



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 4

List View

[General Information](#) | 
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Procurement Folder: 1666136

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 1400

Vendor ID: VS0000046612

SO Doc ID: AGR2500000019

Legal Name: LV PRODUCTIONS LLC

Published Date: 5/5/25

Alias/DBA: LV PRODUCTIONS LLC

Close Date: 5/12/25

Total Bid: \$42,000.00

Close Time: 13:30

Response Date: 05/05/2025

Status: Closed

Response Time: 12:38

Solicitation Description: Video Production Services

Responded By User ID: vivl2010

Total of Header Attachments: 4

First Name: Vlad

Total of All Attachments: 4

Last Name: Lapich

Email: vlad@lv-prod.com

Phone: 5085140766



Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Solicitation Response

<b>Proc Folder:</b> 1666136		
<b>Solicitation Description:</b> Video Production Services		
<b>Proc Type:</b> Central Purchase Order		
Solicitation Closes	Solicitation Response	Version
2025-05-12 13:30	SR 1400 ESR05052500000006707	1

VENDOR
VS0000046612 LV PRODUCTIONS LLC

<b>Solicitation Number:</b>	CRFQ 1400 AGR2500000019		
<b>Total Bid:</b>	42000	<b>Response Date:</b>	2025-05-05
		<b>Response Time:</b>	12:38:57
<b>Comments:</b>			

<b>FOR INFORMATION CONTACT THE BUYER</b> Larry D McDonnell 304-558-2063 larry.d.mcdonnell@wv.gov		
<b>Vendor Signature X</b>	<b>FEIN#</b>	<b>DATE</b>

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Video Production Services				39000.00

Comm Code	Manufacturer	Specification	Model #
82131603			

**Commodity Line Comments:** Video Production Services

**Extended Description:**

4.1.1 Contract Services Deliverable #1  
For further details see attached documentation.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Educational Videos for GLCI				3000.00

Comm Code	Manufacturer	Specification	Model #
82131603			

**Commodity Line Comments:** Drone Footage Capture & Integration

**Extended Description:**

4.1.2 Contract Services Deliverable #2  
For further details see attached documentation.





Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Centralized Request for Quote  
Agricultural

<b>Proc Folder:</b> 1666136			<b>Reason for Modification:</b> To post Addendum 01
<b>Doc Description:</b> Video Production Services			
<b>Proc Type:</b> Central Purchase Order			
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
2025-04-28	2025-05-07 13:30	CRFQ 1400 AGR2500000019	2

BID RECEIVING LOCATION

BID CLERK  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON ST E  
CHARLESTON WV 25305  
US

VENDOR

**Vendor Customer Code:**

**Vendor Name :** LV Productions

**Address :** 1211 N Alexandria Ave, Los Angeles, CA, 90029

**Street :** 1211 N Alexandria Ave

**City :** Los Angeles

**State :** California **Country :** USA **Zip :** 90029

**Principal Contact :** Vlad Lapich

**Vendor Contact Phone:** +1 (508) 514 0766 **Extension:** N/A

FOR INFORMATION CONTACT THE BUYER

Larry D McDonnell  
304-558-2063  
larry.d.mcdonnell@wv.gov

Vendor  
Signature X

FEIN# 400-89-7381

DATE 05-05-2025

All offers subject to all terms and conditions contained in this solicitation

<b>ADDITIONAL INFORMATION</b>
Addendum 01: Response to vendor questions will be issued under separate addendum.
Bid opening date has been extended from 04/30/2025 to 05/07/2025.
The bid opening time still remains at 1:30PM EST/EDT
No other changes

<b>INVOICE TO</b>	<b>SHIP TO</b>
WEST VIRGINIA CONSERVATION AGENCY 1900 KANAWHA BLVD E  CHARLESTON WV US	WEST VIRGINIA CONSERVATION AGENCY WEST VIRGINIA CONSERVATION AGENCY 255 GUS R DOUGLASS LN CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Video Production Services				

Comm Code	Manufacturer	Specification	Model #
82131603			

**Extended Description:**  
4.1.1 Contract Services Deliverable #1  
  
For further details see attached documentation.

INVOICE TO			SHIP TO		
WEST VIRGINIA CONSERVATION AGENCY 1900 KANAWHA BLVD E			WEST VIRGINIA CONSERVATION AGENCY WEST VIRGINIA CONSERVATION AGENCY 255 GUS R DOUGLASS LN		
CHARLESTON		WV	CHARLESTON		WV
US			US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Educational Videos for GLCI				

Comm Code	Manufacturer	Specification	Model #
82131603			

**Extended Description:**  
 4.1.2 Contract Services Deliverable #1  
 For further details see attached documentation.

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Vendor Questions Due by 2:00PM EST/EDT	2025-04-23

# SOLICITATION NUMBER: CRFQ AGR25\*19

## Addendum Number: 1

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The purpose of this addendum is to modify the solicitation identified as (“Solicitation”) to reflect the change(s) identified and described below.

### Applicable Addendum Category:

- ☒ [X] Modify bid opening date and time
- ☐ [ ] Modify specifications of product or service being sought
- ☐ [ ] Attachment of vendor questions and responses
- ☐ [ ] Attachment of pre-bid sign-in sheet
- ☐ [ ] Correction of error
- ☐ [ ] Other

### Description of Modification to Solicitation:

Response to vendor questions will be issued under separate addendum.

Bid opening date has been extended from 04/30/2025 to 05/07/2025.

The bid opening time still remains at 1:30PM EST/EDT

No other changes

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

### Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFQ AGR25\*19**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

LV Productions

\_\_\_\_\_  
Company



\_\_\_\_\_  
Authorized Signature

05-05-2025

\_\_\_\_\_  
Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.



Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Centralized Request for Quote  
Agricultural

<b>Proc Folder:</b> 1666136			<b>Reason for Modification:</b>
<b>Doc Description:</b> Video Production Services			
<b>Proc Type:</b> Central Purchase Order			
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
2025-04-15	2025-04-30 13:30	CRFQ 1400 AGR2500000019	1

BID RECEIVING LOCATION

BID CLERK  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON ST E  
CHARLESTON WV 25305  
US

VENDOR

**Vendor Customer Code:**

**Vendor Name :** LV Productions

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**State :** California **Country :** USA **Zip :** 90029

**Principal Contact :** Vlad Lapich

**Vendor Contact Phone:** +1 (508) 514 0766 **Extension:** N/A

FOR INFORMATION CONTACT THE BUYER

Larry D McDonnell  
304-558-2063  
larry.d.mcdonnell@wv.gov

Vendor  
Signature X

FEIN# 400-89-7381

DATE 05-05-2025

All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION**

The State of West Virginia Purchasing Division, is soliciting bids for the agency, West Virginia Conservation Agency, to establish a contract for Video Production Services, per the attached documentation.

\*\*\*Questions regarding the solicitation must be submitted in writing to Larry.D.McDonnell@wv.gov prior to the question period deadline\*\*\*

**INVOICE TO**

WEST VIRGINIA  
CONSERVATION AGENCY  
1900 KANAWHA BLVD E

CHARLESTON WV  
US

**SHIP TO**

WEST VIRGINIA  
CONSERVATION AGENCY  
WEST VIRGINIA  
CONSERVATION AGENCY  
255 GUS R DOUGLASS LN

CHARLESTON WV  
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Video Production Services				

Comm Code	Manufacturer	Specification	Model #
82131603			

**Extended Description:**

4.1.1 Contract Services Deliverable #1

For further details see attached documentation.

**INVOICE TO**

WEST VIRGINIA  
CONSERVATION AGENCY  
1900 KANAWHA BLVD E

CHARLESTON WV  
US

**SHIP TO**

WEST VIRGINIA  
CONSERVATION AGENCY  
WEST VIRGINIA  
CONSERVATION AGENCY  
255 GUS R DOUGLASS LN

CHARLESTON WV  
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Educational Videos for GLCI				

Comm Code	Manufacturer	Specification	Model #
82131603			

**Extended Description:**

4.1.2 Contract Services Deliverable #1

For further details see attached documentation.

**SCHEDULE OF EVENTS**

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Vendor Questions Due by 2:00PM EST/EDT	2025-04-23



## INSTRUCTIONS TO VENDORS SUBMITTING BIDS

1. **REVIEW DOCUMENTS THOROUGHLY:** The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.

2. **MANDATORY TERMS:** The Solicitation may contain **mandatory** provisions identified by the use of the words "**must**," "**will**," and "**shall**." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.

3. **PRE-BID MEETING:** The item identified below shall apply to this Solicitation.

☒ A pre-bid meeting will not be held prior to bid opening

☐ A **MANDATORY PRE-BID** meeting will be held at the following place and time:

All Vendors submitting a bid must attend the **mandatory** pre-bid meeting. Failure to attend the **mandatory** pre-bid meeting shall result in disqualification of the Vendor's bid. No one individual is permitted to represent more than one vendor at the pre-bid meeting. Any individual that does attempt to represent two or more vendors will be required to select one vendor to which the individual's attendance will be attributed. The vendors not selected will be deemed to have not attended the pre-bid meeting unless another individual attended on their behalf.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing. It is the Vendor's responsibility to locate the attendance sheet and provide the required information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in but are charged with knowing all matters discussed at the pre-bid.

Any discussions or answers to questions at the pre-bid meeting are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

**4. VENDOR QUESTION DEADLINE:** Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions **must be submitted on or before the date listed below and to the address listed below to be considered.** A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are non-binding.

Submitted emails should have the solicitation number in the subject line. Question

Submission Deadline: April 23, 2025 by 2:00PM EST/EDT

Submit Questions to: Larry D. McDonnell  
2019 Washington Street, East Charleston, WV 25305  
Fax: (304) 558-3970  
Email: [larry.d.mcdonnell@wv.gov](mailto:larry.d.mcdonnell@wv.gov)

**5. VERBAL COMMUNICATION:** Any verbal communication between the Vendor and any State personnel is not binding, including verbal communication at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.

**6. BID SUBMISSION:** All bids must be submitted on or before the date and time of the bid opening listed in section 7 below. Vendors can submit bids electronically through wvOASIS, in paper form delivered to the Purchasing Division at the address listed below either in person or by courier, or in facsimile form by faxing to the Purchasing Division at the number listed below. Notwithstanding the foregoing, the Purchasing Division may prohibit the submission of bids electronically through wvOASIS at its sole discretion. Such a prohibition will be contained and communicated in the wvOASIS system resulting in the Vendor's inability to submit bids through wvOASIS. The Purchasing Division will not accept bids or modification of bids via email.

**Bids submitted in paper, facsimile, or via wvOASIS must contain a signature. Failure to submit a bid in any form without a signature will result in rejection of your bid.**

A bid submitted in paper or facsimile form should contain the information listed below on the face of the submission envelope or fax cover sheet. Otherwise, the bid may be rejected by the Purchasing Division.

VENDOR NAME:

BUYER:

SOLICITATION NO.:

BID OPENING DATE:

BID OPENING TIME:

FAX NUMBER:

Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason.

**Bid Delivery Address and Fax Number:**

Department of Administration, Purchasing Division 2019 Washington Street East

Charleston, WV 25305-0130

Fax: 304-558-3970

**7. BID OPENING:** Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when confirmation of delivery is provided by wvOASIS (in the case of electronic submission) or when the bid is time stamped by the official Purchasing Division time clock (in the case of hand delivery or via delivery by mail).

Bid Opening Date and Time: April 30th, 2025 at 1:30PM EST/EDT

Bid Opening Location:

Department of Administration, Purchasing Division

2019 Washington Street East

Charleston, WV 25305-0130

**8. ADDENDUM ACKNOWLEDGEMENT:** Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgement Form. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

9. **BID FORMATTING:** Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.

10. **ALTERNATE MODEL OR BRAND:** Unless the box below is checked, any model, brand, or specification listed in this Solicitation establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand **shall** clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the equality of the alternate items. Failure to provide information for alternate items **may** be grounds for rejection of a Vendor's bid.

☐ This Solicitation is based upon a standardized commodity established under W. Va. Code § 5A-3-61. Vendors are expected to bid the standardized commodity identified. Failure to bid the standardized commodity will result in your firm's bid being rejected.

11. **COMMUNICATION LIMITATIONS:** In accordance with West Virginia Code of State Rules §148-1-6.6.2, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.

12. **REGISTRATION:** Prior to Contract award, the apparent successful Vendor **must** be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee, if applicable.

13. **UNIT PRICE:** Unit prices **shall** prevail in cases of a discrepancy in the Vendor's bid.

14. **PREFERENCE:** Vendor Preference may be requested in purchases of motor vehicles or construction and maintenance equipment and machinery used in highway and other infrastructure projects. Any request for preference must be submitted in writing with the bid, must specifically identify the preference requested with reference to the applicable subsection of West Virginia Code § 5A-3-37, and must include with the bid any information necessary to evaluate and confirm the applicability of the requested preference. A request form to help facilitate the request can be found at: [www.state.wv.us/admin/purchase/vrc/Venpref.pdf](http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf).

**15A. RECIPROCAL PREFERENCE:** The State of West Virginia applies a reciprocal preference to all solicitations for commodities and printing in accordance with W. Va. Code § 5A-3-37(b). In effect, non-resident vendors receiving a preference in their home states, will see that same preference granted to West Virginia resident vendors bidding against them in West Virginia. Any request for reciprocal preference must include with the bid any information necessary to evaluate and confirm the applicability of the preference. A request form to help facilitate the request can be found at: [www.state.wv.us/admin/purchase/vrc/Venpref.pdf](http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf).

**15. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES:**

For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37 and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to contract award to receive the preferences made available to resident vendors.

**16. WAIVER OF MINOR IRREGULARITIES:** The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.7.

**17. ELECTRONIC FILE ACCESS RESTRICTIONS:** Vendor must ensure that its submission in wvOASIS can be accessed and viewed by the Purchasing Division staff immediately upon bid opening. The Purchasing Division will consider any file that cannot be immediately accessed and viewed at the time of the bid opening (such as, encrypted files, password protected files, or incompatible files) to be blank or incomplete as context requires and are therefore unacceptable. A vendor will not be permitted to unencrypt files, remove password protections, or resubmit documents after bid opening to make a file viewable if those documents are required with the bid. A Vendor may be required to provide document passwords or remove access restrictions to allow the Purchasing Division to print or electronically save documents provided that those documents are viewable by the Purchasing Division prior to obtaining the password or removing the access restriction.

**18. NON-RESPONSIBLE:** The Purchasing Division Director reserves the right to reject the bid of any vendor as Non-Responsible in accordance with W. Va. Code of State Rules § 148-1-5.3, when the Director determines that the vendor submitting the bid does not have the capability to fully perform or lacks the integrity and reliability to assure good-faith performance.”

**19. ACCEPTANCE/REJECTION:** The State may accept or reject any bid in whole, or in part in accordance with W. Va. Code of State Rules § 148-1-4.6. and § 148-1-6.3.”

20. **WITH THE BID REQUIREMENTS:** In instances where these specifications require documentation or other information with the bid, and a vendor fails to provide it with the bid, the Director of the Purchasing Division reserves the right to request those items after bid opening and prior to contract award pursuant to the authority to waive minor irregularities in bids or specifications under W. Va. CSR § 148-1-4.7. This authority does not apply to instances where state law mandates receipt with the bid.

21. **EMAIL NOTIFICATION OF AWARD:** The Purchasing Division will attempt to provide bidders with e-mail notification of contract award when a solicitation that the bidder participated in has been awarded. For notification purposes, bidders must provide the Purchasing Division with a valid email address in the bid response. Bidders may also monitor wvOASIS or the Purchasing Division's website to determine when a contract has been awarded.

22. **EXCEPTIONS AND CLARIFICATIONS:** The Solicitation contains the specifications that **shall** form the basis of a contractual agreement. **Vendor shall clearly mark any exceptions, clarifications, or other proposed modifications in its bid.** Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

## **GENERAL TERMS AND CONDITIONS:**

**1. CONTRACTUAL AGREEMENT:** Issuance of an Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance by the State of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid, or on the Contract if the Contract is not the result of a bid solicitation, signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

**2. DEFINITIONS:** As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

**2.1. "Agency" or "Agencies"** means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

**2.2. "Bid" or "Proposal"** means the vendors submitted response to this solicitation.

**2.3. "Contract"** means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

**2.4. "Director"** means the Director of the West Virginia Department of Administration, Purchasing Division.

**2.5. "Purchasing Division"** means the West Virginia Department of Administration, Purchasing Division.

**2.6. "Award Document"** means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

**2.7. "Solicitation"** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

**2.8. "State"** means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

**2.9. "Vendor" or "Vendors"** means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.



**3. CONTRACT TERM; RENEWAL; EXTENSION:** The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

☒ **Term Contract**

**Initial Contract Term:** The Initial Contract Term will be for a period of UPON AWARD to  
October 31, 2025. The Initial Contract Term becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the Purchasing Division, Attorney General, and Encumbrance clerk (or another page identified as \_\_\_\_\_), and the Initial Contract Term ends on the effective end date also shown on the first page of this Contract.

**Renewal Term:** This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be delivered to the Agency and then submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Unless otherwise specified below, renewal of this Contract is limited to \_\_\_\_\_ successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed the total number of months available in all renewal years combined. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

☐ **Alternate Renewal Term** – This contract may be renewed for \_\_\_\_\_ successive \_\_\_\_\_ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

**Delivery Order Limitations:** In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

☐ **Fixed Period Contract:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within \_\_\_\_\_ days.



☐ **Fixed Period Contract with Renewals:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within \_\_\_\_\_ days. Upon completion of the work covered by the preceding sentence, the vendor agrees that:

☐ the contract will continue for \_\_\_\_\_ years;

☐ the contract may be renewed for \_\_\_\_\_ successive \_\_\_\_\_ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's Office (Attorney General approval is as to form only).

☐ **One-Time Purchase:** The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

☐ **Construction/Project Oversight:** This Contract becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the Purchasing Division, Attorney General, and Encumbrance clerk (or another page identified as \_\_\_\_\_), and continues until the project for which the vendor is providing oversight is complete.

☐ **Other:** Contract Term specified in \_\_\_\_\_

**4. AUTHORITY TO PROCEED:** Vendor is authorized to begin performance of this contract on the date of encumbrance listed on the front page of the Award Document unless either the box for "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked in Section 3 above. If either "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked, Vendor must not begin work until it receives a separate notice to proceed from the State. The notice to proceed will then be incorporated into the Contract via change order to memorialize the official date that work commenced.

**5. QUANTITIES:** The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

☐ **Open End Contract:** Quantities listed in this Solicitation/Award Document are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

☒ **Service:** The scope of the service to be provided will be more clearly defined in the specifications included herewith.

☐ **Combined Service and Goods:** The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

☒ **One-Time Purchase:** This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

☐ **Construction:** This Contract is for construction activity more fully defined in the specifications.

**6. EMERGENCY PURCHASES:** The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute a breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One-Time Purchase contract.

**7. REQUIRED DOCUMENTS:** All of the items checked in this section must be provided to the Purchasing Division by the Vendor as specified:

☐ **LICENSE(S) / CERTIFICATIONS / PERMITS:** In addition to anything required under the Section of the General Terms and Conditions entitled Licensing, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits upon request and in a form acceptable to the State. The request may be prior to or after contract award at the State's sole discretion.

☐☐☐☐

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications regardless of whether or not that requirement is listed above.

**8. INSURANCE:** The apparent successful Vendor shall furnish proof of the insurance identified by a checkmark below prior to Contract award. The insurance coverages identified below must be maintained throughout the life of this contract. Thirty (30) days prior to the expiration of the insurance policies, Vendor shall provide the Agency with proof that the insurance mandated herein has been continued. Vendor must also provide Agency with immediate notice of any changes in its insurance policies, including but not limited to, policy cancelation, policy reduction, or change in insurers. The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether that insurance requirement is listed in this section.

Vendor must maintain:

☒ **Commercial General Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.

☒ **Automobile Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.

☐ **Professional/Malpractice/Errors and Omission Insurance** in at least an amount of: \_\_\_\_\_ per occurrence. Notwithstanding the forgoing, Vendor's are not required to list the State as an additional insured for this type of policy.

☐ **Commercial Crime and Third Party Fidelity Insurance** in an amount of: \_\_\_\_\_ per occurrence.

☐ **Cyber Liability Insurance** in an amount of: \_\_\_\_\_ per occurrence.

☐ **Builders Risk Insurance** in an amount equal to 100% of the amount of the Contract.

☐ **Pollution Insurance** in an amount of: \_\_\_\_\_ per occurrence.

☐ **Aircraft Liability** in an amount of: \_\_\_\_\_ per occurrence.

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**9. WORKERS' COMPENSATION INSURANCE:** Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

**10. VENUE:** All legal actions for damages brought by Vendor against the State shall be brought in the West Virginia Claims Commission. Other causes of action must be brought in the West Virginia court authorized by statute to exercise jurisdiction over it.

**11. LIQUIDATED DAMAGES:** This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy. Vendor shall pay liquidated damages in the amount specified below or as described in the specifications:

☐ \_\_\_\_\_ for \_\_\_\_\_.

☐ Liquidated Damages Contained in the Specifications.

☒ Liquidated Damages Are Not Included in this Contract.

**12. ACCEPTANCE:** Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

**13. PRICING:** The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification. Notwithstanding the foregoing, Vendor must extend any publicly advertised sale price to the State and invoice at the lower of the contract price or the publicly advertised sale price.

**14. PAYMENT IN ARREARS:** Payments for goods/services will be made in arrears only upon receipt of a proper invoice, detailing the goods/services provided or receipt of the goods/services, whichever is later. Notwithstanding the foregoing, payments for software maintenance, licenses, or subscriptions may be paid annually in advance.

**15. PAYMENT METHODS:** Vendor must accept payment by electronic funds transfer and P-Card. (The State of West Virginia's Purchasing Card program, administered under contract by a banking institution, processes payment for goods and services through state designated credit cards.)

**16. TAXES:** The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

**17. ADDITIONAL FEES:** Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia, included in the Contract, or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

**18. FUNDING:** This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available. If that occurs, the State may notify the Vendor that an alternative source of funding has been obtained and thereby avoid the automatic termination. Non-appropriation or non-funding shall not be considered an event of default.

**19. CANCELLATION:** The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-5.2.b.

**20. TIME:** Time is of the essence regarding all matters of time and performance in this Contract.

**21. APPLICABLE LAW:** This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code, or West Virginia Code of State Rules is void and of no effect.

**22. COMPLIANCE WITH LAWS:** Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

**SUBCONTRACTOR COMPLIANCE:** Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to comply with all applicable laws, regulations, and ordinances. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

**23. ARBITRATION:** Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

**24. MODIFICATIONS:** This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

**25. WAIVER:** The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

**26. SUBSEQUENT FORMS:** The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

**27. ASSIGNMENT:** Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments.

**28. WARRANTY:** The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

**29. STATE EMPLOYEES:** State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

**30. PRIVACY, SECURITY, AND CONFIDENTIALITY:** The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in [www.state.wv.us/admin/purchase/privacy](http://www.state.wv.us/admin/purchase/privacy).

**31. YOUR SUBMISSION IS A PUBLIC DOCUMENT:** Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

**32. LICENSING:** In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

**SUBCONTRACTOR COMPLIANCE:** Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to be licensed, in good standing, and up-to-date on all state and local obligations as described in this section. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

**33. ANTITRUST:** In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

**34. VENDOR NON-CONFLICT:** Neither Vendor nor its representatives are permitted to have any interest, nor shall they acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency.



**35. VENDOR RELATIONSHIP:** The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

**36. INDEMNIFICATION:** The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

**37. NO DEBT CERTIFICATION:** In accordance with West Virginia Code §§ 5A-3-10a and 5-22-1(i), the State is prohibited from awarding a contract to any bidder that owes a debt to the State or a political subdivision of the State. By submitting a bid, or entering into a contract with the State, Vendor is affirming that (1) for construction contracts, the Vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, neither the Vendor nor any related party owe a debt as defined above, and neither the Vendor nor any related party are in employer default as defined in the statute cited above unless the debt or employer default is permitted under the statute.

**38. CONFLICT OF INTEREST:** Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.



**39. REPORTS:** Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

☐ Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

☐ Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at [purchasing.division@wv.gov](mailto:purchasing.division@wv.gov).

**40. BACKGROUND CHECK:** In accordance with W. Va. Code § 15-2D-3, the State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check. Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

**41. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS:** Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open hearth, basic oxygen, electric furnace, Bessemer or other steel making process.
- c. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
  1. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
  2. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

**42. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL:** In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a “substantial labor surplus area”, as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

**43. INTERESTED PARTY SUPPLEMENTAL DISCLOSURE:** W. Va. Code § 6D-1-2 requires that for contracts with an actual or estimated value of at least \$1 million, the Vendor must submit to the Agency a disclosure of interested parties prior to beginning work under this Contract. Additionally, the Vendor must submit a supplemental disclosure of interested parties reflecting any new or differing interested parties to the contract, which were not included in the original pre-work interested party disclosure, within 30 days following the completion or termination of the contract. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

**44. PROHIBITION AGAINST USED OR REFURBISHED:** Unless expressly permitted in the solicitation published by the State, Vendor must provide new, unused commodities, and is prohibited from supplying used or refurbished commodities, in fulfilling its responsibilities under this Contract.

**45. VOID CONTRACT CLAUSES:** This Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

**46. ISRAEL BOYCOTT:** Bidder understands and agrees that, pursuant to W. Va. Code § 5A-3-63, it is prohibited from engaging in a boycott of Israel during the term of this contract.

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) Vlad Lapich, Founder

(Address) 1211 N Alexandria Ave, Los Angeles, CA, 90029

(Phone Number) / (Fax Number) +1 (508) 514 0766

(email address) vlad@lv-prod.com

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

LV Productions

(Company)

(Signature of Authorized Representative)

Anna Lapich, Sales Agent (05-05-2025)

(Printed Name and Title of Authorized Representative) (Date)

+1 (508) 514 0766

(Phone Number) (Fax Number)

vlad@lv-prod.com

(Email Address)

REQUEST FOR QUOTATION  
Educational Video Production Services  
CRFQ AGR25\*19

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**SPECIFICATIONS**

- 1. PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of **WV Conservation Agency to establish a contract for Video Production Services**. The primary purpose of these videos is to serve as educational media for conservation technical staff and the farmers in the communities they serve. Through the pathways of these videos, staff will have the ability to further educate themselves on these agricultural subjects. Farmers will have the ability to learn how to implement conservation-based practices within their farming operations. The primary audience for these videos is individuals working within land management, conservation, agricultural, and natural resources-relevant career fields. Farmers, and youth interested in such pursuits (FFA/Future Farmers of America and 4-H), are also part of this target audience.

WVCA consultants will provide all scripts for the videos. Vendor suggestions are not unwelcome, but WVCA Consultants will supply all necessary scripts/presentations to film. Five Pasture Walk and five Train-the-Trainer videos will be pre-planned presentations (the presenters and WVCA consultants will pre-plan them) that the production team will need to film. A script will be provided to farmers containing questions that will be used in the Farmer Testimonial videos described herein.

The subjects of these conservation/agricultural videos are Nutrient Management, Soil Health, Weed Control, Grazing Techniques, and Forages.

WVCA Consultants are expecting "Standard Production Quality". Standard Production Quality means: Professional video quality, professional video ability of vendor. Standard production quality would consist of use of middle grade, standard video equipment, such as professional recording equipment, and or the use of lighting or sound equipment to capture necessary quality and clarity of audio, video, and angles. We do expect at least two videographers available to be filming on site at all times, from different camera angles. (See 4.1.1.16 and 4.1.1.17 herein.) There will be no need for professional voiceovers or animations with these videos.

The filming locations will be very specific and will be set by the WVCA Consultants. (See 4.1.1.10.) Farmer Testimonial videos will be filmed in locations within a 30-mile radius of the five locations specified within 4.1.1.10.

WVCA will create or use a website of their choice where the videos will be published and housed. WVCA may also choose to post the videos on YouTube. These videos will also be shared in educational environments, such as state FFA and 4-H groups. WVCA owns all rights to videos and will reserve the right to publish the videos as they see fit.

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Educational Video Production Services  
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2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.

2.1 **“Contract Services”** means **Training Video Production Services for Grazing Lands Conservation Initiative** as more fully described in these specifications.

2.2 **“Pricing Page”** means the pages contained in wvOASIS, upon which Vendor should list its proposed price for the Contract Services.

2.3 **“Solicitation”** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

2.4 **“GLCI”** means Grazing Lands Conservation Initiative.

2.5 **“WVCA Consultants”** means WV Conservation Agency Staff or designee.

2.6 **“STANDARD PRODUCTION QUALITY”** means professional video quality, professional video ability of vendor. Standard production quality would consist of use of middle grade, standard video equipment, such as professional recording equipment, and or the use of lighting or sound equipment to capture necessary quality and clarity of audio, video, and angles.

2.7 **WVCA MEANS WEST VIRGINIA CONSERVATION AGENCY.**

3. **QUALIFICATIONS:** Vendor, or Vendor’s staff if requirements are inherently limited to individuals rather than corporate entities, shall have the following minimum qualifications:

3.1 Vendor receiving award for this solicitation must provide a minimum of 2 years of related experience in the field of professional video production, upon request by WVCA.

4. **MANDATORY REQUIREMENTS:**

4.1 **Mandatory Contract Services Requirements and Deliverables:** Contract Services must meet or exceed the mandatory requirements listed below.

4.1.1 **Contract Services Deliverable # 1**

4.1.1.1 Vendor must film and edit a total of 11 (eleven) educational videos for the WVCA.

REQUEST FOR QUOTATION  
Educational Video Production Services  
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- 4.1.1.2** Vendor must have ability to shoot videos in both a classroom environment and outdoor environment.
- 4.1.1.3** Vendor must produce 5 (five) Fully Edited and Finalized pasture walk videos that are 45 minutes minimum length and 60 minutes maximum length. Fully Edited and Finalized videos means videos ready for publishing.
- 4.1.1.4** Vendor must produce 5 (five) Fully Edited and Finalized Train-the-Trainer videos that are 45 minutes minimum length and 60 minutes maximum length. Fully Edited and Finalized videos means, videos ready for publishing.
- 4.1.1.5** Vendor must have ability to film simultaneously from two or more camera angles during all video shoots. Each camera that is filming must be manned by at least one of the vendor's videographers and therefore, must have two or more videographers on set during filming at all times.
- 4.1.1.6** Vendor must produce 1 (one) Farmer Testimonial video that is 7 (seven) minutes minimum length and 12 (twelve) minutes maximum length.
- 4.1.1.7** Vendor must travel for 8 individual days of filming maximum.
- 4.1.1.8** Vendor must be capable of filming more than 1 (one) Educational Video site on a particular day where the filming locations are within 30 (thirty) miles of Primary Filming Location. Primary Filming Location means locations defined in section 4.1.1.11.
- 4.1.1.9** Vendor must provide own Standard Production Quality video equipment. Mobile/Cellular phone cameras should be used as ancillary video equipment only.
- 4.1.1.10** Vendor must travel up to thirty (30) miles from any listed filming location to obtain Farmer Testimonial video.
- 4.1.1.11** Vendor must film videos at the following locations:

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- 4.1.1.11.1 Weston, WV
- 4.1.1.11.2 Morgantown, WV
- 4.1.1.11.3 Moorefield, WV
- 4.1.1.11.4 Keedysville, MD
- 4.1.1.11.5 Raphine, VA
  
- 4.1.1.12 Vendor must deliver final product no later than Friday, October 31, 2025.
  
- 4.1.1.13 Vendor must be willing to receive advisement and/or suggestions from WVCA consultants with regard to all video production practices. Including but not limited to content.
  
- 4.1.1.14 Vendor must be capable of accepting and/or using drone footage provided by WVCA consultants using mp4 and/or mov file format(s) at minimum OR provide fully edited drone flyover footage for inclusion in up to 11 (eleven) Educational Videos.
  
- 4.1.1.15 Vendor must provide, upon request, one example of work to WV Conservation Agency for evaluation prior to award.
  
- 4.1.1.16 Vendor must always have two or more videographers on site during filming.
  
- 4.1.1.17 Vendor must have the ability to film simultaneously from two or more camera angles during all video shoots. Each camera that is filming must be manned by at least one of the vendor's videographers. Must have ability to travel overnight and secure necessary accommodations for required on-site filming, if necessary, at vendor's cost
  
- 4.1.1.18 Vendor must have capability to schedule and film one (1) educational video within 10 business days of solicitation award.
  
- 4.1.1.19 Vendor must provide own transportation for filming at all video locations.

**4.1.2 Contract Services Deliverable # 2**



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- 4.1.2.1 Vendor should own or have access to drone and appropriate drone camera(s) for providing flyover footage.
- 4.1.2.2 Vendor should be willing to provide fully edited videos of drone flyover footage for inclusion in up to 11 Educational Videos.
- 4.1.2.3 Vendor should work with WVCA to align with presenters' schedules at filming locations. during the months of May, June, July, and August of 2025.
- 4.1.2.4 Vendor must provide, upon request, FAA Remote Pilot Drone Certification(s).

**5. CONTRACT AWARD:**

**5.1 Contract Award:** The Contract is intended to provide Agency with a purchase price for the Contract Services. The Contract shall be awarded to the Vendor that provides the Contract Services meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

**5.2 Pricing Page:** Vendor should complete the Pricing Page by adding amount in commodity line 1 (one) and commodity line 2 (two) in WV Oasis. Vendor should complete the Pricing Page in full as failure to complete the Pricing Page in its entirety may result in Vendor's bid being disqualified.

Vendor should type or electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. In most cases, the Vendor can request an electronic copy of the Pricing Pages for bid purposes by sending an email request to the following address: [larry.d.mcdonnell@wv.gov](mailto:larry.d.mcdonnell@wv.gov)

- 6. **PERFORMANCE:** Vendor and Agency shall agree upon a schedule for performance of Contract Services and Contract Services Deliverables, unless such a schedule is already included herein by Agency. In the event that this Contract is designated as an open-end contract, Vendor shall perform in accordance with the release orders that may be issued against this Contract.
- 7. **PAYMENT:** Agency shall pay flat fee as shown on the Pricing Pages, for all Contract Services performed and accepted under this Contract. Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.
- 8. **TRAVEL:** Vendor shall be responsible for all mileage and travel costs, including travel time, associated with performance of this Contract. Any anticipated mileage or travel costs may be included in the flat fee or hourly rate listed on Vendor's bid, but such costs will not be paid by the Agency separately.

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**9. FACILITIES ACCESS:** Performance of Contract Services may require access cards and/or keys to gain entrance to the Agency's facilities. If access cards and/or keys are required:

**9.1** Vendor must identify principal service personnel which will be issued access cards and/or keys to perform service.

**9.2** Vendor will be responsible for controlling cards and keys and will pay replacement fee, if the cards or keys become lost or stolen.

**9.3** Vendor shall notify Agency immediately of any lost, stolen, or missing card or key.

**9.4** Anyone performing under this Contract will be subject to Agency's security protocol and procedures.

**9.5** Vendor shall inform all staff of Agency's security protocol and procedures.

**10. VENDOR DEFAULT:**

**10.1** The following shall be considered a vendor default under this Contract.

**10.1.1** Failure to perform Contract Services in accordance with the requirements contained herein.

**10.1.2** Failure to comply with other specifications and requirements contained herein.

**10.1.3** Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.

**10.1.4** Failure to remedy deficient performance upon request.

**10.2** The following remedies shall be available to Agency upon default.

**10.2.1** Immediate cancellation of the Contract.

**10.2.2** Immediate cancellation of one or more release orders issued under this Contract.

**10.2.3** Any other remedies available in law or equity.

**11. MISCELLANEOUS:**

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**11.1 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

<b>Contract Manager:</b>	Vlad Lapich
<b>Telephone Number:</b>	+1 (508) 514 0766
<b>Fax Number:</b>	N/A
<b>Email Address:</b>	vlad@lv-prod.com



Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Centralized Request for Quote  
Agricultural

<b>Proc Folder:</b> 1666136			<b>Reason for Modification:</b> To post Addendum 01
<b>Doc Description:</b> Video Production Services			
<b>Proc Type:</b> Central Purchase Order			
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
2025-04-28	2025-05-07 13:30	CRFQ 1400 AGR2500000019	2

BID RECEIVING LOCATION

BID CLERK  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON ST E  
CHARLESTON WV 25305  
US

VENDOR

**Vendor Customer Code:**

**Vendor Name :** LV Productions

**Address :** 1211 N Alexandria Ave, Los Angeles, CA, 90029

**Street :** 1211 N Alexandria Ave

**City :** Los Angeles

**State :** California **Country :** USA **Zip :** 90029

**Principal Contact :** Vlad Lapich

**Vendor Contact Phone:** +1 (508) 514 0766 **Extension:** N/A

FOR INFORMATION CONTACT THE BUYER

Larry D McDonnell  
304-558-2063  
larry.d.mcdonnell@wv.gov

Vendor  
Signature X

FEIN# 400-89-7381

DATE 05-05-2025

All offers subject to all terms and conditions contained in this solicitation

<b>ADDITIONAL INFORMATION</b>
Addendum 01: Response to vendor questions will be issued under separate addendum.
Bid opening date has been extended from 04/30/2025 to 05/07/2025.
The bid opening time still remains at 1:30PM EST/EDT
No other changes

<b>INVOICE TO</b>	<b>SHIP TO</b>
WEST VIRGINIA CONSERVATION AGENCY 1900 KANAWHA BLVD E  CHARLESTON WV US	WEST VIRGINIA CONSERVATION AGENCY WEST VIRGINIA CONSERVATION AGENCY 255 GUS R DOUGLASS LN CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Video Production Services				

<b>Comm Code</b>	<b>Manufacturer</b>	<b>Specification</b>	<b>Model #</b>
82131603			

**Extended Description:**  
4.1.1 Contract Services Deliverable #1  
  
For further details see attached documentation.

INVOICE TO			SHIP TO		
WEST VIRGINIA CONSERVATION AGENCY 1900 KANAWHA BLVD E			WEST VIRGINIA CONSERVATION AGENCY WEST VIRGINIA CONSERVATION AGENCY 255 GUS R DOUGLASS LN		
CHARLESTON		WV	CHARLESTON		WV
US			US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Educational Videos for GLCI				

Comm Code	Manufacturer	Specification	Model #
82131603			

**Extended Description:**  
 4.1.2 Contract Services Deliverable #1  
 For further details see attached documentation.

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Vendor Questions Due by 2:00PM EST/EDT	2025-04-23

	Document Phase	Document Description	Page 4
AGR2500000019	Final	Video Production Services	

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions



# WV CRFQ AGR2500000019

## Video Production Services

### 1. Executive Summary

LV Productions is pleased to submit this proposal in response to CRFQ AGR25\\*19 to provide full-service educational video production for the West Virginia Conservation Agency. With over seven years of experience producing compelling video content for government agencies, universities, and mission-driven organizations, our team is well equipped to meet the WVCA's goal of educating conservation staff, farmers, and youth audiences through high-quality, accessible video media.

We propose to produce a total of **11 fully edited educational videos** that align with WVCA's training and outreach goals, including five pasture walk videos, five train-the-trainer presentations, and one farmer testimonial piece. Our team will provide **two-person, multi-camera coverage** for all shoots, ensuring dynamic visuals and professional production value in both indoor and outdoor environments. We will also integrate **aerial drone footage**, either provided by WVCA or filmed by our licensed pilot, to enhance the visual impact of each piece.

Our approach emphasizes clear communication, seamless collaboration with WVCA consultants, and strict adherence to the established timeline, with all deliverables finalized and delivered by **October 31, 2025**. As a company with deep experience in educational and documentary-style content, we are committed to producing videos that inform, inspire, and support conservation efforts across the region.

LV Productions stands ready to deliver a reliable, creative, and technically sound solution that meets the specifications of this solicitation while ensuring a smooth and professional experience from kickoff to final delivery.



## 2. Company Overview

LV Productions is a full-service video production company based in San Francisco and Los Angeles, founded in 2018 by Vlad Lapich. We specialize in high-quality educational, commercial, and documentary-style video content for tech companies, universities, and mission-driven organizations.

Our team includes experienced directors, videographers, editors, and animation specialists. We've produced videos for clients like **UC Berkeley**, **Copy.ai**, **TVA Media Group**, **Webflow**, and **Ridge Wallet**, with a focus on clear messaging, technical precision, and creative impact.

We are equipped with industry-standard gear—including **Sony FX3 and RED cameras**, **DJI drones**, and **Aputure lighting**—and handle every stage of production, from concept to final delivery. Our secure file handling system ensures compliance with agency requirements, and we maintain full general liability and auto insurance coverage.

LV Productions has a proven track record of delivering on time, on budget, and above expectations—making us a strong partner for WVCA's conservation video initiative.

## 3. Relevant Experience

LV Productions has extensive experience producing educational and training content for public institutions, tech companies, and mission-driven organizations. Below are select examples relevant to the scope of this CRFQ.

### Low Conspiracy - Mini Documentary

Contact Name: **Tom Schulz, Project Manager**

- +1 (703) 839-5179

Low Conspiracy



<https://vimeo.com/1057616283/1fada11ddf>




## UC Berkeley

Contact Name: **Valeria Sanchez-Cervera, Marketing Manager at UC Berkeley**

- [valeriesc@berkeley.edu](mailto:valeriesc@berkeley.edu)
- +1 (909) 224-8440

Bring your whole self to Berkeley

 <https://vimeo.com/1043327667/a4aa290d5d>




## Fast Checkout

Contact Name: **Domm Holland, Ex-founder at Fast Checkout**

- [domm@trady.com](mailto:domm@trady.com)
- +1 (415) 688-5737

Fast - Testimonial video

This is "Fast - Testimonial video" by LV Productions on Vimeo, the home for high quality videos and the people who love them.


 <https://vimeo.com/showcase/9318177/video/392112592>



You can access our full portfolio via a link below:

LV Productions - Portfolio

Join the web's most supportive community of creators and get high-quality tools for hosting, sharing, and streaming videos in gorgeous HD with no ads.

 <https://vimeo.com/showcase/9318177?page=2&page=3&page=1>



These projects showcase our ability to handle multi-location shoots, collaborate with subject matter experts, and deliver high-quality, purpose-driven video content aligned with an organization's mission.

## 4. Understanding of the Project

We understand that the West Virginia Conservation Agency seeks to produce educational videos that inform and empower conservation staff, farmers, and future agricultural leaders (e.g., FFA, 4-H). The content will cover essential topics like **Nutrient Management, Soil Health, Weed Control, Grazing Techniques, and Forages**.

These videos will serve dual purposes:

- **Train technical staff** through structured, classroom-style presentations
- **Engage and educate farmers** via pasture walks and authentic testimonial storytelling

We recognize that WVCA will provide all scripts and presenters, and our role is to deliver **professional-quality video coverage, clear audio, multi-angle filming, and clean, polished post-production** to make the content engaging, informative, and accessible across digital platforms and educational settings.

Our team has extensive experience capturing **field-based content**, working with non-actors, and producing content that connects with both professional and public audiences. We're fully prepared to follow WVCA's guidance while elevating the impact and clarity of each message delivered through video.

## 5. Technical Approach & Methodology

LV Productions will handle all aspects of production from coordination to delivery, ensuring each of the 11 videos is professionally executed and aligned with WVCA's expectations.

### Pre-Production

- Coordinate directly with WVCA consultants and presenters
- Review scripts, finalize shoot schedules, and plan logistics for each location
- Prepare equipment and crew for both classroom and outdoor environments

### Production

- Deploy **two videographers** at all times, capturing footage from **at least two camera angles**
- Use **professional lighting, audio gear, and drones** for visual clarity and sound quality
- Adapt to conditions across five shoot locations in WV, MD, and VA
- Capture up to **two locations per day** if within a 30-mile radius

## Post-Production

- Edit each video to meet required durations (45–60 min or 7–12 min)
- Add titles, lower thirds, and integrate **WVCA-provided or in-house drone footage**
- Use **DaVinci Resolve** and **Premiere Pro** for editing, **After Effects** for motion graphics
- Deliver videos via secure download link or external drive, based on WVCA's preference
- Include **two revision rounds** per video via **Vimeo Review**

## Collaboration

- Open communication throughout all stages of the project
- Flexible to WVCA input on creative direction, structure, and feedback

# 6. Equipment & Technical Capacity

LV Productions is fully equipped to deliver high-quality, multi-location video content with industry-standard gear and secure workflows.

## Video & Audio Equipment

- **Cameras:** Sony FX3 (4K), RED (8K)
- **Lenses:** Sony G-Master series
- **Audio:** Rode & DJI wireless mic systems

- **Lighting:** Aputure LED panels
- **Stabilization:** DJI Gimbals

## Drone & Aerial

- **DJI Mavic 3 & FPV drones**
- FAA-certified remote pilot available

## Post-Production Tools

- **Editing:** DaVinci Resolve, Adobe Premiere Pro
- **Graphics/Animation:** After Effects, Cinema 4D + Redshift
- **Photo Editing:** Lightroom, Photoshop
- **Review Platform:** Vimeo Review for efficient client feedback

## Data & Security

- All files stored and transferred via **Synology-powered private cloud**, hosted in Los Angeles, CA

# 7. Timeline & Delivery

LV Productions will begin pre-production immediately upon contract award and is ready to **start filming within 10 business days**.

## Production Schedule

- Filming will take place across **May–August 2025**, aligned with presenter availability
- Up to **8 filming days**, with flexibility to cover multiple nearby locations per day

## Final Delivery

- All 11 videos will be fully edited and delivered by **October 31, 2025**
- Final files provided in high-resolution formats, ready for publication
- Includes **two rounds of revisions** per video to ensure WVCA satisfaction

## 8. Team & Key Personnel

LV Productions is led by an experienced, multi-disciplinary team with deep expertise in educational, testimonial, and field-based video production.

### Key Personnel

- **Vlad Lapich** – *Founder / Producer*  
Oversees all creative direction, client communication, and production strategy. Extensive background in commercial, educational, and government video projects.
- **David Topete** – *Director of Photography*  
Specializes in multi-location shoots, lighting, and camera work for documentary and commercial projects.
- **Nick Kulyasov** – *Senior Video Editor*  
Leads editing, sound mixing, and post-production workflows with a strong focus on narrative clarity.
- **Yan Shatsila** – *Senior Animation Artist*  
Provides motion graphics and animated enhancements where needed.
- **MJ Vallejo & Jack Delulio** – *Camera Operators*  
Skilled in multi-cam setups, drone operations, and field production.
- **Eli Zaturanski** – *Photographer (as needed)*  
Provides professional still photography support when required.

Each team member is experienced working with public agencies, non-profits, and time-sensitive production schedules.

## 9. Compliance & Insurance

LV Productions meets all compliance and insurance requirements outlined in CRFQ AGR25\\*19 and is prepared to furnish documentation upon request.

### Insurance Coverage

- **General Liability:** \$1,000,000 per occurrence

- **Automobile Liability:** \$1,000,000 per occurrence
- **Workers' Compensation:** Fully compliant
- **FAA Remote Pilot Certification:** Available for drone operations

## Compliance

- Will register with the West Virginia Purchasing Division if not already completed
- All travel and lodging expenses are covered in our flat bid rate
- Vendor will accept advisement from WVCA consultants throughout the project
- LV Productions is committed to full adherence with all contract terms, state laws, and technical standards

## 10. Pricing Proposal

LV Productions proposes an **all-inclusive flat fee of \$42,000** for the complete scope of services outlined in CRFQ AGR25\\*19. This rate reflects a balance between quality, compliance, and efficiency, and includes all production costs associated with the delivery of 11 finalized educational videos.

### This flat fee includes:

- **Pre-Production Coordination:** Scripting review, crew scheduling, travel planning
- **8 Filming Days** across WV, MD, and VA (up to 2 sites per day if within 30 miles)
- **2-Person Crew** per shoot day: camera ops / DP, assistant or second shooter
- **Multi-Camera Setup** for each shoot (2+ cameras rolling at all times)
- **Drone Footage Integration:** Includes either licensed drone ops or editing of WVCA-provided footage
- **Post-Production:** Editing, color grading, audio mixing, and graphic titles for 11 videos (10x long-form, 1x testimonial)
- **Client Review Process:** 2 revision rounds per video via Vimeo Review

- **Final Delivery:** High-res files, formatted for online and educational use
- **Travel & Lodging:** All expenses included—no additional billing
- **Insurance & Compliance:** Full coverage (Liability, Auto, Workers' Comp, FAA Certified)

## Itemized Budget Breakdown

Category	Units / Details	Rate	Cost
<b>Pre-Production</b>	Planning, scheduling, coordination, scripting sync	Flat	\$2,000
<b>Crew – Camera Ops (2)</b>	8 days × 2 camera operators	\$2,000/day each	\$32,000
<b>Drone Footage</b>	On-location drone ops or integration of WVCA files	Flat	\$3,000
<b>Post-Production</b>	11 videos (10 long-form, 1 testimonial)	\$800/video avg.	\$8,800
<b>Review &amp; Revisions</b>	2 rounds per video, client collaboration	Included	—
<b>Travel &amp; Lodging</b>	5–6 hotel nights, mileage, per diem, tolls	Estimated (all-in)	\$4,000
<b>Delivery &amp; File Management</b>	Secure storage, backup, export, client transfer	Flat	\$200
<b>Insurance &amp; Admin Compliance</b>	COIs, FAA drone cert, documentation	Included	—
			<b>\$42,000</b>

## Pricing Allocation for wvOASIS Submission:

- **Commodity Line 1:** Video Production Services – \$39,000
- **Commodity Line 2:** Drone Footage Capture & Integration – \$3,000

**Total Flat Fee: \$42,000**

# 11. References




LV Productions has a strong track record of delivering high-quality video content for institutions, agencies, and businesses across multiple industries. Below are client references relevant to the scope of this project:

## **Valeria Sanchez-Cervera**

*Marketing Manager, UC Berkeley*

 Los Angeles, CA



[valeriesc@berkeley.edu](mailto:valeriesc@berkeley.edu) |  (909) 224-8440

*Led the full production of 15 educational and promotional videos for student outreach.*

## **Jeffery Goddard**

*Founder, TVA Media Group*

 Studio City, CA




[jgoddard@tvamediaigroup.com](mailto:jgoddard@tvamediaigroup.com) |  (818) 257-1549

*Produced over five national TV commercials in the past two years.*

## **Tom Schulz**

*Project Manager, Content Magazine*

 San Jose, CA

 (703) 839-5179

*Led full production of a mini-documentary.*