniversary date) and only upon receipt of written request from Contractor stating reason(s) for escalation and the amount being requested. Justifying documentation MUST accompany price escalation request.
- 5. <u>TAXES</u>: APS holds a Class 9 Nontaxable Transaction Certificate and is exempt from payment of taxes on tangible personal property. A NTTC will be issued upon request.
- 6. <u>NON-APPROPRIATION</u>: APS' obligation to make payment under the terms of this RFP is contingent upon its appropriation of sufficient funds to make those payments. If APS does not appropriate funds for the continuation of this procurement, this procurement will terminate upon written notice of that effect to the Contractor. APS determination that sufficient funds have not been appropriated is firm, binding and not subject to review.
- 7. <u>PROCUREMENT CODE</u>: The Procurement Code, NMSA 1978, §13-1-28 through §13-1-199, imposes civil and misdemeanor criminal penalties for its violation. In addition, the New Mexico Criminal Statutes impose felony penalties for bribes, gratuities, and kickbacks.
- 8. <u>PROCUREMENT UNDER EXISTING CONTRACTS</u>: In accordance with NMSA 1978, §13-1-129, Offerors are hereby notified that other governmental entities within the State of New Mexico, or as otherwise allowed by their respective governing directives, may contract for services with the awarded Offeror. Contractual engagements accomplished under this provision shall be solely between the awarded Offeror and the contracting entity with no obligation by Albuquerque Public Schools
- 9. **<u>TERMINATION</u>**: Either party may terminate this contract as follows:
 - A. Termination by the Contractor
 - 1. The Contractor may terminate this contract **only** if Albuquerque Public School District fails to comply with any provisions of this contract and after receiving notice of the noncompliance APS fails to cure the noncompliance within ten (10) days, or
 - 2. By written mutual agreement between the Contractor and APS.
 - B. Termination by APS
 - 1. For Cause
 - a. The occurrence of either one of the following events will justify termination for cause:
 - i. Contractor's persistent failure to perform the work in accordance with the contract documents (including but not limited to, failure to supply sufficient skilled workers or suitable materials or equipment).
 - ii. Contractor's violation in any substantial way of any provisions of this contract.
 - b. If either one of the events identified above occur, APS may, after giving Contractor (and the surety, if any) ten (10) days written notice, terminate the service of Contractor, exclude Contractor from site, and take possession of the work. Contractor shall be paid for project costs incurred up to the date of termination but shall not be paid for loss of profits resulting from such termination.

- c. Where Contractor's services have been so terminated by APS, the termination will not affect any rights or remedies of APS against Contractor then existing or which may thereafter accrue. Any retention or payment of moneys due the Contractor by APS will not release the Contractor from liability.
- 2. For Convenience
 - a. Upon ten (10) days written notice to Contractor, APS may without cause and without prejudice to any other right or remedy of APS, elect to terminate the contract.
 - b. In such case, Contractor shall be paid (without duplication of any items):
 - i. For completed and acceptable work executed in accordance with the contract documents prior to the effective date of termination.
 - ii. For expenses sustained prior to the effective date of termination in performing services and furnishing labor, materials or equipment as required by the contract document in connection with uncompleted work.
 - c. Contractor shall not be paid on account of loss of anticipated profits or revenue or other economic loss arising out of or resulting from such termination.

FORCE MAJEURE: Provisions of services, students or facilities made impossible or creating unreasonable hardship by fact or school closure, extreme weather conditions, acts of God, wars/riots or destruction of facilities and the like shall not cause either APS or the Offeror to be in default.

- 10. **INDEMNIFICATION:** The Offeror shall be responsible for damage to persons or property that occurs as a result of Offeror's fault or negligence, or that of any of his/her employees, agents or subcontractors. Offeror shall save and hold harmless Albuquerque Public Schools against any and all losses, cost, damage, claims, expenses or liability in connection with the performance of the contract. Any equipment or facilities damaged by the Offeror's operation shall be repaired and/or restored to their original condition at the Offeror's expense.
- 11. **INSURANCE:** The successful Offeror shall purchase and maintain statutory limits of Worker's Compensation, Public Liability and Automobile Liability Insurance approved by APS at the time of contract award. Albuquerque Public Schools shall be included as a loss payee and/or additional insured. Public Liability and Automobile Liability insurance shall include at least the following coverage:

General Liability Insurance – per occurrence	\$1,000,000
General Aggregate - \$2,000,000	
Product/completed operations aggregate \$1,000,000	
Professional Liability Insurance (E&O)-per occurrence	\$2,000,000
Professional Aggregate - \$2,000,000	
Bodily injury, per occurrence	\$1,000,000
Medical and medically-related expenses	\$10,000
Vehicle bodily injury, each occurrence, excluding medical and medically	\$750,000
related expenses	
Property Damage, per occurrence	\$1,000,000
Worker's Compensation and Employers Liability	\$1,000,000

Contractor shall furnish Owner with certificates of insurance with the contract documents and prior to the commencement of work.

NOTE: Certificate holder shall be:

Board of Education Albuquerque Public Schools

Certificate of Insurance forwarded to:

Albuquerque Public Schools- Procurement Department P.O. Box 25704 Albuquerque, New Mexico 87125

- 12. <u>AUDIT:</u> APS reserves the right to audit the Contractor's records associated with this contract at any time during the contract period and for a period of up to three years following the expiration or termination of the agreement. Such audit may be conducted by APS personnel or a third party under contract with APS. APS shall give the Contractor reasonable notice prior to the conduct of any audit and upon receiving the notice from APS the Contractor agrees to fully cooperate with the auditors. If Contractor subcontracts any portion of its obligation to another party, Contractor shall guarantee APS' access to books and records of such party.
- 13. **GOVERNING LAW:** This RFP and any contract with an Offeror which may result from this procurement shall be governed by the laws of the State of New Mexico.
- 14. **INDEPENDENT CONTRACTOR:** The Contractor is an independent contractor performing services for APS. The Contractor shall not accrue leave, retirement, insurance, or any other benefits afforded to employees of APS as a result of this procurement.
- 15. <u>DEBARMENT OR SUSPENSION</u>: A business (Contractor, Subcontractor or Supplier) that has either been debarred or suspended pursuant to the requirements of NMSA 1978, §13-1-177 through §13-1-180, and §13-4-11 through §13-4-17 as amended, shall not be permitted to do business with APS and shall not be considered for award of the contract during the period for which it is debarred or suspended with APS.
- 16. <u>CONFLICT OF INTEREST</u>: By submitting a proposal, the Offeror certifies that no relationship exists between the Offeror and APS that interferes with fair competition or is a conflict of interest; and no relationship exists between such propose and another person or firm that constitutes a conflict of interest that is adverse to APS.
- 17. **NON-DISCLOSURE:** The Offeror shall not disclose any information relating to students, and employees of APS other than such information that may be authorized by the individual student or employee. Vendor agrees to indemnify and hold harmless APS from any damages, claims, liabilities, and costs including reasonable attorney fees in the event any unauthorized release of such information occurs.
- 18. **<u>DELIVERY</u>**: The goods shall be delivered free of the rightful claim of any third person, any security interest or other lien. Unless otherwise agreed all goods called for in this Bid shall be tendered in a single delivery and payment is due only upon such delivery (NET 30).
- 19. **FOB:** Unless stated otherwise, the price for goods is FOB: Destination (APS' designated address).
- 20. <u>DELAYS IN DELIVERY</u>: Time is of the essence and this purchase may be subject to termination for failure to deliver on time, unless delay was caused by APS. If delay in delivery is foreseen, Seller must notify the APS Requesting Department of late delivery, cause of late delivery and remedy for late delivery.
- 21. **<u>INSPECTION</u>**: Final inspection will be made at the destination upon completion of delivery of goods/services. Final inspection shall include any testing or inspection procedures required by the specifications.
- 22. <u>ACCEPTANCE</u>: Acceptance of delivery of goods/services shall not be considered acceptance of the goods/services furnished. Acceptance occurs when the Requesting Department, after a reasonable opportunity to inspect the goods/services, signifies to the seller that are goods/services are conforming and fails to make an effective rejection.
- 23. <u>BUYERS REVOCATION OF ACCEPTANCE</u>: Requesting Department can revoke acceptance of goods when it is discovered, in a reasonable time, that the Sellers nonconforming goods substantially impair the value of the goods.
- 24. <u>SELLERS RIGHT TO CURE A NONCONFORMING DELIVERY OF GOODS</u>: The Seller, upon notice of revocation of acceptance, shall correct without charge and deliver conforming goods in a reasonable

time

- 25. **<u>PAYMENT</u>**: Any invoice received and payment made shall be subject to APS' terms and conditions (NET 30) unless specifically waived by APS in a separate written document.
- 26. <u>ASSIGNMENTS:</u> The awarded contractor shall not assign nor delegate specific duties as part of this RFP not transfer any interest not assign any claims for money due or to become due under this RFP without the written consent of APS.
- 27. **<u>DISPUTE RESOLUTION</u>**: In the event the Parties do not agree to mediate the dispute or unable to resolve the dispute through mediation, then the dispute shall be resolved by binding arbitration. Such arbitration shall be governed by the New Mexico Uniform Arbitration Act, NMSA 44-7A-1, et seq. as amended.

PROTESTS

If any Offeror who is aggrieved in connection with a solicitation or award of an Agreement may protest to the Purchasing Office in accordance with the requirements of the Contracting Procurement Regulations and the State Procurement Code. The protest should be made in writing within twenty-four (24) hours after the facts or occurrences giving rise thereto, but **NO LATER THAN** fifteen (15) calendar days after the facts or occurrences giving rise thereto (NMSA1978, §13-1-172). The protest must be in writing and delivered to the Executive Director - Procurement Department, Albuquerque, New Mexico

- 1. In the event of a timely protest under this section, the Purchasing Agent and the Contracting Agency shall not proceed further with the procurement unless the Purchasing Agent makes a determination that the award of Agreement is necessary to protect substantial interests of the Contracting Agency (NMSA 1978, §13-1-173).
- 2. The Purchasing Agent or his/her Designee shall have the authority to take any action reasonably necessary to resolve a protest of an aggrieved Offeror concerning a procurement. This authority shall be exercised in accordance with adopted regulations, but shall not include the authority to award money damages or attorneys' fees (NMSA 1978, §13-1-174).
- 3. The Purchasing Agent or his/her Designee shall promptly issue a determination relating to the protest. The determination shall:
 - A. State the reasons for the action taken; and
 - B. Inform the protestant of the right to judicial review of the determination pursuant to NMSA 1978, §13-1-183.
- 5. A copy of the determination issued under NMSA 1978, §13-1-175 shall immediately be mailed to the protestant and other Offerors involved in the procurement in compliance with NMSA 1978, §13-1-176.

SCOPE OF WORK

OVERVIEW

Albuquerque Public Schools is the largest school district in New Mexico and one of the nation's largest school districts, covering more than 1,230 square mile geographical area. Currently, APS has 13 high schools, 4 K-8 schools, 12 schools of choice, 27 middle schools, 88 elementary schools plus 30 APS authorized Charter schools. APS has approximately 75,000 students and 11,000 employees. An elected Board of Education composed of seven members serving staggered terms of four years each governs APS. The Superintendent is Scott Elder.

RFP SCHEDULE

The RFP Buyer will make every effort to adhere to the RFP Schedule as noted on front cover of this RFP. The schedule is subject to change by addendum. The evaluation committee **MAY** interview the Offeror(s) of the top rated proposals; however, contracts may be awarded without such interviews and based solely on written offers. Finalists will be contacted to schedule interviews if required. If an interview is requested, evaluation scores will be re-scored to reflect written response and interview response.

PURPOSE OF THIS REQUEST FOR PROPOSAL

The purpose of the Request for Proposal (RFP) is to solicit sealed proposals to establish a contract through competitive negotiations for the procurement of music therapy services for Special Education Department.

SCOPE OF SERVICES

The Special Education Department coordinators are responsible for the coordination of Music Therapy Services. The department is tasked with facilitating essential and meaningful communication between parents and school personnel at various locations throughout the district.

The selected vendor(s) will provide Music Therapy Services for the Albuquerque Public Schools District on an "as-needed" basis throughout the year.

NO MINIMUM GUARANTEE: Albuquerque Public Schools does not guarantee a minimum amount of purchases in conjunction with award of this request for proposals.

Regular working hours for APS are 8:00 a.m. to 4:30 p.m., Monday through Friday. Work shall be coordinated with APS Special Education representative and the site administrator for minimum interference with any facility schedule. Overtime, weekend and emergency work are not anticipated.

The work to be performed under this contract is subject to strict APS internal controls. After approval of Special Education Department a service schedule will be scheduled. In emergency situations, a verbal work request may be made by the Director of Special Education Department, or designee Note: Contractor shall not accept work requested directly from the schools. Contractor shall proceed with work only after receiving proper authorization from authorized contact(s).

Scope/Purpose of Work

This RFP is intended to solicit responses from qualified Music Therapy firm(s) that are interested in providing the services listed below.

- Design and implement music therapy services or evaluations, including teacher consultation services and home programs, appropriate to meet the need of the individual students as determined by the Individualized Education Programs (IEP) Committee for each student for whom service is provided according to the state and federal regulations and within professional ethics.
- Comply with current documentation standards and APS Special Education Services policies and procedures.

• Provide progress reports on the treatment of student(s), Medicaid documentation, or other evaluation reports as may be appropriate or required for each student.

Continuous Offeror Submission:

After the initial due date, this solicitation is an open-ended RFP. Vendors may submit a response to this solicitation any anytime the solicitation is open. This solicitation will remain open for submission of responses for scarce languages for a period of up to four (4) years from the issuance date. The District shall have the right to close/end this solicitation for submission at any time prior to the four (4) year period. If it is in the best interest of the District.

For the life of this Procurement, APS reserves the right to award contracts, to individuals or firms who can provide individuals, who provide music therapy services and who meet all the criteria of. The contractor must meet and agree to the terms & conditions and compensation listed. Individuals or firms must submit, to Procurement, all the requirements/documents that are listed in submittal requirements.

APS Procedures Regarding Students:

APS will at all times determine the students eligible for special education services and assign case load accordingly. The District reserves the right to assign any service provider to any school or other location based upon the needs of the students. Offeror will not enter into APS administrative decisions. APS shall only pay for services rendered unless specifically agreed otherwise. Offeror will be expected to serve the entire District with no mileage provisions.

Any confidential information provided to or developed by an offeror in the performance of his/her assigned duties shall be kept confidential and shall not be made available to any individual or organization or used by the offeror without the written consent of APS.

Illness or personal emergency of either student or offeror shall be brought to the immediate attention of the Director of Special Education or designee.

Fingerprints and Background Checks

Per Section 1 Section 22-10-3.3 NMSA 1978 (being Laws 1997, Chapter 238, Section 1) New Mexico Statutes and State Board of Education Rules require that all applicants who have been offered employment, contractors, and contractor's employees with unsupervised access to students be fingerprinted in order to establish positive identification for a state and federal criminal background check. Albuquerque Public Schools will also require said applicants or prospective contractors to pay for the cost of obtaining the fingerprints and background check. Employment or contract may be denied under the Criminal Offender Employment Act if the background check reveals a history of convictions of felonies or misdemeanors, or other information (supported by independent evidence) that could establish unfitness for working in proximity to children and youth. Records and any related information shall be privileged and shall not be disclosed to a person not directly involved in the employment decision regarding the applicant or contractor.

If your bid proposal is accepted and a contract is awarded, contractor(s) must complete the fingerprinting process prior to serving APS students. Ongoing contractor(s) and/or contractor's staff/employees who will have unsupervised access working in proximity to students will be required to complete the finger printing process every two (2) years.

Fingerprints are taken on a walk-in basis at APS Central Office, 6400 Uptown Blvd. NE, Suite 105E, Albuquerque, NM 87110. Fingerprinting hours are 8:00 AM - 3:30 PM, weekdays. Candidates must bring picture identification, a Visa or MasterCard Debit/Credit card, or a cashier's check or money order in the amount due payable to Board of Education. Cash and personal checks are not acceptable.

The APS Personnel Department will forward the cards and funds to the State and the Federal Bureau of Investigation. Receipt of a report requiring further investigation may result in suspension or cancellation of the contract.

Contractor Responsibilities:

The Contractor or contractor's therapists will fulfill the following requirements and perform the following services in a satisfactory and proper manner.

The Contractor shall:

- 1 Provide a copy of degree and certification in Music Therapy.
- 2 Provide a copy of business license issued by the City of Albuquerque, proof of general liability and automobile insurance for contractor(s) or contractor's therapists, completed new vendor number information form (if provider is a new vendor for the District), and current fingerprinting and background check results.
- 3 Provide a list, to be signed by both the Contractor and the District, of approved therapists who will be working in the District.
- 4 Participate in a pre-service orientation meeting held by the District for contracting therapists to address procedures related to licensure documentation, fingerprinting and background checks, district-required timesheets, service documentation, and other District requirements.
- 5 Complete weekly timesheets using District form with approved signatures of site administrator (timesheets must be included with monthly invoice to District).
- 6 Bill for direct service hours not to exceed 6.5 hours per day. Direct service may include evaluations, therapy, parent consultation, consultation with school staff, and participation in District-scheduled parent conferences, participation in IEP meetings, report writing, service documentation logs, and preparation of IEP documents.
- 7 Obtain prior approval from the District for a therapist to bill for hours beyond those specified above.
- 8 Not be allowed to make up service time for Contractor absences.
- 9 Not be compensated for any of the following: volunteer activities with APS activities, workshop or conference attendance.
- 10 Not accept students for internship/practicum experience or accept supervisory duties associated with APS activities
- 11 Conduct music therapy evaluations and provide therapy services for eligible assigned students according to state and federal regulations.
- 12 Assure that all music therapy services are provided in accordance with standards of professional ethics.
- 13 Contractor to provide equipment to meet the requirements of the needed therapy.

- 14 Provide performance data, assist with goal writing and participate in Individualized Education Program (IEP) committee meetings for eligible students, in accordance with state and federal regulations.
- 15 Design and implement therapy services to assign caseload at assigned sites including teacher consultation services, appropriate to meet the needs of the individual students as determined by the IEP Committee.
- 16 Provide caseload information for progress reports within specified timeframes as required by APS.
- 17 Bill APS only for services rendered, fully comply with all other state and federal requirements associated with provision of the services contemplated herein and not bill any other party (e.g. Medicaid, 3rd party insurance, or parents). Violation of this provision will result in termination of the contract.
- 18 Contractor shall, for the duration of the contract, maintain professional general liability and automobile liability insurance with limits of liability of no less that the limits of liability for governmental entities as provided by the New Mexico Tort Claims Act. Contractor shall provide APS with proof of such insurance as a condition precedent to the execution of this contract. Contractor also agrees to notify APS immediately if such insurance is out of force for any reason at any time during the life of the contract. Also, workers compensation insurance where required by law.
- 19 Agree to defend, indemnify, and hold harmless APS and its officials, agents, and employees from and against any and all claims, actions, suits or proceedings of any kind brought against said parties as a result of any services performed by the Contractor under this Agreement.

OTHER OFFEROR REQUIREMENTS:

To be eligible to become a vendor/contractor the following criteria apply.

- 1. A prior APS employee must have been separated from APS for a minimum of one calendar year.
- 2. A current business license is required.
- 3. Proof of registration with State of New Mexico Taxation and Revenue is required.
- 4. An updated W-9 is required

APS RESPONSIBILITIES:

- **APS RESPONSIBILITIES**: APS will fulfill the following requirements and perform the following services in a satisfactory and proper manner. APS shall:
 - 1 Generate list of approved therapists assigned to the District and the maximum number of hours each is allowed to bill weekly. This list is to be reviewed and signed by the Contractor or agency and the District.
 - 2 Provide a pre-service orientation meeting for contracting therapists to address procedures related to licensure documentation, fingerprinting and background checks, district-required timesheets, service documentation, Medicaid billing, and other District requirements.
 - 3 Provide a district-approved timesheet to be used by all contracted therapists
 - 4 Provide a list of students who have been referred for evaluation or identified by the IEP committee to receive therapy services to each service provider.
 - 5 Provide, for each student referred, referral information; case histories, including educational, family and medical information, hearing and vision screening: completed educational diagnostic and ancillary evaluation reports; IEP; and other relevant data necessary to design and implement therapy services.

EVALUATION CRITERIA

EVALUATION CRITERIA

Proposals must address each of the following criteria. Each proposal may be awarded points up to the numeric value listed. Points will be awarded in compliance with NMSA 1978, §13-1-21, for New Mexico In-State Resident Business and Resident Veteran Business. If proposal is a Joint Venture, Offeror shall state in submitted proposal the percentage of work that will be performed by Resident Business and/or Resident Veteran Business. Obtain more information:

http://tax.newmexico.gov/Businesses/in-state-veteran-preference-certification.aspx and

https://www.generalservices.state.nm.us/statepurchasing/vendorpreferencelist.aspx

Please Note: An Offeror cannot be awarded both a resident preference and a resident veteran business preference. Offerors shall include in their proposal a copy of certificate issued by State of New Mexico Taxation & Revenue. The Preference does not apply if APS is utilizing federal funds.

The Offeror should contact Buyer for clarification of evaluation criteria or terminology

	Possible Points	Points This RFP
Qualifications	20	
Submit company profile; Submit detailed information describing your company's		
qualifications providing services as requested in the Scope of Work. Provide information		
about the company that demonstrates the ability and capacity of the company expressed		
in terms of its Human Resources (number, quality, skills and experience) physical and		
material resources, financial resources and information resources (pool of knowledge)		
Demonstrate your company's competence as it relates to the competencies required to		
perform the requested services.		
Experience	15	
Submit a minimum of three (3) past and/or current customers that your company has		
provided similar services as the requested in the Scope of Work. Include number of		
years providing service, description of the service, contact person name, telephone		
number and email address.	20	
Assigned Personnel to APS	20	
Submit information of your company's staff that will handle or manage all aspects of the		
awarded contract with APS. Include roles, responsibilities, staff resumes and organizational chart.		
6	25	
Approach/Methodology Describe in detail the approach or methodology in which your company will provide	23	
services as requested in the Scope of Work. Include detailed services that will be		
provided, timelines, milestones, deliverables, etc. as applicable.		
Pricing	20	
Submit detailed information stating your company's pricing to provide services as	20	
requested in the Scope of Work.		
Total Possible Points	100	
Interview (if needed)	50	
New Mexico Resident Business Preference:	5	
Five percent of the total possible points to a resident business.		
Offeror shall include a copy of their In-State Certificate issued by State of New Mexico		
Taxation & Revenue Department.		
Veteran New Mexico Resident Business Preference:	10	
Ten percent of the total possible points to a resident veteran business.		
• 10 points for Resident Veteran Business/Contractor with annual revenues of \$3		
million or less as verified by State of NM Tax & Revenue.		
Total Possible Awarded Points	100-160	

SUBMITTAL REQUIREMENTS

ATTENTION:

Proposals must be submitted electronically via Vendor Registry by required date and time as noted on Bid/RFP documents.



https://vrapp.vendorregistry.com/Vendor/Register/Index/albuquerque-public-schools-nm-vendor-registration

Important Information: Albuquerque Public Schools Online Bidding System (Vendor Registry) utilizes the Internet and the World Wide Web which is comprised of systems that are completely out APS's control including but not limited to: the District, its agents, and registered suppliers' respective internet service providers. The District and its agents are not responsible for Internet outages, hardware failures, software failures, downtime, internet slowness, acts of God, power failures, and or user errors. All bids/proposals must be submitted before the due date regardless of your organization's ability to submit proposals online. It is the suppliers' responsibility to ensure that Bid/RFP offers arrive before the due date and time.

Proposers understand and agree that technical support may not be readily available the day of and or the hours/minutes prior to a bid closing time (Due Date/Time). Proposers also understand and agree that internet access, browsers, and operating systems are not supported by the District and/or its agents. <u>Suppliers are</u> strongly encouraged to review, create, and submit all electronic responses several days in advance of the <u>due date and time</u>. Please Note: <u>There is no fee to submit a RFP response, contact Vendor Registry</u> <u>Customer Service for assistance if you see a fee is required</u>.

PROPOSAL – DETAILED REQUIREMENTS

The Offeror is particularly encouraged to address all evaluation criteria that will be evaluated as described herein. If a factor of evaluation is not adequately responded to by the Offeror, the Offeror may be determined to be non-responsive.

Proposal Format

Proposals shall not exceed 60 pages total for all of the sections listed below. Each sheet face that is printed with text or graphics counts as one page. Front Cover, Section Dividers, Letter of Transmittal and Required Forms do not count towards page count. Please upload one file that contains all documentation in Vendor Registry.

Letter of Transmittal Qualifications Experience Assigned Personnel to APS Approach/Methodology Price Proposal Required Forms

FORMS & ATTACHMENTS

LETTER OF TRANSMITTAL FORM SUBMIT WITH YOUR PROPOSAL

Items one (1) to four (4) each **MUST** have a response, failure to respond to all four items **WILL** result in the <u>disqualification</u> of your proposal.

1. Identity (Name) and Mailing Address of the submitting organization:

2. For the Person authorized by the organization to <u>contractually obligate</u> the organization:

Name	
Title	
E-Mail Address	
Telephone	

3. For the person <u>authorized to negotiate</u> the contract on behalf of the organization:

Name	
Title	
E-Mail Address	
Telephone	

4. For the person to be contacted for <u>clarifications</u>:

Name	
Title	
E-Mail Address	
Telephone	

- On behalf of the submitting organization named in item one (1) above, I accept the Terms and Conditions governing the Procurement.
- I agree that submission of our proposal constitutes acceptance of the Evaluation Factors contained in this RFP.
- I acknowledge receipt of any and all amendments of this RFP.



Authorized Signature and Date (Must be signed by the person identified in Item #2, above.)

SUBMIT WITH YOUR PROPOSAL

COSTS

Price Consideration.

\$____Per Hour

Mileage will not be paid To follow APS Schedule for school delay days, hours lost due to delay are not billable

Signature:	Date
Name of Person Signing (typed or printed):	
Title:	
Email:	

COMPLIANCE

(REQUIRED LEGAL FORMS) All of the following forms must be signed and submitted with your proposal or your proposal may be rejected.

CAMPAIGN CONTRIBUTION DISCLOSURE FORM

Pursuant to NMSA 1978, § 13-1-191.1 (2006), any person seeking to enter into a contract with any state agency or local public body **for professional services**, a design and build project delivery system, or the design and **installation of measures the primary purpose of which is to conserve natural resources** must file this form with that state agency or local public body. This form must be filed even if the contract qualifies as a small purchase or a sole source contract. The Prospective Contractor must disclose whether they, a family member or a representative of the Prospective Contractor has made a campaign contribution to an applicable public official of the state or a local public body during the two years prior to the date on which the Contractor submits a proposal or, in the case of a sole source or small purchase contract, the two years prior to the date the contractor signs the contract, if the aggregate total of contributions given by the Prospective Contractor, a family member or a representative of the Prospective Contractor to the public official exceeds two hundred and fifty dollars (\$250) over the two year period.

Furthermore, the state agency or local public body shall void an executed contract or cancel a solicitation or proposed award for a proposed contract if: 1) a Prospective Contractor, a family member of the prospective Contractor, or a representative of the Prospective Contractor gives a campaign contribution or other thing of value to an applicable public official or the applicable public official's employees during the pendency of the procurement process or 2) a Prospective Contractor fails to submit a fully completed disclosure statement pursuant to the law.

THIS FORM MUST BE FILED BY ANY PROSPECTIVE CONTRACTOR WHETHER OR NOT THEY, THEIR FAMILY MEMBER, OR THEIR REPRESENTATIVE HAS MADE ANY CONTRIBUTIONS SUBJECT TO DISCLOSURE.

The following definitions apply:

"Applicable public official" means a person elected to an office or a person appointed to complete a term of an elected office, who has the authority to award or influence the award of the contract for which the Prospective Contractor is submitting a competitive sealed proposal or who has the authority to negotiate a sole source or small purchase contract that may be awarded without submission of a sealed competitive proposal.

"Campaign Contribution" means a gift, subscription, loan, advance or deposit of money or other thing of value, including the estimated value of an in-kind contribution, that is made to or received by an applicable public official or any person authorized to raise, collect or expend contributions on that official's behalf for the purpose of electing the official to federal, statewide or local office. "Campaign Contribution" includes the payment of a debt incurred in an election campaign, but does not include the value of services provided without compensation or unreimbursed travel or other personal expenses of individuals who volunteer a portion or all of their time on behalf of a candidate or political committee, nor does it include the administrative or solicitation expenses of a political committee that are paid by an organization that sponsors the committee.

"Family member" means spouse, father, mother, child, father-in-law, mother-in-law, daughter-in-law or son-in-law.

"**Pendency of the procurement process**" means the time period commencing with the public notice of the request for proposals and ending with the award of the contract or the cancellation of the request for proposals.

"**Person**" means any corporation, partnership, individual, joint venture, association or any other private legal entity.

"**Prospective Contractor**" means a person who is subject to the competitive sealed proposal process set forth in the Procurement Code or is not required to submit a competitive sealed proposal because that person qualifies for a sole source or a small purchase contract.

"**Representative of a Prospective Contractor**" means an officer or director of a corporation, a member or manager of a limited liability corporation, a partner of a partnership or a trustee of a trust of the Prospective Contractor.

DISCLOSUR	E OF CONTRIBUTIONS:	
Contribution	Made By:	
Relation to Pr	rospective Contractor:	-
Name of App	licable Public Official:	-
Date Contribu	ution(s) Made:	_
Amount(s) of	Contribution(s)	_
Nature of Cor	ntribution(s)	
	ontribution(s)	
	Signature	Date
SIGN	Title (position)	
WHERE PPLICABLE	– OR –	
	NO CONTRIBUTIONS IN THE AGGREGATE TOT DOLLARS (\$250) WERE MADE to an applicable publ representative.	
	Signature	Date

Title (position)

Offeror Business Name

CONFLICT OF INTEREST, NON-COLLUSION AND DEBARMENT/SUSPENSION CERTIFICATION FORM CONFLICT OF INTEREST

As utilized herein, the term "Vendor" shall mean that entity submitting a proposal to Albuquerque Public Schools in response to the above referenced bids/request for proposals.

The authorized Person, Firm and/or Corporation states that to the best of his/her belief and knowledge:

No employee or board member of Albuquerque Public Schools (or close relative), with the exception of the person(s) identified below, has a direct or indirect financial interest in the Vendor or in the proposed transaction. Vendor neither employs, nor is negotiating to employ, any Albuquerque Public Schools employee, board member or close relative, with the exception of the person(s) identified below. Vendor did not participate, directly or indirectly, in the preparation of specifications upon which the quote or offer is made. If the Vendor is a New Mexico State Legislator or if a New Mexico State Legislator holds a controlling interest in Vendor, please identify the legislator: _______ List below the name(s) of any Albuquerque Public Schools employee, board member or close relative who now or within the preceding 12 months (1) works for the Vendor; (2) has an ownership interest in the Vendor (other than as an owner of less than 1% of Vendor's stock, if Vendor is a publicly traded corporation); (3) is a partner, officer, director, trustee or consultant to the Vendor; (4) has received grant, travel, honoraria or other similar support from Vendor; or (5) has a right to receive royalties from the vendor.

CERTIFICATION OF NON-COLLUSION STATEMENT

Vendor certifies under penalty of perjury that its response to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity. Does vendor agree? YES Initials of Authorized Representative of vendor_____

DEBARMENT/SUSPENSION STATUS

The Vendor certifies that it is not suspended, debarred or ineligible from entering into contracts with the Federal Government, or any State agency or local public body, or in receipt of a notice or proposed debarment from any Federal or State agency or local public body. The vendor agrees to provide immediate notice to Albuquerque Public School's Purchasing Department in the event of being suspended, debarred or declared ineligible by any department or agency of the Federal government, or any agency of local public body of the State of New Mexico, or upon receipt of a notice of proposed debarment that is received after the submission of the quote or offer but prior to the award of the purchase order or contract.

CERTIFICATION

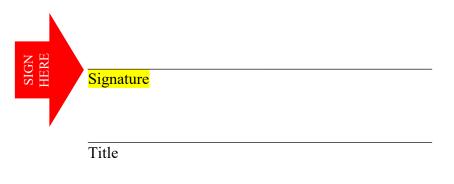
The undersigned hereby certifies that he/she has read the above <u>CONFLICT OF INTEREST</u>, <u>NON-COLLUSION</u> and <u>DEBARMENT/SUSPENSION</u> Status requirements and that he/she understands and will comply with these requirements. The undersigned further certifies that they have the authority to certify compliance for the vendor named <u>and that the information contained in this document is true and accurate</u> to the best of their knowledge.

SIGN HERE

ALBUQUERQUE PUBLIC SCHOOLS TERMS AND CONDITIONS STATEMENT OF CONFIDENTIALITY

The undersigned employee of/subcontractor to ________, hereinafter referred to as "Offeror" and/or "Contractor", agrees, during the RFP process, and during the term of the Contract between Contractor and the Albuquerque Public Schools (APS) and forever thereafter, to keep confidential all information and material provided by APS or otherwise acquired by the Employee/Subcontractor, excepting only such information as is already known to the public, and including any such information and material relating to Attachments of this RFP, and relating to any client, vendor, or other party transacting business with APS, and not to release, use or disclose the same except with the prior written permission of APS. This obligation shall survive the termination or cancellation of the Contract between Contractor and APS or of the undersigned's employment or affiliation with Contractor, even if occasioned by Contractor's breach or wrongful termination.

The undersigned recognizes that the disclosure of information may give rise to irreparable injury to APS, a client or customer of APS, or to the owner of such information, inadequately compensable in damages and that, accordingly, APS or such other party may seek and obtain injunctive relief against the breach or threatened breach of the within undertakings, in addition to any other legal remedies which may be available. The undersigned acknowledges that he or she may be personally subject to civil and/or criminal proceedings for such breach or threatened breach.



Offeror Business Name

Date

PROPOSAL SUBMITTAL REQUIREMENTS AND CHECKLIST

Please submit your completed proposal, including the following items. Note that the requested information is mandatory and **failure to submit these items with your response may deem it non-responsive and may be disqualified.**

- □ Letter of Transmittal, **SIGNED**
- Evaluation Criteria Documentation
- □ Price Proposal
- Completed Conflict of Interest and Debarment/Suspension Form, **SIGNED**
- □ Campaign Contributions Disclosure Form, SIGNED
- □ Statement of Confidentiality, **SIGNED**
- □ Resident Contractor (or Veteran Resident Contractor) Preference Certificate issued to the Offeror by State of New Mexico Taxation and Revenue if applicable

Obtain more information:

http://tax.newmexico.gov/Businesses/in-state-veteran-preference-certification.aspx and https://www.generalservices.state.nm.us/statepurchasing/vendorpreferencelist.aspx

□ Addendums (if applicable) – **before** submitting your proposal, please check for addendums here: <u>http://www.aps.edu/procurement/current-bids-and-rfps</u>

* If items are not completed as required, your proposal may be deemed non-responsive.