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

Request for Quotation

BHS70097

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***ADDRESS CORRESPONDENCE TO ATTENTION OF

ROBERTA WAGNER 304-558-0067

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HEALTH AND HUMAN RESOURCES
BBH/HF
ROOM 350

350 CAPITOL STREET CHARLESTON, WV

25301-3702 304-558-3672

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GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

- 1. Awards will be made in the best interest of the State of West Virginia.
- 2. The State may accept or reject in part, or in whole, any bid.
- 3. All quotations are governed by the West Virginia Code and the Legislative Rules of the Purchasing Division.
- 4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
- 5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
- 6. Payment may only be made after the delivery and acceptance of goods or services.
- 7. Interest may be paid for late payment in accordance with the West Virginia Code.
- 8. Vendor preference will be granted upon written request in accordance with the West Virginia Code.
- 9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
- 11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
- 12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
- 13. BANKRUPTCY: In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
- 14. HIPAA Business Associate Addendum The West Viginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (http://www.state.wv.us/admin/purchase/vrc/hipaa.htm) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

INSTRUCTIONS TO BIDDERS

- 1. Use the quotation forms provided by the Purchasing Division.
- 2. SPECIFICATIONS: Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
- 3. Complete all sections of the quotation form.
- 4. Unit prices shall prevail in cases of discrepancy.
- 5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
- 6. BID SUBMISSION: All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

SIGNED BID TO:

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



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Purchasing Division
2019 Washington Street East
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Request for Quotation

RFQ# BHS70097

ADMINISTRATIVE AND CONTRACTUAL TERMS

Project Background:

The Bureau for Behavioral Health and Health Facilities (BHHF), within the West Virginia Department of Health and Human Resources (DHHR), is undergoing significant change as it works internally to meet the many demands placed on it from a variety of areas as the state level agency responsible for behavioral health in WV. While undergoing its internal work, a legislative mandated Comprehensive Behavioral Health Commission has been established. BHHF has a primary role in seeing that this Commission meets its charge. This includes being able to adjust its operation and/or organizational structure to recommendations stemming from the Commission's work.

Effective organizations undertake organizational audits to ensure that management operations, processes, policy and staffing coverage are at required performance levels for both current and future needs. Incorporating organizational development work (e.g., structure, operating units, functions, roles and responsibilities, succession, depth of management skills across the organization) as part of the planning process can help achieve this objective in a most effective manner. Part of this work would be working directly with the BHHF leadership, an identified planning team and with individual staff members, as warranted, to assist focus on a successful organizational assessment and addressing issues that may surface. This should also include work with organizations currently working on BHHF initiatives and with the Comprehensive Behavioral Health Commission technical staff.

BHHF recognizes the value of seeking external technical assistance to help design and facilitate the organizational development and planning work. This includes external third party objective evaluation assessment in areas such as organizational development, roles and responsibilities and other internal assessments.

Project Scope:

BHHF seeks a logical approach for an organizational development and planning project. The suggested project work plan shall include the following tasks:

1. Final Project Plan Development, Project Management Work

- a. Vendor must gather and review background materials and work closely with BHHF leadership to develop the final specific action plan (scope) for the project including needed advance work, key issues generation and working with existing contractors involved in technical assistance and planning.
- b. Vendor shall work with the BHHF leadership or designated planning team to design the organizational development and targeted planning process to include immediate work on organizational development issues as determined in Task 1. General planning and project management shall be connected to this task.

2. Assessment & Organizational Development Work

- a. Vendor shall conduct secondary and primary internal assessments related to BHHF's planning process and organizational development work. This shall include review of existing secondary data and the collection of specific data readily available on topics relevant to the project's goals.
- b. BHHF-wide interviews (one-on-one, focus groups, and surveys) shall be conducted, along with selected external ones with other DHHR leaders and other key leaders connected with BHHF activities, to collect first-hand information regarding issues around the planning and organizational assessment work. This assessment work shall include a specific focus on organizational development needs. A final assessment list shall be developed as part of the above Task 1.
- b. Vendor shall work with the BHHF leadership to provide results of assessments with specific focus on organizational issues and planning needs. These outcomes shall be categorized by immediate attention and by those that shall be incorporated into the normal planning implementation activities. This assumes appropriate meetings to discuss and take specific actions on assessment results.

3. Facilitated Planning Work

a. Vendor shall plan, prepare and facilitate organizational development work sessions with the BHHF leadership and planning team and the organization as determined in the planning work design. This would include working with BHHF

- leadership in preparing the agenda, participant's list, exercises, assessment summaries, etc., in advance of actual planning session(s).
- b. This work shall include an organizational functions analysis that should lead to possible recommendations for the organizational structure and management of BHHF to improve operational efficiency and effectiveness.
- c. Work shall include attention to developing the most appropriate planning implementation process for BHHF including providing examples of practices for effective implementation of strategic plans.
- d. Vendor shall provide appropriate notes from the planning and organizational development sessions to BHHF.

4. BHHF Leadership Development Work

a. Vendor shall work with the current BHHF Leadership Team to build an effective team with capacity to integrate the Department's Leadership Excellence Initiative (LEI) into the Bureau as appropriate. This shall include the best way to coordinate LEI with existing training within BHHF.

5. Coordination with Behavioral Health Commission Work

a. Vendor shall provide a technical assistance link and coordination between the Commission work and that within BHHF. Vendor shall serve to coordinate the various initiatives being conducted concurrently with the Commission work and the BHHF activities.

6. Direct production support and materials

a. All costs associated with production staff in support of editing, logistics, copies of materials will be considered routine, and must be included in the cost proposal. Additional copies requested by the Bureau will be charged at cost. BHHF will be allowed to request a master copy of all documents at no additional cost. Vendors bid shall include the costs for standard progress reports, draft planning documents and other materials to support the project.

Mandatory Requirements:

- Vendor must include travel and direct expenses in the bid for professional fees.
- Vendor must begin work immediately upon award of contract.

Mandatory Qualifications:

- a. Vendor must provide a detailed work history, including references, for each of the following qualifications:
- Vendor must provide resume(s) of project team.
- Vendor must demonstrate a minimum of (3) three years experience in doing organizational functional analysis and development work by providing a detailed work history, including references.
- Vendor must demonstrate a minimum of (1) one year experience with DHHR Leadership Excellence Initiative (LEI) and be able to deliver the training material used within LEI.
- Vendor must demonstrate strong experience in facilitation, training and leadership coaching.
- Vendor must demonstrate experience in strategic planning in the public sector (preferred in state government areas working with human services), to include practical experience with executive of plans (implementation processes).
- Vendor must demonstrate experience specific with large process improvement initiatives involving multiple working groups and associated processing requirements.

PROCUREMENT SPECIFICATIONS

Cancellation:

The Director of Purchasing reserves the right to cancel this contract immediately upon written notice to the vendor if the commodities and/or services supplied are of an inferior quality or do not conform to the specifications of the bid and contract herein.

Vendor Registration:

Vendors participating in this process should complete and file a Vendor Registration and Disclosure Statement (Form WV-1) and remit the registration fee. Vendor is not required to be a registered vendor in order to submit a Quotation, but the successful vendor must register and pay the fee prior to the award of an actual purchase order/contract.

"No Debt Affidavit":

West Virginia State Code 5A-3-1-a-(3)(d) requires that all vendors submit an affidavit of debt, which certifies that there are no outstanding obligations or debts owing the State of West Virginia. The Debt Affidavit is attached to this request for Quotation which must be completed, signed, and returned with the vendor's Quotation. If bidding a joint Quotation, a Debt Affidavit must be completed for both vendors.

Agreement Addendum: WV-96:

Any contract resulting from an award from this RFQ and a vendor's quotation must include, but is not limited to, in its terms and conditions all mandatory sections contained herein. Failure of the successful vendor to sign an Agreement Addendum (Form WV-96) as part of the contract may result in forfeiture of the bid bond. Agreement Addendum submissions requirements are outlined in "Procurement Specifications". Agreement Addendum (Form WV-96) can be found by clicking on Vendor Resource Center on Website http://www.state.wv.us/admin/purchase.

Subcontracts Prohibited:

The Successful vendor will be solely responsible for all work performed under the contract. The vendor shall not enter into written subcontracts for performance or work under the contract without written permission of the Department.

Renewal:

This contract may be renewed upon mutual agreement of both parties. The renewal is limited to two (2), one (1) year renewals.

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AFFIDAVIT

West Virginia Code §5A-3-10a states:

No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

EXCEPTION:

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

LICENSING:

Vendors 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 agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

CONFIDENTIALITY:

The vendor agrees that he or she 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. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name:	
Authorized Signature:	Date:

No Debt Affidavit (Revised 10/13/06)

AGREEMENT ADDENDUM

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In the event of conflict between this addendum and the agreement, this addendum shall control:

- ARBITRATION Any references to arbitration contained in the agreement are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
- 2. HOLD HARMLESS Any clause requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
- GOVERNING LAW The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
- 4. TAXES Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
- PAYMENT Any references to prepayment are deleted. Payment will be in arrears.
- 6. INTEREST Should the agreement include a provision for interest on late payments, the Agency agrees to pay the maximum legal rate under West Virginia law. All other references to interest or late charges are deleted.
- 7. RECOUPMENT Any language in the agreement waiving the Agency's right to set-off, counterclaim, recoupment, or other defense is hereby deleted.
- 8. FISCAL YEAR FUNDING Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
- 9. STATUTE OF LIMITATION Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
- 10. <u>SIMILAR SERVICES</u> Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
- 11. <u>ATTORNEY FEES</u> The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
- 12. <u>ASSIGNMENT</u> Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
- 13. <u>LIMITATION OF LIABILITY</u> The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages or limiting the Vendor's liability under a warranty to a certain dollar amount or to the amount of the agreement is hereby deleted. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
- 14. RIGHT TO TERMINATE Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor.
- 15. TERMINATION CHARGES Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
- 16. RENEWAL Any reference to automatic renewal is hereby deleted. The agreement may be renewed only upon mutual written agreement of the parties.
- 17. <u>INSURANCE</u> Any provision requiring the Agency to insure equipment or property of any kind and name the Vendor as beneficiary or as an additional insured is hereby deleted.
- 18. RIGHT TO NOTICE Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
- 19. ACCELERATION Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
- 20. <u>AMENDMENTS</u> All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY: STATE OF WEST VIRGINIA	<u>VENDOR</u>
Spending Unit:	Company Name:
Signed:	Signed:
Title:	Title:
Date:	Date: