

Susquehanna River Basin Commission

a water management agency serving the Susquehanna River Watershed



REQUEST FOR PROPOSAL

For

PROFESSIONAL SERVICES

For

**ESTABLISHMENT OF A PENNSYLVANIA
WATER RESOURCES TECHNICAL ASSISTANCE CENTER**

SUSQUEHANNA RIVER BASIN COMMISSION

RFP NUMBER 2009-001

**DATE OF ISSUANCE
APRIL 22, 2009**

REQUEST FOR PROPOSAL

RFP NUMBER 2009-01

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CALENDAR OF ACTIVITIES

Susquehanna River Basin Commission to adhere to the following schedule:

Activity	Responsibility	Date
Deadline to submit questions via e-mail to requestforproposal@srbc.net .	Potential Offerors	5/22/09
Answers to potential Offeror questions posted to the RFP website (http://www.srbc.net/rfp/faq.htm) no later than this date.	SRBC	5/29/09
Monitor RFP website for all communications regarding the RFP.	Potential Offerors	Ongoing
Sealed proposal must be received by SRBC at 1721 North Front Street, Harrisburg, Pennsylvania 17102.	Offerors	6/3/09
Interviews with selected Offerors.	SRBC	Week of 6/22/09
Proposal selected for contract.	SRBC	7/1/09
RFP – Request for Proposal SRBC – Susquehanna River Basin Commission		

PART I GENERAL INFORMATION

I-1. Purpose. This Request for Proposal (RFP) provides to those interested in submitting proposals for the subject procurement (Offerors) sufficient information to enable them to prepare and submit proposals for the Susquehanna River Basin Commission's (Commission) consideration to satisfy a need for the development, establishment, and oversight of the Pennsylvania Water Resources Technical Assistance Center (Center).

I-2. Issuer. The Commission has issued this RFP on behalf of, and under contract with, the Commonwealth of Pennsylvania (Commonwealth), but retains all of its own authority and prerogatives under the Susquehanna River Basin Compact, P.L. 91-575. The sole point of contact in the Commission for this RFP shall be Benjamin A Pratt, 1721 North Front Street, Harrisburg, Pennsylvania 17102, requestforproposal@srbc.net, the Issuing Officer for this RFP. Please refer all inquiries to the Issuing Officer.

I-3. Scope. This RFP contains instructions governing the requested proposals, including the requirements for the information and material to be included; a description of the service to be provided; requirements which Offerors must meet to be eligible for consideration; general evaluation criteria; and other requirements specific to this RFP.

I-4. Problem Statement. Water conservation practices and water efficient technologies provide the foundation for a sustainable water supply. The 2002 Water Resources Planning Act of Pennsylvania (Act 220) mandates the Pennsylvania Department of Environmental Protection (DEP) establish a Water Resources Technical Assistance Center that will focus on developing voluntary water use reduction through efficient water use technologies and water conservation. The Center would serve to encourage efficiency in water use by providing guidelines and information on water conservation. The creation of the Center would be an enhancement to the State Water Plan by establishing a repository for efficiency and conservation practices and principles, and providing a statewide program to promote voluntary reduction of water loss. Work on developing, establishing, and overseeing the Center must be completed within two (2) years of contract award. Additional detail is provided in Part III of this RFP.

I-5. General Requirements.

- a. All Offerors are hereby advised that this RFP is an informal solicitation and is not a commitment or offer to enter into an agreement or engage into any competitive bidding or negotiation pursuant to any statute, ordinance, rule, or regulation.
- b. Offerors understand and agree that submission of a proposal constitutes acknowledgement and acceptance of, and a willingness to comply with, all of the terms, conditions, and criteria contained in this RFP.
- c. False, incomplete, or unresponsive statements in connection with a proposal will be sufficient cause for the rejection of the proposal. The determination of the fulfillment of the above requirement will be the Commission's responsibility and its decision shall be final.

I-6. Type of Contract. It is proposed that if the Commission enters into a contract as a result of this RFP, it will be a two (2)-year, firm fixed-price, basic established price contract that provides for a price which is not subject to an adjustment by reason of the cost experience of the contractor in the performance of the contract.

The Commission, in its sole discretion, may undertake negotiations with Offerors whose proposals, in the judgment of the Commission, show them to be qualified, responsible, and capable of performing the project.

I-7. Rejection of Proposals. The Commission reserves the right, in its sole and complete discretion, to reject any proposal received as a result of this RFP.

I-8. Incurring Costs. The Commission is not liable for any costs the Offeror incurs in preparation and submission of its proposal, in participating in the RFP process, or in anticipation of award of the contract.

I-9. Limitation on Administrative Cost. Administrative costs incurred for work performed under this contract shall not exceed 15 percent of the total contract award value.

I-10. Pre-proposal Conference. There will be no pre-proposal conference for this RFP. If there are any questions, please forward them to the Commission in accordance with Section I-10.

I-11. Questions and Answers. If an Offeror has any questions regarding this RFP, the Offeror must submit the questions by e-mail (with the subject line "RFP 2009-001 Question") to the Issuing Officer named in Part I, Section I-2, of the RFP. If the Offeror has questions, they must be submitted via e-mail no later than the date indicated on the Calendar of Events. The Offeror shall not attempt to contact the Issuing Officer by any other means. The Issuing Officer shall post the answers to the questions on the RFP website (<http://www.srbc.net/rfp/faq.htm>) by the date stated on the Calendar of Events.

All questions and responses as posted on the RFP website are considered as an addendum to, and part of, this RFP in accordance with RFP Part I, Section I-10. Each Offeror shall be responsible to monitor the RFP website for new or revised RFP information. The Commission shall not be bound by any verbal information, nor shall it be bound by any written information that is not either contained within the RFP or formally issued as an addendum by the Commission.

I-12. Addenda to the RFP. If the Commission deems it necessary to revise any part of this RFP before the proposal response date, the Commission will post an addendum to the RFP website at <http://www.srbc.net/rfp/index.htm>. It is the Offeror's responsibility to periodically check the website for any new information or addenda to the RFP. Answers to the questions asked during the Questions and Answers period also will be posted to the website as an addendum to the RFP.

I-13. Response Date. To be considered for selection, hard copies of proposals must arrive at the Commission on or before the time and date specified in the RFP Calendar of Events. The Commission will not accept proposals via e-mail or facsimile transmission. Offerors who send proposals by mail or other delivery service should allow sufficient delivery time to ensure timely receipt of their proposals. If, due to inclement weather, natural disaster, or any other cause, the

Commission office is closed on the proposal response date, the deadline for submission will be automatically extended until the next Commission business day on which the office is open, unless the Commission otherwise notifies Offerors. The hour for submission of proposals shall remain the same. The Commission will reject unopened, any late proposals.

I-14. Proposals. To be considered, Offerors should submit a complete response to this RFP to the Commission, using the format provided in Part II, providing ten (10) paper copies of the Technical Submittal and one (1) paper copy of the Cost Submittal. Offerors should ensure that there is no costing information in the technical submittal. Offerors should not reiterate technical information in the cost submittal.

In addition to the paper copies of the proposal, Offerors shall submit two (2) complete and exact copies of the entire proposal (Technical and Cost Submittals, along with all requested documents) on CD-ROM in Microsoft Office or Microsoft Office-compatible format. The CD or Flash drive should clearly identify the Offeror. Each proposal page should be numbered for ease of reference.

An official authorized to bind the Offeror to its provisions must sign the proposal using the Proposal Cover Sheet (Appendix A to this RFP). For this RFP, the proposal must remain valid for one hundred twenty (120) days or until a contract is fully executed. If the Commission selects the Offeror's proposal for award, the contents of the selected Offeror's proposal will become, except to the extent the contents are changed through Best and Final Offers or negotiations, contractual obligations.

An Offeror may modify its submitted proposal prior to the exact hour and date set for proposal receipt only by submitting a new sealed proposal or sealed modification which complies with the RFP requirements.

I-15. Disadvantaged Business Information. It is the policy of the Commission that Minority and Women-Owned Business Enterprises (MBEs/WBEs) shall have the maximum feasible opportunity to participate in the performance of Commission contracts. MBEs and WBEs are therefore strongly encouraged to submit proposals in response to this RFP and to identify themselves as such in accordance with the following criteria: As used in this RFP, the term "minority business" is defined as a business firm that is at least 51 percent owned and controlled by minority group members. The minority ownership must exercise actual day-to-day management and independent control. For the purpose of this definition, minority group members are Black Americans, Hispanic Americans, Asian Americans, and Native Americans. As used in this Contract, the term "women-owned business" means a business firm which is at least 51 percent owned and controlled by women. The women ownership must exercise actual day-to-day management and independent control.

I-16. Discussions for Clarification. Offerors may be requested to make an oral or written clarification of their proposals to ensure thorough mutual understanding and Offeror responsiveness to the solicitation requirements. The Commission will initiate requests for clarification.

I-17. Prime Contractor Responsibilities. The contract will require the selected Offeror to assume responsibility for all services offered in its proposal whether it produces them itself or by subcontract. The Commission will consider the selected Offeror to be the sole point of contact with regard to contractual matters.

I-18. Proposal Contents. All material submitted with the proposal shall be considered the property of the Commission and may be returned only at the Commission's option. At such time as the Commission's evaluation committee presents the submitted proposals to the Commission, all such proposals become a matter of public record and shall be regarded as public records, with the exception of those parts of each proposal which are defined by the contractor as business or trade secrets, and so marked, as "confidential" or "proprietary." The Commission shall not in any way be liable or responsible for the disclosure of any such proposals or any part thereof if disclosure of any such proposals or any part thereof is required under any applicable federal or state law or any Commission policy regarding access to records. The Commission has the right to use any or all ideas not protected by intellectual property rights that are presented in any proposal regardless of whether the proposal becomes part of a contract. Notwithstanding any Offeror copyright designations contained on proposals, the Commission shall have the right to make copies and distribute proposals internally and with DEP, and to comply with public record or other disclosure requirements under the provisions of any Commission, Commonwealth or United States statute or regulation, or rule or order of any court of competent jurisdiction.

I-19. Best and Final Offers. The Commission reserves the right to conduct discussions with Offerors for the purpose of obtaining "best and final offers." To obtain best and final offers from Offerors, the Commission may do one or more of the following:

- a. Enter into pre-selection negotiations;
- b. Schedule oral presentations; and
- c. Request revised proposals.

The Commission will limit any discussions to responsible Offerors (those that have submitted responsive proposals and possess the capability to fully perform the contract requirements in all respects and the integrity and reliability to assure good faith performance) whose proposals the Commission has determined to be reasonable candidates for being selected for award.

I-20. News Releases. Offerors shall not issue news releases, Internet postings, advertisements or any other public communications pertaining to this project without prior written approval of the Commission.

I-21. Commission Participation. Offerors shall provide all services, supplies, facilities, and other support necessary to complete the identified work. Both the Commission and the DEP will assign a project officer to this RFP. In addition, each agency will be assigning other staff as needed for program discussion and development. The Commission will not provide office space, reproduction facilities, or other logistical support.

I-22. Term of Contract. The term of the contract will commence on the Effective Date and will end on the two (2)-year anniversary of that date. The Commission will fix the Effective Date after the contract has been fully executed by the selected Offeror and by the Commission, and all approvals required by Commission contracting procedures have been obtained. The selected Offeror shall not start the performance of any work prior to the Effective Date of the contract, and the Commission shall not be liable to pay the selected Offeror for any service or work performed or expenses incurred before the Effective Date of the contract.

I-23. Notification of Selection. The Commission will notify the selected Offeror, in writing, of its selection after the Commission has determined, taking into consideration all of the evaluation factors, the proposal that demonstrates its maker as being most qualified to perform the work.

I-24. Notification of Non-Selection. Offerors whose proposals are not selected will be notified of the name of the selected Offeror. The notification will not compare the Offeror with other Offerors.

PART II PROPOSAL REQUIREMENTS

Responses to this RFP must be made according to the requirements set forth in this section for content and sequence. Failure to adhere to these requirements or to include conditions, limitations, or misrepresentations in the proposal may be cause for rejection of the proposal. The deadline will not be extended to accommodate any correction and resubmission. A minimum scope of work is provided in Part III. Each RFP shall consist of the following separately sealed submittals:

- a. Technical Submittal, which shall be a response to RFP Part II, Sections II-1 through II-6; and
- b. Cost Submittal, in response to RFP Part II, Section II-7.

The Technical Proposal and Cost Proposal should be sealed into separate envelopes and submitted together. If both envelopes are not received at the same time, the submittal will be deemed incomplete and rejected.

In order to expedite Commission review of proposals, please limit the written proposals to 20 pages, not including any resumes and qualifications.

All proposals must include the following information, in the order listed, with tabs for each section:

II-1. Proposed Scope of Work. State in succinct terms your understanding of the service required by this RFP.

II-2. Management Summary. Include a narrative description of the project management plan to monitor and manage costs, schedule, and work effort. Include a detailed breakdown of budgeted hours, hourly rates, and expenses by item to be delivered.

II-3. Work Plan. The proposal shall present a work plan to develop, establish, and oversee the Center to achieve the stated water conservation and efficiency goals of Act 220. Use the deliverables in Part III of this RFP as your reference point. Include plans for data management, a reporting timetable, and reporting of deliverables.

II-4. Relevant Experience. Submit an organizational resume highlighting project work relevant to work scope. Include resumes of all professionals (including subcontractors) participating in performance of the work scope, highlighting educational background, related experience, licenses, and their duties and responsibilities for this project. If applicable, include an organization chart showing proposed management and project team. Experience shown should be work done by individuals who will be assigned to this project, as well as that of your organization.

Provide descriptions of similar projects, if any; describe the project's scope, cost of services provided, total project costs, project dates, and reference contacts.

The Commission reserves the right to request additional information which, in the Commission's opinion, is necessary to assure that the Offeror's competence and resources are adequate to perform according to the RFP. The Commission may make investigations as deemed necessary to determine the ability of the Offeror to perform the project, and the Offeror shall furnish to the Commission all requested information and data.

II-5. Personnel. Include the number of executive and professional personnel, analysts, researchers, programmers, consultants, etc., who will be engaged in the work. Indicate the responsibilities each individual will have in this Project and identify by name any subcontractors you intend to use and the services they will perform.

II-6. Liability Coverage. Bidders shall provide (with bid response) certificates or other acceptable proof of all required insurance(s), including worker's compensation, premises liability, and general liability. Worker's compensation shall include a minimum limit of \$100,000 per accident, and Comprehensive General Liability coverage shall provide minimum limits of liability of \$1,000,000 per occurrence Combined Single Limit for Bodily Injury and Property Damage. This shall include coverage for premises/operations, products/completed operations, contractual liability, independent contractors, and vehicles used in premises/operations, errors and omissions. Insurance shall indemnify the Commission against any and all claims arising under or as a result of the performance of the contract. The Commission shall be named as an additional insured on all liability policies. The Commission must be provided with thirty (30)-day notice prior to cancellation, modification, or reduction in limits of any stipulated insurance.

II-7. Cost Submittal (UNDER SEPARATE COVER).

- a. A cost proposal that shall include the breakdown of labor hours by employee billing classification and hourly rates, and expense reimbursement schedule that includes cost of non-labor and subcontractor services. Subcontractor services shall show labor and non-labor breakdown by billing classification.
- b. Cost estimate shall include a proposed invoicing schedule for work completed.

II-8. Submittal Deadline. Written technical and cost proposals must be submitted at the same time in separate envelopes and delivered to the location below no later than 4:00 p.m. on April 30, 2009. Ten (10) bound copies and two (2) electronic copies on a CD (PDF version) of the submittal are required.

Technical Proposal: Attention: Benjamin A. Pratt, P.E.
Water Resources Management Division
Susquehanna River Basin Commission
1721 North Front Street
Harrisburg, PA 17102-2391

Cost Proposal: Attention: Duane Friends
Chief Financial Officer
Susquehanna River Basin Commission
1721 North Front Street
Harrisburg, PA 17102-2391

II-9. Oral Interviews. Upon evaluation, internal scoring, and ranking of the written proposals received, an oral interview may be scheduled. This will occur approximately two (2) weeks after the deadline noted in the “Submittal Deadline” section of this RFP. Qualified Offerors will be notified by telephone as to date and time of the interview.

Each Offeror will be given 20 minutes to present its proposal. All presentations will be followed by a 30-minute, question-and-answer period. The oral interview will be held at the address below:

Location: Susquehanna River Basin Commission
1721 North Front Street
Harrisburg, PA 17102-2391

PART III WORK STATEMENT

III-1. Introduction. The Susquehanna River Basin Commission (Commission), a federal interstate compact commission, is seeking an entity to establish a Water Resources Technical Assistance Center that will promote water use efficiency and voluntary water conservation practices through outreach, research and development (R&D), education, and technical assistance. The Commission is soliciting this proposal on behalf of the Pennsylvania Department of Environmental Protection (DEP).

Water conservation practices and water efficient technologies provide the foundation for a sustainable water supply. The 2002 Water Resources Planning Act of the Pennsylvania Legislature (27 Pa.C.S. Chapter 31), commonly referred to as Act 220, mandates the establishment of a Water Resources Technical Assistance Center (Center) that will focus on developing voluntary water use reduction through efficient water use technologies and water conservation.

The Center will be virtual, built on information technology rather than bricks and mortar, and shall seek to build a consortium of those with vested interest in water resource sustainability. The successful proposal will provide administrative services for development of the Center.

III-2. Background and Goals. Pennsylvania water resources are relatively abundant but are continually stressed by manmade influences such as over development and natural hazards such as drought. This fact is the reason that issues such as drought preparation and water use reduction remain important policy issues. Alternatives such as regulatory measures are in place in some areas of the Commonwealth, demand side alternatives such as water conservation and efficiency provide the best opportunities to insure future sustainable water supplies.

In mid-2007, the Statewide Water Resources Committee formed the Water Conservation Subcommittee to address statewide water conservation and efficiency issues. The Water Conservation Subcommittee evaluated the requirements set forth in Act 220 for the Center and determined the best model for the Commonwealth would be a collaborative effort similar to the Arizona Water Institute. The Water Conservation Subcommittee also drafted a mission statement for the Center as follows.

The Pennsylvania Water Resources Technical Assistance Center (Center) represents a partnership of public, private and non-profit organizations to promote voluntary water conservation and provide technical assistance on water use issues, including practices and measures that reduce demand for water, improve water use efficiency, reduce water leakage and enhance groundwater recharge. To achieve its mission, the Center:

- 1. focuses on the implementation of practical and cost-effective conservation and efficiency measures in each water-use sector;*
- 2. identifies and offers sector-appropriate incentives and education;*
- 3. encourages the transfer and utilization of conservation and efficiency technologies adopted by leaders in various water-use sectors; and*

4. *recognizes through awards those that achieve outstanding water conservation and efficiency or enhance groundwater recharge.*

In addition to recommendations made relative to the formation of the Center, the Water Conservation Subcommittee also recommended the following general goals for water conservation and efficiency in Pennsylvania:

- a. Conduct research and promote innovative practices through marketing incentives, outreach, and educational efforts.
- b. Support innovation and implementation of technology and use policies that cut water resources use and demand at peak times of drought or resource constraint.
- c. Implement technology and use policies that result in reductions of overall demand.
- d. Provide support and resources to entities that have implemented or started to implement innovative water conservation or water efficient practices.
- e. Encourage reuse of water from precipitation to supplement withdrawals from groundwater or streams and rivers.
- f. Fund rebates or swaps of industrial high water use equipment (open-loop systems) with closed-looped systems or low water use residential appliances.
- g. Promote smart meters that allow better measurements of water use in buildings that detect leaks and identify other wasteful water use.
- h. Endorse Time of Use Rates that encourage using water at times of less demand.

The Center will also provide a centralized warehouse of conservation information, ideas and techniques, and offer a web-based repository for exploring emerging technologies, products that reduce water consumption and improve water quality.

III-3. Project Description. The project involves establishing a self-sustaining Center to promote voluntary water conservation and water use efficiency among all water use sectors in the Commonwealth. The virtual Center, built with information technology as opposed to bricks and mortar, can be located at the discretion of the contractor; however, the contractor's ability to provide in-place infrastructure will increase the strength of the proposal.

The term of the project is two (2) years from the date the agreement is signed. To build the foundation of the Center, the contractor shall establish the Center as a legal entity with nonprofit status, develop an effective and informative website, and produce a viable business plan that provides for ultimate sustainability of the Center.

III-4. Scope of Work. The tasks to be accomplished to complete the project are as follows:

- a. **Formulation of a Business Plan.** To achieve the ongoing sustainability of the Center, the contractor shall provide a business plan that identifies market potential and funding sources for the Center. The business plan should be developed in consideration of the eight tasks required of the Center by Act 220. The tasks are as follows:
 1. Establish guidelines for developing voluntary water use reduction in Critical Water Planning Areas.

2. Identify and compile principles, practices, and technologies to assist all water users in conserving water.
 3. Identify and compile principles practices and technologies to encourage groundwater recharge.
 4. Develop a statewide program to promote voluntary reduction of water loss.
 5. Establish a voluntary statewide water conservation program for all users.
 6. Develop educational programs for households, industry, and other water users.
 7. Facilitate Governor's Water Conservation and Efficiency Award Program.
 8. Establish voluntary water use reduction goals for all users.
- b. **Development of Interactive Website.** Building a virtual Center requires an interactive and dynamic website designed to support the mission of the Center. Content on the website is not limited to but at a minimum should include all data and analysis gathered under Act 220, information supporting each of the items listed above as tasks for the Center from Act 220, and a comprehensive library of Internet links to water conservation and efficiency information. The website should also allow water users to enter their own water conservation and efficiency data, thereby developing a statewide database of water conservation and efficiency practices.
- c. **Establishment of a Legal Structure.** The Water Conservation Subcommittee has recommended that the Center should establish itself as a 501(c)(3) non-profit corporation. In so doing, the Center will have full flexibility in funding options to allow the Center to receive public and private donations, public and private grant opportunities, and to own and maintain proprietary knowledge.

III-5. Meeting Schedule. The work being performed under this contract will be guided by an advisory committee. The contractor will be required to report to the advisory committee every three (3) months from the date of the executed contract. The format for each meeting will be determined by mutual agreement between the contractor and committee chair, and may be teleconference or face to face. A minimum of three (3) meetings shall be conducted face to face. The contractor will provide to the advisory committee, two (2) weeks prior to a scheduled meeting, a proposed meeting agenda. Meetings will provide contractor opportunity to update advisory committee on work progress and gather input from advisory committee.

III-6. Deliverables.

- a. **Business Plan (minimum requirements).**
1. Commonwealth-specific water conservation and efficiency market assessment;
 2. Financial model to include proposed revenue, expected expenditures; and
 3. Operational strategies to include physical infrastructure, staffing requirements, and research and development opportunities.
- b. **Website.**
1. Registered domain with Network Solutions;
 2. Administrative support software for web maintenance; and
 3. All data, images, url links fully backed up.

c. Legal Structure.

1. All supporting documentation establishing the Center as a 501(c)(3) non-profit entity.

III-7. Project Completion Schedule.

August 1, 2009	Contract Work Begins
December 31, 2009	Establish Legal Structure
December 31, 2009	Launch Website
June 30, 2010	Business Plan
June 30, 2011	Full Implementation

III-8. Qualifications. To achieve the objectives of this project, the Commission is seeking expertise in the field of water resource management. The Commission will evaluate the qualifications of the contractor providing the services described in the scope of work based on the following criteria:

- a. Expertise in water conservation and water use efficiency.
- b. Demonstrated involvement with all water resource issues impacting all water use sectors.
- c. Expertise in:
 1. Socioeconomic factors affecting water use;
 2. Economy of water;
 3. Water demand projections and resource planning;
 4. Best management practice (BMP) implementation; and
 5. Water use patterns of water use sectors.
- d. Strong oral and written communication skills.
- e. Demonstrated ability to work with a diverse group of stakeholders, including municipal and public agencies, private parties, private consultants, environmental groups, regulators, elected officials, and the public.
- f. Demonstrated expertise with information technology.

APPENDIX A

**PROPOSAL COVER SHEET
COMMONWEALTH OF PENNSYLVANIA
SUSQUEHANNA RIVER BASIN COMMISSION
RFP NUMBER 2009-001**

Enclosed in three (3) separately sealed submittals is the proposal of the Offeror identified below for the above-referenced Request for Proposal:

Offeror Information:

Company Name: _____
Address: _____
City: _____ State: _____ Zip: _____
Contact Person: _____
Telephone: _____ Facsimile: _____
E-mail: _____
Website: _____ Federal ID Number: _____

Submittals Enclosed and Separately Sealed:

- Technical Submittal
- Disadvantaged Business Submittal
- Cost Submittal

Signature:

Signature of an official authorized to bind the Offeror to the provisions contained in the Offeror's proposal:

Printed Name

Signature

Title

Date

FAILURE TO COMPLETE, SIGN, AND RETURN THIS FORM WITH THE OFFEROR'S PROPOSAL MAY RESULT IN THE REJECTION OF THE OFFEROR'S PROPOSAL.