# Commonwealth of Virginia



# **Invitation for Sealed Bids**

Title: LED Logo Retail Window Signs

Due Date: October 3, 2023

# **Contact Information:**

Pamela S. Mackey, VCO Senior Contract Specialist pmackey@valottery.com; 804-692-7641

Invitation for Bids (IFB) #:	PR9207PM
IFB Issue Date:	September 19, 2023
Contract Term:	Initial Term of Four (4) Years Upon Award
Bid Due Date and Time:	October 3, 2023; 3:00 PM ET
The Virginia Lottery does not discriminate against faith-lof race, religion, color, sex, national origin, age, disabil relating to discrimination in employment. The Virgini participation of small businesses and businesses owned joint ventures and subcontracting opportunities.	ity or any other basis prohibited by state law a Lottery encourages firms to provide for the
Complete Legal Name of Bidder's Fi	rm:

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#### I. **PURPOSE:**

The purpose of this Invitation for Sealed Bid ("IFB") is to solicit sealed bids from qualified firms to manufacture, warehouse, and ship LED logo retail window signs to be used by the Virginia Lottery ("Lottery"), an independent agency of the Commonwealth of Virginia.

#### II. **PRODUCT AND/OR SERVICE REQUIREMENTS:**

The Contractor shall manufacture, warehouse, and ship LED logo retail window signs in accordance with the following specifications and requirements:

#### A. Quantity:

- 1. The Lottery intends to purchase an initial quantity of 500 Lottery LED logo signs.
- 2. All 500 signs should be ready for shipment no later than December 1, 2023 following Lottery approval of a prototype and shall be warehoused by the Contractor.
- 3. Current inventories do not warrant an immediate order. Contractor shall be notified of order via receipt of the Lottery's Term Contract Release form ("TCR", see page 7, letter G.).
- 4. The Lottery may purchase additional LED logo signs during the Contract period as needed at the Contract price.
- 5. There shall be no minimum order quantities.

# B. Sign Specifications shall be as detailed below (see photos on pages 10-11):

#### 1. Dimensions:

a. Overall sign dimensions shall be 22-1/4" L x 29" H x 1-3/4" W.

#### 2. Frame:

- a. Material shall consist of a steel flat bar stock frame and be powder coated black.
- b. Metal bar specifications shall be 0.5" wide x 1/8" thick.

#### 3. <u>LED Tube</u>:

- a. LED tube style shall be arched rounded.
- b. LED tube width shall be approximately 0.395".
- c. LED tube height shall be greater than approximately 0.25".
- d. Overall LED depth shall be no less than approximately 0.75".
- e. Red LED shall be used for the words "Virginia" and "Lottery.
- f. White LED shall be used for the crossed finger logo.

g. Green LED shall be used for the circle around the crossed finger logo.

#### 4. <u>Power Input</u>:

- a. 12V DC/3.5A
- b. UL listed power adapter
- c. 12' power cord with on/off switch

#### 5. <u>Compliance Standard and Testing</u>:

- a. Sign UL48 listed, indoor sign for fire and electrical safety
- b. Indoor use only
- c. Drop test rated
- d. Thermal cycling test (100 cycles/0-80\*C)
- e. Thermal humidity bias tested (100% humidity/100 hours)
- f. Compliance and marking labeling standard

#### 6. Features:

- a. Sign shall have a see-thru, 3D construction design.
- b. Frame housing shall consist of a solid, one-piece welded metal for rigidness and stability.
- c. LED sign housing shall be less than 10mm in thickness and be warp free, high impact, light weight, solid density foam housing.
- d. Sign shall be wall, ceiling/window, and counter mountable.
- e. Sign shall have a double-sided, 90-degree angled protective flat metal bar frame with rubber stand-off window scratch protectors.
- f. Sign shall be at least 3,000 MCD brightness, be mercury-free and shatter proof.
- g. LED tube shall be anti-UV, anti-warping, anti-fading, anti-yellowing and anti-cracking.
- h. Sign shall have a rear serviceable cover/back aluminum cover for heat dissipation OR back vent cover.
- i. Sign shall consume no more than 23 watts.
- j. Sign shall have a viewing distance of up to 1,275 feet and a 160-degree view.
- k. CREE LED or Toyota, equivalent quality 100,000-hour life ultra-bright white LEDs
- l. Precision molded acrylic graphic elements for superior durability, prevention of light leakage and dark spotting
- m. UV resistant poly-carbonate face for anti-warping properties
- n. Powder coated steel window standoff
- o. Ultra bright neon appearance

#### 7. <u>Mounting Hardware</u>:

- a. Wall Mount the following shall be included with each sign:
  - 1) Two (2) #10 x 1" Phillips head wood screws
  - 2) Two (2) #8-10 drywall anchors
- b. Ceiling/Window Mount the following shall be included with each sign:
  - 1) Two (2) black "S" hooks
  - 2) Two (2) black 36" hanging chains
  - 3) Two (2) M5 x 75 toggle bolts OR two (2) #8 hook screws with two (2) #8-10 drywall anchors

# C. Packaging:

- 1. Signs shall be packaged in double cartons. Master carton shall consist of double walled corrugated cardboard with an approximate size of 24.5" W x 31.5" H x 22.5" D.
- 2. Individual package shall consist of a double walled corrugated cardboard box with an approximate size of 23.5" W x 30.5" H x 4.5" D. Sign shall be in a plastic bag and be protected with polyethylene (PE) foam.
- 3. Cartons shall be sealed with reinforced paper tape and shall be clearly marked with Contractor's name, item name and quantity.
- 4. Each sign shall include mounting hardware, installation instructions and return/damage instructions.

#### D. Artwork:

- 1. Signs shall be in accordance with Lottery artwork to be provided at time of prototype request.
- 2. Bidder shall be responsible for the pickup and delivery of any artwork, proofs, sign samples not delivered electronically.
- 3. Artwork may change during the 12-month term of any resulting Contract. In the event the Lottery changes the artwork, a preproduction sample shall be required for approval. The Bidder shall produce and deliver the signs in accordance with the Lottery's revised artwork for all subsequent orders. Bidder shall provide pricing for art changes in the pricing schedule.

#### **E.** Prototypes:

1. A prototype LED logo sign is required for approval by the Lottery prior to award and subsequent production. The sign shall meet the specifications as detailed in this solicitation and be an exact and true representative sample of the actual finished product. The prototype shall be provided upon request by the Contract Officer and shall be at no cost to the Lottery. Sign shall be sent to:

Virginia Lottery Attn: Pam Mackey, 22<sup>nd</sup> Fl., Procurement 600 East Main Street Richmond, VA 23219

2. Contractor shall provide prototype of a sign in 10 - 14 calendar days from the date of request by the Lottery.

#### F. Warranty:

- 1. Contractor shall warrant that all signs are free of defects in material and workmanship for a period of at least one (1) year from date of receipt by the Lottery. The Lottery agrees that breakage of tubing is not covered by this warranty, except that breakage is covered by the Bidder when such breakage is the result of damage in shipping. All shipping costs for signs returned to the Bidder for warranty repair shall be borne by the Bidder.
- 2. During the warranty period, the Bidder shall replace any sign at no additional cost to the Lottery upon receipt from the Lottery of the defective sign.
- 3. The Lottery agrees that the warranty does not cover negligent use or misuse, alteration, disassembly by unauthorized personnel, operation by improper voltage, or use contrary to instructions provided by the Bidder at the time of delivery.

#### **G.** Term Contract Release (TCR):

1. The Lottery will communicate to the Contractor when signs need to be manufactured and delivered by using the Lottery's Term Contract Release (TCR) form. This form will indicate the Contract number, exact quantity to be manufactured and, if necessary, any deviations to the shipping requirements. The prices, terms and conditions of the TCR shall be the same as the Contract, which will result from this solicitation.

#### H. Distribution/Shipping:

1. Bidder shall produce a quantity of 500 signs. During the course of

any resulting Contract, signs shall be shipped to the Lottery's seven (7) warehouse locations (see below). Signs shall be kept in inventory by the Bidder until requested by the Lottery for shipment to a Lottery warehouse(s).

### Lottery Warehouse Addresses:

Virginia Lottery NOVA Customer Service Center 14550 Potomac Mills Road Woodbridge, VA 22192 Attn: Ron Rose 703-494-1501

Virginia Lottery Shenandoah Valley Customer Service Center 1790-26 East Market Street Harrisonburg, VA 22801 Attn: Lissa Keagy 540-433-7979

Virginia Lottery Hampton Roads Customer Service Center 2306 W. Mercury Blvd.
Hampton, VA 23666
Attn: Denise Chiera 757-825-7800

Virginia Lottery Central Virginia Customer Service Center 1506 S. Main Street Farmville, VA 23901 Attn: Jerry Thompson 434-392-7294

Virginia Lottery Roanoke Valley Customer Service Center 1287 Towne Square Blvd. Roanoke, VA 24012 Attn: John Beisley 540-561-7011

Virginia Lottery Southwestern Virginia Customer Service Center 408 E. Main Street Abingdon, VA 24210 Attn: Robert Cole 276-676-5540

Virginia Lottery Prize Zone West 1620 E. Parham Rd. Richmond, VA 23228 Attn: Chris Collins 804-692-7950

- 2. All deliveries shall be FOB Destination. Bid amount shall include delivery costs.
- 3. Bidder shall provide shipments to the Lottery's regional warehouses upon the receipt and in accordance with a Lottery Term Contract Release Form ("TCR"). TCR's will show the Contract number, the specific quantity ordered and shipping address.
- 4. Bidder shall deliver signs within 10 14 working days of receipt of a TCR.
- 5. All prices and terms and conditions of the TCR shall be the same as any resulting Contract.
- 6. Freight Claims: Upon notification by the Lottery to the Bidder that a sign has been received damaged; the Bidder shall ship a replacement sign within 24 hours, at no additional charge to the Lottery. Bidder shall file all claims with the carrier or shipper. The Lottery will make every attempt to notify the Bidder within 15 days of sign receipt if a sign has been received damaged. The Bidder shall invoice the Lottery for the replacement sign only under the following circumstances:
  - a. Notification of damage was made to Bidder 30 days or more after the original delivery of the sign.
  - b. The damaged sign is not returned by the Lottery to the Bidder within 60 days of the original delivery of the sign.

A sample sign can be viewed at Lottery Headquarters location, 600 East Main Street, 22nd Floor, Richmond, VA 23219. Contact the Contract Officer on the front of this solicitation to schedule an appointment.

Please proceed to the next page.







#### III. SPECIAL TERMS AND CONDITIONS:

#### A. **ADVERTISING:**

In the event a Contract is awarded for supplies, equipment, or services resulting from this solicitation, no indication of such sales or services to the Lottery shall be used in product literature or advertising without the Lottery Executive Director's prior written approval. The Contractor shall not state in any of its advertising or product literature that the Lottery has purchased or uses its products or services.

# B. **AS BUILT DRAWINGS:**

The Contractor shall provide the Lottery with a clean set of reproducible "as built" drawings and wiring diagrams, marked to record all changes made during installation or construction. All "as built" drawings and wiring diagram shall be delivered to the Lottery upon completion of the work and prior to final payment.

#### C. **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 Lottery and/or the Commonwealth of Virginia, whichever is sooner. The Lottery, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period and at no cost to the Lottery nor the Commonwealth of Virginia.

#### D. **AWARD:**

The Lottery will make the award on a grand total basis to the lowest responsive and responsible Bidder. Unit prices and grand total price must be shown. In case of arithmetic errors, the unit price will govern. **Delivery may be a factor in making the award**. The Purchasing Office reserves the right to conduct any test it may deem advisable and to make all evaluations. The Lottery also reserves the right to reject any or all bids, in whole or in part, to waive informalities and to delete items prior to making the award, whenever it is deemed, in the sole opinion of the Lottery, to be in its best interest.

#### E. **BID ACCEPTANCE PERIOD:**

Any bid in response to this solicitation shall be valid for 180 days. At the end of the 180 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 program is canceled.

#### F. **BID PRICES:**

Bid shall be in the form of a firm unit price for each item during the Contract period.

#### G. **CANCELLATION OF CONTRACT:**

The Lottery 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 of a material breach with no options to cure, the Lottery reserves the right to cancel this Contract within ten (10) days written notice. If 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.

#### H. DISCOUNTS. PROMPT PAYMENT:

Discounts for prompt payment will not be calculated in determining net low bid. Discounts for prompt payment will be shown on the purchase order/Contract and taken if invoices are processed and payment made within the stipulated time frame. If discounts are not offered, payment shall be made 30 days after receipt of an accurate invoice by the Lottery's Accounts Payable Department. Bidder shall indicate discount (if applicable) within the "Pricing section" near the end of this solicitation.

#### I. **EXTRA CHARGES NOT ALLOWED:**

The bid price shall be for LED signs ready for installation and shall include all applicable freight and installation charges; extra charges will not be allowed.

#### J. <u>FINAL INSPECTION:</u>

At the conclusion of the work, the Contractor shall demonstrate to the Lottery's representative(s) that the work is fully operational and in compliance with Contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the Contractor at the Contractor's sole expense prior to final acceptance of the work.

#### K. <u>IDENTIFICATION AND DELIVERY OF BID:</u>

The cover page of this solicitation indicates bids will be accepted as unsealed. Bids will be received for this procurement preferably via electronic submission through the eVA vendor portal. Submissions will also be accepted through email to the Contract Officer indicated on the cover page, mail or hand delivery to the Contract Officer indicated on the cover page. Bids received for this procurement should be identified as follows:

Name of Bidder Due Date and Time Bidder's complete address IFB No. IFB Title

#### IF BID IS SUBMITTED ELECTRONICALLY:

Electronic bid submission through eVA is preferred. Bidder must be registered in eVA to submit an electronic bid. Additionally, Bidders must be registered in eVA to be awarded a bid. Bidders must submit one (1) complete copy of the bid and attachments as well as one copy with proprietary information redacted.

The following are instructions for submitting an electronic bid:

- 1. Go to www.eva.virginia.gov;
- 2. Click on "I Sell To Virginia";
- 3. Click on "eVA Supplier Training"; and
- 4. Click on "Viewing and Responding to Solicitations Video".

If a Bidder needs assistance submitting an electronic response, the Bidder must contact eVA Customer Care at 866-289-7367 or email eVACustomerCare@dgs.virginia.gov.

Bids may also be emailed to the appropriate Contract Officer.

**IF BID IS MAILED:** Bidder must mail bid to the Virginia Lottery, Attention: Pam Mackey, 22nd Floor Purchasing Office, 600 East Main Street, Richmond, Virginia 23219.

If a bid is not identified as outlined above the Bidder takes the risk that the bid may be inadvertently opened and the information compromised, which may cause the bid to be disqualified. No other correspondence or other bids should be placed in the envelope.

IF BID IS HAND DELIVERED (INCLUDING COURIER): Bid must be delivered to 600 East Main Street, Richmond, Virginia 23219. Due to increased building security, bid will not be accepted unless delivered to the Security Guard Station located on the Main Street entrance of Lottery Headquarters, Main Street Centre (address above). However, the Security Guard is not responsible for identifying the date and time a bid is received; only a Lottery employee can make that determination. The Security Guard will contact an appropriate Lottery employee for bid receipt; this process could take 30 minutes or more – Bidders should not wait to submit bids at the last minute.

Late bids will not be accepted.

Note: the Lottery does not conduct public openings.

#### L. **INDEMNIFICATION:**

Contractor agrees to indemnify and hold harmless the Commonwealth, the Lottery, their officers, directors, agents and employees (collectively, "Commonwealth's Indemnified Parties") from and against any and all losses, damages, claims, demands, proceedings, suits and actions,

including any related liabilities, obligations, losses, damages, assessments, fines, penalties (whether criminal or civil), judgments, settlements, expenses (including attorneys' and accountants' fees and disbursements) and costs (each, a "Claim" and collectively, "Claims"), incurred by, borne by or asserted against any of Commonwealth's Indemnified Parties to the extent such Claims in any way relate to, arise out of or result from: (i) any intentional or willful conduct or negligence of any employee, agent, or subcontractor of the Contractor, (ii) any act or omission of any employee, agent, or subcontractor of the Contractor, (iii) breach of any representation, warranty or covenant of the Contractor contained herein, (iv) any defect in the Contractor-provided products or services, or (v) any actual or alleged infringement or misappropriation of any third party's intellectual property rights by any of the Contractorprovided products or services. Selection and approval of counsel and approval of any settlement shall be accomplished in accordance with all applicable laws, rules and regulations. For state agencies, the applicable laws include §§ 2.2-510 and 2.2-514 of the Code of Virginia. In all cases involving the Commonwealth or state agencies, the selection and approval of counsel and approval of any settlement shall be satisfactory to the Commonwealth.

In the event that a Claim is commenced against any of Commonwealth's Indemnified Parties alleging that use of the Contractor-provided products or services, including any components thereof, or that the Contractor's performance or delivery of any product or service under this Contract infringes any third party's intellectual property rights and the Contractor is of the opinion that the allegations in such Claim in whole or in part are not covered by this indemnification provision, Contractor shall immediately notify the Lottery in writing, via certified mail, specifying to what extent the Contractor believes it is obligated to defend and indemnify under the terms and conditions of this Contract. The Contractor shall in such event protect the interests of the Commonwealth's Indemnified Parties and secure a continuance to permit the Lottery to appear and defend their interests in cooperation with the Contractor as is appropriate, including any jurisdictional defenses the Lottery may have.

In the event of a Claim pursuant to any actual or alleged infringement or misappropriation of any third party's intellectual property rights by any of the Contractor-provided Deliverables, Products, Software, Services, Solution, including Solution Components, Application and Licensed Services, as applicable, or Contractor's performance, and in addition to all other obligations of the Contractor in this Section, the Contractor shall at its expense, either (a) procure for all Authorized Users the right to continue use of such infringing Deliverables, Products, Software, Services, Solution, including Solution Components, Application and Licensed Services, as applicable, or any component thereof; or (b) replace or modify such infringing Deliverables, Products, Software, Services, Solution, including Solution Components, Application and

Licensed Services, as applicable, or any component thereof, with noninfringing Deliverables, Products, Software, Services, Solution or Solution Component(s), Application and Licensed Services, as applicable, satisfactory to the Lottery. And in addition, the Contractor shall provide any the Lottery with a comparable temporary replacement products and/or services or reimburse the Lottery for the reasonable costs incurred by the Lottery in obtaining an alternative product or service, in the event the Lottery cannot use the affected Deliverable, Product, Software, Services, Solution or Solution Component(s), Application and Licensed Services, as applicable, or any component thereof. Contractor cannot accomplish any of the foregoing within a reasonable time and at commercially reasonable rates, then the Contractor shall accept the return of the infringing Deliverables, Products, Software, Services, Solution, Solution Component, Application and Licensed Services, as applicable, or any component thereof, along with any other components rendered unusable by the Lottery as a result of the infringing component, and refund the price paid to the Contractor for such components.

#### M. <u>NAME OF MANUFACTURER AND SHIPPING POINT:</u>

Each Bidder shall supply in the space below the name and address of the manufacturer of the LED signs, the shipping point, and warehousing location.

Item Numbers:	
Manufacturer:	
Manufacturer's	
Address:	
Shipping Point:	

#### N. **NEW EQUIPMENT:**

Unless otherwise expressly stated in this solicitation, any equipment furnished under the Contract shall be new, unused equipment.

#### O. **NOTICE OF MATERIAL LEGAL DISPUTE:**

Contractor shall notify the Lottery of its involvement in any legal dispute that is or may become material to this Contract. Contractor shall provide the Lottery with pertinent, non-privileged details upon request.

#### P. **PERFORMANCE, CONTRACTOR:**

Contractors providing goods and services to the Lottery are required to perform in accordance with the terms and conditions of their Contract. When contractual requirements are not met, the following actions may be taken (at the Lottery's option):

#### 1. Contractor Complaint Form:

If a Contractor fails to perform in accordance with the terms and conditions of the Contract, the Lottery will prepare a Contractor Complaint Form and forward to the Purchasing Office. This form will be sent to the Contractor for a corrective action plan.

#### 2. Default:

If the Contractor is non-responsive to the complaint form or does not satisfy the corrective action plan submitted in the complaint form or provides an unsatisfactory corrective plan, as determined by the Lottery, the Contractor may, at the Lottery's discretion, be placed in default and notified via Contractor Complaint Form.

#### 3. <u>Ineligible for Award:</u>

Once placed in default, the Contractor will be ineligible to do business with the Lottery for purchases exceeding \$10,000 for a period of **three (3) years**.

#### 4. Re-procurement of Goods and Services:

In addition to a Contractor's ineligibility for award of Contracts over \$10,000, the Lottery may procure the goods and/or services from other sources and hold the Contractor responsible for the price difference of the original Contract amount and the amount of the new Contract. The Lottery will follow competitive principles as outlined herein for the re-procurement.

The vendor will remain in default until the re-procurement costs have been paid to the Lottery. The vendor is still subject to the three (3) year ineligibility based on the default regardless as to when the re-procurement cost is paid.

#### 5. Number of Complaints:

- a) For Term Contracts: if the Contractor has received three (3) or more complaints within the initial Contract period as documented by Contractor Complaint Forms, the Contractor may, at the Lottery's discretion, be ineligible to submit a bid/proposal if the goods/services are resolicited at expiration of Contract. Ineligibility shall apply even though a satisfactory resolution to all complaints occurred.
- b) For a Renewal Period: if the Contractor has received three (3) or more complaints within a renewal period as documented by Contractor Complaint Forms, the Contractor may, at the Lottery's discretion, be ineligible to submit a bid/proposal if the goods/services are resolicited at expiration of Contract. Ineligibility shall apply even though a satisfactory resolution to all complaints occurred.
- c) For Spot Purchases: if the Contractor has received three (3) or more complaints within a period of one (1) year as documented by Contractor Complaint Forms, the Contractor may, at the Lottery's discretion, be ineligible to do business with the Lottery for purchases exceeding

\$10,000 for a period of one (1) year after the issuance of the third Contractor Complaint Form. Ineligibility shall apply even though a satisfactory resolution to all complaints occurred.

#### Q. PRIME CONTRACTOR RESPONSIBILITIES:

The Contractor shall be responsible for completely supervising and directing the work under this Contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this Contract shall be responsible to the prime Contractor. The Contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.

#### R. **PRODUCT AVAILABILITY/SUBSTITUTION:**

Substitution of a product, brand or manufacturer after the award of Contract is expressly prohibited unless approved in writing by the Contact Officer. The Lottery may, at its discretion, require the Contractor to provide a substitute item of equivalent or better quality subject to the approval of the Contract Officer, for a price no greater than the Contract price, if the product for which the Contract was awarded becomes unavailable to the Contractor.

#### S. **PRODUCT INFORMATION:**

The Bidder shall clearly and specifically identify the product being offered and enclose complete and detailed descriptive literature, catalog cuts and specifications with the bid to enable the Lottery to determine if the product offered meets the requirements of the solicitation. Failure to do so may cause the bid to be considered nonresponsive.

#### T. **QUANTITIES**:

Quantities set forth in this solicitation are estimates only, and the Contractor shall supply at bid prices actual quantities as ordered, regardless of whether such total quantities are more or less than those shown.

#### U. **RENEGOTIATION OF CONTRACT:**

The Lottery reserves the right, at any time during the Contract term or any renewals of the term, to renegotiate with the Contractor a reduction in the compensation paid to the Contractor that is less than the compensation initially agreed to by the Contractor and the Lottery at the time of Contract execution. The Lottery may initiate such negotiations whenever the Lottery determines that it is in the Lottery's best fiscal interests to do so. Notwithstanding any other provision of this Contract to the contrary, the Lottery may terminate this Contract immediately and without penalty if the Lottery is unable to renegotiate the compensation with the Contractor to an amount which the Lottery determines to be appropriate.

#### V. **RENEWAL OF CONTRACT:**

This Contract may be renewed by the Lottery for two (2) successive oneyear periods under the terms and conditions of the original Contract except as stated in 1. and 2. below. Price increases and decreases may be negotiated only at the time of renewal. Written notice of the Lottery's intention to renew shall be given approximately 90 days prior to the expiration date of each Contract period.

- 1. If the Lottery elects to exercise the option to renew the Contract for an additional one-year period, the Contract price(s) for the additional one year <u>shall not exceed</u> the Contract price(s) of the original Contract increased/decreased by more than the percentage increase/decrease of the Series ID: WPU159A0404, Group: Miscellaneous Products, Item: Electric Signs and Displays category of the PPI-W section of the Producer Price Index of the United States Bureau of Labor Statistics for the latest 12 months for which statistics are available.
- 2. If during any subsequent renewal periods, the Lottery elects to exercise the option to renew the Contract, the Contract price(s) for the subsequent renewal period shall not exceed the Contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the Series ID: WPU159A0404, Group: Miscellaneous Products, Item: Electric Signs and Displays category of the PPI-W section of the Producer Price Index of the United States Bureau of Labor Statistics for the latest 12 months for which statistics are available.

# W. <u>SMALL BUSINESS, WOMAN-OWNED, AND MINORITY-OWNED</u> (SWAM) BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

It is the goal of the Lottery that 50% of purchases are made from SWAM businesses. This includes discretionary spending in prime contracts and subcontracts. Unless the Bidder is registered as a SBSD-certified SWAM 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 SBSD-certified SWAM businesses. No Bidder or subcontractor shall be considered a SWAM Business unless certified as such by the Virginia Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of bids. If SWAM business subcontractors are used, the prime Contractor agrees to report the use of SWAM business subcontractors by providing the purchasing office at a minimum the following information: name of SWAM business with the SBSD certification number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided.

Will there be any	
subcontracting to SWAM	☐ Yes ☐ No

business for the performance	
of this Contract?	
If so, please provide the	Name:
SWAM business name and	
SBSD certification number:	SBSD Certification #:

#### X. **SUBCONTRACTS**:

No portion of the work shall be subcontracted without prior written consent of the Lottery. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish the Lottery the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the Contract.

#### Y. WARRANTY:

All materials and equipment shall be fully guaranteed against defects in material and workmanship for a period of one (1) year following date of delivery. Should any defect be noted by the Lottery, the Purchasing Office will notify the Contractor of such defect or non-conformance. Notification will state either (1) that the Contractor shall replace or correct, or (2) the Lottery does not require replacement or correction, but an equitable adjustment to the Contract price will be negotiated. If the Contractor is required to correct or replace, it shall be at no cost to the Lottery and shall be subject to all provisions of this clause to the same extent as materials initially delivered. If the Contractor fails or refuses to replace or correct the deficiency, the Lottery may have the materials corrected or replaced with similar items and charge the Contractor the costs occasioned thereby or obtain an equitable adjustment in the Contract price.

#### IV. **GENERAL TERMS AND CONDITIONS:**

#### A. **ANTI-DISCRIMINATION:**

By submitting their bid, Bidders 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. 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 Virginia Lottery.

In every Contract over \$10,000 the provisions in 1. and 2. below apply:

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

- 1. 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.
- 2. 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.
- 3. Notices, advertisements, and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.

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.

#### B. **ADDENDA**:

Any changes or supplemental instructions to this Invitation for Bid shall be in the form of written addenda. Each Bidder is responsible for determining that all addenda issued have been received and shall acknowledge receipt of all addenda in the space provided within the Pricing Schedule or by returning a copy of each signed addendum. Failure to do so may result in rejection of the bid. All addenda so issued shall become part of the IFB and any resulting Contract documents.

#### C. **ANNOUNCEMENT OF AWARD:**

Upon the award or the announcement of the decision to award a Contract over \$50,000, as a result of this solicitation, Lottery will publicly post such notice on the DGS/DPS eVA web site (www.eva.virginia.gov).

#### D. **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.

#### E. **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 Contractor shall comply with all applicable federal, state and local laws, rules and regulations including Virginia Lottery Law § 58.1-4000 et seq. and the Virginia Lottery Purchasing Manual.

#### F. **ASSIGNMENT OF CONTRACT:**

A Contract shall not be assignable by the Contractor in whole or in part without the written consent of the Lottery.

#### G. **AVAILABILITY OF FUNDS:**

It is understood and agreed between the parties herein that the Lottery shall be bound hereunder only to the extent of the funds available, or which may hereafter become available for the purpose of this agreement.

#### H. **BID PRICE CURRENCY:**

Unless stated otherwise in the solicitation, Bidders shall state bid/offer prices in US dollars.

#### I. 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 Lottery 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 Lottery a credit for any savings. Said compensation shall be determined by one of the following methods:

By mutual agreement between the parties in writing; or

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 Lottery's right to audit the Contractor's records and/or to determine the correct number of units independently; or

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 Lottery with all vouchers and records of expenses incurred and savings realized. The Lottery 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 Lottery within thirty (30) days from the date of receipt of the written order from the Lottery. 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 Lottery's Purchasing 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 Lottery or with the performance of the Contract generally.

#### J. <u>CLARIFICATION OF TERMS:</u>

If any prospective Bidder has questions about the specifications or other solicitation documents, the prospective Bidder 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.

#### K. **DEBARMENT STATUS:**

By submitting their bid, Bidders certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids 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.

#### L. **DEFAULT:**

In case of failure to deliver goods or services in accordance with the Contract terms and conditions, the Lottery, 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 Lottery may have.

#### M. **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.

#### N. **ETHICS IN PUBLIC CONTRACTING:**

By submitting their bid, Bidders certify that their bid are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other Bidder, supplier, manufacturer or subcontractor in connection with their bid, 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.

#### 0. IMMIGRATION REFORM AND CONTROL ACT OF 1986:

By entering into a written Contract with the Lottery, the Contractor certifies that they so 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.

#### P. **INSURANCE**:

By signing and submitting a bid under this solicitation, the Bidder 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 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.

#### <u>Minimum Insurance Coverages and Limits Required for Most Contracts:</u>

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.
- 3. 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.
- 4. Automobile Liability \$1,000,000 per occurrence. (Only used if motor vehicle is to be used in the Contract.)

#### Q. MANDATORY USE OF LOTTERY DOCUMENT:

Failure to submit a bid on this official Invitation for Bids document shall be a cause for rejection of the bid. Modification of or additions to any portion of the Invitation for Bids may be cause for rejection of the bid; however, the Lottery reserves the right to decide on a case by case basis, in its sole discretion, whether to reject such a bid as nonresponsive. As a precondition to its acceptance, the Lottery may, in its sole discretion, request that the Bidder withdraw or modify nonresponsive portions of a bid which do not affect quality, quantity, price, or delivery. No modification of or addition to the provisions of the Contract shall be effective unless reduced to writing and signed by the parties.

#### R. **NONDISCRIMINATION OF CONTRACTOR:**

A Bidder 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 employs ex-offenders unless the Lottery, 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.

#### S. **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 Lottery 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.
- Unreasonable Charges. Under certain emergency e) 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 abevance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Lottery shall promptly notify the Contractor, in writing, as to those charges which it considers unreasonable and the basis for determination. A Contractor may not institute legal action unless a settlement cannot be reached within 30 days of notification. The provisions of this section do not relieve the Lottery of its prompt payment obligations with respect to those charges which are not in dispute.

#### 2. To Subcontractors:

a) A Contractor awarded a Contract under this solicitation is hereby obligated:

- To pay the subcontractor(s) within seven (7) days of the Contractor's receipt of payment from the Lottery for the proportionate share of the payment received for work performed by the subcontractor(s) under the Contract; or
- ii. To notify the Lottery 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 Lottery, 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 Lottery.
- 3. The Lottery encourages contractors and subcontractors to accept electronic and credit card payments.

#### T. **PERSONNEL SECURITY CLEARANCES:**

Section 58.1-4008 of the *Code of Virginia* (Virginia Lottery Law) requires that all Board members, officers and employees of any vendor of lottery online or instant ticket goods or services working directly on a contract with the Virginia Lottery for such goods or services shall be subject to a criminal background search to be conducted by the chief security officer of the Virginia Lottery. Additionally, Lottery Regulation 5-20-410 extends this to include any parent or Subsidiary Corporation of the vendor, and any shareholder of 5% or more of the vendor, its parent or Subsidiary Corporation.

No person who has been convicted of a felony, bookmaking or other form of illegal gambling, or of a crime involving moral turpitude, shall be employed on Contracts with vendors described in this section.

No Board member, officer, or employee of a vendor to the Virginia Lottery of online or instant ticket goods or services working directly on a Contract for such goods or services, or any person residing in the same household of such Board member, officer or employee, shall purchase a lottery ticket or share, or receive a prize paid on a ticket purchased by or transferred to such person.

#### U. **PRECEDENCE OF TERMS:**

The following General Terms and Conditions, 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.

#### V. **QUALIFICATION OF BIDDER:**

The Lottery may make such reasonable investigations as deemed proper and necessary to determine the ability of the Bidder to perform the services/furnish the goods and the Bidder shall furnish to the Lottery all such information and data for this purpose as may be requested. The Lottery reserves the right to inspect Bidder's physical facilities prior to award to satisfy questions regarding the Bidder's capabilities. The Lottery further reserves the right to reject any bid if the evidence submitted by, or investigations of, such Bidder fails to satisfy the Lottery that such Bidder is properly qualified to carry out the obligations of the Contract and to provide the services and/or furnish the goods contemplated therein.

#### W. 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.

#### X. **TESTING AND INSPECTION:**

The Lottery reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

# Y. TRANSPORTATION AND PACKAGING:

By submitting their bid, all Bidders 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.

#### V. METHOD OF PAYMENT AND INVOICING:

Invoices for payment shall be submitted upon fulfillment of the initial order of kits and flags AND upon fulfillment of each submitted TCR.

Invoices shall be rendered directly to:

Virginia Lottery

Attention: Accounts Payable

<u>VLAP@valottery.com</u> (*preferable*)

600 East Main Street Richmond, VA 23219

Invoice must contain the following information:

- Virginia Lottery's Contract number;
- description of the goods and services;
- date goods and services were provided;
- invoice total:
- Contractor's Federal Identification Number or Federal Employer's Number.

If this information is not contained in the invoice, the invoice may be returned to the Contractor.

VI.	DISCOUNT FOR PROMPT PAYMENT:
	Discount for prompt payment at:%/Net days (see Discount for
	Prompt Payment requirement H. page 13). This Discount will not be calculated
	in determining low bid amount(s).

#### VII. **DELIVERY:**

State the earliest <u>firm</u> delivery for the pre-production sample in number of calendar days from the date of the Contract Officer's request. The number of days stated below for the pre-production sample may be a factor in making the award:

ar days after

State the timeframe needed after award to produce the initial order of 500 signs and have them ready to ship. This date may be a factor in making the award.

Preparation time for initial 500 signs:	timeframe needed to produce 500 signs
---	---------------------------------------

State your earliest <u>firm</u> delivery of an order (from the warehoused 500 signs) in number of calendar days from receipt of the Lottery's Term Contract Release form (TCR). The number of days stated below for the receipt of an order resulting from a TCR may be a factor in making the award:

Number of calendar	calendar days after

days:	receipt of a TCR

#### VIII. **PRICING:**

The Bidder agrees to furnish the LED signs as specified herein, and in compliance with the terms and conditions of this Invitation for Bids at the following firm, fixed price during the term of the agreement. In case of errors in the extension of prices, the unit price shall prevail. All shipping costs shall be borne by the Contractor and included in the "each" price.

For competitive bids from \$10,000 up to and including \$100,000, an award shall be made to the lowest priced SBSD-certified SWaM bidder that is responsive and responsible if such small business bid or offer is available, and the price is fair and reasonable. For unsealed bidding, the bid price shall not exceed 5% of the lowest responsive and responsible noncertified bidder. If there are no reasonably priced bids/offers meeting the above criteria received from certified SWaM businesses, an award may be made to the lowest priced bidder that is responsive and responsible. Note: For the purposes of Lottery Procurement rules, no vendor shall be considered a SWaM business enterprise unless certified as such by the SBSD.

DESCRIPTION	QTY	UNIT	UNIT PRICE	GRAND TOTAL
LED Retail Window Signs	500	Each	\$	\$
Additional set-up charge for new artwork (one-time fee per artwork change; not a rate per hour and not to be considered in the grand total)				\$

#### IX. ADDENDA:

Bidder hereby acknowledges receipt of and incorporation of all requirements of any addenda issued for this Invitation for Bid:

Addendum No	Dated
Addendum No	Dated
Addendum No	Dated

# X. **SIGNATURE AND BIDDER PROFILE SHEET:**

# All bids must be signed below in order to be considered.

All prices shall be F.O.B. to the delivery address(s) as specified herein. Freight, delivery costs, and incidental charges shall be included in the bid price(s).

In compliance with this Invitation for Bid #PR9207PM and subject to all conditions thereof, the undersigned offers and agrees to furnish any or all items and/or services upon which prices are quoted, at the price quoted as specified.

Complete Legal Name of Firm
Address
Remit To Address
Authorized Signature Date
Print Name
Title FIN #
Email Telephone
Bidder Profile: Bidder shall indicate whether they are <i>certified</i> with the
Virginia Department of Small Business and Supplier Diversity as a (check all that apply)  Small Business Minority-Owned Business Woman-Owned
Business  Certification Number: Expiration Date:
Definitions and information on how to become certified may be obtained at www.sbsd.virginia.gov
Contact person regarding this Bid Check here to use above contact or provide name below:
Name: Email Phone

# XI. **BIDDERS CHECKLIST:**

The intent of the checklist is to assist the Bidder in providing a responsive bid. It may not include all the requirements necessary to submit a responsive bid. It is the responsibility of the Bidder to read the entire solicitation.

Bidder has clear understanding of goods/services requested
Bidder understands and agrees to all Special and General Terms & Conditions
Any tables/boxes within the Special Terms and Conditions must be completed by the Bidder (Bidder must write in these tables/boxes).
Bidder understands when Bid is due
Bidder understands where to mail or deliver bid
Bidder understands that once a bid is opened it is a binding document
Bidder signed and provided all information requested on IFB Signature Page
Bidder understands that contact with the Contract Specialist is encouraged if any questions arise prior to submitting a bid