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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

REGINUMBER DNR211046

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ADDRESS CORRESPONDENCE TO ATTENTION OF FRANK WHITTAKER 304-558-2316

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DIVISION OF NATURAL RESOURCES WILDLIFE RESOURCES SECTION 324 4TH AVENUE

SOUTH CHARLESTON, WV

25303 304-558-3397

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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. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division

and have paid the required \$125 fee.

- 4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, 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.
- 5. Payment may only be made after the delivery and acceptance of goods or services.
- 6. Interest may be paid for late payment in accordance with the West Virginia Code.
- 7. Vendor preference will be granted upon written request in accordance with the West Virginia Code.
- 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
- 10. The laws of the State of West Virginia and the Legislative Rules of the Purchasing Division shall govern the purchasing process.
- 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
- 12. BANKRUPTCY: In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
- 13. HIPAA BUSINESS ASSOCIATE ADDENDUM: The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
- 14. 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. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf.
- 15. 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, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending verify that the vendor is licensed and in good standing with the above entities.
- 16. ANTITRUST: In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will 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 the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or Fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

- 1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
- 2. 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. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.

- 4. 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: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
- 5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



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FRANK	WHITTAKER
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DIVISION OF NATURAL RESOURCES WILDLIFE RESOURCES SECTION 324 4TH AVENUE

SOUTH CHARLESTON, WV 25303 304-558-3397

FO.B. FREIGHT TERMS SHIP VIA TERMS OF SALE DATE PRINTED 05/27/2011 BID OPENING DATE: BID OPENING TIME :30PM 07/14/2011 AMOUNT UNIT PRICE ITEM NUMBER QUANTITY UOP LINE REPRESENTATIVE NAME ON THE ATTENDANCE SHEET WILL RESULT THE STATE WILL NOT IN DISOUALIFICATION OF THE BID. ACCEPT ANY OTHER DOCUMENTATION TO VERIFY ATTENDANCE. THE BIDDER IS RESPONSIBLE FOR ENSURING THEY HAVE COMPLETED THE INFORMATION REQUIRED ON THE ATTENDANCE THE PURCHASING DIVISION AND THE STATE AGENCY WILL NOT ASSUME ANY RESPONSIBILITY FOR A BIDDER-S FAILURE TO COMPLETE THE PRE-BID ATTENDANCE SHEET. ADDITION, WE REQUEST THAT ALL POTENTIAL BIDDERS INCLUDE THEIR E-MAIL ADDRESS AND FAX NUMBER. ALL POTENTIAL BIDDERS ARE REQUESTED TO ARRIVE PRIOR TO THE STARTING TIME FOR THE PRE-BID. BIDDERS WHO ARRIVE LATE, BUT PRIOR TO THE DISMISSAL OF THE TECHNICAL PORTION OF THE PRE-BID WILL BE PERMITTED TO SIGN IN. BIDDERS WHO ARRIVE AFTER CONCLUSION OF THE TECHNICAL PORTION OF THE PRE-BID BUT DURING ANY SUBSEQUENT PART of the pre-bid will not be permitted to sign the ATTENDANCE SHEET. ALL TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO #RANK WHITTAKER IN THE WV PURCHASING DIVISION VIA EMAIL AT FRANK.M.WHITTAKER@WV.GOV OR VIA FAX AT 304-558-4115. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 06/22/2011 AT 4:00 PM. ALL TECHNICAL QUESTIONS WILL HE ADDRESSED BY ADDENDUM AFTER THE DEADLINE. IN THE EVENT THE VENDOR/CONTRACTOR FILES BANKRUPTCY: FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE ONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER. NOTICE SIGNED BID MUST BE SUBMITTED TO SEE REVERSE SIDE FOR TERMS AND CONDITIONS DATE TELEPHONE SIGNATURE FEIN **ADDRESS CHANGES TO BE NOTED ABOVE** TITLE



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FRANK WHITTAKER

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DIVISION OF NATURAL RESOURCES WILDLIFE RESOURCES SECTION 324 4TH AVENUE

SOUTH CHARLESTON, WV 304-558-3397 25303

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

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REQUEST FOR PROPOSAL

West Virginia Division of Natural Resources
Wildlife Resources Section
DNR211046 - Electronic Licensing, Game Checking,
Hunter Education and License Revocation System

TABLE OF CONTENTS

Section 1: General Information
Section 2: Project Specifications
Vendor Proposal

Section 4: Evaluation and Award

Section 5: Contract Terms and Conditions

SECTION ONE: GENERAL INFORMATION

- Purpose: The Purchasing Division, hereinafter referred to as the "State," is soliciting proposals pursuant to **West Virginia Code** §5A-310b for the Department of Commerce, Natural Resources Division, hereinafter referred to as the "Agency," to provide development of a subsequent Request for Proposal (RFP) for the development and operation of an electronic hunting, trapping and fishing license sales, game checking, hunter education certification, and license revocation system. In addition, the selected vendor shall provide the agency with assistance in the evaluation and negotiations of potential vendors responding to the subsequent RFP. This solicitation serves as notice, pursuant to West Virginia Code §5A-3-10b, of the commodity or service being sought and is to be considered the opportunity for vendors to indicate their interest in bidding on such commodity or service.
- 1.2 By signing and submitting its proposal, the successful Vendor agrees to be bound by all the terms contained in this RFP.

A RFP is generally used for the procurement of services in situations where price is not the sole determining factor and the award will be based on a combination of cost and technical factors (Best Value). Through its proposal, the bidder offers a solution to the objectives, problem, or need specified in the RFP, and defines how it intends to meet (or exceed) the RFP requirements.

1.2.1 Compliance with Laws and Regulations: The Vendor shall procure all necessary permits and licenses to comply with all applicable Federal, State, or municipal laws, along with all regulations, and ordinances of any regulating body.

The Vendor shall pay any applicable sales, use or personal property taxes arising out of this contract and the transactions contemplated thereby. Any other taxes levied upon this contract shall be borne by the Vendor. It is clearly understood that the State of West Virginia is exempt from any taxes regarding performance of the scope of work of this contract.

1.3 Schedule of Events:

Mandatory Pre-bid Conference	06/14/2011
Vendor's Written Questions Submission Deadline	06/22/2011
Vendor's Written Questions Submission Deading	TBD
Addendum Issued	07/14/2011
Bid Opening Date	0771472011

1.4 **Mandatory Pre-bid Conference**: A mandatory conference will be conducted on the date listed below:

Date: 06/14/2011 Time: 1:30 pm

Location: 324 Fourth Avenue South Charleston, WV 25303 Telephone Number: 304-558-3397

All interested vendors are required to be represented during this meeting either via telephone conference or in person. Failure to attend the mandatory pre-bid conference, either by phone or in person, shall result in the disqualification of the bid. No one person may represent more than one vendor. Vendors participating via telephone will be faxed a copy of a sign-in sheet at the start of the pre-bid conference, which must be faxed back to the agency prior to the conclusion of the conference. Vendors electing to show up in person will sign an attendance sheet.

All potential vendors are requested to call or show up in person prior to the starting time for the pre-bid conference. Vendors who call or show up late, but prior to the dismissal of the technical portions of the pre-bid conference will be permitted to sign in. Vendors who call in or show up after conclusion of the technical portion of the pre-bid, but during any subsequent part of the pre-bid conference will not be faxed a pre-bid telephone conference sign-in sheet or allowed to sign in.

An attendance sheet will be made available for all potential vendors to complete via facsimile or in person. This will serve as the official document verifying attendance at the mandatory pre-bid conference. Failure to provide your company and representative name on the attendance sheet will result in the disqualification of your bid. The State will not accept any other documentation to verify attendance. The vendor is responsible for ensuring they have completed the information required on the attendance sheet. The Purchasing Division and the State Agency will not assume any responsibility for a vendor's failure to complete the pre-bid attendance sheet. In addition, all potential vendors are asked to include their email address and fax number.

1.5 **Inquiries:** Inquiries regarding specifications of this RFP must be submitted in writing to the State Buyer with the exception of questions regarding the proposal submission which may be oral. The deadline for written inquiries is identified in the Schedule of Events, Section 1.3. All inquiries of specification clarification must be addressed to:

Frank Whittaker, Senior Buyer Purchasing Division 2019 Washington Street, East P.O. Box 50130 Charleston, WV 25305-0130 Fax: (304) 558-4115 No contact between the Vendor and the Agency is permitted without the express written consent of the State Buyer. Violation may result in rejection of the bid. The State Buyer named above is the sole contact for any and all inquiries after this RFP has been released.

- 1.6 **Verbal Communication:** Any verbal communication between the Vendor and any State personnel is **not** binding, including that made at the mandatory pre-bid conference. Only information issued in writing and added to the RFP specifications by an official written addendum by Purchasing is binding.
- 1.7 Addenda: If it becomes necessary to revise any part of this RFP, an official written addendum will be issued by the Purchasing Division.

SECTION TWO: PROJECT SPECIFICATIONS

- 2.1 Location: Agency is located at 324 Fourth Ave, South Charleston, WV.
- 2.2 Background and Current Operating Environment

The Agency currently has several, nonintegrated systems for selling hunting, trapping and fishing licenses (i.e., paper-based, internet-based and point-of-sale). These systems are not integrated and do not share data. With the exception of GoWild (i.e., the internet-based license sales platform), these current systems do not capture license buyer data (e.g., name, address, date of birth, etc.) in an efficient manner nor is the data stored electronically for subsequent retrieval and use by the Agency. In total, the Agency does approximately \$16.5 million in annual hunting, trapping and fishing license sales.

The Agency maintains a separate, paper-based game checking system that does not capture data on successful hunters (e.g., name, address, species harvested, weapon used, etc.) in an efficient manner nor is the data stored electronically for subsequent retrieval and use by the Agency.

The Agency initiated the GoWild system in 2003 and it allows customers to buy hunting and fishing licenses on-line. The system and associated database are operated and maintained internally by the Agency without outside support from a vendor. GoWild currently supports approximately 25% of the Agency's license sales. Detailed numbers will be supplied to the selected vendor for inclusion in the RFP.

The Agency operates a point-of-sale license system at selected license agents throughout the state that currently supports approximately 45% of all license sales. These license sale transactions and fund collections are performed electronically. The Agency has the ability to access a database of customer information; however, the Agency lacks the capacity to effectively use this data for research or marketing purposes.

The Agency operates a paper-based license system at selected license agents throughout the state that currently supports approximately 30% of all license sales. These license sale transactions are scanned into a database; however, the system lacks the capacity to allow for effective use of these data for research or marketing purposes. The system cannot engage in electronic fund transfer or sweeps; therefore, audit reconciliation is difficult and labor intensive. In addition, it is often difficult to collect funds from these paper-based license agents.

The Agency operates a paper-based game checking system. Successful hunters are required to report to an official game check station for retagging and official checking of certain species of harvested wildlife (e.g., big game species and selected furbearers). The Agency will provide a list of game species that must be checked and a sample of game checking tags to the successful vendor. A variety of data is collected from these checking tags (e.g., hunter's name, address and phone number, species harvested, location of species harvested including county and wildlife management area if appropriate, etc.). Only a portion of these data are manually entered into a database at the Elkins Operations Center, and much of these data are not captured.

The Agency operates a separate, paper-based hunter education certification system. Unless otherwise exempt, all hunters are required by law to present successful completion of a hunter education course before purchasing a hunting and trapping license. Hunter education certifications are currently entered into a database at the Elkins Operations Center. However, the hunter education certification system is not merged with other databases and therefore is of limited use to the Agency.

The Agency operates a separate hunting, trapping and fishing license revocation system. Paper-based revocation lists are distributed only to the Natural Resources Police Officers. The system lacks the ability to alert law enforcement personnel in the electronic sale of hunting, trapping and fishing licenses to individuals whose hunting, trapping and fishing license privileges have been revoked because the license systems are not merged. In addition, the Agency is never notified with respect to hunting and fishing licenses bought through the paper system because these data are not entered into a database. The current system jeopardizes all species of wildlife because of illegal taking.

Qualifications and Experience: Vendors will provide in Attachment A: Vendor Response Sheet information regarding their firm, such as staff qualifications and experience in completing similar projects; references; copies of any staff certifications or degrees applicable to this project; proposed staffing plan; descriptions of past projects completed entailing the location of the project, project manager name and contact information, type of project, and what the project goals and objectives where and how they were met.

Vendor should be able to provide a detailed list of a vendor's key personnel, their earned degrees and specific experience related to the development and evaluation of RFPs for electronic hunting, trapping and fishing license sales and/or game checking systems in use by other state or provincial fish and wildlife agencies. Vendor should have staff personnel experienced and educated in business and/or computer systems. The vendor must have a project manager experienced in writing RFPs, developing Service Level Agreements (SLA's), monitoring work performance, and developing appropriate training modules. The vendor must have demonstrated abilities to bring together multiple organizations in a cohesive fashion while working as a team to successfully complete projects.

At a minimum key personnel should include the following qualifications indentified:

- RFP Developer Five (5) years experience developing RFPs, one (1) + years working with a state RFPs and an education background that develops writing skills. Demonstrated ability to adapt to State's background and purchasing guidelines. Demonstrated ability to work with fish and wildlife agencies.
- Contract Specialist Ten (10) years experience in writing business contracts, 5+ years writing contracting utilizing SLAs, and multiple contracts with state agencies.
- 3. <u>Project Manager</u>— Senior project manager with point-of-sale experience, complex engagements involving multiple entities, and fish and wildlife experience.

Vendors should supply written documentation that they have successfully (bid won and awarded) completed the writing of a RFP or Request for Quotations (RFQ) for a state or provincial fish and wildlife agency within the last 10 years. Vendor must supply name, address, telephone, and e-mail address of a reference from the agency that can verify this information.

2.4 Project and Goals: The project goals and objectives are:

2.4.1 Goal/Objective 1: Development of a Comprehensive RFP

Develop a comprehensive RFP for an electronic hunting, trapping and fishing license sales, game checking, hunter education certification, and license revocation system approved by both the Agency and Division of Purchasing;

2.4.2 Goal/Objective 2: Provide a Timeline of Proposed Work

The Vendor should supply a timeline with all tasks necessary to complete the requirements of this request. The number of different staff hours necessary to complete each task should be indicated, depicting different staff categories (e.g. project manager, analyst, etc.) as necessary. The vendor's timeline should start no later than two (2) weeks after the awarding of the bid from the Purchasing Division and should not exceed eighteen (18) months in length.

2.5 Mandatory Requirements

The following mandatory requirements must be met by the Vendor as a part of the submitted proposal. Failure on the part of the Vendor to meet any of the mandatory specifications shall result in the disqualification of the proposal. The terms "must", "will", "shall", "minimum", "maximum", or "is/are required" identify a mandatory item or factor. Decisions regarding compliance with any mandatory requirements shall be at the sole discretion of the State.

2.5.1 Mandatory Requirement 1: On-Site Consultation

The successful vendor will be required to attend a minimum of six (6) on-site meetings with select senior staff at the South Charleston, WV, Headquarters office. Additionally, the vendor will be required to attend a minimum of one (1) meeting at the Agency's Elkins Operation Center in Elkins, WV, with key field personnel. The vendor may be required to attend additional meetings as necessary to complete the project goals and objectives;

2.5.2 Mandatory Requirement 2: Preparation of SLA's

Prepare SLA's for inclusion in the subsequent RFP. This includes license requirements, SLA's, security requirements and contractual instruments. A SLA is a part of a service contract where the level of service is formally defined. The Agency requires the vendor to have experience in developing RFPs and SLAs for turn-key point-of-sale business processes and they must supply name, address, telephone, and e-mail address of a reference that can verify this information. The vendor must certify that they have an

attorney specializing in contract development or retain the services of a contract attorney to review all documentation. The contract for the electronic license and game checking system must comply with State contracts as well as provide for all facets of the electronic license and game checking system;

2.5.3. Mandatory Requirement 3: Security Requirements Definition

Define security requirements for the electronic licensing, game checking, hunter education certification and license revocation system;

2.5.4. Mandatory Requirement 4: RFP Evaluation Assistance

Assist the Agency in evaluating proposals submitted through the subsequent RFP process to insure vendors meet all of mandatory RFP requirements.

SECTION THREE: VENDOR PROPOSAL

- 3.1 **Economy of Preparation:** Proposals should be prepared simply and economically providing a straightforward, concise description of the Vendor's abilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of the content.
- 3.2 **Incurring Cost:** Neither the State nor any of its employees or officers shall be held liable for any expenses incurred by any Vendor responding to this RFP, including but not limited to preparation, delivery, or travel.
- 3.3 Proposal Format: Vendors should provide responses in the format listed below:

Title Page:

State the RFP subject, number, Vendor's name, business address, telephone number, fax number, name of contact person, e-mail address,

and Vendor signature and date.

Table of Contents:

Clearly identify the material by section and page number.

Attachment A:

Within the attached response sheet (Attachment A: Vendor Response Sheet), provide the following: firm and staff qualifications and experience in completing similar projects; references; copies of any staff certifications or degrees applicable to this project; proposed staffing plan; descriptions of past projects completed entailing the location of the project, project manager name and contact information, type of project, and what the project goals and objectives were and how they were met.

Also, describe the approach and methodology proposed for this project. This should include how each of the goals and objectives listed is to be met.

Attachment B:

Complete Attachment B: Mandatory Specification Checklist. By signing and dating this attachment, the Vendor acknowledges that they meet or exceed each of these specifications as outlined in 2.5 of Section Two: Project Specifications. The State reserves the right to require documentation detailing how each is met at its discretion.

Attachment C:

Complete Attachment C: Cost Sheet included in this RFP and submit in a separate sealed envelope. Cost should be clearly marked.

- Proposal Submission: Proposals must be received in two distinct parts: technical and cost. 3.4
 - Technical proposals must not contain any cost information relating to the project.
 - Cost proposal shall be sealed in a separate envelope and will not be opened initially.

All proposals must be submitted to the Purchasing Division prior to the date and time stipulated in the RFP as the opening date. All bids will be dated and time stamped to verify official time and date of receipt.

Vendors should allow sufficient time for delivery. In accordance with West Virginia Code 3.4.1 §5A-3-11, the Purchasing Division cannot waive or excuse late receipt of a proposal, which is delayed or late for any reason. Any proposal received after the bid opening date and time will be immediately disqualified in accordance with State law.

Vendors responding to this RFP shall submit:

One original technical and cost proposal plus five (5) convenience copies to:

Purchasing Division 2019 Washington Street, East P.O. Box 50130 Charleston, WV 25305-0130

The outside of the envelope or package(s) for both the technical and the cost should be clearly marked:

/endor:		
Buyer:		
Reg #:	<u></u>	
Opening Date:		
Opening Time:	1:30 p.m.	
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- Purchasing Affidavit: West Virginia Code §5A-3-10a requires that all bidders submit an affidavit regarding any debt owed to the State. The affidavit must be signed and submitted prior to 3.5 award. It is preferred that the affidavit be submitted with the proposal.
- Resident Vendor Preference: In accordance with West Virginia Code §5A-3-37, Vendors may make application for Resident Vendor Preference. Said application must be made on the 3.6 attached Resident Vendor Certification form at the time of proposal submission.
- Technical Bid Opening: The Purchasing Division will open and announce only the technical proposals received prior to the date and time specified in the Request for Proposal. The technical 3.7 proposals shall then be provided to the Agency evaluation committee.
- Cost Bid Opening: The Purchasing Division shall schedule a date and time to publicly open and announce cost proposals once the Agency evaluation committee has completed the technical 3.8 evaluation and it has been approved by the Purchasing Division.

SECTION FOUR: EVALUATION AND AWARD

- 4.1 **Evaluation Process**: Proposals will be evaluated by a committee of three (3) or more individuals against the established criteria with points deducted for deficiencies. The Vendor who demonstrates that they meet all of the mandatory specifications required; and has appropriately presented within their written response and/or during the oral demonstration (if applicable) their understanding in meeting the goals and objectives of the project; and attains the highest overall point score of all Vendors shall be awarded the contract. The selection of the successful Vendor will be made by a consensus of the evaluation committee.
- 4.2 **Evaluation Criteria**: All evaluation criteria is defined in the specifications section and based on a 100 point total score. Cost shall represent a minimum of 30 of the 100 total points.

The following are the evaluation factors and maximum points possible for technical point scores:

A. Education and experience of staff as outlined

35 Points Possible

B. Outline and Methodology for developing the comprehensive RFP for an electronic hunting, trapping and fishing license sales, game checking, hunter education certification, and license revocation system.

20 Points Possible

C. Timeline for meeting all project goals and objectives as outlined

15 Points Possible

D. Cost

30 Points Possible

Total

100 Points Possible

Each cost proposal cost will be scored by use of the following formula for all Vendors who attained the minimum acceptable score:

Lowest price of all proposal

X 30 = Price Score

Price of Proposal being evaluated

- 4.2.1 <u>Technical Evaluation</u>: The Agency evaluation committee will review the technical proposals, deduct points where appropriate, and make a final written recommendation to the Purchasing Division.
- 4.2.2 <u>Minimum Acceptable Score</u>: Vendors must score a minimum of 70% (49 points) of the total technical points possible. All Vendors not attaining the minimum acceptable score (MAS) shall be disqualified and removed from further consideration.
- 4.2.3 <u>Cost Evaluation</u>: The Agency evaluation committee will review the cost proposals, assign appropriate points, and make a final recommendation to the Purchasing Division.
- 4.3 Independent Price Determination: A proposal will not be considered for award if the price in the proposal was not arrived at independently without collusion, consultation, communication, or

- agreement as to any matter relating to prices with any competitor unless the proposal is submitted as a joint venture.
- Rejection of Proposals: The State reserves the right to accept or reject any or all proposals, in part or in whole at its discretion. The State further reserves the right to withdraw this RFP at any time and for any reason. Submission of or receipt of proposals by the State confers no rights upon the bidder nor obligates the State in any manner.
- 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 proposal, but the successful bidder must register and pay the fee prior to the award of an actual purchase order or contract.

SECTION FIVE: CONTRACT TERMS AND CONDITIONS

- 5.1 **Contract Provisions:** The RFP and the Vendor's response will be incorporated into the contract by reference. The order of precedence shall be the contract, the RFP and any addendum, and the vendor's proposal in response to the RFP.
- Public Record: All documents submitted to the State Purchasing Division related to purchase orders or contracts are considered public records. All bids, proposals, or offers submitted by Vendors shall become public information and are available for inspection during normal official business hours in the Purchasing Division Records and Distribution center after the bid opening.
 - Nirginia Code §29B-1-4. Any information considered a trade secret must be separated from the Vendor submission and clearly labeled as such. Primarily, only trade secrets, as submitted by a bidder, are exempt from public disclosure. The submission of any information to the State by a Vendor puts the risk of disclosure on the Vendor. The State does not guarantee non-disclosure of any information to the public.
 - 5.2.2 Written Release of Information: All public information may be released with or without a Freedom of Information request; however, only a written request will be acted upon with duplication fees paid in advance. Duplication fees shall apply to all requests for copies of any document. Currently, the fees are 50 cents per page, or a minimum of \$10.00 per request, whichever is greater.
- 5.3 **Conflict of Interest:** Vendor affirms that neither it nor its representatives have any interest nor shall 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.
- Vendor Relationship: The relationship of the Vendor 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 RFP 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, *et cetera* 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.

The Vendor shall not assign, convey, transfer, or delegate any of its responsibilities and obligations under this contract to any person, corporation, partnership, association, or entity without expressed written consent of the Agency.

- 5.4.1 <u>Subcontracts/Joint Ventures</u>: The Vendor may, with the prior written consent of the State, enter into subcontracts for performance of work under this contract.
- 5.4.2 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 laws.
- 5.4.3 Governing Law: This contract shall be governed by the laws of the State of West Virginia. The Vendor further agrees to comply with the Civil Rights Act of 1964 and all other applicable laws and regulations as provided by Federal, State, and local governments.
- 5.5. **Term of Contract and Renewals:** This contract will be effective upon award and shall extend for the period of one (1) year, at which time the contract may, upon mutual consent, be renewed. Such renewals are for a period of up to one (1) year, with a maximum of two (2) one-year renewals, or until such reasonable time thereafter as is necessary to obtain a new contract. The "reasonable time" period shall not exceed twelve (12) months. During the "reasonable time" period, Vendor may terminate the contract for any reason upon giving the Agency ninety (90) days written notice. Notice by Vendor of intent to terminate will not relieve Vendor of the obligation to continue providing services pursuant to the terms of the contract.
- Non-Appropriation of Funds: If funds are not appropriated for the Agency in any succeeding fiscal year for the continued use of the services covered by this contract, the State may terminate the contract at the end of the affected current fiscal period without further charge or penalty. The State shall give the Vendor written notice of such non-appropriation of funds as soon as possible after the Agency receives notice. No penalty shall accrue to the Agency in the event this provision is exercised.
- 5.7 **Changes:** If changes to the contract become necessary, a formal contract change order will be negotiated by the State, the Agency, and the Vendor.

As soon as possible, but not to surpass thirty (30) days after receipt of a written change request from the Agency, the Vendor shall determine if there is an impact on price with the change requested and provide the Agency a written Statement identifying any price impact on the contract. The Vendor shall provide a description of any price change associated with the implementation.

NO CHANGE SHALL BE IMPLEMENTED BY THE VENDOR UNTIL SUCH TIME AS THE VENDOR RECEIVES AN APPROVED WRITTEN CHANGE ORDER FROM THE PURCHASING DIVISION.

- Price Quotations: The price(s) quoted in the Vendor's proposal will not be subject to any increase and will be considered firm for the life of the contract unless specific provisions have been provided in the original specifications.
- Invoices and Progress Payments: The Vendor shall submit invoices, in arrears, to the Agency at the address on the face of the purchase order labeled "Invoice To." Progress payments may be made at the option of the Agency on the basis of percentage of work completed if so defined in the final contract.
- 5.10 **Liquidated Damages:** According to **West Virginia Code** §5A-3-4(8), Vendor agrees that liquidated damages shall be imposed at the rate of \$1,000.00 per day for failure to provide deliverables. This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other additional remedy which the State or Agency may have legal cause for action.
- 5.11 Contract Termination: The State may terminate any contract resulting from this RFP immediately at any time the Vendor fails to carry out its responsibilities or to make substantial progress under the terms of this RFP and resulting contract. The State shall provide the Vendor with advance notice of performance conditions which may endanger the contract's continuation. If after such notice the Vendor fails to remedy the conditions within the established timeframe, the State shall order the Vendor to cease and desist any and all work immediately. The State shall be obligated only for services rendered and accepted prior to the date of the notice of termination.

The contract may be terminated by the State with thirty (30) days prior notice pursuant to **West Virginia Code of State Rules** § 148-1-7.16.2.

5.12 Special Terms and Conditions:

- 5.12.1 Bid and Performance Bonds: /NA
- 5.12.2 <u>Insurance Requirements:</u> /NA
- 5.12.3 License Requirement: /NA
- 5.12.4 Protest Bond: /NA
- Record Retention (Access and Confidentiality): Vendor shall comply with all applicable Federal and State rules, regulations, and requirements governing the maintenance of documentation to verify any cost of services or commodities rendered under this contract by the Vendor. The Vendor shall maintain such records a minimum of five (5) years and make such

records available to Agency personnel at the Vendor's location during normal business hours upon written request by the Agency within ten (10) days after receipt of the request.

Vendor shall have access to private and confidential data maintained by the Agency to the extent required for the Vendor to carry out the duties and responsibilities defined in this contract. Vendor agrees to maintain confidentiality and security of the data made available and shall indemnify and hold harmless the State and the Agency against any and all claims brought by any party attributed to actions of breach of confidentiality by the Vendor, subcontractors, or individuals permitted access by the Vendor.

Attachment A: Vendor Response Sheet

2.3 Qualifications and Experience:

Provide a response regarding the following: firm and staff qualifications and experience in completing similar projects; references; copies of any staff certifications or degrees applicable to this project; proposed staffing plan; descriptions of past projects completed entailing the location of the project, project manager name and contact information, type of project, and what the project goals and objectives where and how they were met.

Vendor should be able to provide a detailed list of a vendor's key personnel, their earned degrees and specific experience related to the development and evaluation of RFPs for electronic hunting, trapping and fishing license sales and/or game checking systems in use by other state or provincial fish and wildlife agencies. Vendor should have staff personnel experienced and educated in business and/or computer systems. The vendor must have a project manager experienced in writing RFPs, developing Service Level Agreements (SLA's), monitoring work performance, and developing appropriate training modules. The vendor must have demonstrated abilities to bring together multiple organizations in a cohesive fashion while working as a team to successfully complete projects.

Vendors providing written documentation that they have successfully (bid won and awarded) completed the writing of a RFP or Request for Quotations (RFQ) for a state or provincial fish and wildlife agency within the last 10 years must supply name, address, telephone, and e-mail address of a reference from the agency that can verify this information.

Experience and Education of key personnel to be assigned to the project:

- 1. RFP Developer -
- 2. Contract Specialist -

3. Project Manager -

Vendor Response:

Section 2.4.1: Goal/Objective 1: Development of a Comprehensive RFP

Develop a comprehensive RFP for an electronic hunting, trapping and fishing license sales, game checking, hunter education certification, and license revocation system approved by both the Agency and Division of Purchasing. Vendor should provide outline and methodology on how they will accomplish this goal/objective. Vendors claiming previous experience with this goal/objective must supply name, address, telephone, and e-mail address of a reference from the agency that can verify this information.

Vendor Response:

Section 2.4.2 Goal/Objective 2: Provide a Timeline of Proposed Work

The Vendor should supply a timeline with all tasks necessary to complete the requirements of this request. The number of different staff hours necessary to complete each task should be indicated, depicting different staff categories (e.g. project manager, analyst, etc.) as necessary. The vendor's timeline should start no later than two (2) weeks after the awarding of the bid from the Purchasing Division and should not exceed eighteen (18) months in length.

Vendor Response:

Attachment B: Mandatory Specification Checklist

Section 2.5.1: Mandatory Requirement 1: On-Site Consultation

The vendor will be required to attend a minimum of six (6) on-site meetings with select senior staff at the South Charleston, WV, Headquarters office. Additionally, the vendor will be required to attend a minimum of one (1) meeting at the Agency's Elkins Operation Center in Elkins, WV, with key field personnel. The vendor may be required to attend additional meetings as necessary to complete the project goals and objectives.

Vendor Response:

Section 2.5.2: Mandatory Requirement 2: Preparation of Service Level Agreements (SLA's)

Prepare SLA's for inclusion in the subsequent RFP. This includes license requirements, SLA's, security requirements and contractual instruments. A SLA is a part of a service contract where the level of service is formally defined. The Agency requires the vendor to have experience in developing RFPs and SLAs for turn-key point-of-sale business processes and they must supply name, address, telephone, and e-mail address of a reference that can verify this information. Prior to award vendor must certify that they have an attorney, or will retain the services of an attorney, specializing in contract development and provide the credentials of the attorney. The contract for the electronic license and game checking system.

Vendor Response:

Section 2.5.3: Mandatory Requirement 3: Security Requirements Definition

Define security requirements for the electronic licensing, game checking, hunter education and license revocation system.

Vendor Response:

Section 2.5.4 Mandatory Requirement 4: RFP Evaluation Assistance

Assist the Agency in evaluating proposals submitted through the subsequent RFP process to insure vendors meet all of mandatory RFP requirement.

Vendor Response:

Please acknowledge that you will meet all the delivery requirements as outlined in 2.5 of the RFP.

(Company)		
(Representative Name, Title)		
(Contact Phone/Fax Number)		
(Date)		
I certify that the proposal submitted meets or exceed Proposal. Additionally, I agree to provide any additional of West Virginia to demonstrate compliance with sai	OUS! COCALIBELITATION ACCION	sa noocoodiy by are ween
(Company)		
(Representative Name, Title)	-	
(Contact Phone/Fax Number)		
(Date)	-	

Attachment C: Cost Sheet

Cost information below as detailed in the Request for Proposal and submitted in a separate sealed envelope. Cost should be clearly marked.

Lump Sum Bid for all Services Specified in the RFP

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\$	

Milestone Payment Schedule

The selected vendor will bill the West Virginia Division of Natural Resources when the following milestones have been met:

- 50% of total cost of RFP development, billable in equal monthly payments, beginning on
 effective date of contract and continuing through the proposed end date as defined in the
 winning vendor's timeline and based on complete work as indicated by monthly invoices,
 for work leading to development and timely submission of the first draft of RFP as defined
 in the vendor's timeline.
- 15% of total cost for RFP development, billable on timely submission of a complete final draft due on the date defined in the winning vendor's timeline, incorporating all feedback from Agency review.
- 25% of total cost for RFP development, billable on acceptance of the final RFP from the Purchasing Division.
- Remaining 10% of total cost for RFP development, billable after the vendor has completed the bid evaluation process with the successful, subsequent vendor and purchase order has been awarded from the Purchasing Division.

If applicable, sign and submit the attached Resident Vendor Preference Certificate with the proposal.

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

	ck any combination of preference consideration(s) indicated above, which you are entitled to receive.
Date	Title:
	ler:Signed:
and cha	accurate in an respects, and that it a contract of the Purchasing Division in writing immediately. Inges during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.
Und	er penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder nereby certifies that the certification of law for false swearing (West Virginia Code, §61-5-3), Bidder nereby certifies that the certification of the certification of the certifies and the certifies that the certifies the certifies that the certifies that the certifies the cer
author the re	orizes the Department of Revenue to discuss to the provided that such information does not contain the amounts of taxes paid nor any other information does not contain the amounts of taxes paid nor any other information does not contain the amounts of taxes paid nor any other information.
or de	ducted from any unpaid balance on the Contract of parameters are also as a discount of the purchasing Division a submission of this certificate. Bidder agrees to disclose any reasonably requested information to the Purchasing Division as provided information verifying that Bidder has p
requi agair	er understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to definite rements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a pena rements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a pena remarks such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agen
6.	Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's employees a continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees a residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
5. 	Application is made for 3.5% resident vendor preference who is a veteran for the reason checked. Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guar and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid submitted; or,
i.	Application is made for 5% resident vendor preference for the reason checked: Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
·	Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing affiliate or subsidiary who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
• 	Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
	preceding the date of this certification, or, Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
	Bidder is an individual resident vendor and has resided continuously in vest suggestions of this certification; or, Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately
	Application is made for 2.5% resident vendor preference for the reason checked: Application is made for 2.5% resident vendor preference for the reason checked: Application is made for 2.5% resident vendor preference for the reason checked:

STATE OF WEST VIRGINIA Purchasing Division

PURCHASING 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 owed is an amount greater than one thousand dollars in the aggregate.

AFFIX SEAL HERE

"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.

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

WITNESS THE FOLLOWING SIGNATURE Vendor's Name: _____ Authorized Signature: ______ Date: ______ State of _____ County of ______, to-wit: Taken, subscribed, and sworn to before me this ___day of ______, 20___. My Commission expires ______, 20___.

NOTARY PUBLIC _____