**REQUEST FOR PROPOSAL**

**Issue Date: April 2, 2012**

**Title: Library Materials Commodity Code: 71500**

**Issuing Agency: Library of Virginia, on behalf of**

**Mid-Atlantic Library Alliance (MALiA)**

**(formerly SouthWest Information Network Group, Inc. (SWING))**

**Carolea Newsome, Contract Administrator**

**John Cook Wyllie Library**

**University of Virginia’s College at Wise**

**One College Avenue**

**Wise, VA 24293**

**Using Agency: Library of Virginia on behalf of Mid-Atlantic Library Alliance (MALiA)**

**Initial Period of Contract: From July 1, 2012 through June 30, 2015 with two one-year additional renewal periods.**

**Sealed Proposals Will Be Received Until 4:00 p.m. (Eastern Standard Time) on Friday, April 27, 2012, For Furnishing The Services Described Herein.**

**All Inquiries For Information Should Be Directed To: Carolea Newsome, Contract Administrator, 276/328-0152 (V), 276/328-0105 (F), or** [**cnewsome@ehc.edu**](mailto:cnewsome@ehc.edu)**.**

**IF PROPOSALS ARE MAILED, ARE HAND DELIVERED OR EXPRESS MAILED, SEND DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.**

**In compliance with this Request For Proposals (RFP) and all conditions imposed in this RFP, the undersigned firm hereby offers and agrees to furnish all goods and services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation, and the undersigned firm hereby certifies that all information provided below and in any schedule attached hereto is true, correct, and complete.**

**Name and Address of Firm:**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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**eVA Vendor ID or DUNS #\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (Please Print)**

**Fax Number:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Title:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**E-mail Address\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Telephone Number:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.**

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**SCHEDULE OF EVENTS**

Activity Date

Release RFP Monday, April 2, 2012

Proposal Due Date Friday, April 27, 2012, 5:00 PM EST

Executive Board Vote on Contracts June 1, 2012

Contract Award June, 2012

I. PURPOSE

The purpose of this Request for Proposal (RFP) is for the Library of Virginia to solicit sealed proposals from qualified sources and to establish contract(s) through competitive negotiations with one or more contractors to provide library materials to member libraries of the Mid-Atlantic Library Alliance (MALiA).

This RFP outlines the terms, conditions, and all applicable information required for submitting a proposal. Proposal respondents should pay strict attention to the proposal submission date and time and follow the format and instructions in Section IV (Proposal Preparation and Submission) of this RFP.

II. BACKGROUND

Mid-Atlantic Library Alliance (MALiA) is an organization of public library systems, academic, school systems, institutional, and special libraries established to provide cooperative information services and programs. Full membership shall be conveyed to applicant libraries upon payment of applicable fees to the corporation.

The Mid-Atlantic Library Alliance (MALiA) consortium represents 175 libraries throughout Virginia, northeastern Tennessee, and North Carolina. As of January 2012, membership includes 125 public, 39 academic, 8 schools, and 3 special libraries. See Attachment E: MALiA Member Libraries as of January, 2012 for a list of participating institutions or consult the MALiA Web site (http://www.malialibrary.org/) for a current list of members.

The purpose of MALiA is to encourage the development and improvement of all types of library service and to promote the efficient use of finances, personnel, materials and properties by enabling governing authorities having library responsibilities to join together in a nonprofit library consortium.

Participation by MALiA members in this contract is optional and is at the discretion of each participating member. It is understood and agreed between the parties to any agreement resulting from this RFP that any library that becomes a member of MALiA after the award of this contract will be accepted at any time under the terms of this contract.

The approximate, combined library materials budget for all MALiA members per year is estimated at over $30,000,000. The approximate stated dollar amount is not to be construed to represent any amount MALiA is obligated to purchase under the resulting contract or relieve the contractor of any obligation to provide service. Dollar amounts may change during the course of the contract and MALiA reserves the right to increase or decrease the amount as actual needs and funding determine.

III. STATEMENT OF NEED

The contractor must be able to provide services necessary to fill orders for library materials placed by any MALiA member library on a consistent basis during the term of the contract.

The contractor must be capable of supplying library materials from various types of publishers and must be able to provide geographical coverage for library materials published worldwide.

Library materials are defined for the purpose of this RFP as stated in the 1983 edition of the ALA Glossary of Library and Information Science edited by Heartsil Young:

**"Materials of all physical substances and formats, acquired by a library to constitute its library collection.”**

Participating MALiA member libraries that become dissatisfied with the service received during the course of this contract may withdraw at any time with no penalty.

IV. PROPOSAL PREPARATION & SUBMISSION

1. RFP Responses:

In order to be considered for selection, offerors must submit complete responses to this RFP. Three (3) original and one (1) electronic copy (on CD-ROM or via email) of the proposal must be submitted. No other distribution of the proposal shall be made by the offeror.

1. Proposal Preparation:
2. Proposals shall be signed by an authorized representative of the contractor. Failure to submit all information requested may result in the Library of Virginia requiring prompt submissions of missing information and/or giving a lower evaluation of the proposal. Proposals that are substantially incomplete or lack key information may be rejected by the Library of Virginia. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
3. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
4. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, subletter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and subletter should be repeated at the top of the next page. The proposal should contain a table of contents which cross-references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
5. The original copies of the proposal should be bound or contained in single volumes where practical. All documentation submitted with the proposal should be contained in that single volume.
6. Ownership of all data, materials and documentation originated and prepared for the Library of Virginia pursuant to the RFP shall belong exclusively to the Library of Virginia and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the firm shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 11-52D of the Code of Virginia, in writing, either before or at the time the data or material is submitted. The written notice must specifically identify the data or material to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection of the proposal.
7. Oral Presentation: Offerors who submit a proposal to this RFP may be required to give an oral presentation of their proposal. This provides an opportunity for the offeror to clarify or elaborate on the proposal. This is a fact finding and explanation session only and does not include negotiation. If demonstrations are required, the Library of Virginia will schedule time and location of these presentations. Oral presentations are an option and may not be conducted.
8. EVALUATION & AWARD CRITERIA

A. Evaluation Criteria: Proposals shall be evaluated using the following criteria:

POINT

VALUE

20 Points The scope and suitability of the work to be performed, capability and capacity to fully satisfy contract requirements, the manner in which these services are to be provided, approach to providing the service, and ability to meet schedules as represented by to the Service Requirements Deemed Important in Consideration of Contractor Selection portion of the RFP.

20 Points Sound business environment with experience in providing library materials as outlined Offeror Data Sheet in this RFP including the number of years the offeror has been actively engaged in the business and favorable references from current accounts.

20 Points Small Business Subcontracting Plan

20 Points Discount as listed in the Pricing Offer Consideration, Discounts for Library and Staff Orders portion of this RFP. Offeror shall provide standard price lists of products to indicate base price from which discount is taken.

20 Points Past performance on similar types of contracts.

100 TOTAL

B. AWARD OF CONTRACT: Selection shall be made to two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation criteria included in the Request for Proposals, including price/discount, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the Library of Virginia shall select the offeror(s) which, in its opinion, has made the best proposals, and shall award the contract to those offeror(s). Multiple contracts may be awarded. The Library of Virginia may cancel this Request for Proposal or reject proposals at any time prior to an award, and is not required to furnish a statement of the reason a particular proposal was not deemed to be the most advantageous. (Section 2.2-4359D, Code of Virginia.). Should the Library of Virginia determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

1. GENERAL TERMS AND CONDITIONS:

A. **VENDORS MANUAL:** This solicitation is subject to the provisions of the Commonwealth of Virginia *Vendors Manual* and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the *Vendors Manual*. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at [www.dgs.state.va.us/dps](http://www.eva.state.va.us) under “Manuals.”

B. **APPLICABLE LAWS AND COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The agency and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (*Code of Virginia*, § 2.2-4366). ADR procedures are described in Chapter 9 of the *Vendors Manual.* The contractor shall comply with all applicable federal, state and local laws, rules and regulations.

C. **ANTI-DISCRIMINATION:** By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the *Virginia Public Procurement Act (VPPA).* If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia*, § 2.2-4343.1E).

1. During the performance of this contract, the contractor agrees as follows:

a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.

c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.

2. The contractor will include the provisions of 1. above in every subcontract or purchase order over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

D. **ETHICS IN PUBLIC CONTRACTING:** By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

E. **IMMIGRATION REFORM AND CONTROL ACT OF 1986:** By submitting their proposals, offerors certify that they do not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

F. **DEBARMENT STATUS:** By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

G. **ANTITRUST:** By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

H. **MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS FOR RFPs :** Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.

I. **CLARIFICATION OF TERMS:** If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.

J. **PAYMENT:**

1. To Prime Contractor:

a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).

b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.

c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.

d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.

e. **Unreasonable Charges**. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Code of Virginia,* § 2.2-4363).

2. To Subcontractors:

a. A contractor awarded a contract under this solicitation is hereby obligated:

(1) To pay the subcontractor(s) within seven (7) days of the contractor’s receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or

(2) To notify the agency and the subcontractor(s), in writing, of the contractor’s intention to withhold payment and the reason.

b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor’s obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.

K.  **PRECEDENCE OF TERMS:** The following General Terms and Conditions *VENDORS MANUAL,* APPLICABLE LAWS AND COURTS, ANTI-DISCRIMINATION, ETHICS IN PUBLIC CONTRACTING, IMMIGRATION REFORM AND CONTROL ACT OF 1986, DEBARMENT STATUS, ANTITRUST, MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS, CLARIFICATION OF TERMS, PAYMENT shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

L. **QUALIFICATIONS OF OFFERORS:** The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror’s physical facilities prior to award to satisfy questions regarding the offeror’s capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

M. **TESTING AND INSPECTION:** The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

N. **ASSIGNMENT OF CONTRACT:** A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.

O. **CHANGES TO THE CONTRACT:** Changes can be made to the contract in any of the following ways:

1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.

2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:

a. By mutual agreement between the parties in writing; or

b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency’s right to audit the contractor’s records and/or to determine the correct number of units independently; or

c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia *Vendors Manual*. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

P. **DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

Q. **TAXES:** Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth’s excise tax exemption registration number is 54-73-0076K.

R. **USE OF BRAND NAMES:** Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The offeror is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the offeror clearly indicates in its proposal that the product offered is an equal product, such proposal will be considered to offer the brand name product referenced in the solicitation.

S. **TRANSPORTATION AND PACKAGING:** By submitting their proposals, all offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

T. **INSURANCE:** By signing and submitting a bid or proposal under this solicitation, the bidder or offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers’ compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the *Code of Virginia*. The bidder or offeror further certifies that the contractor and any subcontractors will maintain this insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. Workers’ Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers’ compensation requirements under the *Code of Virginia* during the course of the contract shall be in noncompliance with the contract.

2. Employer’s Liability - $100,000.

1. Commercial General Liability - $1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.

U. **ANNOUNCEMENT OF AWARD:** Upon the award or the announcement of the decision to award a contract as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA VBO ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for minimum of 10 days.

V. **DRUG-FREE WORKPLACE:** During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

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

W. **NONDISCRIMINATION OF CONTRACTORS**: A bidder, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the bidder or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

X. **eVA Business-To-Government Vendor Registration:** The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution either through the eVA Basic Vendor Registration Service or eVA Premium Vendor Registration Service. All bidders or offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected.

Effective July 1, 2011, vendor registration and registration-renewal fees have been discontinued. Registration options are as follows:

a. eVA Basic Vendor Registration Service: eVA Basic Vendor Registration Service includes electronic order receipt, vendor catalog posting, on-line registration, electronic bidding, and the ability to research historical procurement data available in the eVA purchase transaction data warehouse.

b. eVA Premium Vendor Registration Service: eVA Premium Vendor Registration Service includes all benefits of the eVA Basic Vendor Registration Service plus automatic email or fax notification of solicitations and amendments.

Vendor transaction fees are determined by the date the original purchase order is issued and are as follows:

a. For orders issued prior to August 16, 2006, the Vendor Transaction Fee is 1%, capped at a maximum of $500 per order.

b. For orders issued August 16, 2006 thru June 30, 2011, the Vendor Transaction Fee is:

(i) DMBE-certified Small Businesses: 1%, capped at $500 per order.

(ii) Businesses that are not DMBE-certified Small Businesses: 1%, capped at $1,500 per order.

c. For orders issued July 1, 2011 thru June 30, 2012, the Vendor Transaction Fee is:

(i) DMBE-certified Small Businesses: 0.75%, capped at $500 per order.

(ii) Businesses that are not DMBE-certified Small Businesses: 0.75%, capped at $1,500 per order.

d. For orders issued July 1, 2012 and after, the Vendor Transaction Fee is:

(i) DMBE-certified Small Businesses: 1%, capped at $500 per order.

(ii) Businesses that are not DMBE-certified Small Businesses: 1%, capped at $1,500 per order.

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

Y. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that the agency shall be bound hereunder only to extent of the funds available or which may hereafter become available for the purpose of this agreement.

Z. **SET-ASIDES:** This solicitation is set-aside for DMBE certified small business participation only when designated “SET-ASIDE FOR SMALL BUSINESS” in the solicitation. DMBE certified small businesses are those businesses that hold current small business certification from the Virginia Department of Minority Business Enterprise. DMBE certified women- and minority-owned businesses are also considered small businesses when they have received DMBE small business certification. Small businesses must be certified by DMBE not later than the solicitation due date.

AA. **BID PRICE CURRENCY**: Unless stated otherwise in the solicitation, offerors shall state offer prices in US dollars.

BB. **AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH**: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the *Code of Virginia* or as otherwise required by law. Any business entity described above that enters into a contract with a public body pursuant to the *Virginia Public Procurement Act* shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.

**VII. SPECIAL TERMS AND CONDITIONS**

A. **ADVERTISING** In the event a contract is awarded for supplies, equipment, or services resulting from this bid/proposal, no indication of such sales or services to the Library of Virginia will be used in product literature or advertising. The contractor shall not state in any of its advertising or product literature that the Commonwealth of Virginia or any agency or institution of the Commonwealth has purchased or uses its products or services.

B. **AUDIT:** The contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.

C. **ADDITIONAL USERS:** This procurement is being conducted on behalf of state agencies, institutions and other public bodies who may be added or deleted at anytime during the period of the contract. The addition or deletion of authorized users not specifically named in the solicitation shall be made only by written contract modification issued by this agency or institution. Such modification shall name the specific agency added or deleted and the effective date. The contractor shall not honor an order citing the resulting contract unless the ordering entity has been added by written contract modification.

D. **PROPOSAL ACCEPTANCE PERIOD:** Any bid in response to this solicitation shall be valid for (90) days.

At the end of the (90) 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

canceled.

E. **CANCELLATION OF CONTRACT:** The purchasing agency reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

F. **SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS:** The contractor shall extend any special educational or promotional sale prices or discounts immediately to the Commonwealth during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.

G. **IDENTIFICATION OF PROPOSAL ENVELOPE:** If a special envelope is not furnished, or if return in the special envelope is not possible, the signed bid/proposal should be returned in a separate envelope or package, sealed and identified as follows:

From: \_\_\_\_\_\_\_\_\_\_\_

Name of Bidder/Offeror Due Date Time

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Street or Box Number IFB No./RFP No.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

City, State, Zip Code IFB/RFP Title

Name of Contract/Purchase Officer or Buyer

The envelope should be addressed as directed on Page 1 of the solicitation.

If a proposal not contained in the special envelope is mailed, the offeror takes the risk that the envelope, even if marked as described above, may be inadvertently opened and the information compromised which may cause the bid or proposal to be disqualified. Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

H. **SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:**

A. It is the goal of the Commonwealth that 40% of its purchases be made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential bidders/offerors are required to submit a Small Business Subcontracting Plan. Unless the bidder/offeror is registered as a DMBE-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to DMBE-certified small businesses. This shall not exclude DMBE-certified women-owned and minority-owned businesses when they have received DMBE small business certification. No bidder/offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Minority Business Enterprise (DMBE) by the due date for receipt of bids or proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the DMBE certification number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided.

B. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution when requested, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the DMBE certification number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.

C. Each prime contractor who wins an award valued over $200,000 shall deliver to the contracting agency or institution when requested, information on use of subcontractors that are not DMBE-certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, total dollar amount subcontracted, and type of product or service provided.

I. **REFERENCES:** Bidders shall provide a list of at least 3 references where similar goods and/or services have been provided. Each reference shall include the name of the organization, the complete mailing address, the name of the contact person and telephone number.

J. **RENEWAL OF CONTRACT:** This contract may be renewed by the Commonwealth upon written agreement of both parties for two (2) successive one year periods, under the terms of the current contract, and at a reasonable time (approximately 90 days) prior to the expiration.

K. **eVA Business-To-Government Contracts and Orders:** It is anticipated that the contract will result in multiple purchase orders (i.e., one for each delivery requirement) with the eVA transaction fee specified below assessed for each order.

a. For orders issued prior to August 16, 2006, the Vendor Transaction Fee is 1%, capped at a maximum of $500 per order.

b. For orders issued August 16, 2006 thru July 1, 2011, the Vendor Transaction Fee is:

(i) DMBE-certified Small Businesses: 1%, Capped at $500 per order.

(ii) Businesses that are not DMBE-certified Small Businesses: 1%, Capped at $1,500 per order.

c. For orders issued July 1, 2011 thru June 30, 2012, the Vendor Transaction Fee is:

(i) DMBE-certified Small Businesses: 0.75%, Capped at $500 per order.

(ii) Businesses that are not DMBE-certified Small Businesses: 0.75%, Capped at $1,500 per order.

d. For orders issued July 1, 2012 and after, the Vendor Transaction Fee is:

(i) DMBE-certified Small Businesses: 1%, Capped at $500 per order.

(ii) Businesses that are not DMBE-certified Small Businesses: 1%, Capped at $1,500 per order.

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

The eVA Internet electronic procurement solution, website portal [www.eva.virginia.gov](http://www.eva.state.va.us/) , streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies.

Vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution and agree to comply with the following: If this solicitation is for a term contract, failure to provide an electronic catalog (price list) or index page catalog for items awarded will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default. The format of this electronic catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be accessed and downloaded from [www.eVA.virginia.gov](http://www.eVA.virginia.gov). Contractors should email Catalog or Index Page information to [eVA-catalog-manager@dgs.virginia.gov](mailto:eVA-catalog-manager@dgs.virginia.gov).

L. **STATE CORPORATION COMMISSION IDENTIFICATION NUMBER:** 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. Indicate the above information on the SCC Form provided. Contractor agrees that the process by which compliance with Titles 13.1 and 50 is checked during the solicitation stage (including without limitation the SCC Form provided) is streamlined and not definitive, and the Commonwealth’s use and acceptance of such form, or its acceptance of Contractor’s statement describing why the bidder or offeror was not legally required to be authorized to transact business in the Commonwealth, shall not be conclusive of the issue and shall not be relied upon by the Contractor as demonstrating compliance.

**RFP**

**REQUEST FOR PROPOSAL**

**Title: Library Materials**

**Mid-Atlantic Library Alliance, MALiA**

**(formerly Southwest Information Network Group, SWING)**

**ATTACHMENT A**

**Offeror Data Sheet**

QUALIFICATIONS OF THE OFFEROR: Offerors shall return a completed copy of this attachment with their proposals. Offerors shall exhibit sound business environment with experience in providing library materials, capability and capacity in all respects to fully satisfy the contractual requirements, including the number of years the offeror has been actively engaged in the business and favorable references from current accounts. To adequately evaluate proposals, MALiA requires the following information of all offerors.

1. YEARS IN BUSINESS: Indicate the length of time the contractor has been in business providing these types of goods and services. Years \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Months \_\_\_\_\_\_\_\_\_\_\_\_
2. REFERENCES: Offerors shall provide a list of 3 references where similar goods and/or services have been provided. Each reference shall include the name of the organization, the complete mailing address, the name of the contact person, telephone number and email address.

Organization Address Contact Telephone/Email

2.1.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.2.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.3.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. CONTRACT ADMINISTRATION: List full names and addresses of the contractor and any branch offices that may be responsible for administering the contract.
   1. Contractor:

Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Address:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Address:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ City:\_\_\_\_\_\_\_\_\_\_\_ State:\_\_\_\_Zip:\_\_\_\_\_\_\_\_\_

* 1. Person to contact re proposal:

Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Telephone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Fax:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ E-Mail:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* 1. Person to contact re changes during the life of the contract:

Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Address:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ City:\_\_\_\_\_\_\_\_\_\_\_\_\_ State:\_\_\_\_Zip:\_\_\_\_\_\_\_\_\_

Telephone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Fax:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ E-Mail:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. CUSTOMER SERVICE:

4.1.Contractor must have a sales representative for states served by MALiA (Virginia, Tennessee and North Carolina.)

Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Address:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ City:\_\_\_\_\_\_\_\_\_\_\_\_\_ State:\_\_\_\_Zip:\_\_\_\_\_\_\_\_\_

Telephone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Fax:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ E-Mail:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4.2.Contractor must provide toll-free customer service telephone number and/or E-Mail, and an account representative must be assigned to the library to respond to problems (e.g., with orders, claims, renewals, invoices, credits) and provide management reports and data.

Telephone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ E-Mail:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. EXPERIENCE:

In the space provided, give a description of the offeror's related work experiences that would demonstrate the offeror's ability to fulfill the contract. Include the extent to which your company is actively engaged in supplying, to libraries, materials of the type listed in this RFP.

1. COMPANY STABILITY:

6.1 Describe your company's financial stability, available equipment, and other resources that will ensure the delivery of acceptable services to MALiA.

6.2 Explain how that your company is a prime jobber dealing directly with publishers. Include a list of the publishers/distributors represented. (If that list is too long, list the publishers/distributors NOT represented and indicate that you have chosen this option.)

**RFP**

**REQUEST FOR PROPOSAL**

**Title: Library Materials**

**Mid-Atlantic Library Alliance, MALiA**

**(formerly Southwest Information Network Group, SWING)**

**ATTACHMENT B**

**Service Requirements Deemed Important**

**in Consideration of Contractor Selection**

Offerors shall return a completed copy of this attachment with their proposals, indicating how they will meet each requirement in regard to the scope and suitability of the work to be performed, capability and capacity to fully satisfy contract requirements, the manner in which these services are to be provided, approach to providing the service, and ability to meet schedules. The following section is an itemized checklist of the service requirements to be considered. In the **space provided**, describe the services that will be performed by the contractor. Additional documents may be attached **only** if necessary.

**LOT 1 - BOOKS**

* 1. Approximate number of publishers/distributors you can supply (by category):

1.2. Approximate number of titles you currently supply:

1.3. Types of materials you can supply (check all that apply):

\_\_Fiction

\_\_Nonfiction

\_\_Reference

\_\_Current/popular

\_\_Backlist

\_\_Out-of-print

\_\_Continuations

1.4 Types of audience you can supply

\_\_\_Children

\_\_\_Young Adult

\_\_\_Adult

**LOT 2- Audio/Visual**

* 1. Approximate number of publishers/distributors you can supply (by category):

2.2. Approximate number of titles you currently supply:

2.3. Types of materials you can supply (check all that apply):

\_\_\_\_\_Audio- Music/Spoken Word

2.3.1 \_\_\_\_Cassette Tapes

\_\_\_\_\_Compact Discs

1. \_\_\_\_\_ Classical
2. \_\_\_\_\_ Popular
3. \_\_\_\_\_ Spoken Word

\_\_\_\_\_Video

2.3.2 \_\_\_\_\_\_\_\_VHS

\_\_\_\_\_\_\_\_ DVD

1. \_\_\_\_\_Educational

B) \_\_\_\_\_Feature/Entertainment

C) \_\_\_\_\_Foreign

D) \_\_\_\_\_ Instructional

1.4 Types of audience you can supply

\_\_\_Children

\_\_\_Young Adult

\_\_\_Adult

**LOT 3 - SOFTWARE**

* 1. Approximate number of publishers/distributors you can supply (by category):

3.2. Approximate number of titles you currently supply:

3.3. Types of materials you can supply (check all that apply):

\_\_\_\_\_Library

\_\_\_\_\_Business

\_\_\_\_\_ Home

\_\_\_\_\_Educational

\_\_\_\_\_Games

3.4 Types of audience you can supply

\_\_\_Children

\_\_\_Young Adult

\_\_\_Adult

**LOT 4 –E- BOOKS**

* 1. Approximate number of publishers/distributors you can supply (by category):

4.2. Approximate number of titles you currently supply:

4.3. Types of materials you can supply (check all that apply):

\_\_Fiction

\_\_Nonfiction

\_\_Reference

\_\_Current/popular

\_\_Backlist

\_\_Out-of-print

\_\_Continuations

4.4 Types of audience you can supply

\_\_\_Children

\_\_\_Young Adult

\_\_\_Adult

4.5 Are you able to provide integrated search and access to full text on the same platform and user interface for both eBooks and databases?

4.6 Are your eBooks maintained on a third party dark archive, from which they could be made accessible in the event your platform ceases to exist?

4.7 For purchased eBooks, are there limits to the number of times per year any given title can be accessed or loaned?

4.8 Do you offer eBook download (download of entire eBooks)?

4.8a Is there additional cost to enable download?

4.8b Is the checkout period configurable by the library? To what extent?

4.8c Is maximum simultaneous checkouts per user configurable?

4.8d Do you offer holds functionality?

4.9 For purchased eBooks, what concurrent user options do you offer? If multiple, please specify number of concurrent users.

**General questions pertaining to all formats.**

1. Are you the sole source of any material offered? Yes\_\_\_\_ No\_\_\_\_

If yes, describe:

1. Do you supply country of foreign publishers? Yes\_\_\_\_ No\_\_\_\_

If yes, describe:

1. Provide evidence that demonstrates that your company maintains sufficient inventory to supply up to 10 copies of most titles without backordering.
2. Describe how data about publishers/producers/distributors, titles, and availability are made available to customers.
3. Do you offer an electronic system for placing orders and performing related services?

Yes\_\_\_\_ No\_\_\_\_

If yes, describe costs and what equipment, etc., is needed by MALIA libraries to participate.

1. 8. Do you support online order transfer from the local library’s acquisition system?

Yes\_\_\_\_ No\_\_\_\_

**C**r**oss out the items not covered**: adult trade hardcover, quality paperbacks, mass-market paperbacks, pre-bound paperbacks; juvenile trade hardcover, publishers' library bindings, pre-bound books; university press trade and non-trade; serial book continuations; reference works; audio (spoken word), audio (music), video, software, CD-ROM.

If yes, what equipment, etc., is needed by libraries to participate?

1. Do you require a minimum order requirement including, rush orders? Yes\_\_\_\_ No\_\_\_\_

If yes, describe:

1. 10. Do you accept telephone-ordering and/or E-mail for rush orders? Yes\_\_\_\_ No\_\_\_\_

If yes, describe:

1. 11. Do you assess a service charge for any item ordered on behalf of the library?

Yes\_\_\_\_ No\_\_\_\_

If yes, how is charge calculated and on what items?

12. Do you offer continuation service for serial books? Yes\_\_\_\_ No\_\_\_\_

If yes, describe how you accomplish the goal of providing additional titles in a series and any limit on the service.

13. Do you offer leasing programs for books, audiobooks (CD or cassettes), music CDs, or video recordings (DVD or VHS)? Yes\_\_\_\_ No\_\_\_\_

If yes, describe the services offered.

14. Reports: Describe the types and formats of reports that can be generated, schedule for supplying routine reports, list any costs, and **include sample copies**.

14.1. Management reports: Examples include shipment history, title reports, etc.

14.2. Status Reports: When materials cannot be shipped immediately, contractor will supply status reports within 7 days of receipt of an order detailing out of print, out of stock indefinitely, out of stock temporarily, publication cancelled, not yet published, etc. Yes\_\_\_\_ No\_\_\_\_

Remarks:

14.3. Cancellation Reports: Contractor will report which titles cannot be supplied within 120 days of receipt of order. Yes\_\_\_\_ No\_\_\_\_

Remarks:

14.4. Annual Reports: Contractor will provide to the library annual report details, including number of items shipped; total net dollars invoiced for products shipped; total list price dollars for products shipped; net unit item price for products shipped; average number of copies per title ordered; percentage of purchase by category outline in Attachment C. Yes\_\_\_\_ No\_\_\_\_

Remarks:

14.5. Invoices: Invoices will be as stated below unless otherwise indicated under

Remarks.

14.5.1. Describe the types and formats of reports of billing procedures and options for varying invoices depending upon needs of individual MALIA member library.

Remarks:

14.5.2 Invoices will list code(s), applied line item, to indicate discount category (e.g., "T" for trade discount, "A" for academic, "J" for juvenile, etc.). Yes\_\_\_\_ No\_\_\_\_

Remarks:

14.5.3. Contractor will issue separate invoices for each purchase order and reference the purchase order on each invoice. Yes\_\_\_\_ No\_\_\_\_

Remarks:

15. Fulfillment: Fulfillment will be as stated below unless otherwise specified under Remarks.

15.1. Contractor will ship 50% of order from stock within 14 days of receipt of order.

Yes\_\_\_\_ No\_\_\_\_

Remarks:

15.2. Contractor will ship 95% of each order within 120 days of receipt of order.

Yes\_\_\_\_ No\_\_\_\_

Remarks:

15.3. Contractor will supply materials that are not currently available from publishers within 120 days of receipt of order. Yes\_\_\_\_ No\_\_\_\_

Remarks:

15.4. The library may cancel any title that is not received within 90 days of order date.

Yes\_\_\_\_ No\_\_\_\_

Remarks:

16. Accuracy: Accuracy will be as stated below unless otherwise indicated under Remarks.

16.1. 99% of materials shipped will be the correct title, edition, and number of copies.

Yes\_\_\_\_ No\_\_\_\_

Remarks:

16.2. Contractor will supply the latest edition of a title unless an earlier edition is specified. Yes\_\_\_\_ No\_\_\_\_

Remarks:

16.3. Binding supplied will be as specified in the order. Yes\_\_\_\_ No\_\_\_\_

Remarks:

17. Multiple Copies: Multiple copies of a title will be shipped together. Back-orders of parts of a multiple-copy title are not acceptable. Yes\_\_\_\_ No\_\_\_\_

Remarks:

18. Packaging: Each package will indicate the library's purchase order number, and only one purchase order may be represented in each package. Yes\_\_\_\_ No\_\_\_\_

Remarks:

19. Packing Slips: A packing slip that duplicates the invoice will accompany each shipment.

Yes\_\_\_\_ No\_\_\_\_

Remarks:

20. Defective Material: The library reserves the right to return defective material at the contractor's expense. **There should be no exceptions to this.** Yes\_\_\_\_ No\_\_\_\_

Remarks:

21. Returns: All returns will be scheduled by the contractor for pick-up via UPS. Yes\_\_\_\_ No\_\_\_\_

Remarks:

22. Credits: Contractor will provide self-credit system for library to facilitate returns. Yes\_\_\_\_ No\_\_\_\_

If yes, outline details.

Remarks:

23. Shipping: Contractor shall specify how shipping charges, if any, will be determined and shall indicate estimate cost of shipping for dollar amount of purchase order.

Remarks:

24. Service Charge: The contractor shall describe the type of service fees levied for handling a MALIA account.

Remarks:

25. Multiple Accounts: Contractor will provide at least 20 separate accounts for a given library. Materials in these accounts will be ordered separately and must be shipped and invoiced separately.

Yes\_\_\_\_ No\_\_\_\_

Remarks:

26. Other Services: Specify other services provided.

27. Service Requirements Not Met: If not covered under the sections above, list any specifications in this document that our company will be unable to meet. If you propose to meet service needs in an alternative fashion, give the alternative.

**RFP**

**REQUEST FOR PROPOSAL**

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**ATTACHMENT C**

**PRICING FOR OFFER CONSIDERATION**

**Discounts for Library and Staff Orders**

Offerors shall return a completed copy of this attachment with their proposals. If pricing differs by type of library (public academic, school, special, or state agency), the contractor shall submit a separate copy of this attachment and specify the type of library for which pricing is proposed.

MALiA desires an attractive, predictable pricing structure and, at the same time, a high level of order fulfillment. Accordingly, MALiA seeks to select one or more primary contractors as well as one or more secondary contractors.

All discounts quoted will be applied to the publishers' lowest list price in effect at the time of shipment and exclude freight-pass-through pricing.

All discounts will apply to all shipments, including backorders, for each order placed by the library.

Participating libraries reserve the right to request supporting documentation (including copies of the publishers' invoices) on discount or service charge decisions of the contractor at any time during the contract period.

MATERIAL DISCOUNT / PRICING

LIBRARY TYPE (specify): \_\_\_\_Public \_\_\_\_ Academic \_\_\_\_School \_\_\_\_Special \_\_\_\_ State Agency

1. Books (Reference LOT 1) 1 Copy 2+ Copy

1.1. Adult Trade Hardcover Bindings

1.1.1. Fiction \_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_

1.1.2 Non-fiction \_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_

1.2. Paperbacks

1.2.1. Quality \_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_

* + 1. Mass-market \_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_

1.2.3. Pre-bound \_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_

1.2.4. Time required to ship prebound orders:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

MATERIAL DISCOUNT / PRICING

1.3. Juvenile Titles

1.3.1. Trade hardcover bindings \_\_\_\_\_\_\_\_\_\_\_\_\_

1.3.2. Publishers' library bindings \_\_\_\_\_\_\_\_\_\_\_\_\_

1.3.3. Reinforced bindings \_\_\_\_\_\_\_\_\_\_\_\_\_

1.3.4. Pre-bound books \_\_\_\_\_\_\_\_\_\_\_\_\_

1.3.5. Time required to ship prebound orders:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1.4. Small Press \_\_\_\_\_\_\_\_\_\_\_\_\_

1.5. University Press

1.5.1 Trade \_\_\_\_\_\_\_\_\_\_\_\_\_

1.5.2. Non-trade \_\_\_\_\_\_\_\_\_\_\_\_\_

1.6. Serial Books (continuations) \_\_\_\_\_\_\_\_\_\_\_\_\_

1.7 Reference materials \_\_\_\_\_\_\_\_\_\_\_\_\_

1.8. Cataloging and Processing - Include total support detail and brochures for these services

1.8.1. Complete cataloging and processing \_\_\_\_\_\_\_\_\_\_\_\_\_

1.8.2. Cataloging and processing without mylar jacket \_\_\_\_\_\_\_\_\_\_\_\_\_

1.8.3. Mylar jacket and kit, unfastened \_\_\_\_\_\_\_\_\_\_\_\_\_

1.8.4. Mylar jacket, fastened or unfastened \_\_\_\_\_\_\_\_\_\_\_\_\_

1.8.5. Kit, unfastened (to include book pocket, book \_\_\_\_\_\_\_\_\_\_\_\_\_

card, spine label, complete set of catalog cards)

1.8.6. Catalog card set \_\_\_\_\_\_\_\_\_\_\_\_\_

1.8.7. Machine-readable cataloging per record \_\_\_\_\_\_\_\_\_\_\_\_\_

1.8.8. Additional charges \_\_\_\_\_\_\_\_\_\_\_\_\_

1.8.9. Reinforced plastic cover for paperbacks: 5 mil thick \_\_\_\_\_\_\_\_\_\_\_\_\_\_

1.8.10. Lighter laminate: \_\_\_\_\_\_\_\_\_\_\_\_\_

Describe & specify thickness:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

MATERIAL DISCOUNT / PRICING

1.8.11. Theft-detection devices: attached \_\_\_\_\_\_\_\_\_\_\_\_\_

1.8.12. Theft-detection devices: unattached \_\_\_\_\_\_\_\_\_\_\_\_\_

2. Audiovisual (Reference LOT 2)

2.1. Formats

2.1.1. Spoken word cassettes \_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.2. Books on tape \_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.3. Books on CD \_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.4. Compact discs \_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.5 Music cassettes \_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.6 DVD \_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.8 VHS \_\_\_\_\_\_\_\_\_\_\_\_\_

* + 1. Others:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_

2.2. Performance rights

2.2.1. Public \_\_\_\_\_\_\_\_\_\_\_\_\_

2.2.2. Home use \_\_\_\_\_\_\_\_\_\_\_\_\_

2.3. Cataloging and Processing -

2.3.1. Catalog card sets \_\_\_\_\_\_\_\_\_\_\_\_\_

2.3.2. Machine-readable cataloging \_\_\_\_\_\_\_\_\_\_\_\_\_

2.3.3. Theft-detection devices \_\_\_\_\_\_\_\_\_\_\_\_\_

Provide complete information about what services are offered:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3. Software (Reference LOT 3)

3.1. MAC \_\_\_\_\_\_\_\_\_\_\_\_\_

3.2. Windows \_\_\_\_\_\_\_\_\_\_\_\_\_

MATERIAL DISCOUNT / PRICING

4.E-Books

4.1.. Fiction \_\_\_\_\_\_\_\_\_

4.2. Non-fiction \_\_\_\_\_\_\_\_\_

4.3 For purchased eBooks, what fees or other charges are applied in addition to the eBook title price? Which of these are paid up front? And which are recurring?

5. Delivery - INSIDE DELIVERY REQUIRED

5.1. Prepaid FOB

5.1.1. Destination \_\_\_\_\_\_\_\_\_\_\_\_\_

5.1.2. Point of Shipment \_\_\_\_\_\_\_\_\_\_\_\_\_

5.2 Mode of shipment

**ATTACHMENT D**

**SWING/MALiA Membership 2011-2012**

1. Albemarle Regional Library Winton, NC
2. Amherst County Public Library Amherst, VA
3. Appomattox Regional Library Hopewell VA
4. Augusta County Public Library Fishersville, VA
5. Averett University/Mary B. Blount Library Danville, VA
6. Bedford Public Library System Bedford, VA
7. Blackwater Regional Library Courtland, VA
8. Blue Ridge Community College Weyers Cave, VA
9. Blue Ridge Regional Library Martinsville, VA
10. Bluefield College/Easley Library Bluefield, VA
11. Botetourt County Public Library Roanoke, VA
12. Braswell Memorial Public Library Rocky Mount, NC
13. Brevard College Brevard, NC
14. Bridgeport Public Library Bridgeport, WV
15. Bridgewater College/Alexander Mack Library Bridgewater, VA
16. Bristol Public Library Bristol, VA
17. Buchanan County Public Library Grundy, VA
18. Buncombe County Public Libraries Asheville, NC
19. Cabarrus County Public Library Concord, NC
20. Caldwell County Public Library Lenoir, NC
21. Campbell County Public Library Rustburg, VA
22. Cape Fear Community College Wilmington, NC
23. Caroline Library Bowling Green, VA
24. Carroll County Public Schools Hillsville, VA
25. Central Rappahannock Regional Library Fredericksburg, VA
26. Central Virginia Community College Lynchburg, VA
27. Chapel Hill Public Library Chapel Hill, NC
28. Charles Pinckney Jones Memorial Library Covington, VA
29. Charlotte County Library Charlotte Court House, VA
30. Charlotte Mecklenburg Library Charlotte, NC
31. Chesapeake Public Library System Chesapeake, VA
32. Chesterfield County Public Library Chesterfield, VA
33. Chesterfield County Public Schools Chesterfield, VA
34. Cleveland County Memorial Library Shelby, NC
35. Clifton Forge Public Library Clifton Forge, VA
36. College of William & Mary, Wolf Law Library Richmond, VA
37. Colonial Heights Public Library Colonial Heights, VA
38. Craft Memorial Library Bluefield, WV
39. Craig County Library New Castle, VA
40. Culpeper County Library Culpeper, VA
41. Cumberland County Public Library Cumberland, VA
42. Danville Community College Danville, VA
43. Danville Public Library Danville, VA
44. Davidson County Public Library Lexington, NC
45. Department of Correctional Education Richmond, VA
46. Duplin County Library Kenansville, NC
47. Durham Technical Community College Durham, NC
48. East Albermarle Regional Library System Elizabeth City, NC
49. Eastern Shore Community College Melfa, VA
50. Eastern Shore Public Library Accomac, VA
51. Elizabethton/Carter County Public Library Elizabethton, TN
52. Emory & Henry College/Kelly Library Emory, VA
53. Essex Public Library Tappahannock, VA
54. Fauquier County Public Library Warrenton, VA
55. Fauquier County School Board Warrenton, VA
56. Ferrum College/Stanley Library Ferrum, VA
57. Fontana Regional Library Bryson City, NC
58. Franklin County Library Lousiburg, NC
59. Franklin County Public Library Rocky Mount, VA
60. Galax-Carroll Regional Library Galax, VA
61. Gaston County Public Library Gastonia, NC
62. Germanna Community College Locust Grove, VA
63. Gloucester County Library Gloucester, VA
64. Halifax County Library Halifax, NC
65. Halifax County-South Boston Public Library Halifax, VA
66. Hampton Public Library Hampton, VA
67. Hampton-Sydney College/Bortz Library Hampton-Sydney, VA
68. Handley Regional Library Winchester, VA
69. Hanover County Public Schools Ashland, VA
70. Hardy County Public Library Moorefield WV
71. Haywood County Public Library Waynesville, NC
72. Henderson County Public Library Hendersonville, NC
73. Henrico Public Library Henrico, VA
74. Henrico County Public Schools Henrico, VA
75. Heritage Public Library Providence Forge, VA
76. J. Sargeant Reynolds Community College Richmond, VA
77. James L. Hamner Public Library Amelia, VA
78. Jefferson-Madison Regional Library Charlottesville, VA
79. John Tyler Community College Chester, VA
80. Johnson City Public Library Johnson City, TN
81. King College/E.W. King Library Bristol, TN
82. Lancaster Community Library (The Community Lib.) Kilmarnock, VA
83. Liberty University, Guillermin Library Lynchburg, VA
84. Library of Virginia Richmond, VA
85. Lincoln County Public Library Lincolnton, NC
86. Lonesome Pine Regional Library Wise, VA
87. Lord Fairfax Community College Middletown, VA
88. Lynchburg Public Library Lynchburg, VA
89. Martinsburg-Berkeley County Public Library Martinsburg, WV
90. Mary Riley Styles Public Library Falls Church, VA
91. Mauney Memorial Library Kings Mountain, NC
92. McDowell County Public Library Marion, NC
93. Meherrin Regional Library System Lawrenceville, VA
94. Middlesex County Public Library Urbanna, VA
95. Montgomery-Floyd Regional Library Christiansburg, VA
96. Montgomery County Public Schools Christiansburg, VA
97. Mooneyham Public Library Forest City, NC
98. Mountain Empire Community College Big Stone Gap, VA
99. National College Martinsville, VA
100. Neuse Regional Library Kinston, NC
101. New River Community College Dublin, VA
102. Newport News Public Library System Newport News, VA
103. Norfolk Public Library Norfolk, VA
104. Northeast State Community College Blountville, TN
105. Northern Virginia Community College Annandale, VA
106. Northumberland Public Library Heathsville, VA
107. Northwestern Regional Library Elkin, NC
108. Nottoway County Public Library Crewe, VA
109. Orange County Public Library Hillsborough, NC
110. Orange County Public Library Orange, VA
111. Pamunkey Regional Library Hanover VA
112. Patrick Henry Community College Martinsville, VA
113. Paul D. Camp Community College Franklin, VA
114. Pearisburg Public Library Pearisburg, VA
115. Pender County Public Library Burgaw, NC
116. Pendleton County Public Library Franklin, WV
117. Petersburg Public Library Petersburg, VA
118. Piedmont Virginia Community College Charlottesville, VA
119. Pittsylvania County Public Library Chatham, VA
120. Polk County Public Library Columbus, NC
121. Poquoson Public Library Poquoson, VA
122. Portsmouth Public Library Portsmouth, VA
123. Powhatan County Public Library Powhatan, VA
124. Prince George County Schools Prince George, VA
125. Prince William Public Library System Prince William, VA
126. Public Library of Johnston County & Smithfield Smithfield, NC
127. Pulaski County Library System Pulaski, VA
128. Radford Public Library Radford, VA
129. Radford University/McConnell Library Radford, VA
130. Randolph-Macon College/McGraw Library Ashland, VA
131. Rappahannock Community College Warsaw, VA
132. Richmond Public Library Richmond, VA
133. Richie County Public Library Harrisville, WV
134. Roanoke County Public Library Roanoke, VA
135. Roanoke Public Library Roanoke, VA
136. Rockbridge Regional Library Lexington, VA
137. Rowan Public Library Salisbury, NC
138. Russell County Public Library Lebanon, VA
139. Salem Public Library Salem, VA
140. Sampson-Clinton Public Library Clinton, NC
141. Samuels Library Front Royal, VA
142. Sandhills Community College Pinehurst, NC
143. Selma Public Library Selma, NC
144. Shenandoah County Library System Edinburg, VA
145. Sheppard Memorial Library Greenville, NC
146. Smyth-Bland Regional Library Marion, VA
147. Southern Pines Public Library Southern Pines, NC
148. Southside Regional Jail Library Emporia, VA
149. Southside Regional Library Boydton, VA
150. Southwest Virginia Community College Richlands, VA
151. Spindale Public Library Spindale, NC
152. Stanly County Public Library Albemarle, NC
153. Staunton Public Library Staunton, VA
154. Suffolk Public Library System Suffolk, VA
155. Sullivan County Public Library Blountville, TN
156. Tazewell County Public Library Tazewell, VA
157. Tazewell County Schools Tazewell, VA
158. Tidewater Community College Norfolk, VA
159. Thomas Nelson Community College Hampton, VA
160. Transylvania County Library Brevard, NC
161. Union County Public Library Monroe, NC
162. University of VA/College at Wise Wise, VA
163. Vienna Public Library Vienna, WV
164. Virginia Beach Public Library Virginia Beach, VA
165. Virginia Highlands Community College Abingdon, VA
166. Virginia State University/Johnston Library Petersburg, VA
167. Virginia Western Community College Roanoke, VA
168. Washington County Public Library (VA) Abingdon, VA
169. Washington County Jonesborough Jonesborough, TN
170. Wayne County Public Library Goldsboro, NC
171. Waynesboro Public Library Waynesboro, VA
172. Williamsburg Regional Library Williamsburg, VA
173. Wilson County Public Library Wilson, NC
174. Wythe-Grayson Public Library Wytheville, VA
175. Wytheville Community College Wytheville, VA

**ATTACHMENT E**

**Small Business Subcontracting Plan**

**Definitions**

**Small Business:** "Small business " means an independently owned and operated business which, together with affiliates, has 250or fewer employees, or average annual gross receipts of $10 million or less averaged over the previous three years. Note: This shall not exclude DMBE-certified women- and minority-owned businesses when they have received DMBE small business certification.

**Women-Owned Business:** Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

**Minority-Owned Business:** Minority-owned business means 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 liability 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.

**All small businesses must be certified by the Commonwealth of Virginia, Department of Minority Business Enterprise (DMBE) by the due date of the solicitation to participate in the SWAM program. Certification applications are available through DMBE online at www.dmbe.virginia.gov (Customer Service).**

**Offeror Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Preparer Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Instructions**

A. If you are certified by the Department of Minority Business Enterprise (DMBE) as a small business, complete only Section A of this form. This shall not exclude DMBE-certified women-owned and minority-owned businesses when they have received DMBE small business certification.

B. If you are not a DMBE-certified small business, complete Section B of this form. For the offeror to receive credit for the small business subcontracting plan evaluation criteria, the offeror shall identify the portions of the contract that will be subcontracted to DMBE-certified small business in this section. Points will be assigned based on each offeror’s proposed subcontracting expenditures with DMBE certified small businesses for the initial contract period as indicated in Section B in relation to the offeror’s total price.

**Section A**

If your firm is certified by the Department of Minority Business Enterprise (DMBE), are you certified as a (**check only one below**):

\_\_\_\_\_\_ Small Business

\_\_\_\_\_\_ Small and Women-owned Business

\_\_\_\_\_\_ Small and Minority-owned Business

Certification number:\_\_\_**\_\_\_\_\_\_\_\_**\_\_\_\_**\_\_\_**\_\_\_**\_**\_\_\_\_Certification Date:\_\_\_**\_\_\_\_**\_\_\_**\_\_\_\_\_\_**\_\_\_\_\_\_\_\_\_\_\_

**Section B**

Populate the table below to show your firm's plans for utilization of DMBE-certified small businesses in the performance of this contract. This shall not exclude DMBE-certified women-owned and minority-owned businesses when they have received the DMBE small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.

**B. Plans for Utilization of DMBE-Certified Small Businesses for this Procurement**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Small Business Name & Address**  **DMBE Certificate #** | **Status if Small Business is also: Women (W), Minority (M)** | **Contact Person, Telephone & Email** | **Type of Goods and/or Services** | **Planned Involvement During Initial Period of the Contract** | **Planned Contract Dollars During Initial Period of the Contract** |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **Totals $** |  |  |  |  |  |

**Attachment F**

**State Corporation Commission Form**

**Virginia State Corporation Commission (SCC) registration information**. **The offeror:**

 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 offeror 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 offeror’s out-of-state location) **-OR-**

 is an out-of-state business entity that is including with this proposal an opinion of legal counsel which accurately and completely discloses the undersigned offeror’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.

**\*\*NOTE\*\*** Check the following box if you have not completed 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 proposals (the Commonwealth reserves the right to determine in its sole discretion whether to allow such waiver): 