

ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VIRGINIA 22201

NOTICE OF CONTRACT AWARD

TROY PRODUCTS	DATE ISSUED:	<u>09/16/2019</u>
1024 S. VAIL AVENUE	CURRENT REFERENCE NO:	<u>19-307-R</u>
MONTEBELLOW, CALIFORNIA 90640	CONTRACT TITLE:	<u>EMERGENCY EQUIPMENT</u>

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**THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

The contract documents consist of the terms and conditions of AGREEMENT No. 19-307-R including any attachments or amendments thereto.

**EFFECTIVE DATE:** IMMEDIATELY

**EXPIRES:** 03/31/2021

**RENEWALS:** THREE (3) ONE (1) YEAR RENEWAL OPTIONS 04/01/2021 TO 03/31/2023

**COMMODITY CODE(S):** 07177

**LIVING WAGE:** N

**ATTACHMENTS:**

AGREEMENT No. 19-307-R

EXHIBIT A – FAIRFAX COUNTY CONTRACT #4400009109

**EMPLOYEES NOT TO BENEFIT:**

**NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.**

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VENDOR CONTACT: MILTON SANCHEZ

VENDOR TEL. NO.:

(323) 767-0773

EMAIL ADDRESS: MSANCHEZ@TROYPRODUCTS.COM

COUNTY CONTACT: LAILA RANGEEN (DES-EB)

COUNTY TEL. NO.:

(703) 228-6591

COUNTY CONTACT EMAIL: LRANGEEN@ARLINGTONVA.US

**ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
SUITE 500, 2100 CLARENDON BOULEVARD  
ARLINGTON, VA 22201**

**RIDER AGREEMENT NO. 19-307-R**

THIS AGREEMENT (hereinafter "Agreement") is made, on the date of its execution by the County, between Troy Products, a division of Troy Metal Sheet Works, Inc. ("Contractor"), a California foreign corporation with a place of business at 1024 S. Vail Avenue, Montebello, California 90640 authorized to transact business in the Commonwealth of Virginia, and the County Board of Arlington County, Virginia ("County"). The County and the Contractor, for the consideration and quantity(ies) specified herein or specified in a County Purchase Order referencing this Agreement, agree as follows:

The Contract Documents consist of this Agreement, Exhibit A, Fairfax County Contract No. 4400009109 with any exhibits and amendments issued or applicable thereto (collectively, "Contract Documents" or "Contract"). This Agreement rides a contract awarded to the Contractor by Fairfax County and extended by the Contractor to the County on the same terms and conditions as the Contractor's agreement with Fairfax County and substituting the phrases "County Board of Arlington County" or "Arlington County", as appropriate, for the phrase Fairfax County wherever those phrases appear in the Contract Documents. Where the terms of this Agreement vary from the terms and conditions of the other Contract Documents, the terms and conditions of this Agreement shall prevail.

The Contract Documents set forth the entire agreement between the County and the Contractor. The County and the Contractor agree that no representative or agent of either of them has made any representation or promise with respect to the parties' agreement which is not contained in the Contract Documents.

**1. CONTRACT TERM**

The Contractor's provision of goods for the County ("Work") shall commence on the date of execution of this Agreement by the County and shall be completed no later than March 31, 2021 ("Initial Contract Term"), subject to any modifications as provided for in the Contract Documents.

Upon satisfactory performance by the Contractor, if Fairfax County renews their agreement identified in Exhibit A, the County may elect to renew this Agreement under the same contract unit prices for not more than three additional twelve (12) month periods from April 1, 2021 until March 31, 2024 ("Subsequent Contract Term"). However, if Fairfax County does NOT renew their agreement identified in Exhibit A, this Agreement shall automatically expire on the date of Fairfax County's contract expiration date.

**2. CONTRACT PRICING**

The County will pay the Contractor in accordance with the terms of the Payment paragraph below, at the unit prices set forth in Exhibit A for Work provided by the Contractor, as described and required in the Contract Documents, and accepted by the County.

**3. PAYMENT**

Payment will be made by the County to the Contractor within forty-five (45) days after receipt by the County Project Officer of an invoice detailing the Work provided by the Contractor and accepted by the County. The Project Officer will either approve the invoice or require corrections. The number of the

County Purchase Order pursuant to which authority goods or services have been performed or delivered shall appear on all invoices.

**4. SCOPE OF WORK**

The Contractor agrees to perform the goods and/or services described in the Contract Documents (hereinafter "the Work"). The primary purpose of the Work is to provide emergency vehicle up-fit equipment.

The Contract Documents set forth the minimum Work estimated by the County and the Contractor to be necessary to complete the Work. It shall be the Contractor's responsibility, at the Contractor's sole cost, to provide the specific Work set forth in the Contract Documents sufficient to fulfill the purposes of the Work. Nothing in the Contract Documents shall be construed to limit the Contractor's responsibility to manage the details and execution of the Work.

**5. PROJECT OFFICER**

The performance of the Contractor is subject to the review and approval of the County Project Officer ("Project Officer") who shall be appointed by the Director of the Arlington County department or agency which seeks to obtain the Work pursuant to this Contract. However, it shall be the responsibility of the Contractor to manage the details of the execution and performance of its Work pursuant to the Contract Documents.

**6. COUNTY PURCHASE ORDER REQUIREMENT**

County purchases are authorized only if a County Purchase Order is issued in advance of the transaction. A Purchase Order must indicate that the ordering agency has sufficient funds available to pay for the purchase. Such a Purchase Order is to be provided to the Contractor by the ordering agency. The County will not be liable for payment for any purchases made by its employees without appropriate purchase authorization issued by the County Purchasing Agent. If the Contractor provides goods or services without a signed County Purchase Order, it does so at its own risk and expense.

**7. NON-APPROPRIATION**

All funds for payments by the County to the Contractor pursuant to this Contract are subject to the availability of an annual appropriation for this purpose by the County Board of Arlington County, Virginia. In the event of non-appropriation of funds by the County Board of Arlington County, Virginia for the goods or services provided under this Contract or substitutes for such goods or services which are as advanced or more advanced in their technology, the County will terminate the Contract, without termination charge or other liability to the County, on the last day of the then current fiscal year or when the appropriation made for the then current year for the services covered by this Contract is spent, whichever event occurs first. If funds are not appropriated at any time for the continuation of this Contract, cancellation will be accepted by the Contractor on thirty (30) days prior written notice, but failure to give such notice shall be of no effect and the County shall not be obligated under this Contract beyond the date of termination specified in the County's written notice.

**8. PAYMENT OF SUBCONTRACTORS**

The Contractor is obligated to take one of the two following actions within seven (7) days after receipt of amounts paid to the Contractor by the County for work performed by any subcontractor under this Contract:

- a) Pay the subcontractor for the proportionate share of the total payment received from the County attributable to the work performed by the subcontractor under this Contract; or



- b) Notify the County and the subcontractor, in writing, of the Contractor's intention to withhold all or a part of the subcontractor's payment with the reason for nonpayment.

The Contractor is obligated to pay interest to the subcontractor on all amounts owed by the Contractor to the subcontractor that remain unpaid after seven (7) days following receipt by the Contractor of payment from the County for work performed by the subcontractor under this Contract, except for amounts withheld as allowed in subsection b., above. Unless otherwise provided under the terms of this Contract, interest shall accrue at the rate of one percent (1%) per month.

The Contractor shall include in each of its subcontracts, if any are permitted, a provision requiring each subcontractor to include or otherwise be subject to the same payment and interest requirements with respect to each lower-tier subcontractor.

The Contractor's obligation to pay an interest charge to a subcontractor pursuant to this section may not be construed to be an obligation of the County. A Contract modification may not be made for the purpose of providing reimbursement for such interest charge. A cost reimbursement claim may not include any amount for reimbursement for such interest charge.

#### **9. EMPLOYMENT DISCRIMINATION BY CONTRACTOR PROHIBITED**

During the performance of this Contract, the Contractor agrees as follows:

- A. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability or any other basis prohibited by state law related to discrimination in employment except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
- B. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an Equal Opportunity Employer.
- C. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
- D. The Contractor will comply with the provisions of the Americans with Disabilities Act of 1990 which prohibits discrimination against individuals with disabilities in employment and mandates their full participation in both publicly and privately provided services and activities.
- E. The Contractor will include the provisions of the foregoing paragraphs in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

#### **10. EMPLOYMENT OF UNAUTHORIZED ALIENS PROHIBITED**

In accordance with §2.2-4311.1 of the Code of Virginia, 1950, as amended, the Contractor acknowledges that it does not, and shall not during the performance of this Contract for goods and/or services in the Commonwealth, knowingly employ an unauthorized alien as that term is defined in the federal Immigration Reform and Control Act of 1986.

#### **11. DRUG-FREE WORKPLACE TO BE MAINTAINED BY CONTRACTOR**

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 by Arlington County in accordance with the Arlington County Purchasing Resolution, the employees of which contractor 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.

#### **12. INDEMNIFICATION**

The Contractor covenants for itself, its employees, and subcontractors to save, defend, hold harmless and indemnify the County, and all of its elected and appointed officials, officers, current and former employees, agents, departments, agencies, boards, and commissions (collectively the "County" for purposes of this section) from and against any and all claims made by third parties or by the County for any and all losses, damages, injuries, fines, penalties, costs (including court costs and attorney's fees), charges, liability, demands or exposure, however caused, resulting from, arising out of, or in any way connected with the Contractor's acts or omissions, including the acts or omissions of its employees and/or subcontractors, in performance or nonperformance of the work called for by the Contract Documents. This duty to save, defend, hold harmless and indemnify shall survive the termination of this Contract. If, after notice by the County, the Contractor fails or refuses to fulfill its obligations contained in this section, the Contractor shall be liable for and reimburse the County for any and all expenses, including, but not limited to, reasonable attorneys' fees incurred and any settlements or payments made. The Contractor shall pay such expenses upon demand by the County, and failure to do so may result in such amounts being withheld from any amounts due to Contractor under this Contract.

#### **13. RELATION TO COUNTY**

The Contractor is an independent contractor and neither the Contractor nor its employees or subcontractors will, under any circumstances, be considered employees, servants or agents of the County. The County will not be legally responsible for any negligence or other wrongdoing by the Contractor, its employees, servants or agents. The County will not withhold payments to the Contractor for any federal or state unemployment taxes, federal or state income taxes, Social Security tax, or any other amounts for benefits to the Contractor. Furthermore, the County will not provide to the Contractor any insurance coverage or other benefits, including workers' compensation, normally provided by the County for its employees.

#### **14. DISPUTE RESOLUTION**

All disputes arising under this Contract, or its interpretation, whether involving law or fact, or extra work, or extra compensation or time, and all claims for breach of contract shall be submitted to the Project Officer for decision at the time of the occurrence or beginning of the work upon which the claim is based, whichever occurs first. Any such claim shall state the facts surrounding it in sufficient detail to identify it, together with its character and scope. In accordance with the Arlington County Purchasing Resolution, claims denied by the Project Officer may be submitted to the County Manager in writing no later than sixty (60) days after final payment. The time limit for final written decision by the County Manager in the event of a contractual dispute, as that term is defined in the Arlington County Purchasing Resolution, is



fifteen (15) days. Procedures for considering contractual claims, disputes, administrative appeals, and protests are contained in the Arlington County Purchasing Resolution, which is incorporated herein by this reference. A copy of the Arlington County Purchasing Resolution is available upon request from the Office of the Purchasing Agent. The Contractor shall not cause a delay in the Work pending any decision of the Project Officer, County Manager, County Board, or a court of law.

**15. APPLICABLE LAW, FORUM, VENUE AND JURISDICTION**

This Contract and the work performed hereunder shall be governed in all respects by the laws of the Commonwealth of Virginia, and the jurisdiction, forum, and venue for any litigation with respect thereto shall be in the Circuit Court for Arlington County, Virginia, and in no other court. In performing its Work pursuant to this Contract, the Contractor shall comply with applicable federal, state, and local laws, ordinances and regulations.

**16. FORCE MAJEURE**

The Contractor shall not be held responsible for failure to perform the duties and responsibilities imposed by this Contract if such failure is due to fires, riots, rebellions, natural disasters, wars, acts of terrorism, or an act of God beyond control of the Contractor, and outside and beyond the scope of the Contractor's then current, by industry standards, disaster plan, that make performance impossible or illegal, unless otherwise specified in the Contract.

The County shall not be held responsible for failure to perform its duties and responsibilities imposed by the Contract if such failure is due to fires, riots, rebellions, natural disasters, wars, acts of terrorism, or an act of God beyond control of the County that make performance impossible or illegal, unless otherwise specified in the Contract.

**17. NOTICES**

Unless otherwise provided herein, all notices and other communications required by this Contract shall be deemed to have been given when made in writing and either (a) delivered in person, (b) delivered by an agent, such as an overnight or similar delivery service, or (c) deposited in the United States mail, postage prepaid, certified or registered, addressed as follows:

**Contact Information for the Contractor:**

Milton Sanchez, National Sales Manager  
Troy Products  
1024 S. Vail Avenue  
Montebello, California 90640

**Contact Information for the Department (DES-EB)**

Laila Rangeen, Project Officer  
2701 S. Taylor Street  
Arlington, Virginia 22206

**Contact Information for Arlington County (Legal Authorization):**

Office of the Purchasing Agent  
2100 Clarendon Boulevard, Suite 500  
Arlington, VA 22201  
Attn: Lucas Alexander

**18. ARLINGTON COUNTY BUSINESS LICENSES**

The Contractor must comply with the provisions of Chapter 11 ("Licenses") of the Arlington County Code, if applicable. For information on the provisions of that Chapter and its applicability to this Contract, the Contractor must contact the Arlington County Business License Division, Office of the Commissioner of the Revenue, 2100 Clarendon Blvd., Suite 200, Arlington, Virginia, 22201, telephone number (703) 228-3060.

**19. INSURANCE REQUIREMENTS**

The Contractor shall provide to the County Purchasing Agent a Certificate of Insurance indicating that the Contractor has in force the coverage types and minimum amounts below prior to the start of any Work under this Contract and upon any contract extension.

Arlington County, and its officers, elected and appointed officials, employees, and agents shall be named as additional insureds on all policies, except Workers Compensation, Auto, and Professional Liability. A copy of the Additional Insured endorsement, or an "Acord" certificate with the additional insured endorsement box checked for all policies that include an additional insured endorsement, must be provided by the Contractor to the County Purchasing Agent prior to the execution of this Contract and any Contract extension. Failure to provide such documentation shall result in cancellation of the award or of the Contract.

The Contractor agrees to maintain such insurance until the completion of this Contract or as otherwise stated in the Contract Documents. All required insurance coverages must be acquired from insurers authorized to do business in the Commonwealth of Virginia, with a rating of "A-" or better and a financial size of "Class VII" or better in the latest edition of the A.M. Best Co. Insurance Guides, and acceptable to the County.

**20. COUNTERPARTS**

This Agreement may be executed in one or more counterparts and all of such counterparts shall together constitute one and the same instrument. Original signatures transmitted and received via facsimile or other electronic transmission, (e.g., PDF or similar format) are true and valid signatures for all purposes hereunder and shall be effective as delivery of a manually executed original counterpart.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

TROY PRODUCTS

AUTHORIZED  
SIGNATURE: Lucas Alexander

AUTHORIZED  
SIGNATURE: 

NAME: LUCAS ALEXANDER  
TITLE: PROCUREMENT OFFICER

NAME AND  
TITLE: Milton Sanchez, National Sales Manager

DATE: 09/16/2019

DATE: 09-13-2019



# County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

Date of Award: **MAY - 6 2019**

Troy Products  
1024 South Vail Avenue  
Montebello, CA 90640

Attention: Milton Sanchez, National Sales Manager

Reference: IFB2000002752; Emergency Vehicle Up-fit Equipment

## Acceptance Agreement

**Contract Number: 4400009109**

This Acceptance Agreement signifies a contract award for Emergency Vehicle Up-fit Equipment, as indicated below:

**PRIMARY AWARD:** Line Item 16 – Troy Products

The period of the contract shall be from Date of Award through March 31, 2021, with three (3) one-year renewal options.

The contract award shall be in accordance with:

- 1) This Acceptance Agreement;
- 2) The Terms and Conditions of IFB2000002752; and
- 3) Your Bid dated March 6, 2019.

Please note that this is not an order to proceed. A Purchase Order constituting your notice to proceed will be issued to your firm. Please provide your Insurance Certificate according to Special Provisions, Section 14 within 10 days after receipt of this letter. All questions regarding this contract shall be directed to the Contract Specialist, Ryan Justus, at 703-324-2719 or via e-mail at [guyler.justus@fairfaxcounty.gov](mailto:guyler.justus@fairfaxcounty.gov).

Cathy A. Muse, CPPO  
Director/County Purchasing Agent

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**Department of Procurement & Material Management**  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013

Website: [www.fairfaxcounty.gov/procurement](http://www.fairfaxcounty.gov/procurement)  
Phone 703-324-3201, TTY: 711, Fax: 703-324-3228





# County of Fairfax, Virginia

## NOTICE OF AWARD

Date of Award: **MAY - 6 2019**

**CONTRACT TITLE:** Emergency Vehicle Up-fit Equipment  
**SOLICITATION NUMBER:** IFB2000002752  
**CONTRACT TYPE:** Requirement Contract (RQ)  
**CONTRACT NUMBER(S):** See Below  
**NIGP CODE:** 05516, 05537, 05579, 34016  
**CONTRACT PERIOD:** Date of Award through March 31, 2021  
**RENEWALS:** Three (3) One-Year Options  
**SUPERSEDES CONTRACTS:** 4400004835, 4400004836, 4400004837, 4400004838, 4400004839, 4400004840, 4400004861, 4400004862, 4400004863, 4400004864, 4400004865, 4400004866, 4400004867  
**TERMS:** Net 30 Days – All Contractors  
1% within 10 days – Troy Products  
**FOB:** Destination  
**PRICES:** See Attached Pricing Schedule

**SECONDARY SOURCE AWARD** - Please note that secondary sources listed in the Pricing Schedule shall be used only for urgent requests where the Primary source cannot meet the stated delivery requirement. Documentation from the Primary source stating they cannot meet the stated delivery requirement must be obtained prior to contacting the Secondary source.

<b><u>CONTRACTOR:</u></b>	<b><u>SUPPLIER CODE:</u></b>	<b><u>CONTRACT NO:</u></b>
Atlantic Communications, Inc. 4811 Market Dr. Newport News, VA 23607	1500015567	4400009101
Contact: Randall Caldwell, Jr. Telephone: 757-380-8498 E-mail: <a href="mailto:sales@atlanticcom.net">sales@atlanticcom.net</a>		

Department of Procurement & Material Management  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013  
Website: [www.fairfaxcounty.gov/procurement](http://www.fairfaxcounty.gov/procurement)  
Phone (703) 324-3201, TTY: 711, Fax: (703) 324-3228



Notice of Award  
Emergency Vehicle Up-fit Equipment  
IFB 2000002752  
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<u>CONTRACTOR:</u>	<u>SUPPLIER CODE:</u>	<u>CONTRACT NO:</u>
Pursuit Emergency Vehicles 10 Commerce Drive Hauppauge, NY 11788	1000041339	<b>4400009107</b>
Contact: Jason Phillips Telephone: 631-257-1424 E-mail: <a href="mailto:jphillips@pursuitev.com">jphillips@pursuitev.com</a>		

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Tidewater Fleet Supply 3666 Progress Road Norfolk, VA 23502	1000010716	<b>4400009108</b>
Contact: Rick Allen Telephone: 757-407-2415 E-mail: <a href="mailto:allan@tidewaterfleetsupply.com">allan@tidewaterfleetsupply.com</a>		

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Troy Products 1024 South Vail Avenue Montebello, CA 90640	1000011289	<b>4400009109</b>
Contact: Milton Sanchez Telephone: 323-500-3921 E-mail: <a href="mailto:msanchez@troyproducts.com">msanchez@troyproducts.com</a>		

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West Virginia Signal & Light, Inc. P.O. Box 134 Kenna, WV 25248	1000023165	<b>4400009110</b>
Contact: Vance Fitzsimmons Telephone: 304-786-1512 E-mail: <a href="mailto:vance@wvslinc.com">vance@wvslinc.com</a>		

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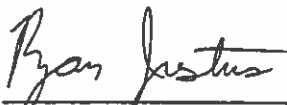


Notice of Award  
Emergency Vehicle Up-fit Equipment  
IFB 2000002752  
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**DPMM CONTACT:** Guyler "Ryan" Justus, Contract Specialist I  
Telephone: (703) 324-2719  
Fax: (703) 324-3228  
E-mail: [guyler.justus@fairfaxcounty.gov](mailto:guyler.justus@fairfaxcounty.gov)

**ORDERING INSTRUCTIONS:**

The Department of Vehicles Services (DVS) may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPMM and a purchase order will be executed.



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Ryan Justus  
Contract Specialist I

**DISTRIBUTION:**

Finance – Accounts Payable/e  
DVS – Howard Springsteen/e  
DVS – Jose Pineda/e  
DPMM, Supplier Diversity – Chris McGough/e

Contract Specialist – Ryan Justus  
ACS, Team 1 – J. Waysome-Tomlin

**PRICING SCHEDULE**

Item No.	Manufacturer	Vendor	Delivery Days ARO (Ref: Para 6 of the Special Provisions)		Percentage (%) Discount
			Stock	Non-Stock	
1	American Aluminum	Primary – Atlantic Communications (4400009101)	10	30	28 %
		Secondary – Global Public Safety (4400009105)	3	45	25 %
2	Code 3/PSE	Primary – Global Public Safety (4400009105)	3	45	43 %
		Secondary – Dana Safety Supply (4400009103)	5	15	42 %
3	Criminalistics, Inc - K-9 Protection Systems	<b>No Award</b>			
4	Federal Signal	Primary – General Sales Administration (4400009106)	3	7-21	46 %
		Secondary – Atlantic Communication (4400009101)	7	30	42 %
5	Fire Research Corp.	Primary – Atlantic Emergency Solutions (4400009102)	30	45	19 %
		Secondary – General Sales Administration (4400009106)	3	14-21	10 %
6	Go Industries	Primary – Dana Safety Supply (4400009103)	5	30	33 %
7	GoLight	Primary – Tidewater Fleet Supply (4400009108)	1	30	40.5 %
		Secondary – Dana Safety Supply (4400009103)	5	15	40 %
8	Havis, Inc.	Pursuit Emergency Vehicles (4400009107)	2	30	41.7 %
9	Jotto Desk	Primary – Atlantic Communications (4400009101)	7	21	25 %
		Secondary – Global Public Safety (4400009105)	3	20	15 %
10	Ram Mounts	Primary – Dana Safety Supply (4400009103)	5	15	40 %
		Secondary – Atlantic Communication (4400009101)	10	30	20 %

**PRICING SCHEDULE**

Item No.	Manufacturer	Vendor	Delivery Days ARO (Ref: Para 6 of the Special Provisions)		Percentage (%) Discount
			Stock	Non-Stock	
11	Selina Manufacturing	Primary – Dana Safety Supply (4400009103)	5	30	35 %
12	Sho-Me Lights and Sirens	Primary – Dana Safety Supply (4400009103)	5	30	50 %
		Secondary – General Sales Administration (4400009106)	3	7-21	45 %
13	Sound Off Signal	Primary – West Virginia Signal & Light (4400009110)	3-5	5-21	57 %
		Secondary – Dana Safety Supply (4400009103)	5	15	56 %
14	Streamlight	Primary – General Sales Administration (4400009106)	3	7-21	30%
		Secondary – Atlantic Emergency Solutions (4400009102)	30	45	45 %
15	Tomar Electronics	Primary – West Virginia Signal & Light (4400009110)	7-10	10-21	35 %
16	Troy Products	Primary – Troy Products (4400009109)	7-10	7-40	40 %
17	Unity Manufacturing	Primary – Dana Safety Supply (4400009103)	5	15	60 %
		Secondary – Tidewater Fleet Supply (4400009108)	1	30	51.1 %
18	Weldon div. of Akron Brass	Primary – Atlantic Emergency Solutions (4400009102)	30	45	40 %
19	Whelen Engineering	Primary – East Coast Emergency Vehicles (4400009104)	1	45	52.6 %
		Secondary – Pursuit Emergency Vehicles (4400009107)	2	30	51.75 %



**Sample Listing of Local Public Bodies**

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS, " USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

<input checked="" type="checkbox"/>	Alexandria Public Schools, VA	<input checked="" type="checkbox"/>	Maryland-National Capital Park & Planning Commission
<input checked="" type="checkbox"/>	Alexandria Sanitation Authority	<input checked="" type="checkbox"/>	Maryland Department of Transportation
<input checked="" type="checkbox"/>	Alexandria, Virginia	<input checked="" type="checkbox"/>	Metropolitan Washington Airports Authority
<input checked="" type="checkbox"/>	Arlington County, Virginia	<input checked="" type="checkbox"/>	Metropolitan Washington Council of Governments
<input checked="" type="checkbox"/>	Arlington Public Schools, Virginia	<input checked="" type="checkbox"/>	Montgomery Community College
<input checked="" type="checkbox"/>	Bladensburg, Maryland	<input checked="" type="checkbox"/>	Montgomery County, Maryland
<input checked="" type="checkbox"/>	Bowie, Maryland	<input checked="" type="checkbox"/>	Montgomery County Public Schools, MD
<input checked="" type="checkbox"/>	Charles County Public Schools, MD	<input checked="" type="checkbox"/>	Northern Virginia Community College
<input checked="" type="checkbox"/>	College Park, Maryland	<input checked="" type="checkbox"/>	Omni Ride
<input checked="" type="checkbox"/>	Culpeper County, Virginia	<input checked="" type="checkbox"/>	Potomac & Rappahannock Trans. Commission
<input checked="" type="checkbox"/>	District of Columbia	<input checked="" type="checkbox"/>	Prince George's County, Maryland
<input checked="" type="checkbox"/>	District of Columbia Courts	<input checked="" type="checkbox"/>	Prince George's County Public Schools, MD
<input checked="" type="checkbox"/>	DC Water and Sewer Authority	<input checked="" type="checkbox"/>	Prince William County Public Schools, VA
<input checked="" type="checkbox"/>	District of Columbia Public Schools	<input checked="" type="checkbox"/>	Prince William County, Virginia
<input checked="" type="checkbox"/>	Fairfax County Water Authority	<input checked="" type="checkbox"/>	Prince William County Service Authority
<input checked="" type="checkbox"/>	Fairfax, Virginia (City)	<input checked="" type="checkbox"/>	Rockville, Maryland
<input checked="" type="checkbox"/>	Falls Church, Virginia	<input checked="" type="checkbox"/>	Spotsylvania County Schools, Virginia
<input checked="" type="checkbox"/>	Fauquier County, Virginia	<input checked="" type="checkbox"/>	Stafford County, Virginia
<input checked="" type="checkbox"/>	Fauquier County Schools, Virginia	<input checked="" type="checkbox"/>	Takoma Park, Maryland
<input checked="" type="checkbox"/>	Frederick City, Maryland	<input checked="" type="checkbox"/>	Upper Occoquan Sewage Authority
<input checked="" type="checkbox"/>	Frederick County Maryland	<input checked="" type="checkbox"/>	Vienna, Virginia
<input checked="" type="checkbox"/>	Gaithersburg, Maryland	<input checked="" type="checkbox"/>	Virginia Railway Express
<input checked="" type="checkbox"/>	Greenbelt, Maryland	<input checked="" type="checkbox"/>	Washington Metropolitan Area Transit Authority
<input checked="" type="checkbox"/>	Herndon, Virginia	<input checked="" type="checkbox"/>	Washington Suburban Sanitary Commission
<input checked="" type="checkbox"/>	Leesburg, Virginia	<input checked="" type="checkbox"/>	Winchester, Virginia
<input checked="" type="checkbox"/>	Loudoun County Sanitation Authority	<input checked="" type="checkbox"/>	Winchester Public Schools
<input checked="" type="checkbox"/>	Loudoun County, Public Schools, VA		
<input checked="" type="checkbox"/>	Loudoun County, Virginia		
<input checked="" type="checkbox"/>	Manassas, Virginia		
<input checked="" type="checkbox"/>	Manassas City Public Schools, Virginia		
<input checked="" type="checkbox"/>	Manassas Park, Virginia		

**Complete and return this form with your bid. Contract award may not be made without it.**

*West Virginia Signal Light, Inc.*  
Vendor Name

**Sample Listing of Local Public Bodies**

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS,\* USE OF CONTRACTS BY OTHER PUBLIC BODIES.\* You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

✓	Alexandria Public Schools, VA	✓	Maryland-National Capital Park & Planning Commission
✓	Alexandria Sanitation Authority	✓	Maryland Department of Transportation
✓	Alexandria, Virginia	✓	Metropolitan Washington Airports Authority
✓	Arlington County, Virginia	✓	Metropolitan Washington Council of Governments
✓	Arlington Public Schools, Virginia	✓	Montgomery Community College
✓	Bladensburg, Maryland	✓	Montgomery County, Maryland
✓	Bowie, Maryland	✓	Montgomery County Public Schools, MD
✓	Charles County Public Schools, MD	✓	Northern Virginia Community College
✓	College Park, Maryland	✓	Omni Ride
✓	Culpeper County, Virginia	✓	Potomac & Rappahannock Trans. Commission
✓	District of Columbia	✓	Prince George's County, Maryland
✓	District of Columbia Courts	✓	Prince George's County Public Schools, MD
✓	DC Water and Sewer Authority	✓	Prince William County Public Schools, VA
✓	District of Columbia Public Schools	✓	Prince William County, Virginia
✓	Fairfax County Water Authority	✓	Prince William County Service Authority
✓	Fairfax, Virginia (City)	✓	Rockville, Maryland
✓	Falls Church, Virginia	✓	Spotsylvania County Schools, Virginia
✓	Fauquier County, Virginia	✓	Stafford County, Virginia
✓	Fauquier County Schools, Virginia	✓	Takoma Park, Maryland
✓	Frederick City, Maryland	✓	Upper Occoquan Sewage Authority
✓	Frederick County Maryland	✓	Vienna, Virginia
✓	Gaithersburg, Maryland	✓	Virginia Railway Express
✓	Greenbelt, Maryland	✓	Washington Metropolitan Area Transit Authority
✓	Herndon, Virginia	✓	Washington Suburban Sanitary Commission
✓	Leesburg, Virginia	✓	Winchester, Virginia
✓	Loudoun County Sanitation Authority	✓	Winchester Public Schools
✓	Loudoun County, Public Schools, VA		
✓	Loudoun County, Virginia		
✓	Manassas, Virginia		
✓	Manassas City Public Schools, Virginia		
✓	Manassas Park, Virginia		

**Complete and return this form with your bid. Contract award may not be made without it.**

TROY PRODUCTS  
Vendor Name

**Sample Listing of Local Public Bodies**

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS, " USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

<input checked="" type="checkbox"/>	Alexandria Public Schools, VA	<input checked="" type="checkbox"/>	Maryland-National Capital Park & Planning Commission
<input checked="" type="checkbox"/>	Alexandria Sanitation Authority	<input checked="" type="checkbox"/>	Maryland Department of Transportation
<input checked="" type="checkbox"/>	Alexandria, Virginia	<input checked="" type="checkbox"/>	Metropolitan Washington Airports Authority
<input checked="" type="checkbox"/>	Arlington County, Virginia	<input checked="" type="checkbox"/>	Metropolitan Washington Council of Governments
<input checked="" type="checkbox"/>	Arlington Public Schools, Virginia	<input checked="" type="checkbox"/>	Montgomery Community College
<input checked="" type="checkbox"/>	Bladensburg, Maryland	<input checked="" type="checkbox"/>	Montgomery County, Maryland
<input checked="" type="checkbox"/>	Bowie, Maryland	<input checked="" type="checkbox"/>	Montgomery County Public Schools, MD
<input checked="" type="checkbox"/>	Charles County Public Schools, MD	<input checked="" type="checkbox"/>	Northem Virginia Community College
<input checked="" type="checkbox"/>	College Park, Maryland	<input checked="" type="checkbox"/>	Omni Ride
<input checked="" type="checkbox"/>	Culpeper County, Virginia	<input checked="" type="checkbox"/>	Potomac & Rappahannock Trans. Commission
<input checked="" type="checkbox"/>	District of Columbia	<input checked="" type="checkbox"/>	Prince George's County, Maryland
<input checked="" type="checkbox"/>	District of Columbia Courts	<input checked="" type="checkbox"/>	Prince George's County Public Schools, MD
<input checked="" type="checkbox"/>	DC Water and Sewer Authority	<input checked="" type="checkbox"/>	Prince William County Public Schools, VA
<input checked="" type="checkbox"/>	District of Columbia Public Schools	<input checked="" type="checkbox"/>	Prince William County, Virginia
<input checked="" type="checkbox"/>	Fairfax County Water Authority	<input checked="" type="checkbox"/>	Prince William County Service Authority
<input checked="" type="checkbox"/>	Fairfax, Virginia (City)	<input checked="" type="checkbox"/>	Rockville, Maryland
<input checked="" type="checkbox"/>	Falls Church, Virginia	<input checked="" type="checkbox"/>	Spotsylvania County Schools, Virginia
<input checked="" type="checkbox"/>	Fauquier County, Virginia	<input checked="" type="checkbox"/>	Stafford County, Virginia
<input checked="" type="checkbox"/>	Fauquier County Schools, Virginia	<input checked="" type="checkbox"/>	Takoma Park, Maryland
<input checked="" type="checkbox"/>	Frederick City, Maryland	<input checked="" type="checkbox"/>	Upper Occoquan Sewage Authority
<input checked="" type="checkbox"/>	Frederick County Maryland	<input checked="" type="checkbox"/>	Vienna, Virginia
<input checked="" type="checkbox"/>	Gaithersburg, Maryland	<input checked="" type="checkbox"/>	Virginia Railway Express
<input checked="" type="checkbox"/>	Greenbelt, Maryland	<input checked="" type="checkbox"/>	Washington Metropolitan Area Transit Authority
<input checked="" type="checkbox"/>	Herndon, Virginia	<input checked="" type="checkbox"/>	Washington Suburban Sanitary Commission
<input checked="" type="checkbox"/>	Leesburg, Virginia	<input checked="" type="checkbox"/>	Winchester, Virginia
<input checked="" type="checkbox"/>	Loudoun County Sanitation Authority	<input checked="" type="checkbox"/>	Winchester Public Schools
<input checked="" type="checkbox"/>	Loudoun County, Public Schools, VA		
<input checked="" type="checkbox"/>	Loudoun County, Virginia		
<input checked="" type="checkbox"/>	Manassas, Virginia		
<input checked="" type="checkbox"/>	Manassas City Public Schools, Virginia		
<input checked="" type="checkbox"/>	Manassas Park, Virginia		

**Complete and return this form with your bid. Contract award may not be made without it.**

TIDEWATER FLEET SUPPLY  
Vendor Name



**Sample Listing of Local Public Bodies**

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS, " USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

	Alexandria Public Schools, VA		Maryland-National Capital Park & Planning Commission
X	Alexandria Sanitation Authority	X	Maryland Department of Transportation
X	Alexandria, Virginia	X	Metropolitan Washington Airports Authority
X	Arlington County, Virginia	X	Metropolitan Washington Council of Governments
X	Arlington Public Schools, Virginia	X	Montgomery Community College
X	Bladensburg, Maryland	X	Montgomery County, Maryland
X	Bowie, Maryland	X	Montgomery County Public Schools, MD
X	Charles County Public Schools, MD	X	Northern Virginia Community College
X	College Park, Maryland	X	Omni Ride
X	Culpeper County, Virginia	X	Potomac & Rappahannock Trans. Commission
X	District of Columbia	X	Prince George's County, Maryland
X	District of Columbia Courts	X	Prince George's County Public Schools, MD
X	DC Water and Sewer Authority	X	Prince William County Public Schools, VA
X	District of Columbia Public Schools	X	Prince William County, Virginia
X	Fairfax County Water Authority	X	Prince William County Service Authority
X	Fairfax, Virginia (City)	X	Rockville, Maryland
X	Falls Church, Virginia	X	Spotsylvania County Schools, Virginia
X	Fauquier County, Virginia	X	Stafford County, Virginia
X	Fauquier County Schools, Virginia	X	Takoma Park, Maryland
X	Frederick City, Maryland	X	Upper Occoquan Sewage Authority
X	Frederick County Maryland	X	Vienna, Virginia
X	Gaithersburg, Maryland	X	Virginia Railway Express
X	Greenbelt, Maryland	X	Washington Metropolitan Area Transit Authority
X	Herndon, Virginia	X	Washington Suburban Sanitary Commission
X	Leesburg, Virginia	X	Winchester, Virginia
X	Loudoun County Sanitation Authority	X	Winchester Public Schools
X	Loudoun County, Public Schools, VA		
X	Loudoun County, Virginia		
X	Manassas, Virginia		
X	Manassas City Public Schools, Virginia		
X	Manassas Park, Virginia		

**Complete and return this form with your bid. Contract award may not be made without it.**

**Pursuit Emergency Vehicles**

\_\_\_\_\_  
Vendor Name

*R&V*

**Sample Listing of Local Public Bodies**

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS, "USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

X	Alexandria Public Schools, VA	X	Maryland-National Capital Park & Planning Commission
X	Alexandria Sanitation Authority	X	Maryland Department of Transportation
X	Alexandria, Virginia	X	Metropolitan Washington Airports Authority
X	Arlington County, Virginia	X	Metropolitan Washington Council of Governments
X	Arlington Public Schools, Virginia	X	Montgomery Community College
X	Bladensburg, Maryland	X	Montgomery County, Maryland
X	Bowie, Maryland	X	Montgomery County Public Schools, MD
X	Charles County Public Schools, MD	X	Northern Virginia Community College
X	College Park, Maryland	X	Omni Ride
X	Culpeper County, Virginia	X	Potomac & Rappahannock Trans. Commission
X	District of Columbia	X	Prince George's County, Maryland
X	District of Columbia Courts	X	Prince George's County Public Schools, MD
X	DC Water and Sewer Authority	X	Prince William County Public Schools, VA
X	District of Columbia Public Schools	X	Prince William County, Virginia
X	Fairfax County Water Authority	X	Prince William County Service Authority
X	Fairfax, Virginia (City)	X	Rockville, Maryland
X	Falls Church, Virginia	X	Spotsylvania County Schools, Virginia
X	Fauquier County, Virginia	X	Stafford County, Virginia
X	Fauquier County Schools, Virginia	X	Takoma Park, Maryland
X	Frederick City, Maryland	X	Upper Occoquan Sewage Authority
X	Frederick County Maryland	X	Vienna, Virginia
X	Gaithersburg, Maryland	X	Virginia Railway Express
X	Greenbelt, Maryland	X	Washington Metropolitan Area Transit Authority
X	Herndon, Virginia	X	Washington Suburban Sanitary Commission
X	Leesburg, Virginia	X	Winchester, Virginia
X	Loudoun County Sanitation Authority	X	Winchester Public Schools
X	Loudoun County, Public Schools, VA		
X	Loudoun County, Virginia		
X	Manassas, Virginia		
X	Manassas City Public Schools, Virginia		
X	Manassas Park, Virginia		

**Complete and return this form with your bid. Contract award may not be made without it.**

**General Sales Administration, Inc.  
t/a Major Police Supply**

Vendor Name

**Sample Listing of Local Public Bodies**

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS," USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

✓ Alexandria Public Schools, VA	✓ Maryland-National Capital Park & Planning Commission
✓ Alexandria Sanitation Authority	✓ Maryland Department of Transportation
✓ Alexandria, Virginia	✓ Metropolitan Washington Airports Authority
✓ Arlington County, Virginia	✓ Metropolitan Washington Council of Governments
✓ Arlington Public Schools, Virginia	✓ Montgomery Community College
✓ Bladensburg, Maryland	✓ Montgomery County, Maryland
✓ Bowie, Maryland	✓ Montgomery County Public Schools, MD
✓ Charles County Public Schools, MD	✓ Northern Virginia Community College
✓ College Park, Maryland	✓ Omni Ride
✓ Culpeper County, Virginia	✓ Potomac & Rappahannock Trans. Commission
✓ District of Columbia	✓ Prince George's County, Maryland
✓ District of Columbia Courts	✓ Prince George's County Public Schools, MD
✓ DC Water and Sewer Authority	✓ Prince William County Public Schools, VA
✓ District of Columbia Public Schools	✓ Prince William County, Virginia
✓ Fairfax County Water Authority	✓ Prince William County Service Authority
✓ Fairfax, Virginia (City)	✓ Rockville, Maryland
✓ Falls Church, Virginia	✓ Spotsylvania County Schools, Virginia
✓ Fauquier County, Virginia	✓ Stafford County, Virginia
✓ Fauquier County Schools, Virginia	✓ Takoma Park, Maryland
✓ Frederick City, Maryland	✓ Upper Occoquan Sewage Authority
✓ Frederick County Maryland	✓ Vienna, Virginia
✓ Gaithersburg, Maryland	✓ Virginia Railway Express
✓ Greenbelt, Maryland	✓ Washington Metropolitan Area Transit Authority
✓ Herndon, Virginia	✓ Washington Suburban Sanitary Commission
✓ Leesburg, Virginia	✓ Winchester, Virginia
✓ Loudoun County Sanitation Authority	✓ Winchester Public Schools
✓ Loudoun County, Public Schools, VA	
✓ Loudoun County, Virginia	
✓ Manassas, Virginia	
✓ Manassas City Public Schools, Virginia	
✓ Manassas Park, Virginia	

**Complete and return this form with your bid. Contract award may not be made without it.**

Global Public Safety, LLC

Vendor Name

**Sample Listing of Local Public Bodies**

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS," USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

✓	Alexandria Public Schools, VA	✓	Maryland-National Capital Park & Planning Commission
✓	Alexandria Sanitation Authority	✓	Maryland Department of Transportation
✓	Alexandria, Virginia	✓	Metropolitan Washington Airports Authority
✓	Arlington County, Virginia	✓	Metropolitan Washington Council of Governments
✓	Arlington Public Schools, Virginia	✓	Montgomery Community College
✓	Bladensburg, Maryland	✓	Montgomery County, Maryland
✓	Bowie, Maryland	✓	Montgomery County Public Schools, MD
✓	Charles County Public Schools, MD	✓	Northern Virginia Community College
✓	College Park, Maryland	✓	Omni Ride
✓	Culpeper County, Virginia	✓	Potomac & Rappahannock Trans. Commission
✓	District of Columbia	✓	Prince George's County, Maryland
✓	District of Columbia Courts	✓	Prince George's County Public Schools, MD
✓	DC Water and Sewer Authority	✓	Prince William County Public Schools, VA
✓	District of Columbia Public Schools	✓	Prince William County, Virginia
✓	Fairfax County Water Authority	✓	Prince William County Service Authority
✓	Fairfax, Virginia (City)	✓	Rockville, Maryland
✓	Falls Church, Virginia	✓	Spotsylvania County Schools, Virginia
✓	Fauquier County, Virginia	✓	Stafford County, Virginia
✓	Fauquier County Schools, Virginia	✓	Takoma Park, Maryland
✓	Frederick City, Maryland	✓	Upper Occoquan Sewage Authority
✓	Frederick County Maryland	✓	Vienna, Virginia
✓	Gaithersburg, Maryland	✓	Virginia Railway Express
✓	Greenbelt, Maryland	✓	Washington Metropolitan Area Transit Authority
✓	Herndon, Virginia	✓	Washington Suburban Sanitary Commission
✓	Leesburg, Virginia	✓	Winchester, Virginia
✓	Loudoun County Sanitation Authority	✓	Winchester Public Schools
✓	Loudoun County, Public Schools, VA		
✓	Loudoun County, Virginia		
✓	Manassas, Virginia		
✓	Manassas City Public Schools, Virginia		
✓	Manassas Park, Virginia		

**Complete and return this form with your bid. Contract award may not be made without it.**

EAST COAST EMERGENCY VEHICLES  
Vendor Name



**Sample Listing of Local Public Bodies**

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS," USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

<input checked="" type="checkbox"/>	Alexandria Public Schools, VA	<input checked="" type="checkbox"/>	Maryland-National Capital Park & Planning Commission
<input checked="" type="checkbox"/>	Alexandria Sanitation Authority	<input checked="" type="checkbox"/>	Maryland Department of Transportation
<input checked="" type="checkbox"/>	Alexandria, Virginia	<input checked="" type="checkbox"/>	Metropolitan Washington Airports Authority
<input checked="" type="checkbox"/>	Arlington County, Virginia	<input checked="" type="checkbox"/>	Metropolitan Washington Council of Governments
<input checked="" type="checkbox"/>	Arlington Public Schools, Virginia	<input checked="" type="checkbox"/>	Montgomery Community College
<input checked="" type="checkbox"/>	Bladensburg, Maryland	<input checked="" type="checkbox"/>	Montgomery County, Maryland
<input checked="" type="checkbox"/>	Bowie, Maryland	<input checked="" type="checkbox"/>	Montgomery County Public Schools, MD
<input checked="" type="checkbox"/>	Charles County Public Schools, MD	<input checked="" type="checkbox"/>	Northern Virginia Community College
<input checked="" type="checkbox"/>	College Park, Maryland	<input checked="" type="checkbox"/>	Omni Ride
<input checked="" type="checkbox"/>	Culpeper County, Virginia	<input checked="" type="checkbox"/>	Potomac & Rappahannock Trans. Commission
<input checked="" type="checkbox"/>	District of Columbia	<input checked="" type="checkbox"/>	Prince George's County, Maryland
<input checked="" type="checkbox"/>	District of Columbia Courts	<input checked="" type="checkbox"/>	Prince George's County Public Schools, MD
<input checked="" type="checkbox"/>	DC Water and Sewer Authority	<input checked="" type="checkbox"/>	Prince William County Public Schools, VA
<input checked="" type="checkbox"/>	District of Columbia Public Schools	<input checked="" type="checkbox"/>	Prince William County, Virginia
<input checked="" type="checkbox"/>	Fairfax County Water Authority	<input checked="" type="checkbox"/>	Prince William County Service Authority
<input checked="" type="checkbox"/>	Fairfax, Virginia (City)	<input checked="" type="checkbox"/>	Rockville, Maryland
<input checked="" type="checkbox"/>	Falls Church, Virginia	<input checked="" type="checkbox"/>	Spotsylvania County Schools, Virginia
<input checked="" type="checkbox"/>	Fauquier County, Virginia	<input checked="" type="checkbox"/>	Stafford County, Virginia
<input checked="" type="checkbox"/>	Fauquier County Schools, Virginia	<input checked="" type="checkbox"/>	Takoma Park, Maryland
<input checked="" type="checkbox"/>	Frederick City, Maryland	<input checked="" type="checkbox"/>	Upper Occoquan Sewage Authority
<input checked="" type="checkbox"/>	Frederick County Maryland	<input checked="" type="checkbox"/>	Vienna, Virginia
<input checked="" type="checkbox"/>	Gaithersburg, Maryland	<input checked="" type="checkbox"/>	Virginia Railway Express
<input checked="" type="checkbox"/>	Greenbelt, Maryland	<input checked="" type="checkbox"/>	Washington Metropolitan Area Transit Authority
<input checked="" type="checkbox"/>	Herndon, Virginia	<input checked="" type="checkbox"/>	Washington Suburban Sanitary Commission
<input checked="" type="checkbox"/>	Leesburg, Virginia	<input checked="" type="checkbox"/>	Winchester, Virginia
<input checked="" type="checkbox"/>	Loudoun County Sanitation Authority	<input checked="" type="checkbox"/>	Winchester Public Schools
<input checked="" type="checkbox"/>	Loudoun County, Public Schools, VA		
<input checked="" type="checkbox"/>	Loudoun County, Virginia		
<input checked="" type="checkbox"/>	Manassas, Virginia		
<input checked="" type="checkbox"/>	Manassas City Public Schools, Virginia		
<input checked="" type="checkbox"/>	Manassas Park, Virginia		

**Complete and return this form with your bid. Contract award may not be made without it.**

Dana Safety Supply  
Vendor Name

**Sample Listing of Local Public Bodies**

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS, " USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

<input type="checkbox"/>	Alexandria Public Schools, VA	<input checked="" type="checkbox"/>	Maryland-National Capital Park & Planning Commission
<input checked="" type="checkbox"/>	Alexandria Sanitation Authority	<input checked="" type="checkbox"/>	Maryland Department of Transportation
<input checked="" type="checkbox"/>	Alexandria, Virginia	<input checked="" type="checkbox"/>	Metropolitan Washington Airports Authority
<input checked="" type="checkbox"/>	Arlington County, Virginia	<input checked="" type="checkbox"/>	Metropolitan Washington Council of Governments
<input checked="" type="checkbox"/>	Arlington Public Schools, Virginia	<input checked="" type="checkbox"/>	Montgomery Community College
<input checked="" type="checkbox"/>	Bladensburg, Maryland	<input checked="" type="checkbox"/>	Montgomery County, Maryland
<input checked="" type="checkbox"/>	Bowie, Maryland	<input checked="" type="checkbox"/>	Montgomery County Public Schools, MD
<input checked="" type="checkbox"/>	Charles County Public Schools, MD	<input checked="" type="checkbox"/>	Northern Virginia Community College
<input checked="" type="checkbox"/>	College Park, Maryland	<input checked="" type="checkbox"/>	Omni Ride
<input checked="" type="checkbox"/>	Culpeper County, Virginia	<input checked="" type="checkbox"/>	Potomac & Rappahannock Trans. Commission
<input checked="" type="checkbox"/>	District of Columbia	<input checked="" type="checkbox"/>	Prince George's County, Maryland
<input checked="" type="checkbox"/>	District of Columbia Courts	<input checked="" type="checkbox"/>	Prince George's County Public Schools, MD
<input checked="" type="checkbox"/>	DC Water and Sewer Authority	<input checked="" type="checkbox"/>	Prince William County Public Schools, VA
<input checked="" type="checkbox"/>	District of Columbia Public Schools	<input checked="" type="checkbox"/>	Prince William County, Virginia
<input checked="" type="checkbox"/>	Fairfax County Water Authority	<input checked="" type="checkbox"/>	Prince William County Service Authority
<input checked="" type="checkbox"/>	Fairfax, Virginia (City)	<input checked="" type="checkbox"/>	Rockville, Maryland
<input checked="" type="checkbox"/>	Falls Church, Virginia	<input checked="" type="checkbox"/>	Spotsylvania County Schools, Virginia
<input checked="" type="checkbox"/>	Fauquier County, Virginia	<input checked="" type="checkbox"/>	Stafford County, Virginia
<input checked="" type="checkbox"/>	Fauquier County Schools, Virginia	<input checked="" type="checkbox"/>	Takoma Park, Maryland
<input checked="" type="checkbox"/>	Frederick City, Maryland	<input checked="" type="checkbox"/>	Upper Occoquan Sewage Authority
<input checked="" type="checkbox"/>	Frederick County Maryland	<input checked="" type="checkbox"/>	Vienna, Virginia
<input checked="" type="checkbox"/>	Gaithersburg, Maryland	<input checked="" type="checkbox"/>	Virginia Railway Express
<input checked="" type="checkbox"/>	Greenbelt, Maryland	<input checked="" type="checkbox"/>	Washington Metropolitan Area Transit Authority
<input checked="" type="checkbox"/>	Herndon, Virginia	<input checked="" type="checkbox"/>	Washington Suburban Sanitary Commission
<input checked="" type="checkbox"/>	Leesburg, Virginia	<input checked="" type="checkbox"/>	Winchester, Virginia
<input checked="" type="checkbox"/>	Loudoun County Sanitation Authority	<input checked="" type="checkbox"/>	Winchester Public Schools
<input checked="" type="checkbox"/>	Loudoun County, Public Schools, VA		
<input checked="" type="checkbox"/>	Loudoun County, Virginia		
<input checked="" type="checkbox"/>	Manassas, Virginia		
<input checked="" type="checkbox"/>	Manassas City Public Schools, Virginia		
<input checked="" type="checkbox"/>	Manassas Park, Virginia		

**Complete and return this form with your bid. Contract award may not be made without it.**

Atlantic Emergency Solutions, Inc.  
Vendor Name

**Sample Listing of Local Public Bodies**

REFERENCE PARAGRAPH 26 OF THE SPECIAL PROVISIONS, "USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

✓ Alexandria Public Schools, VA	✓ Maryland-National Capital Park & Planning Commission
✓ Alexandria Sanitation Authority	✓ Maryland Department of Transportation
✓ Alexandria, Virginia	✓ Metropolitan Washington Airports Authority
✓ Arlington County, Virginia	✓ Metropolitan Washington Council of Governments
✓ Arlington Public Schools, Virginia	✓ Montgomery Community College
✓ Bladensburg, Maryland	✓ Montgomery County, Maryland
✓ Bowie, Maryland	✓ Montgomery County Public Schools, MD
✓ Charles County Public Schools, MD	✓ Northern Virginia Community College
✓ College Park, Maryland	✓ Omni Ride
✓ Culpeper County, Virginia	✓ Potomac & Rappahannock Trans. Commission
✓ District of Columbia	✓ Prince George's County, Maryland
✓ District of Columbia Courts	✓ Prince George's County Public Schools, MD
✓ DC Water and Sewer Authority	✓ Prince William County Public Schools, VA
✓ District of Columbia Public Schools	✓ Prince William County, Virginia
✓ Fairfax County Water Authority	✓ Prince William County Service Authority
✓ Fairfax, Virginia (City)	✓ Rockville, Maryland
✓ Falls Church, Virginia	✓ Spotsylvania County Schools, Virginia
✓ Fauquier County, Virginia	✓ Stafford County, Virginia
✓ Fauquier County Schools, Virginia	✓ Takoma Park, Maryland
✓ Frederick City, Maryland	✓ Upper Occoquan Sewage Authority
✓ Frederick County, Maryland	✓ Vienna, Virginia
✓ Gaithersburg, Maryland	✓ Virginia Railway Express
✓ Greenbelt, Maryland	✓ Washington Metropolitan Area Transit Authority
✓ Herndon, Virginia	✓ Washington Suburban Sanitary Commission
✓ Leesburg, Virginia	✓ Winchester, Virginia
✓ Loudoun County Sanitation Authority	✓ Winchester Public Schools
✓ Loudoun County, Public Schools, VA	
✓ Loudoun County, Virginia	
✓ Manassas, Virginia	
✓ Manassas City Public Schools, Virginia	
✓ Manassas Park, Virginia	

Complete and return this form with your bid. Contract award may not be made without it.

*Atlantic Communications*  
Vendor Name

4400004836



# FAIRFAX COUNTY

DEPARTMENT OF PROCUREMENT & MATERIAL MANAGEMENT  
12000 GOVERNMENT CENTER PARKWAY, SUITE 427  
FAIRFAX, VIRGINIA 22035-0013

www.fairfaxcounty.gov/procurement

VIRGINIA

TELEPHONE: (703) 324-3201 FAX: (703) 324-3228 TTY: 711

<b>ISSUE DATE:</b> February 15, 2019	<b>INVITATION FOR BID:</b> IFB2000002752	<b>TITLE:</b> Emergency Vehicle Up-fit Equipment
<b>DEPARTMENT:</b> Vehicle Services (DVS)	<b>DUE DATE/TIME:</b> March 8, 2019 at 2:00 PM	<b>CONTRACT SPECIALIST:</b> Ryan Justus 703-324-2719 or; <a href="mailto:guyler.justus@fairfaxcounty.gov">guyler.justus@fairfaxcounty.gov</a>

**Bids** - In accordance with the following and in compliance with all terms and conditions, unless otherwise noted, the undersigned offers and agrees, if the bid is accepted, to furnish items or services for which prices are quoted, at the price set opposite each item, delivered or furnished to designated points within the time specified. It is understood and agreed that with respect to all terms and conditions accepted by Fairfax County the items or services offered and accompanying attachments shall constitute a contract.

**Note:** Fairfax County does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment in the performance of its procurement activity.

**NAME AND ADDRESS OF FIRM:**

Telephone/Fax No.:

E-Mail Address:

Federal Employer Identification No or

Federal Social Security No. (Sole Proprietor)

Prompt Payment Discount:

\_\_\_% for payment within \_\_\_ days/net \_\_\_ days

State Corporation Commission (SCC) Identification No.

**By signing this bid, Bidder certifies, acknowledges, understands, and agrees to be bound by the conditions set forth in the General Conditions and Instructions to Bidders as described in Appendix A, the Certification Regarding Ethics in Public Contracting set forth in Attachment A, and by any other relevant certifications set forth in Attachment A.**

Vendor Legally Authorized Signature

Date

Print Name

Title

Sealed bids subject to terms and conditions of this invitation will be received by the Fairfax County Purchasing Agent at 12000 Government Center Parkway, Suite 427, Fairfax, Virginia 22035-0013 on the due date and time specified, and then publicly opened and read.

AN EQUAL OPPORTUNITY PURCHASING ORGANIZATION



(DPMM30) rev 7-2018



## SPECIAL PROVISIONS

### 1. SCOPE:

1.1. The purpose of this solicitation is to establish a term contract(s) for the provision of Emergency Vehicle Up-Fit Equipment to include lighting, sirens and related equipment for all departments and activities of the County of Fairfax for the requirements listed in this solicitation.

1.2. Bidders are required to include the following with their bid:

- Vendors Legal Authorized Signature (DPMM30 cover sheet)
- Attachments B (to include the pricing schedule)

Failure to provide these items will result in rejection of the bid.

1.3. Bidders should include the following with their bid:

- Attachment A
- Authorization from Manufacturers to sell the line item(s) being bid on.

Failure to provide these items may result in rejection of the bid.

### 2. PERIOD OF CONTRACT:

2.1. The period of this contract shall be from April 1, 2019 or the date of the award whichever is later, through March 31, 2021.

2.2. Automatic contract renewals are prohibited. Contract renewals must be authorized by and coordinated through the County's purchasing department. The County reserves the right to renew the contract for three additional (1) year periods based on satisfactory contractor performance and if agreeable to all parties.

2.3. The obligation of the County to pay compensation due the Contractor under the contract or any other payment obligations under any contract awarded pursuant to this Invitation for Bid is subject to appropriations by the Fairfax County Board of Supervisors to satisfy payment of such obligations. The County's obligations to make payments during subsequent fiscal years are dependent upon the same action. If such an appropriation is not made for any fiscal year, the contract shall terminate effective at the end of the fiscal year for which funds were appropriated and the County will not be obligated to make any payments under the contract beyond the amount appropriated for payment obligations under the contract. The County will provide the Contractor with written notice of non-appropriation of funds within thirty (30) calendar days after action is completed by the Board of Supervisors. However, the County's failure to provide such notice will not extend the contract into a fiscal year in which sufficient funds have not been appropriated.

### 3. PRICES AND PRICE ADJUSTMENT:

3.1. All items shall be F.O.B. Destination and shall include all charges that may be imposed in fulfilling the terms of this contract.

SPECIAL PROVISIONS

3.2. All percentage discounts provided will remain firm throughout the term of the contract.

4. **BACKGROUND:**

4.1. The current county contracts can be viewed on the County's Contract Register at <https://www.fairfaxcounty.gov/cregister/>, and searching for "Emergency Equipment Lighting Sirens".

5. **PROJECTED REQUIREMENTS:**

5.1. Authorized individuals will place orders for specific quantities of items covered in the resultant contract(s), as requirements arise. Please refer to the Special Provisions paragraph entitled, METHOD OF ORDERING.

6. **DELIVERY/TIME OF PERFORMANCE:**

6.1. Fairfax County requires that delivery be made at destination within the shortest time frame possible. Bidders must insert a definitive time frame, IN DAYS, on the Pricing Schedule within which delivery will be made after receipt of order (ARO) for all stock and non-stock items. Indefinite terms such as "promptly," "stock," "without delay," etc., will not be given consideration. **FAILURE TO PROVIDE A DEFINITIVE DELIVERY TIME WILL RESULT IN THE DISQUALIFICATION OF THE BIDDERS' BID FOR THE ITEM SPECIFIED.**

6.2. The place of delivery of items ordered under this contract shall be agreed upon between the authorized representative placing the order and the Contractor at the time the order is placed. Deliveries will be made to various locations in Fairfax County between the hours of 7:00 AM to 1:30 PM and 2:30 PM to 6:00 PM. on regular County business days unless other arrangements have been made.

6.3. The County may pick up orders from the vendor when it is in the best interest of the County. In these instances, the Contractor shall release the materials only to the designated representatives of the County Agency authorized to place and pick up orders.

6.4. The Department of Vehicle Services (DVS) may authorize the contractor to expedite parts deliveries through air freight, UPS, transit bus or other method for speedy delivery of critical parts. This authorization will only be granted on an exception basis. The County will pay the cost of special shipping.

6.5. Should any order take longer than the stated delivery time provided by the Bidder on the Pricing Schedule, notification must be provided before time has expired so that County personnel can pursue other options to procure the item in an agreeable timeframe.

7. **QUOTATION LIMITATION:**

7.1. Bidders shall offer only ONE PRICE AND/OR DISCOUNT for each line item bid. No alternatives will be accepted, unless requested by the County.

SPECIAL PROVISIONS8. **INTERPRETATION OF BID:**

8.1. Any questions pertaining to this solicitation shall be directed to:

Guyler "Ryan" Justus, Contract Specialist  
 Department of Procurement & Material Management  
 12000 Government Center Parkway, Suite 427  
 Fairfax, Virginia 22035-0013  
 Telephone Number: (703) 324-2719  
 E-mail: [guyler.justus@fairfaxcounty.gov](mailto:guyler.justus@fairfaxcounty.gov)

9. **SUBMISSION OF BIDS:**

9.1. Each bidder must use the attached Pricing Schedule to submit their bid. All bids must show the information as listed on the Pricing Schedule. **All bidders must return two (2) copies of the Cover Sheet (DPMM30), duly signed, and two (2) copies of Attachments A and B, keeping all remaining pages for your files.** By executing the Cover Sheet, the bidder acknowledges they have read this solicitation, understand it, and agree to be bound by its terms and conditions. Bids may be mailed or hand delivered to the following location:

Department of Procurement and Material Management  
 12000 Government Center Parkway, Suite 427  
 Fairfax, Virginia 22035-0013

9.2. All bids shall be submitted in a sealed envelope or package with the bid number, title, and the bidder's name and address on the outside of such envelope or package.

9.3. **BIDS RECEIVED AFTER THE DUE DATE/TIME WILL NOT BE CONSIDERED FOR CONTRACT AWARD.**

10. **ADDENDA:**

10.1. Bidders are reminded that changes to the bid, in the form of addenda, are often issued between the issue date and within three (3) days before the due date. All addenda shall be signed and submitted before the due date/time or must accompany the bid.

10.2. Notice of addenda will be posted on eVA and the DPMM current solicitation webpage. It is the bidder's responsibility to monitor the web page for the most current addenda at [www.fairfaxcounty.gov/solicitations](http://www.fairfaxcounty.gov/solicitations).

10.3. The last day to submit questions to be addressed in the addenda will be six (6) business days before the due date at 12:00 p.m. eastern time.

11. **BID EVALUATION/CONTRACT AWARD:**

11.1. Manufacturers listed in this solicitation will be awarded to the highest percentage discount responsive and responsible bidder meeting specifications. The County reserves the right to award the contract by Manufacturer and to make a Primary and Secondary award, based on what the County determines to be in its best interest.

11.2. Any bidder who has any exclusions found on the System for Award Management (SAM), may be considered nonresponsive.

11.3. Only authorized distributors shall be considered for award.

SPECIAL PROVISIONS11.4. **Manufacturer Brand Name**

- a. Contract award will be based on the bidder(s) offering the greatest discount from Manufacturer's List Price.
- b. Bidder must provide a way for the County to access the Manufacturer's Parts List and Pricing List. Electronic access is recommended and must allow for multiple users to access at the same time.
- c. Where basis of award is "discount from Price List, the Price List Sheets shall be the currently published National Standard Manufacturer's Price Lists. Each Bidder shall quote the percentage of discount from the Price List cited above and shall furnish a copy with their bid submission or provide access to an electronic catalog per paragraph 10.4b. The percentage discount, bid by each bidder, must be a single percentage discount applicable to all PARTS and/or EQUIPMENT items. The percentage discounts shall remain firm for the duration of the contract.
- d. Annual Inventory Maintenance: At least once a year, the contractor shall, at no cost to the County, provide assistance (technical or manual) in identifying and purging obsolete inventory. In addition, the contractor shall, in a timely manner, provide any information and assistance pertaining to the product line being offered by this bidder relating to: stock number changes, updating material management information and inventory due to changes in product specification, new catalogs or technical bulletins, or any other relevant information.

- 11.5. **Return of New and Unused Parts:** Contractor will assist the County in ordering the proper products. Any new, unused parts (to include stock, nonstock, special-order, and obsolete) purchased under the contracts created from this IFB will be able to be returned for full credit, less any special shipping cost, if returned within 30 days of receipt of goods.

12. **WARRANTY:**

- 12.1. Successful contractors must provide detailed Warranty information within 10 business days upon request by a county agency.
- 12.2. Warranties shall be manufacturer's standard and shall be inclusive of any other warranty requirements which may be stipulated elsewhere herein.
- 12.3. Bidders shall be responsible for the execution and effectiveness of all product warranty, and shall be the sole source for solutions to problems arising from warranty claims. Bidders agree to respond directly to correct warranty claims and to ensure reconciliation of warranty claims that have been assigned to a third party.
- 12.4. Warranty claims shall be processed in a timely manner, not to exceed 10 business days after receipt of defective items or equipment. If any issues arise that would exceed this limit, bidder must inform the facility before the 10 days expire.

13. **BID ACCEPTANCE PERIOD:**

- 13.1. Any bid in response to this solicitation shall be valid for 90 days. At the end of the days the bid may be withdrawn at the written request of the bidder. If the bid is not withdrawn at that time it remains in effect until an award is made or the solicitation is cancelled.



SPECIAL PROVISIONS14. CONTRACT INSURANCE PROVISIONS

14.1. The Contractor shall be responsible for its work and every part thereof, and for all materials, tools, equipment, appliances, and property of any and all description used in connection therewith. The Contractor assumes all risk of direct and indirect damage or injury to the property or persons used or employed on or in connection with the work contracted for, and of all damage or injury to any person or property wherever located, resulting from any action, omission, commission or operation under the contract.

14.2. The Contractor shall, during the continuance of all work under the contract provide the following:

- a. Maintain statutory Workers' Compensation and Employer's Liability insurance in limits of not less than \$100,000 to protect the Contractor from any liability or damages for any injuries (including death and disability) to any and all of its employees, including any and all liability or damage which may arise by virtue of any statute or law in force within the Commonwealth of Virginia.
- b. The Contractor agrees to maintain Commercial General Liability insurance in the amount of \$1,000,000 per occurrence/aggregate, to protect the Contractor, its subContractors, and the interest of the County, its officers and employees against any and all injuries to third parties, including bodily injury and personal injury, wherever located, resulting from any action or operation under the Contract or in connection with the contracted work.
- c. The Contractor agrees to maintain owned, non-owned, and hired Automobile Liability insurance, in the amount of \$1,000,000 per occurrence/aggregate, including property damage, covering all owned, non-owned, borrowed, leased, or rented vehicles operated by the Contractor. In addition, all mobile equipment used by the Contractor in connection with the contracted work, will be insured under either a standard Automobile Liability policy, or a Commercial General Liability policy. The Garage Keeper's Liability coverage shall also be maintained where appropriate.
- d. Contractor agrees to maintain Contractors Liability insurance in the amount of \$1,000,000 per occurrence/aggregate to insure against loss due to liability imposed upon an owner/Contractor for acts arising out of the operations of independent Contractors/subcontractors or out of an owner's/Contractor's supervisory activity.
- e. Liability Insurance "Claims Made" basis:

If the liability insurance purchased by the Contractor has been issued on a "claims made" basis, the Contractor must comply with the following additional conditions. The limit of liability and the extensions to be included as described previously in these provisions, remain the same. The Contractor must either:

1. Agree to provide certificates of insurance evidencing the above coverage for a period of two years after final payment for the contract. This certificate shall evidence a "retroactive date" no later than the beginning of the Contractor's or sub-contractor's work under this contract, or
2. Purchase the extended reporting period endorsement for the policy or policies in force during the term of this contract and evidence the purchase of this extended reporting period endorsement by means of a certificate of insurance or a copy of the endorsement itself.

SPECIAL PROVISIONS

- f. Liability insurance may be arranged by General Liability and Automobile Liability policies for the full limits required, or by a combination of underlying Liability policies for lesser limits with the remaining limits provided by an Excess or Umbrella Liability policy.
  - g. The Contractor agrees to provide insurance issued by companies admitted within the Commonwealth of Virginia, with the Best's Key Rating of at least A:VI.
  - h. European markets including those based in London, and the domestic surplus lines markets that operate on a non-admitted basis are exempt from this requirement provided that the Contractor's broker can provide financial data to establish that a market is equal to or exceeds the financial strengths associated with the A.M. Best's rating of A:VI or better.
  - i. Hold-harmless and Indemnification: Article 57 of the General Conditions and Instructions to Bidders shall apply where DPSM form is used. If not, following paragraph shall be inserted:
 

"The Contractor hereby agrees to indemnify and hold harmless Fairfax County, Virginia, its officers, agents and all employees and volunteers, from any and all claims for bodily injury, and personal injury and/or property damage, including cost of investigation, all expenses of litigation, including reasonable attorney fees, and the cost of appeals arising out of any claims or suits which result from errors, omissions, or negligent acts of the Contractor, his subcontractors and their agents and employees".
  - j. The Contractor will provide an original, signed Certificate of Insurance citing the contract number and such endorsements as prescribed herein.
  - k. The Contractor will secure and maintain all insurance certificates of its subcontractors, which shall be made available to the County on demand.
  - l. The Contractor will provide on demand certified copies of all insurance policies related to the contract within ten business days of demand by the County. These certified copies will be sent to the County from the Contractor's insurance agent or representative.
- 14.3. No change, cancellation, or non-renewal shall be made in any insurance coverage without a 30-day written notice to the County. The Contractor shall furnish a new certificate prior to any change or cancellation date. The failure of the Contractor to deliver a new and valid certificate will result in suspension of all payments until the new certificate is furnished.
- 14.4. Compliance by the Contractor and all subcontractors with the foregoing requirements as to carrying insurance shall not relieve the Contractor and all subcontractors of their liabilities provisions of the contract.
- 14.5. Contractual and other liability insurance provided under this contract shall not contain a supervision, inspection or engineering services exclusion that would preclude the County from supervising and/or inspecting the project as to the end result. The Contractor shall assume all on-the-job responsibilities as to the control of persons directly employed by it and of the subcontractors.
- 14.6. Nothing contained in the specifications shall be construed as creating any contractual relationship between any subcontractor and the County. The Contractor shall be as fully responsible to the County for the acts and omissions of the subcontractors and of persons employed by them as it is for acts and omissions of person directly employed by it.

SPECIAL PROVISIONS

- 14.7. Precaution shall be exercised at all times for the protection of persons (including employees) and property.
- 14.8. The Contractor and all subcontractors are to comply with the Occupational Safety and Health Act of 1970, Public Law 91-596, as it may apply to this Contract.
- 14.9. The County, its officers and employees shall be named as an "additional insured" in the Automobile and General Liability policies and it shall be stated on the Insurance Certificate that this coverage "is primary to all other coverage the County may possess."
15. **METHOD OF ORDERING:**
- 15.1. The County may use two (2) different methods of placing orders from the final contract: Purchase Orders (PO's) and approved County procurement cards.
- 15.2. A Purchase Order (PO) may be issued to the Contractor on behalf of the County agency ordering the items/services covered under this contract. The purchase order indicates that sufficient funds have been obligated as required by Title 15.2-1238 of the Code of the Commonwealth of Virginia.
- 15.3. Procurement Card orders and payments may also be made by the use of a Fairfax County or Fairfax County Public Schools "Procurement" Card. The Procurement card is currently a MasterCard. Contractors are encouraged to accept this method of receiving orders.
- 15.4. Regardless of the method of ordering used, solely the contract and any modification determine performance time and dates.
- 15.5. Orders may be placed orally by authorized employees of the County identifying themselves with their name and a credit card order number or purchase order. The Contractor may contact agency personnel listed on the Purchase Order to verify the authorization of the employee placing the call.
- 15.6. Performance under this contract is not to begin until receipt of the purchase order, Procurement Card order, or other notification to proceed by the County Purchasing Agent and/or County agency to proceed. Purchase requisitions shall not be used for placing orders.
16. **CORRESPONDENCE:**
- 16.1. All communications between the parties relating to material contractual issues shall be through the Contract Specialist and must be in writing to be deemed binding.
17. **ADDITIONS/DELETIONS:**
- 17.1. The County reserves the right to add similar items/services or delete items/services specified in the resultant contract as requirements change during the period of the contract. Fairfax County and the Contractor will mutually agree to prices for items/services to be added to the contract. Contract amendments will be issued for all additions or deletions.

SPECIAL PROVISIONS**18. CANCELLATION OF ORDERS:**

- 18.1. Time is of the essence in furnishing the items ordered. The County reserves the right to cancel the order and/or to refuse delivery if the items ordered are not furnished within the period of time specified in this contract.

**19. INVOICING PROCEDURE:**

- 19.1. The Contractor shall submit a Summary Invoice once each month, listing the Sales/Delivery Ticket numbers covering deliveries made during the monthly billing period and submitted to the BILL TO address shown on the Purchase Order. The invoice must be accompanied by one copy of each signed Sales/Delivery Ticket.
- 19.2. The invoice shall contain the applicable Purchase Order number and the name of the Agency receiving the supplies. Payment will be made once each month.

**20. SALES/DELIVERY TICKETS:**

- 20.1. Orders placed under this contract for delivery placed by PO or Procurement Card or for pick up by an authorized representative, shall be supported by the Contractor's Sales/Delivery Ticket. The Contractor's Sales/Delivery Ticket shall contain the following information:
1. Contractor's Name
  2. Credit Card Order Number (begins with either A, J, N, or W, and is followed by 6 numbers.
  3. Contract Number
  4. Date of Purchase
  5. Itemized list of supplies furnished
  6. Quantity, list price, percentage discount, price after discount and extension of each item, and total, in accordance with the Contract.
  7. Name of authorized representative ordering the supplies
  8. Name of Fairfax County Agency receiving the supplies
- 20.2. In all instances, the Contractor will prepare a Sales/Delivery Ticket, whether delivery is made by the Contractor or pick up is made by a Fairfax County representative at the Contractor's place of business. The Contractor's Sales/Delivery Ticket will be signed, by the Fairfax County representative, with a copy being retained by the Contractor.

**21. EMERGENCY PURCHASES:**

- 21.1. Should the Contractor be unable to furnish the required item within the period of time specified in the contract the County reserves the right to make emergency purchases from other sources.

**22. ORDER OF PRECEDENCE:**

- 22.1. In the event of conflict, the Acceptance Agreement and the Special Provisions of this solicitation shall take precedence over the General Conditions and Instructions to Bidders or any other contract document.



SPECIAL PROVISIONS23. **AUDIT:**

- 23.1. The Contractor shall retain all books, records, and other documents relative to this contract for three (3) years after final payment, or until audited by the County of Fairfax, whichever is sooner. The County shall have full access to and the right to examine any of said materials during the retention period.

24. **SUBCONTRACTING:**

- 24.1. If one or more subcontractors are required, the Contractor is encouraged to utilize small, minority-owned, and women-owned business enterprises. For assistance in finding subcontractors, contact the Virginia Department of Small Business and Supplier Diversity <https://www.dbsd.virginia.gov>; local chambers of commerce and other business organizations.

25. **USE OF CONTRACT BY OTHER PUBLIC BODIES:**

- 25.1. Reference Paragraph 70, General Conditions and Instructions to Bidders, Cooperative Purchasing: Bidders are advised that the resultant contract(s) may be extended, with the authorization of the Bidder, to other public bodies, or public agencies or institutions of the United States to permit their use of the contract at the same prices and/or discounts and terms and conditions of the resulting contract. If any other public body decides to use the final contract, the Contractor(s) must deal directly with that public body concerning the placement of orders, issuance of the purchase orders, contractual disputes, invoicing and payment. The County of Fairfax acts only as the "Contracting Agent" for these public bodies. Failure to extend a contract to any public body will have no effect on consideration of your bid. (See Attachment A for sample listing).
- 25.2. It is the Contractors responsibility to notify the public body(s) of the availability of the contract(s).
- 25.3. Other public bodies desiring to use this contract must make their own legal determination as to whether the use of this contract is consistent with their laws, regulations, and other policies.
- 25.4. Each public body has the option of executing a separate contract with the Contractor(s). Public bodies may add terms and conditions required by statute, ordinances, and regulations, to the extent that they do not conflict with the contract's terms and conditions. If, when preparing such a contract, the general terms and conditions of a public body are unacceptable to the Contractor, the Contractor may withdraw its extension of the award to that public body.
- 25.5. Fairfax County shall not be held liable for any costs or damages incurred by another public body as a result of any award extended to that public body by the Contractor.

26. **NEWS RELEASES BY VENDORS:**

- 26.1. As a matter of policy, the County does not endorse the products or services of a Contractor. A Contractor will not make news releases concerning any resultant contract from this solicitation without the prior written approval of the County. All proposed news releases will be routed to the Purchasing Agent for review and approval.

SPECIAL PROVISIONS27. **AMERICANS WITH DISABILITIES ACT REQUIREMENTS:**

- 27.1. Fairfax County is committed to a policy of nondiscrimination in all County programs, services, and activities and will provide reasonable accommodations upon request. Bidders requesting special accommodations should call the Department ADA representative (703) 324-3201 or TTY 711. Please allow two (2) working days in advance of the event to make the necessary arrangements.
- 27.2. Fairfax County Government is fully committed to the Americans with Disabilities Act (ADA), which guarantees non-discrimination and equal access for persons with disabilities in employment, public accommodations, transportation, and all County programs, activities and services. Fairfax County Government Contractors, subcontractors, vendors, and/or suppliers are subject to this ADA policy. All individuals having any County contractual agreement must make the same commitment. Your acceptance of this contract acknowledges your commitment and compliance with ADA.

28. **STATE CORPORATION COMMISSION IDENTIFICATION NUMBER:**

- 28.1. Pursuant to *Code of Virginia*, §2.2-4311.2 subsection B, a bidder or offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 is required to include in its bid or proposal the identification number issued to it by the State Corporation Commission (SCC). Any bidder or offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 or as otherwise required by law is required to include in its bid or proposal a statement describing why the bidder or offeror is not required to be so authorized. Any bidder or offeror that fails to provide the required information may not receive an award.

# COUNTY OF FAIRFAX

## COMMONWEALTH OF VIRGINIA

### GENERAL CONDITIONS AND INSTRUCTIONS TO BIDDERS

BIDS ON SOLICITATIONS ISSUED BY THE COUNTY WILL BIND BIDDERS TO THE APPLICABLE CONDITIONS AND REQUIREMENTS IN THE GENERAL CONDITIONS AND INSTRUCTIONS TO BIDDERS (GCIB) UNLESS OTHERWISE SPECIFIED IN THE SOLICITATION AND SUBJECT TO APPLICABLE STATE, LOCAL, AND FEDERAL LAWS.

BIDDERS OR THEIR AUTHORIZED REPRESENTATIVES SHOULD INFORM THEMSELVES FULLY AS TO THE CONDITIONS, REQUIREMENTS, AND SPECIFICATIONS OF EACH COUNTY PROCUREMENT BEFORE SUBMITTING BIDS. FAILURE TO DO SO WILL BE AT THE BIDDER'S OWN RISK AND RELIEF CANNOT BE SECURED ON THE PLEA OF ERROR.

1. **AUTHORITY:** The Purchasing Agent has the sole responsibility and authority for purchasing supplies, materials, equipment, and services, except as excluded in the Fairfax County Purchasing Resolution. The Purchasing Agent's responsibility and authority includes, but is not limited to, issuing and modifying solicitations, negotiating and executing contracts, and placing purchase orders. In discharging these responsibilities, the Purchasing Agent may be assisted by contract specialists. Unless specifically delegated by the Purchasing Agent, no other County officer or employee is authorized to order supplies or services, enter into purchase negotiations or contracts, or in any way obligate the government of the County of Fairfax for an indebtedness. Any purchase ordered or contract made that is contrary to these provisions and authorities shall be of no effect, void, and does not bind the County.
2. **DEFINITIONS:** Unless otherwise defined in the GCIB, capitalized terms shall have the meanings defined by the Fairfax County Purchasing Resolution.

AGENCY: Any Department, Agency, Authority, Commission, Board or other unit in the Administrative Service of the County.

BID: The offer of a bidder to provide specific goods or services at specified prices and/or other conditions specified in the solicitation.

BIDDER/OFFEROR: Any individual, company, firm, corporation, partnership or other organization bidding on solicitations issued by the Purchasing Agent and offering to enter into contracts with the County. The term "bidder" will be used throughout this document and shall be construed to mean "offeror" where appropriate.

CONTRACTOR: Any individual, company, firm, corporation, partnership or other organization to whom an award is made by the County.

INVITATION FOR BID (IFB): A request which is made to prospective suppliers (bidders) for their quotation on goods or services desired by the County. The issuance of an IFB will contain or incorporate by reference the specifications and contractual terms and conditions applicable to the procurement.

PURCHASING AGENT: The Purchasing Agent employed by the Board of Supervisors of Fairfax County, Virginia.

REQUEST FOR PROPOSAL (RFP): A request for an offer from prospective offerors which will indicate the general terms which are sought to be procured from the offeror. The RFP will specify the evaluation factors to be used and will contain or incorporate by reference other contractual terms and conditions applicable to the procurement.

SOLICITATION: The process of notifying prospective bidders that the County wishes to receive bids on a set of requirements to provide goods or services. The notification of County requirements may consist of public advertising (newspaper, County Web Site, or other electronic notification), the mailing of Notices of Solicitation, Invitation for Bid (IFB) or Request for Proposal (RFP), the public posting of notices, issuance of an informal solicitation to include telephone calls to prospective bidders.

### CONDITIONS OF BIDDING

3. **BID FORMS:** Unless otherwise specified in the solicitation, all bids must be (i) submitted on the forms provided by the County, including the bid Cover Sheet and Pricing Schedule(s); (ii) properly signed in ink in the identified spaces; and (iii) submitted in a sealed envelope or package.

If the bid prices or any other submissions differ on the copy of the submitted bid, the ORIGINAL copy shall prevail.

**General Conditions and Instructions to Bidders**

4. **LATE BIDS & MODIFICATIONS OF BIDS:**
  - a. Bids or proposals received after the date and time specified for receipt in the solicitation will not be considered.
  - b. **If an emergency, unanticipated event, or closing of County offices interrupts or suspends normal County business operations so that bids cannot be received at the County office designated for receipt of bids by the exact time specified in the solicitation, then bids will be due at the same time of day specified in the solicitation on the first work day that normal County business operations resume.**
  - c. The official time used for receipt of bids/modifications is the time and date stamp clock located in the Department of Procurement & Material Management. No other clocks, calendars or timepieces are recognized. All bidders must ensure all bids/modifications are received prior to the scheduled due date/time.
5. **WITHDRAWAL OF BIDS:** Bids shall be withdrawn only as set forth in the Fairfax County Purchasing Resolution.
6. **ERRORS IN BIDS:** When an error is made in extending total prices, the unit bid price will govern. Erasures in bids must be initialed by the bidder. Bidders are cautioned to recheck their bids for possible error. Errors discovered after public opening cannot be corrected and the bidder will be required to perform if its bid is accepted.
7. **LABELING OF BIDS:** All bids and proposals submitted in response to a County solicitation must be submitted in a sealed envelope or package identified with the solicitation number, title, and bidder's name and address clearly marked on the outside of the envelope or package.
8. **ACCEPTANCE OF BIDS/BINDING 90 DAYS:** Unless otherwise specified, all formal bids submitted shall be binding for ninety (90) calendar days following bid opening date, unless extended by mutual consent of all parties.
9. **CONDITIONAL BIDS:** Conditional bids may be rejected in whole or in part.
10. **BIDS FOR ALL OR PART:** The Purchasing Agent reserves the right to make award on all items in the aggregate or on any of the items on an individual basis, whichever is in the best interest of the County. A bidder may restrict its bid to consideration in the group aggregate by so stating, but must name a single unit price on each item bid. Any bid in which the bidder names a total price for all the articles without quoting a unit price for each and every separate item may not be considered for award.
11. **AREA BIDS:** For the purchase and delivery of certain goods and services the County may be divided into Areas (e.g., Areas I, II, III, and IV). When such goods and services are included in the Pricing Schedule, bidders may bid on all areas or an individual area. A map showing the areas of the County will be furnished with the solicitation when required.
12. **RECEIPT OF BIDS:** Bids received prior to the time of opening will be securely kept, unopened by the County. No responsibility will attach to the Purchasing Agent or her representative for the premature opening of a bid not properly addressed and identified. Unless specifically authorized in the solicitation, telegraphic, electronic, or facsimile bids/modifications will not be considered by the County.
13. **BID OPENING:** All bids received in response to an Invitation for Bid (IFB) will be opened at the date, time and place specified, read publicly, and made available for inspection as provided in paragraph 62, General Conditions and Instructions to Bidders. The Purchasing Agent's representative assigned to open the bids will decide when the specified time for bid opening has arrived. Tabulations of bids received are posted on the County's website at: <http://www.fairfaxcounty.gov/procurement/bid-tab>  
  
Proposals received in response to a Request for Proposal (RFP) will be made available as provided in Paragraph 62, General Conditions and Instructions to Bidders.
14. **OMISSIONS & DISCREPANCIES:** Any items or parts of any equipment listed in this solicitation that clearly necessary for the operation and completion of such equipment, but are: (i) not fully described by the County; or (ii) are omitted by the County from such specification, shall be considered a part of such equipment even if not directly specified or called for in the specifications.  
  
If a bidder finds discrepancies or ambiguities in, or omissions from, the solicitation, including the drawings and/or specifications, it shall notify the Purchasing Agent at least five (5) days prior to the date set for the opening of bids. If necessary, the Purchasing Agent will send a written addendum for clarification to all bidders no later than three (3) days before the date set for opening of bids. Notifications regarding specifications will not be considered if received within five days of the date set for opening of bids.
15. **BIDDER INTERESTED IN MORE THAN ONE BID:** If more than one bid is offered by a bidder, directly or indirectly, all such bids may be rejected. A bidder who has quoted prices on work, materials, or supplies to a bidder is not disqualified from quoting prices to other bidders or firms submitting a bid directly for the work, materials or supplies.
16. **TAX EXEMPTION:** The County is exempt from the payment of any federal excise or any Virginia sales tax. Fairfax County's Federal Excise Tax Exemption Number is 54-74-0127K.

**General Conditions and Instructions to Bidders**

17. **PROHIBITION AGAINST UNIFORM PRICING:** The Purchasing Agent encourages open and competitive bidding by all possible means and endeavors to obtain the maximum degree of open competition on all purchase transactions using the methods of procurement authorized by the Fairfax County Purchasing Resolution. Each bidder, by virtue of submitting a bid, guarantees that it has not been a party with other bidders to an agreement to bid a fixed or uniform price. Violation of this implied guarantee shall render void the bids of participating bidders. Any disclosure to or acquisition by a competitive bidder, in advance of the opening of the bids, of the terms or conditions of the bid submitted by another competitor may render the entire proceedings void and may require re-advertising for bids.

**SPECIFICATIONS**

18. **CLARIFICATION OF TERMS:** If any prospective bidder has questions about the specifications or other solicitation documents, the prospective bidder should contact the contract specialist whose name appears on the face of the solicitation no later than five working dates before the due date. Any revisions to the solicitation will be made only by addendum issued by the contract specialist.
19. **BRAND NAME OR EQUAL ITEMS:** Unless otherwise provided in the Invitation for Bid, 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. Any article that the County in its sole discretion determines to be the equivalent of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The bidder is responsible for clearly and specifically identifying the product being offered and providing sufficient descriptive literature, catalog cuts and technical detail to enable the County 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. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the bidder clearly indicates in its bid that the product is an equivalent product, such bid will be considered to offer the brand name product referenced in the solicitation.
20. **SPECIFICATIONS:** When a solicitation contains a specification that states no substitutes, no deviation therefrom will be permitted and the bidder will be required to furnish articles in conformity with that specification.

The bidder must 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.

**AWARD**

21. **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 County 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 County 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 and to waive any informality in bids received whenever such rejection or waiver is in the best interest of the County. Award may be made to as many bidders as deemed necessary to fulfill the anticipated requirements of Fairfax County. The Purchasing Agent also reserves the right to reject the bid of a bidder deemed to be a non-responsible bidder.

In determining the responsibility of a bidder, the following criteria will be considered:

- a. The ability, capacity and skill of the bidder to perform the contract or provide the service required;
  - b. Whether the bidder can perform the contract or provide the service promptly, or within the time specified, without delay or interference;
  - c. The character, integrity, reputation, judgment, experience and efficiency of the bidder;
  - d. The quality of performance of previous contracts or services;
  - e. The previous and existing compliance by the bidder with laws and ordinances relating to the contract or services;
  - f. The sufficiency of the financial resources and ability of the bidder to perform the contract or provide the service;
  - g. The quality, availability and adaptability of the goods or services to the particular use required;
  - h. The ability of the bidder to provide future maintenance and service for the use of the subject of the contract;
  - i. Whether the bidder is in arrears to the County on debt or contract or is a defaulter on surety to the County or whether the bidder's County taxes or assessments are delinquent; and
  - j. Such other information as may be secured by the Purchasing Agent having a bearing on the decision to award the contract. If an apparent low bidder is not awarded a contract for reasons of non-responsibility, the Purchasing Agent shall so notify that bidder and shall have recorded the reasons in the contract file.
22. **NOTICE OF ACCEPTANCE/CONTRACT DOCUMENTS:** A written award (or Acceptance Agreement) mailed or otherwise furnished to the successful bidder within the time for acceptance specified in the solicitation shall result in a binding contract. The following documents, which are included in the solicitation, are incorporated by reference in and made part of the resulting contract:



**General Conditions and Instructions to Bidders**

- a. County of Fairfax Solicitation Form (Cover Sheet) and other documents which may be incorporated by reference, if applicable
  - b. Acceptance Agreement
  - c. General Conditions and Instructions to Bidders
  - d. Special Provisions and Specifications
  - e. Pricing Schedule
  - f. Any Addenda/Amendments/Memoranda of Negotiations
23. **TIE-BIDS:** If all bids are for the same total amount or unit price (including authorized discounts and delivery times), and if the public interest will not permit the delay of re-advertisement for bids, the Purchasing Agent is authorized to award the contract to the tie bidder that has its principal place of business in the County, or if there be none, to the resident Virginia tie bidder, or if there be none, to one of the tie bidders by drawing lots in public; or the Purchasing Agent may purchase the goods or services in the open market except that the price paid shall not exceed the lowest contract bid price submitted for the same goods or services. The decision of the County to make award to one or more such bidders shall be final.
24. **PROMPT PAYMENT DISCOUNT:**
- a. Unless otherwise specified in the solicitation, prompt payment discounts requiring payment in less than fifteen (15) days will not be considered in evaluating a bid for award. However, even though not considered in the evaluation, such discounts will be taken if payment is to be made within the discount period.
  - b. If a discount for prompt payment is allowed, the discount period will begin on the date of receipt of a properly completed invoice or acceptance of materials or services, whichever is later.
  - c. For determining acceptance of supplies in accordance with the provisions of the prompt payment discount paragraph, inspection and acceptance shall be accomplished only after examination (including testing) of supplies and services to determine whether the supplies and services conform to the contract requirements.
- For the purpose of earning the discount, payment is deemed to be made as of the date of mailing of the County check or issuance of an Electronic Funds Transfer, or completion of a credit card transaction.
25. **INSPECTION-ACCEPTANCE:** Acceptance shall occur only after receipt and inspection provided such inspection, as appropriate, is accomplished within a reasonable time. The County reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
26. **DEFINITE BID QUANTITIES:** Where definite quantities are specifically stated, acceptance will bind the County to order quantities specified and to pay for, at contract prices, all such supplies or services delivered that meet specifications and conditions of the contract. However, the County will not be required to accept delivery of any balances unordered, as of the contract expiration date, unless the Contractor furnished the Purchasing Agent with a statement of unordered balances not later than ten (10) days after the termination date of the contract.
27. **REQUIREMENT BID QUANTITIES:** On "Requirement" bids, acceptance will bind the County to pay for, at unit bid prices, only quantities ordered and delivered. Where the County specifies estimated quantities, the Contractor shall not be required to deliver more than ten (10) percent in excess of the estimated quantity of each item, unless otherwise agreed upon.

**CONTRACT PROVISIONS**

28. **TERMINATION OF CONTRACTS:** Contracts will remain in force for full periods specified and/or until all articles ordered before date of termination shall have been satisfactorily delivered and accepted and thereafter until all requirements and conditions shall have been met, unless:
- a. Terminated prior to expiration date by satisfactory deliveries of entire contract requirements, or upon termination by the County for Convenience or Cause.
  - b. Extended upon written authorization of the Purchasing Agent and accepted by Contractor, to permit ordering of unordered balances or additional quantities at contract prices and in accordance with contract terms.
29. **TERMINATION FOR CONVENIENCE:** A contract may be terminated in whole or in part by the County in accordance with this clause whenever the Purchasing Agent determines that such a termination is in the best interest of the County. Any such termination shall be effected by delivery to the Contractor of a Notice of Termination specifying the extent to which performance shall be terminated and the date upon which termination becomes effective. An equitable adjustment in the contract price shall be made for completed service, but no amount shall be allowed for anticipated profit on unperformed services.
30. **TERMINATION OF CONTRACT FOR CAUSE:**
- a. If, through any cause, the Contractor fails to fulfill in a timely and proper manner its obligations under this contract, or if the Contractor violates any of the covenants, agreements, or stipulations of this contract, the County shall have the right to terminate the contract. Any such termination shall be effected by delivery to the Contractor of a Notice of Termination specifying the extent to which performance shall be terminated and the date upon which termination becomes effective. In such event all finished or unfinished documents, data, studies, surveys, drawings, maps, models, and reports prepared by the Contractor under the contract shall, at the option of the County, become its property and the Contractor shall be entitled to receive just and equitable compensation for any satisfactory work completed on such documents.

**General Conditions and Instructions to Bidders**

- b. Termination of the Contract for Cause does not relieve the Contractor of liability to the County for damages sustained by the County by virtue of any breach of contract by the Contractor for the purpose of set off until such time as the exact amount of damages due to the County from the Contractor is determined.
31. **CONTRACT ALTERATIONS:** No alterations in the terms of a contract shall be valid or binding upon the County unless made in writing and signed by the Purchasing Agent or her authorized agent.
32. **SUBLETTING OF CONTRACT OR ASSIGNMENT OF CONTRACT FUNDS:** It is mutually understood and agreed that the Contractor shall not assign, transfer, convey, sublet or otherwise dispose of his or her contractual duties to any other person, firm or corporation, without the previous written consent of the Purchasing Agent. If the Contractor desires to assign its right to payment of the contract, Contractor shall notify the Purchasing Agent immediately, in writing, of such assignment of right to payment. In no case shall such assignment of contract relieve the Contractor from its obligations or change the terms of the contract.
33. **FUNDING:** The obligation of the County to pay compensation due the Contractor under the contract or any other payment obligations under any contract awarded pursuant to this contract is subject to appropriations by the Fairfax County Board of Supervisors to satisfy payment of such obligations. The County's obligations to make payments during subsequent fiscal years are dependent upon the same action. If such an appropriation is not made for any fiscal year, the contract shall terminate effective at the end of the fiscal year for which funds were appropriated and the County will not be obligated to make any payments under the contract beyond the amount appropriated for payment obligations under the contract. The County will provide the Contractor with written notice of non-appropriation of funds within thirty (30) calendar days after action is completed by the Board of Supervisors. However, the County's failure to provide such notice will not extend the contract into a fiscal year in which sufficient funds have not been appropriated.
34. **DELIVERY/SERVICE FAILURES:** If a Contractor (i) fails to deliver goods or services within the time specified or within a reasonable time as interpreted by the Purchasing Agent; or (ii) fails to make replacements or corrections of rejected articles or services when so requested, immediately or as directed by the Purchasing Agent, then the Purchasing Agent shall have the authority to purchase in the open market goods or services of comparable grade or quality to replace goods or services not delivered or rejected. On all such purchases, the Contractor shall reimburse the County, within a reasonable time specified by the Purchasing Agent, for any expense incurred in excess of contract prices. Such purchases shall be deducted from the contract quantities if applicable. Should public necessity demand it, the County reserves the right to use or consume articles delivered or services performed which are substandard in quality, subject to an adjustment in price to be determined by the Purchasing Agent.
35. **NON-LIABILITY:** The Contractor shall not be liable in damages for delay in shipment or failure to deliver when such delay or failure is the result of fire, flood, strike, the transportation carrier, act of God, act of Government, act of an alien enemy or by any other circumstances which, in the Purchasing Agent's opinion, are beyond the reasonable control of the Contractor. Under such circumstances, however, the Purchasing Agent may, at her discretion terminate the contract.
36. **NON-DISCRIMINATION:** During the performance of this contract, the Contractor agrees as follows:
- a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or 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 non-discrimination clause.
  - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
  - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
  - d. The Contractor will include the provisions of the foregoing paragraphs a, b, and c above in every subcontract or purchase order of over \$10,000 so that the provisions will be binding upon each subcontractor or vendor.
  - e. Contractor shall, throughout the term of this contract, comply with the Human Rights Ordinance, Chapter 11 of the Code of the County of Fairfax, Virginia, as reenacted or amended. Contractor shall further require that all of its subcontractors will comply with the Human Rights Ordinance, Chapter 11 of the Code of the County of Fairfax, Virginia, as reenacted or amended.
37. **SMALL, WOMEN-OWNED, AND MINORITY-OWNED BUSINESS USE:**
- a. It is the declared policy of the County of Fairfax, through its Small and Minority Business Enterprise Program, that Fairfax County and its employees undertake every effort to increase opportunity for use of small or minority businesses in all aspects of procurement to the maximum extent feasible.
  - b. Where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to small, women and minority businesses.
  - c. Where Federal grants or monies are involved, it is the policy of Fairfax County, through its agents and employees, to comply with the requirements set forth in the 2 CFR 200 Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, as they pertain to small and minority business use.

**General Conditions and Instructions to Bidders**

38. **GUARANTEES & WARRANTIES:** All guarantees and warranties required shall be furnished by the Contractor and shall be delivered to the Purchasing Agent before contract execution. Unless otherwise stated, manufacturer's standard warranty applies.
39. **PRICE REDUCTION:** If the Contractor makes a general price reduction for any material covered by the solicitation to customers generally, an equivalent price reduction shall apply to this contract for the duration of the contract period (or until the price is further reduced). Such price reduction shall be effective at the same time and in the same manner as the reduction in the price to customers generally. For purpose of this provision, a "general price reduction" shall mean any horizontal reduction in the price of an article or service offered (1) to Contractor's customers generally, or (2) in the Contractor's price schedule for the class of customers (i.e., wholesalers, jobbers, or retailers), which was used as the basis for bidding on this solicitation. An occasional sale at a lower price, or sale of distressed merchandise at a lower price is not a "general price reduction" under this provision. The Contractor shall submit its invoice at such reduced prices indicating on the invoice that the reduction is pursuant to the "Price Reduction" provision of the contract documents. The Contractor will also within ten days of any general price reduction notify the Purchasing Agent of such reduction by letter. FAILURE TO DO SO MAY RESULT IN TERMINATION OF THE CONTRACT.
40. **CHANGES:** If in the Purchasing Agent's opinion, it becomes proper or necessary in the execution of this contract to make any change in design, or to make any alterations that will increase the expense, the Purchasing Agent shall determine an equitable adjustment to the Contractor's compensation.

No payment shall be made to the Contractor for any extra material or services, or of any greater amount of money than stipulated to be paid in the contract, unless some changes in or additions to the contract requiring additional outlay by the Contractor are first expressly authorized and ordered in writing by contract amendment or otherwise furnished by the Purchasing Agent.

41. **PLACING OF ORDERS:** Orders against contracts will be placed with the Contractor by Purchase Order or Procurement Card (P-Card) executed and released by the Purchasing Agent or their designee. When a Blanket Purchase Order has been released by the Purchasing Agent, telephonic orders may be placed directly with the Contractor by authorized personnel in the ordering Agency.

**DELIVERY PROVISIONS**

42. **SHIPPING INSTRUCTIONS - CONSIGNMENT:** Unless otherwise specified in the solicitation each case, container, package, etc., delivered under the contract must be plainly marked, stating the Contractor's name, purchase order number, and delivery address as indicated in the order. Deliveries must be made within the hours of 8:00 AM - 3:00 PM. Deliveries at any other time will not be accepted unless specific arrangements have been previously made with the receiver 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.
43. **RESPONSIBILITY FOR MATERIALS OR GOODS TENDERED:** Unless otherwise specified in the solicitation, the Contractor is responsible for the materials or supplies covered by the contract until they are delivered at the delivery point designated by the County. The Contractor bears all risk of loss 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 County may return the rejected materials or supplies to the Contractor at its risk and expense or dispose of them as the County's own property.
44. **INSPECTIONS:** Inspection and acceptance of materials or supplies will be made after delivery at the designated destinations unless otherwise stated. If inspection is made after delivery at the designated destination, the County will bear the expense of inspection except for the value of samples used in case of rejection. Final inspection is conclusive except in regard to latent defects, fraud or such gross mistakes as to amount to 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 County for such materials or supplies as are not in accordance with the specifications.
45. **COMPLIANCE:** Delivery must be made as ordered and in accordance with the contract or as directed by the Purchasing Agent when not in conflict with the contract. The decision of the Purchasing Agent as to reasonable compliance with delivery terms shall be final. If the Contractor claims the delay in receipt of goods was caused by the County, the Contractor must provide evidence satisfactory to the Purchasing Agent supporting the Contractor's claim. Any request for extension of delivery time from that specified in the contract must be approved by the Purchasing Agent, such extension applying only to the particular item or shipment affected. If the Contractor is delayed by the County, there shall be added to the time of completion a time equal to the period of such delay caused by the County. However, the Contractor shall not be entitled to claim damages or extra compensation for such delay or suspension. These conditions may vary for construction contracts. See contract for the individual instructions.
46. **POINT OF DESTINATION:** All materials shipped to the County must be shipped F.O.B. DESTINATION unless otherwise stated in the contract or purchase order. The materials must be delivered to the "Ship to" address indicated on the purchase order.
47. **ADDITIONAL CHARGES:** Unless bought F.O.B. "shipping point" and Contractor prepays transportation, no delivery charges shall be added to invoices except when express delivery is authorized and substituted on orders for the method specified in the contract. In such cases, difference between freight or mail and express charges may be added to invoice.

**General Conditions and Instructions to Bidders**

48. **METHOD AND CONTAINERS:** Unless otherwise specified, goods shall be delivered in commercial packages in standard commercial containers that are constructed to ensure acceptance by common or other carrier for safe transportation to the point of delivery. Containers become the property of the County unless otherwise specified by bidder.
49. **REPLACEMENT:** Materials or components that have been rejected by the Purchasing Agent, in accordance with the terms of a contract, shall be replaced by the Contractor at no cost to the County.
50. **PACKING SLIPS OR DELIVERY TICKETS:** All shipments must be accompanied by Packing Slips or Delivery Tickets and must contain the following information for each item delivered:
  - a. The Purchase Order Number,
  - b. The Name of the Article and Stock Number (Supplier's),
  - c. The Quantity Ordered,
  - d. The Quantity Shipped,
  - e. The Quantity Back Ordered,
  - f. The Name of the Contractor.

Contractors are cautioned that failure to comply with these conditions is sufficient reason for the County's refusal to accept the goods.

**BILLING**

51. **BILLING:** Billing for the Fairfax County Public Schools and for County agencies: Unless otherwise specified on the contract or purchase order (PO), invoices are to be submitted for each purchase order immediately upon completion of the shipment or services. Invoices should be mailed to the "BILL TO" address on the PO or to the appropriate address specified in the contract.

**PAYMENTS**

52. **PAYMENT:** Payment shall be made after satisfactory performance that is in accordance with all provisions of the contract, and upon receipt of a properly completed invoice. The County reserves the right to withhold any or all payments or portions thereof for Contractor's failure to perform in accordance with the provision of the contract or any subsequent modifications.
53. **PARTIAL PAYMENTS:** Unless otherwise specified, partial payments will be made upon acceptance of materials or services so invoiced if in accordance with completion date. However, up to 5 percent (5%) of the value of the entire order may be retained until completion of contract.
54. **PAYMENT FOR EQUIPMENT, INSTALLATION, AND TESTING:** When equipment requires installation (which includes erection, setting up or placing in position, service, or use) and testing, and the installation or testing is delayed, payment may be made based on 50% of the contract price when such equipment is delivered on the site. A further allowance of 25% may be made when the equipment is installed and ready for test. The balance shall be paid after the equipment is tested and found to be satisfactory. If the equipment must be tested, but installation is not required to be made by the Contractor or if the equipment must be installed but testing is not required, payment may be made based on 75% at the time of delivery and the balance shall be paid after satisfactory test or installation is completed.

**GENERAL**

55. **GENERAL GUARANTY:** Contractor agrees to:
  - a. Save the County, its agents and employees harmless from liability of any nature or kind for the use of any copyrighted or uncopyrighted composition; secret process, patented or unpatented; invention; article or appliance furnished or used in the performance of a contract for which the Contractor is not the patentee, assignee, licensee or owner.
  - b. Warrant that when the contract includes a software license, or use of licensed software, the Contractor is the owner of the Software or otherwise has the right to grant to the County the license to use the Software granted through the Contract without violating or infringing any law, rule, regulation, copyright, patent, trade secret or other proprietary right of any third party.
  - c. Protect the County against latent defective material or workmanship and to repair or replace any damages or marring occasioned in transit or delivery.
  - d. Furnish adequate protection against damage to all work and to repair damages of any kind to the building or equipment, to his or her own work or to the work of other contractors, for which his or her workers are responsible.
  - e. Pay for all permits, licenses and fees and give all notices and comply with all laws, ordinances, rules, regulations, and policies of the County.
  - f. Protect the County from loss or damage to County owned property while it is in the custody of the Contractor.

**General Conditions and Instructions to Bidders**

56. **SERVICE CONTRACT GUARANTY:** Contractor agrees to:

- a. Furnish services described in the solicitation and resultant contract at the times and places and in the manner and subject to conditions of those documents provided that the County may reduce the said services at any time.
- b. Enter upon the performance of services with all due diligence and dispatch, assiduously press to its complete performance, and exercise therein the highest degree of skill and competence.
- c. All work and services rendered in strict conformance to all laws, statutes, and ordinances and the applicable government rules, regulations, methods, and procedures.
- d. Allow services to be inspected or reviewed by an employee of the County at any reasonable time and place selected by the County. The County is under no obligation to compensate Contractor for any services not rendered in strict conformity with the contract.
- e. Stipulate that the presence of a County Inspector shall not lessen the obligation of the Contractor for performance in accordance with the contract requirements, or be deemed a defense on the part of the Contractor for infraction thereof. The Inspector is not authorized to revoke, alter, enlarge, relax, or release any of the requirements of the contract documents. Any omission or failure on the part of the Inspector to disapprove or reject any work or material shall not be construed to be an acceptance of any such defective work or material. Notification of an omission or failure will be documented by the Purchasing Agent.

57. **INDEMNIFICATION:**

- a. **General Indemnification:** Contractor must indemnify, keep and save harmless, and defend the County, its agents, officials, employees and volunteers against Claims that may accrue or arise against the County as a result of the granting a contract, if the Claim was caused by the negligence or error, or omission of the Contractor, its employees, its subcontractor, or its subcontractor's employees. As used in this Section, a Claim includes: injuries, death, damage to property, breach of data security, suits, liabilities, judgments, or costs and expenses. Upon request by the County, the Contractor must at its own expense: appear, defend, and pay all attorney's fees and all costs and other expenses related to the Claim. If, related to a Claim, any judgment is rendered against the County or a settlement reached that requires the County to pay money, the Contractor must at its own expense 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, does not limit the Contractor's responsibility to indemnify, keep and save harmless, and defend the County as provided in this Contract.
- b. **Intellectual Property Indemnification:** In addition to the General Indemnification, Contractor will indemnify the County for and defend the County against third-party claims for infringement of any valid United States patent, trademark or copyright by the Contractor's products, software, services, or deliverables. Contractor must indemnify the County for any loss, damage, expense or liability, including costs and reasonable attorney's fees that may result by reason of any such claim. In the event of a claim covered by this subparagraph, and in addition to all other obligations of Contractor in this Paragraph 58, Contractor must at its expense and within a reasonable time: (a) obtain a right for the County to continue using such products and software, or allow Contractor to continue performing the Services; (b) modify such products, software, services or deliverables to make them non-infringing; or (c) replace such products or software with a non-infringing equivalent. If, in the Contractor's reasonable opinion, none of the foregoing options is feasible Contractor must immediately notify the County and accept the return of the products, software, services, or deliverables, along with any other components rendered unusable as a result of the infringement or claimed infringement, and refund to the County the price paid to Contractor for such components as well as any pre-paid fees for the allegedly infringing services, including license, subscription fees, or both. Nothing in Paragraph 57, however, relieves the Contractor of liability to the County for damages sustained by the County by virtue of any breach of contract related to a third-party infringement claim.
- c. **Right to Participate in Defense.** The County may, at its sole expense, participate in the defense or resolution of a Claim. Contractor will have primary control of the defense and resolution of the Claim, except when such defense or resolution requires the County to (i) admit liability or wrongdoing; or (ii) to pay money. In either of these cases Contractor must obtain the County's prior written consent before entering into such settlement or resolution.
- d. **No Indemnification by the County. The parties agree that under applicable law the County cannot indemnify or defend the Contractor. To the extent any promise or term contained in this Contract, including any exhibits, attachments, or other documents incorporated by reference therein, includes an indemnification or obligation to defend by the County, that promise or term is stricken from this Contract and of no effect.**

58. **OFFICIALS NOT TO BENEFIT:**

- a. Each bidder or offeror shall certify, upon signing a bid or proposal, that to the best of their knowledge no Fairfax County official or employee having official responsibility for the procurement transaction, or member of their immediate family, has received or will receive any financial benefit of more than nominal or minimal value relating to the award of this contract. If such a benefit has been received or will be received, this fact shall be disclosed with the bid or proposal or as soon thereafter as it appears that such a benefit will be received. Failure to disclose the information prescribed above may result in suspension or debarment, or rescission of the contract made, or could affect payment pursuant to the terms of the contract.
- b. Whenever there is reason to believe that a financial benefit of the sort described in paragraph "a" has been or will be received in connection with a bid, proposal or contract, and that the Contractor has failed to disclose such benefit or has inadequately disclosed it, the County Executive, as a prerequisite to payment pursuant to the contract, or at any other time, may require the Contractor to furnish, under oath, answers to any interrogatories related to such possible benefit.



**General Conditions and Instructions to Bidders**

- c. In the event the bidder or offeror has knowledge of benefits as outlined above, this information should be submitted with the bid or proposal. If the above does not apply at time of award of contract and becomes known after inception of a contract, the bidder or offeror shall address the disclosure of such facts to the Fairfax County Purchasing Agent, 12000 Government Center Parkway, Suite 427, Fairfax, Virginia 22035-0013. Relevant Invitation/Request for Proposal Number (see cover sheet) should be referenced in the disclosure.
59. **LICENSE REQUIREMENT:** All firms doing business in Fairfax County, shall obtain a license as required by Chapter 4, Article 7, of The Code of the County of Fairfax, Virginia, as amended, entitled "Business, Professional and Occupational Licensing (BPOL) Tax." Questions concerning the BPOL Tax should be directed to the Department of Tax Administration, telephone (703) 222-8234 or visit: <https://www.fairfaxcounty.gov/taxes/business/understanding-bpol-tax>. The BPOL Tax number must be indicated in the space provided on the Cover Sheet, "Fairfax License Tax No." when appropriate.
60. **AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH:** A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the *Code of Virginia* or as otherwise required by law. Any business entity described above that enters into a contract with a Fairfax County pursuant to the Fairfax County Purchasing Resolution shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. Fairfax County may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
61. **COVENANT AGAINST CONTINGENT FEES:** The Contractor warrants that no person or selling agency has been employed or retained to solicit or secure this contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by the Contractor for the purpose of securing business. For violation of this warranty, the County shall have the right to terminate or suspend this contract without liability to the County or in its discretion to deduct from the contract price or consideration, or otherwise recover, the full amount of such commission, percentage, brokerage, or contingent fee.
62. **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 all bids but prior to award, except in the event that the County 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 County 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 or prequalification application submitted pursuant to the prequalification process identified in the Special Provisions, shall not be subject to the Virginia Freedom of Information Act; however, the bidder, offeror or Contractor shall (i) invoke the protections of this section prior to or upon submission of the data or other materials, (ii) identify the data or other materials to be protected, and (iii) state the reasons why protection is necessary.
- d. Nothing contained in this section shall be construed to require the County, when procuring by "competitive negotiation" (Request for Proposal), to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous to the County.
- e. The County cannot maintain as confidential any information, data, or records obtainable through the Virginia Freedom of Information or similar law. This includes records or information that have not been properly designated as trade secret or proprietary information pursuant to Va. Code Ann. § 2.2-4342(F).

**BIDDER/CONTRACTOR REMEDIES**

63. **INELIGIBILITY:**
- a. Any person or firm suspended or debarred from participation in County procurement shall be notified in writing by the Purchasing Agent.
1. The Notice of Suspension shall state the reasons for the actions taken and such decision shall be final unless the person or firm appeals within ten (10) days of receipt of the Notice by instituting legal action as provided in the Code of Virginia.
2. The Notice of Debarment shall state the reasons for the actions taken and the decision shall be final unless the person or firm appeals within ten (10) days of receipt of the Notice by instituting legal action as provided in the Code of Virginia.
- b. The Purchasing Agent shall have the authority to suspend or debar a person or firm from bidding on any contract for the causes stated below:

**General Conditions and Instructions to Bidders**

1. Conviction for commission of a criminal offense as an incident to obtaining or attempting to obtain a public or private contract or subcontract, or in the performance of such contract or subcontract;
2. Conviction under state or federal statutes of embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, or any other offense indicating a lack of business integrity or business honesty which currently, seriously, and directly affects responsibility as a County Contractor;
3. Conviction under the state or federal antitrust statutes arising out of the submission of bids or proposals;
4. Violation of contract provisions, as set forth below, of a character which is regarded by the Purchasing Agent to be so serious as to justify suspension or debarment action:
  - a. failure without good cause to perform in accordance with the specifications or within the time limit provided in the contract; or
  - b. a recent record of failure to perform or of unsatisfactory performance in accordance with the terms of one or more contracts; provided, that failure to perform or unsatisfactory performance caused by acts beyond the control of the Contractor shall not be considered to be a basis for suspension or debarment;
5. Any other cause the Purchasing Agent determines to be so serious and compelling as to affect responsibility as a Contractor, such as debarment by another governmental entity for any cause listed herein, or because of prior reprimands;
6. The contractor has abandoned performance, been terminated for default on a Fairfax County project, or has taken any actions that inure to the detriment of Fairfax County or a Fairfax County project;
7. The Contractor is in default on any surety bond or written guarantee on which Fairfax County is an obligee.
- c. If, upon appeal, it is determined that the action taken by the Purchasing Agent was arbitrary or capricious, or not in accordance with the Constitution of Virginia, statutes or regulations, the sole relief available to the person or firm shall be restoration of eligibility. The person or firm may not institute legal action until all statutory requirements have been met.

**64. APPEAL OF DENIAL OF WITHDRAWAL OF BID:**

- a. A decision denying withdrawal of a bid submitted by a bidder or offeror shall be final and conclusive unless the bidder appeals the decision within ten (10) days after receipt of the decision by instituting legal action as provided in the Code of Virginia. The bidder or offeror may not institute legal action until all statutory requirements have been met.
- b. If no bid bond was posted, a bidder refused withdrawal of bid under the provisions of Article 2, Section 4.A.8, of the Fairfax County Purchasing Resolution, prior to appealing, shall deliver to the County a certified check or cash bond in the amount of the difference between the bid sought to be withdrawn and the next low bid. Such security shall be released only upon a final determination that the bidder was entitled to withdraw the bid.
- c. If, upon appeal, it is determined that the decision refusing withdrawal of the bid was not an honest exercise of discretion, but rather was arbitrary or capricious or not in accordance with the Constitution of Virginia, applicable state law or regulation, or the terms or conditions of the Invitation to Bid, the sole relief shall be withdrawal of the bid.

**65. APPEAL OF DETERMINATION OF NONRESPONSIBILITY:**

- a. Any bidder who, despite being the apparent low bidder, is determined not to be a responsible bidder for a particular County contract shall be notified in writing by the Purchasing Agent. Such notice shall state the basis for the determination, which shall be final unless the bidder appeals the decision within ten (10) days of receipt of the notice by instituting legal action as provided in the Code of Virginia. The bidder may not institute legal action until all statutory requirements have been met.
- b. If, upon appeal, it is determined that the decision of the Purchasing Agent was arbitrary or capricious and the award for the particular County contract in question has not been made, the sole relief available to the bidder shall be a finding that the bidder is a responsible bidder for the County contract in question. Where the award has been made and performance has

begun, the County may declare the contract void upon a finding that this action is in the best interest of the public. Where a contract is declared void, the performing Contractor shall be compensated for the cost of performance up to the time of such declaration. In no event shall the performing Contractor be entitled to lost profits.

**66. PROTEST OF AWARD OR DECISION TO AWARD:**

- a. Any bidder or offeror may protest the award or decision to award a contract by submitting a protest in writing to the Purchasing Agent, or an official designated by the County of Fairfax, no later than ten (10) days after the award or the announcement of the decision to award, whichever occurs first. Any potential bidder or offeror on a contract negotiated on a sole source or emergency basis who desires to protest the award or decision to award such contract shall submit such protest in the same manner no later than ten days after posting or publication of the notice of such contract as provided in Article 2, Section 2, of the Fairfax County Purchasing Resolution. However, if the protest of any actual or potential bidder or offeror depends in whole or in part upon information contained in public records pertaining to the procurement transaction which are subject to inspection under Article 2, Section 4.D of the Fairfax County Purchasing Resolution, then the time within which the protest must be submitted shall expire ten days after those records are available for inspection by such bidder or offeror under Article 2, Section 4.D, or at such later time as provided herein. No protest shall lie for a claim that the selected bidder or offeror is not a responsible bidder or offeror. The written protest shall include the basis for the protest and the relief sought. The Purchasing Agent shall issue a decision in writing within ten (10) days of the receipt of the protest stating the reasons for the action taken. This decision shall be final unless the bidder or offeror appeals within ten (10) days of receipt of the written decision by instituting legal action as provided in the Code of Virginia. Nothing in this section shall be construed to permit a bidder to challenge the validity of the terms or conditions of the Invitation for Bid or Request for Proposal.

**General Conditions and Instructions to Bidders**

- b. If prior to award it is determined that the decision to award is arbitrary or capricious, then the sole relief shall be a finding to that effect. The Purchasing Agent shall cancel the proposed award or revise it to comply with the law. If, after an award, it is determined that an award of a contract was arbitrary or capricious, then the sole relief shall be as hereinafter provided. Where the award has been made but performance has not begun, the performance of the contract may be declared void by the County. Where the award has been made and performance has begun, the Purchasing Agent may declare the contract void upon a finding that this action is in the best interest of the County. Where a contract is declared void, the performing Contractor shall be compensated for the cost of performance at the rate specified in the contract up to the time of such declaration. In no event shall the performing Contractor be entitled to lost profits.
  - c. Pending final determination of a protest or appeal, the validity of a contract awarded and accepted in good faith in accordance with this article shall not be affected by the fact that a protest or appeal has been filed.
  - d. An award need not be delayed for the period allowed a bidder or offeror to protest, but in the event of a timely protest, no further action to award the contract will be taken unless there is a written determination that proceeding without delay is necessary to protect the public interest or unless the bid or offer would expire.
67. **CONTRACTUAL DISPUTES:**
- a. Any dispute concerning a question of fact as a result of a contract with the County which is not disposed of by agreement shall be decided by the Purchasing Agent, who shall reduce her decision to writing and mail or otherwise forward a copy to the Contractor within ninety (90) days. The decision of the Purchasing Agent shall be final and conclusive unless the Contractor appeals within six (6) months of the date of the final written decision by instituting legal action as provided in the Code of Virginia. A Contractor may not institute legal action, prior to receipt of the Purchasing Agent's decision on the claim, unless the Purchasing Agent fails to render such decision within the time specified.
  - b. Contractual claims, whether for money or other relief, shall be submitted in writing no later than sixty days after final payment; however, written notice of the Contractor's intention to file such claim shall have been given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.
68. **LEGAL ACTION:** No bidder, offeror, potential bidder or offeror, or Contractor shall institute any legal action until all statutory requirements have been met.
69. **VENUE:** This contract and its terms, including but not limited to, the parties' obligations, the performance due, and the remedies available to each party, are governed, construed, and interpreted in accordance with the laws of the Commonwealth of Virginia. Any jurisdiction's choice of law, conflicts of laws, rules, or provisions that would cause the application of any laws other than those of the Commonwealth of Virginia do not apply. Any and all disputes, claims, and causes of action arising out of or in any way connected with this contract or its performance must be brought in the applicable court of Fairfax County, or in the United States District Court for the Eastern District of Virginia, Alexandria Division.
70. **COOPERATIVE PURCHASING:** The County or any entity identified in the Fairfax County Purchasing Resolution, Article 1, Section 3 may participate in, sponsor, conduct or administer a cooperative procurement agreement as set forth in the Fairfax County Purchasing Resolution.
71. **DRUG FREE WORKPLACE:** During the performance of a 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 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 conjunction with a specific contract awarded to a Contractor in accordance with this section, 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.
72. **IMMIGRATION REFORM AND CONTROL ACT:** Contractor agrees that it does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the Federal Immigration Reform and Control Act of 1986.
73. **AUDIT OF RECORDS:** The parties agree that County or its agent must have access to and the right to examine any books, documents, papers, and records of the Contractor involving transactions related to the Contract or compliance with any clauses thereunder, for a period of three (3) years after final payment. The contractor must include this requirement in all subcontracts related to this Contract.
74. **NONVISUAL ACCESS:** All information technology, which is purchased or upgraded by the County under this contract, must comply with the following access standards from the date of purchase or upgrade until the expiration of the Contract:

**General Conditions and Instructions to Bidders**

- a. Effective, interactive control and use of the technology (including the operating system), applications programs, and format of the data presented, shall be readily achievable by nonvisual means;
- b. the technology equipped for nonvisual access shall be compatible with information technology used by other individuals with whom the blind or visually impaired individual interacts;
- c. Nonvisual access technology shall be integrated into networks used to share communications among employees, program participants, and the public; and
- d. The technology for nonvisual access shall have the capability of providing equivalent access by nonvisual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired. A covered entity may stipulate additional specifications in any procurement.
- e. Compliance with the nonvisual access standards set out this Section is not required if the Board of Supervisors determines that (i) the information technology is not available with nonvisual access because the essential elements of the information technology are visual and (ii) nonvisual equivalence is not available.

**APPROVED:**

**/S/ Elizabeth D. Teare**  
**COUNTY ATTORNEY**

**/S/ Cathy A. Muse**  
**COUNTY PURCHASING AGENT**

**BIDDER DATA SHEET**

Note: The following information is required as part of your response to this solicitation. Failure to complete and provide this sheet may result in finding your bid nonresponsive.

1. Qualification: The vendor must have the capability and capacity in all respects to satisfy fully all of the contractual requirements.
2. Vendor's Primary Contact:  
Name: \_\_\_\_\_ Phone: \_\_\_\_\_
3. Years in Business: Bidder shall have at least three (3) years of experience providing this type of goods and services.  
Indicate the length of time you have been in business providing this type of good or service:  
\_\_\_\_\_ Years \_\_\_\_\_ Months
4. Vendor Information:  
eVA Vendor ID or DUNS Number: \_\_\_\_\_
5. Indicate below a listing of at least three (3) current or recent accounts, either commercial or governmental, that your company is servicing, has serviced, or has provided similar goods. Include the length of service and the name, address, and telephone number of the point of contact.
  - 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: \_\_\_\_\_

I certify the accuracy of this information.

Signed: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_



**VIRGINIA STATE CORPORATION COMMISSION (SCC)**  
**REGISTRATION INFORMATION**

The bidder:

is a corporation or other business entity with the following SCC identification number:

\_\_\_\_\_ **-OR-**

is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) **-OR-**

is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

Please check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for bids:

### BUSINESS CLASSIFICATION SCHEDULE

**PLEASE CLASSIFY YOUR BUSINESS/ORGANIZATION BY MARKING IN STEP 1. STEP 2 IS OPTIONAL.** This designation is requested of all business/organizations including publicly traded corporations, non-profits, sheltered workshops, government organizations, partnerships, sole proprietorships, etc. Fairfax County does not certify business classifications nor does it establish preferences or set-asides for specific classifications.

**Examples:**

- A small Asian women-owned business would mark “Small” in Step 1, then “Women-Owned” and “Minority- Owned” in Step 2
- A small, service-disabled veteran and women-owned business would mark “Small” in Step 1, then “Women- Owned” and “Service-Disabled Veteran-Owned” in Step 2
- A government agency/public body would ONLY mark “Government Agency/Public Body” in Step 1

**NAME OF BUSINESS:** \_\_\_\_\_

**LAST 4 DIGITS OF TIN/EIN:** \_\_\_\_\_ **SIGNATURE:** \_\_\_\_\_

<p><b>Step 1: Please indicate the classification of your business/organization. Select ONLY one (1) option.</b></p> <p><input type="checkbox"/> Small      <input type="checkbox"/> Large      <input type="checkbox"/> Non-Profit      <input type="checkbox"/> Government Agency/Public Body      <input type="checkbox"/> Shelter Workshop</p> <p><b>Step 2 (OPTIONAL): Please indicate what type of ownership your business/organization consists of. You may choose MORE than one (1) option.</b></p> <p><input type="checkbox"/> Women-Owned      <input type="checkbox"/> Minority-Owned      <input type="checkbox"/> Service-Disabled Veteran-Owned</p>
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**DEFINITIONS**

**Small Business/Organization** - “Small business” means a business that is at least 51% independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. One or more of these individual owners shall control both the management and daily business operations of the small business.

**Minority Business** - is a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company, or other entity, at least 51% of the equity ownership interest in the corporation, partnership or limited company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals. Such individuals shall include Asian American, African American, Hispanic American, Native American, Eskimo, or Aleut.

**Women-Owned Business** - a business concern that is at least 51% owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more women who are U.S. citizens or legal resident aliens.

**Service-Disabled Veteran** - means a veteran who (i) served on active duty in the United States military ground, naval, or air service, (ii) was discharged or released under conditions other than dishonorable, and (iii) has a service - connected disability rating fixed by the United States Department of Veterans Affairs.

**Service-Disabled Veteran-Owned Business** - is a business that is at least 51 percent owned by one or more service -disabled veterans or, in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more individuals who are service-disabled veterans and both the management and daily business operations are controlled by one or more individuals who are service-disabled veterans.

**Shelter Workshop** - a private non-profit, state, or local government institution that provides employment opportunities for individuals who are developmentally, physically, or mentally impaired, to prepare for gainful work in the general economy. These services may include physical rehabilitation, training in basic work and life skills (e.g., how to apply for a job, attendance, personal grooming, and handling money), training on specific job skills, and providing work experience in the workshop.

**Certification Regarding Ethics in Public Contracting**

In submitting this bid or proposal, and signing below, Bidder/Offeror certifies the following in connection with a bid, proposal, or contract:

Check one:

1. I have not given any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to any public employee or official have official responsibility for a procurement transaction.

2. I have given a payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to a public employee or official have official responsibility for a procurement transaction, but I received consideration in substantially equal or greater value in exchange.

If 2 is selected, please complete the following:

Recipient: \_\_\_\_\_

Date of Gift: \_\_\_\_\_

Description of the gift and its value:  
\_\_\_\_\_  
\_\_\_\_\_

Description of the consideration received in exchange and its value:  
\_\_\_\_\_  
\_\_\_\_\_

**Printed Name of Bidder/Offeror Representative:** \_\_\_\_\_

**Signature/Date:** \_\_\_\_\_ / \_\_\_\_\_

**Company Name:** \_\_\_\_\_

**Company Address:** \_\_\_\_\_

**City/State/Zip:** \_\_\_\_\_

*This certification supplements but does not replace the requirements set forth in paragraph 64 (OFFICIALS NOT TO BENEFIT) of the General Conditions and Instructions to Bidders included in this solicitation*

### Sample Listing of Local Public Bodies

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS," USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

Alexandria Public Schools, VA	Maryland-National Capital Park & Planning Commission
Alexandria Sanitation Authority	Maryland Department of Transportation
Alexandria, Virginia	Metropolitan Washington Airports Authority
Arlington County, Virginia	Metropolitan Washington Council of Governments
Arlington Public Schools, Virginia	Montgomery Community College
Bladensburg, Maryland	Montgomery County, Maryland
Bowie, Maryland	Montgomery County Public Schools, MD
Charles County Public Schools, MD	Northern Virginia Community College
College Park, Maryland	Omni Ride
Culpeper County, Virginia	Potomac & Rappahannock Trans. Commission
District of Columbia	Prince George's County, Maryland
District of Columbia Courts	Prince George's County Public Schools, MD
DC Water and Sewer Authority	Prince William County Public Schools, VA
District of Columbia Public Schools	Prince William County, Virginia
Fairfax County Water Authority	Prince William County Service Authority
Fairfax, Virginia (City)	Rockville, Maryland
Falls Church, Virginia	Spotsylvania County Schools, Virginia
Fauquier County, Virginia	Stafford County, Virginia
Fauquier County Schools, Virginia	Takoma Park, Maryland
Frederick City, Maryland	Upper Occoquan Sewage Authority
Frederick County Maryland	Vienna, Virginia
Gaithersburg, Maryland	Virginia Railway Express
Greenbelt, Maryland	Washington Metropolitan Area Transit Authority
Herndon, Virginia	Washington Suburban Sanitary Commission
Leesburg, Virginia	Winchester, Virginia
Loudoun County Sanitation Authority	Winchester Public Schools
Loudoun County, Public Schools, VA	
Loudoun County, Virginia	
Manassas, Virginia	
Manassas City Public Schools, Virginia	
Manassas Park, Virginia	

**Complete and return this form with your bid. Contract award may not be made without it.**

\_\_\_\_\_  
Vendor Name

**PRICING SCHEDULE**

Item No.	Manufacturer	Delivery Days ARO (Ref: Para 6 of the Special Provisions)		Percentage (%) Discount
		Stock	Non-Stock	
1	American Aluminum	_____	_____	_____%
3	Code 3/PSE	_____	_____	_____%
4	Criminalistics, Inc - K-9 Protection Systems	_____	_____	_____%
5	Federal Signal	_____	_____	_____%
6	Fire Research Corp.	_____	_____	_____%
7	Go Industries	_____	_____	_____%
9	GoLight	_____	_____	_____%
10	Havis, Inc.	_____	_____	_____%
11	Jotto Desk	_____	_____	_____%
12	Ram Mounts	_____	_____	_____%
13	Setina Manufacturing	_____	_____	_____%
14	Sho-Me Lights and Sirens	_____	_____	_____%
15	Sound Off Signal	_____	_____	_____%
16	Streamlight	_____	_____	_____%
17	Tomar Electronics	_____	_____	_____%
18	Troy Products	_____	_____	_____%
19	Unity Manufacturing	_____	_____	_____%
20	Weldon div. of Akron Brass	_____	_____	_____%
21	Whelen Engineering	_____	_____	_____%

Note: Any Bidder that enters \$0 or N/A in a pricing blank or leaves it blank shall be considered nonresponsive for that line. If not bidding on a line write in "No Bid".



**PRICING SCHEDULE**

**Warranty:**

All items sold are, at a minimum, subject to the manufacturer’s standard warranty. If any warranty above this minimum is offered, please state it in the space provided below or on a separate sheet.

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