

ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
SUITE 500, 2100 CLARENDON BOULEVARD
ARLINGTON, VA 22201
(703)228-3410

REQUEST FOR PROPOSALS NUMBER 30-07

Sealed proposals will be received in hand in the Office of the Arlington County Purchasing Agent, in Suite 500, #1 Courthouse Plaza, 2100 Clarendon Boulevard, Arlington, VA 22201, until 2:00 p.m. on the 21ST day of December, 2006 for:

PROVISION AND INSTALLATION OF A PILOT PROJECT VOICE WARNING SYSTEM, CONSISTING OF A FIXED OUTDOOR VOICE WARNING SYSTEM, TRANSPORTABLE LOUDSPEAKER ARRAYS, AND A POSSIBLE INTERFACE WITH INTERIOR BUILDING PUBLIC ANNOUNCEMENT SYSTEMS, TO BE USED FOR MASS NOTIFICATIONS OF THE PUBLIC.

At time, date, and place above, proposals will be opened.

AN ADVANCE **NONREFUNDABLE** FEE OF \$5.00 IS REQUIRED FOR EACH HARD COPY SET OF THE SOLICITATION DOCUMENTS.

Arlington County reserves the right to reject any and all proposals, cancel this solicitation, and to waive any informalities or irregularities in procedure. Arlington County does not discriminate against faith-based organizations.

Arlington County, Virginia

George Barak, C.P.M., CPPB
Procurement Officer

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INTRODUCTION

Arlington County, Virginia is soliciting proposals from offerors having experience and qualifications in the area identified in this solicitation. Proposals must contain evidence of the offeror's experience and abilities in the specified area and other disciplines directly related to the proposed work. Other information required by the County includes the submission of profiles and resumes of the staff to be assigned to the project, references, illustrative examples of similar work performed, and other information which will clearly demonstrate the offeror's expertise in the area of this solicitation.

A selection committee will review and evaluate all proposals and identify firms that may be invited to submit more detailed proposals, conduct oral presentations, or both. The selection committee will rely primarily on the proposals submitted in selection of finalists and, therefore, offerors must emphasize specific information considered pertinent to the project and submit all information requested. The County may make award of this Contract or initiate negotiations with one or more offerors without further contact with other offerors. Evaluation of the proposals will include the following criteria:

- The extent to which the proposal meets the requirements of the solicitation and the extent to which the offeror is likely to be able to achieve the desired results;

- Experience and history of the offeror in the particular disciplines covered by the solicitation;

- Qualifications and experience of assigned staff members;

- The capability, integrity, and reliability of the offeror;

- The methodology proposed;

- Understanding of the project and the County's objectives; and

- Other evaluation criteria described or included by reference in this solicitation.

- And the cost of the services to be provided.

SCOPE OF SERVICES

Arlington County will receive proposals for the provision and installation of a voice warning system to be used for mass notifications of the public.

Background

As part of an ongoing study and implementation program by the Metropolitan Washington Council of Governments (COG), a pilot project consisting of a fixed outdoor voice warning system, transportable loudspeaker arrays, and a possible interface with interior building public announcement systems, are planned to be installed in the adjoining jurisdictions of Arlington County (County) and the City of Alexandria (City), Virginia. The purpose of the pilot project is to determine how well an outdoor voice warning will work and, if the results are successful, how best to apply and scale up outdoor voice warning capability as part of mass notification systems in both the County and the City and in any COG jurisdiction that chooses to use this approach for their mass notification system (MNS). The pilot project includes open areas (e.g., parks and recreation areas), and low-mid-high rise built environments. Arlington County will serve as the contracting agent for the entire pilot project, including the installations to be made in the City of Alexandria.

For this pilot project, ten (10) primary locations have been pre-selected for the outdoor voice warning coverage – seven (7) in the County, and three (3) in the City. In addition, some buildings (e.g., hotels, government office buildings) which have either an interior public address (PA) system or a voice capable fire alarm system in accordance NFPA 72, National Fire Alarm Code, are being considered in this pilot project to determine the ability for mass notification both indoors and outdoors.

The pilot project implementation intends to make maximum use of existing emergency communication infrastructure, including the trunked radio systems in the County and the City and the fiber optic network (Institutional Network or I-Net) that provides connectivity between these two jurisdictions. In order to facilitate installation, locations that have mounting poles (e.g., traffic light poles, ball field lights poles, electric service poles) or suitable mounting locations on buildings and that have at least 120 VAC electrical service have been pre-selected. Actions to obtain permission to install outdoor loudspeaker arrays at the pre-selected locations are already underway so that installation can occur as soon as possible after contract award.

A CD that contains digital pictures of each of the pre-selected sites (both primary and alternate) is available to potential Offerors upon request from the Office of the Purchasing Agent. Offerors interested to obtain the CD shall submit their request by phone, at 703-228-3410; by fax, at 703-228-3409, or by email to gbarak@arlingtonva.us.

The County recognizes that technology in this area is rapidly changing. The County encourages submission of creative and cost-effective proposals that can be part of a “system of systems” approach throughout all COG jurisdictions. The ability to scale up the system provided under the pilot project and the ability of the system to interface it with other mass notification methods is very important.

If the pilot project is successful, as determined by the COG jurisdictions, the Contractor may be required to provide and install the voice warning devices at additional locations in the County and in the City and in other COG jurisdictions.

Terms Used

For these specifications, the following terms are used:

Audibility - The ability of the message to be heard; this is a function of the sound pressure level expressed in A-weighted decibels (dBA).

Clarity - As it applies to voice messages, this is the property of sound that allows *phonemes* to be distinguished by a listener. Clarity is the freedom of these sound units from distortion introduced by any part of the sound system or environment over the entire path from the *speaker* to the listener.

Intelligible - Message can be heard and understood by persons of normal hearing and who can understand the language being spoken. For the purpose of this solicitation, a device that has a minimum tested intelligibility of 0.7 on the Common Intelligibility Scale (CIS) as described in Section A.7.4.1.4 of NFPA 72, National Fire Alarm Code, 2007 Edition is preferred. However, CIS of at least 0.6 is acceptable for short messages.

Intelligibility - The ability to be *intelligible*. For speech to be intelligible, it must have adequate *audibility* and adequate *clarity*.

Multiple arrival effect - When a listener receives the same voice message at a slightly different time from multiple sound sources (e.g., several *outdoor loudspeaker arrays* giving the same voice message at the same time, echoes, etc.), it can cause the voice message to become less distinct or to "blur." This effect can be lessened by suitable placement of outdoor loudspeaker arrays or by suitable voice messaging strategies. It is understood that it may not be possible to completely eliminate this effect for all outdoor voice warning system listeners.

Outdoor loudspeaker array - This refers to a device that will reproduce *intelligible* voice messages at its outdoor location using either pre-stored electronic messages or by use of a microphone. The sound propagation path from the array can be either directional or omnidirectional. Outdoor loudspeaker array is used so as not to exclude any particular design approach for intelligible outdoor voice transmission. Nor does outdoor loudspeaker array restrict the vendor to using a "one size fits all" approach for all locations if it is not appropriate to do so. It is expected that the vendor will propose the best design for the area to be covered (e.g., open area, low- to mid-rise or high-rise built environment.)

Phonemes - These are the smallest phonetic unit capable of conveying a distinction in meaning in a particular language and are instrumental in accurate word recognition (e.g., the *m* sound in the word *mat* versus the *b* sound in the word *bat*).

Scale Up - This is the principal that the pilot program extent was selected - that it represents enough components, features, and types of areas to be covered by outdoor voice coverage that assuming that the pilot results are successful, can be used to readily expand the voice warning system capability in Arlington and Alexandria as well as other COG jurisdictions. The pilot system installation, system testing and operation results will allow the scale up factors to be determined and validated. COG jurisdictions can use the scale up factors so that they can quickly deploy and expand outdoor voice warning systems.

Shall - This indicates a requirement.

Should - This indicates a preference, but other methods may be accepted.

Speaker – The person who is speaking the message into the microphone or the stored electronic message to be broadcast by the *outdoor loudspeaker array*.

Locations for Fixed Outdoor Loudspeaker Arrays

Table 1, "Outdoor Loudspeaker Array Location Survey" includes 10 primary locations and three alternate locations. It is anticipated that all "high" and "medium" priority locations will be included in the pilot project.

A CD that contains digital pictures of each of the sites (both primary and alternate) described below is available to potential Offerors upon request from the Office of the Purchasing Agent. Offerors interested to obtain the CD shall submit their request by phone, at 703-228-3410; by fax, at 703-228-3409, or by email to gbarak@arlingtonva.us.

Table 1: Outdoor Loudspeaker Array Location Survey

Site	Jurisdiction	Location	GPS Location		Comments	Primary or Alternate / Priority
			UTM (Zone 18)	DMD Lat/Long		
1	Arlington	Fort Meyer St and Wilson Ave – south side of Wilson.	320278 E 4307176 N	38°53.70 -77°04.34	High-rise area. Traffic light pole, 30-foot high steel pole with arm. Base of pole used for GPS location. North exit/entrance to Rosslyn Metro stop to the north. Buildings block voice from site 2.	Primary / High
2	Arlington	N. Moore St and 19 th St – SW corner	320370 E 4307362 N	38°53.81 -77°04.28	High-rise area. Traffic light pole, 30-foot high steel pole with arm. Base of pole used for GPS location. South exit/entrance to Rosslyn Metro stop and bus stops to the south. Buildings block voice from site 1.	Primary / High
3	Arlington	N. Meade St and 14 th St – SW corner	320345 E 4306626 N	38°53.41 -77°04.29	Open area across N. Meade St to the east – Iwo Jima Memorial and Netherlands Carillon. Mid-rise area (residences) on west side of N. Meade St. 42-foot wooden pole – electric service GK99 C1018 94C. Base of pole used for GPS location.	Primary / High
4	Arlington	S. Hayes St and 12 th St S. Middle of Hayes St. and north side of 12 th St.	321318 E 4303613 N	38°51.79 -77°03.57	Mid- to high-rise area next to Pentagon City Metro stop and shopping mall. Traffic light pole, 30-foot high steel pole with arm. Base of pole used for GPS location. Building blocks voice from site 6.	Primary / High
5	Arlington	Clarendon Blvd at Edgewood St. – SE corner near Whole Fields grocery store	318594 E 4306501 N	38°53.32 -77°05.49	Low- to mid-rise shopping area. Traffic light pole, 30-foot high steel pole with arm. Base of pole used for GPS location.	Primary / High

Table 1: Outdoor Loudspeaker Array Location Survey

Site	Jurisdiction	Location	GPS Location		Comments	Primary or Alternate / Priority
			UTM (Zone 18)	DMD Lat/Long		
6	Arlington	Highland Park - Pentagon City / Aurora Hills	321085 E 4303202 N	38°51.57 -77°03.72	Open area with mid- to high-rise buildings to west and north. Center field light stanchion near service building. 50-foot high concrete pole above tree tops. Base of pole used for GPS location. Building blocks voice from site 4.	Primary / Medium
7	Arlington	14 th St and N. Courthouse St. SE corner near OEM offices	319256 E 4306614 N	38°53.39 -77°05.04	Mid- to high-rise area. Traffic light pole, 30-foot high steel pole with arm. Base of pole used for GPS location. Will provide voice in Courthouse Square area and large public parking lot.	Primary / Medium
8	Arlington	Clarendon Metro Station, Corner of N. Highland St. and Wilson Blvd. next to Metro sign near entrance	318801 E 4306367 N	38°53.25 -77°05.35	Mid-rise area. Traffic light pole, 30-foot high steel pole with arm. Base of pole used for GPS location. <i>Clarendon Blvd and Edgewood St. (site 5) is preferred over this location.</i>	Alternate / Low
9	Arlington	Wilson Blvd and N. Lynn St.	320416 E 4307188 N	38°53.71 -77°04.25	Mid-rise area. Traffic light pole, 30-foot high steel pole with arm. Unused steel pole on NW corner used for GPS location. <i>Fort Meyer and Wilson Ave (site 1) is preferred over this location.</i>	Alternate / Low
10	Alexandria	Orinoco Bay Park, north end	322954 E 4297891 N	38°48.72 -77°02.35	Open area surrounded by mid-rise buildings. Roof mount on United Way building east of amphitheater area preferred. Alternate acceptable location is 35-foot concrete pole C1115 BA40 north of amphitheater area. Base of pole used for GPS location.	Primary / High

Table 1: Outdoor Loudspeaker Array Location Survey

Site	Jurisdiction	Location	GPS Location		Comments	Primary or Alternate / Priority
			UTM (Zone 18)	DMD Lat/Long		
11	Alexandria	Ben Brenman Park, Cameron Station	316520 E 4297734 N	38°48.56 -77°06.79	Open area near playground and trails. Mid- to high-rise residential building located to north. Park office and bathroom structure centrally located within the park; mount on or near building above roof top. Center of the building complex used for GPS location.	Primary / High
12	Alexandria	Four Mile Run Park, Mt. Vernon Ave. businesses on the south side of road, SSE of bend in Bruce St	321100 E 4301121 N	38°50.45 -77°03.68	Open area. Wooden electric service pole, 42-foot high. Just inside park boundary next to tennis court. Low- to mid-rise buildings near park boundary.	Primary / Medium
13	Alexandria	Armistead Boothe Park, near Tucker Elementary School	315225 E 4297188 N	38°48.24 -77°07.67	Open area near play areas. Low- to mid-rise (residences and school) to north and east. West side of the park. Ball field light pole, 50-foot steel pole right field side, second from home plate preferred. Base of pole used for GPS location.	Alternate / Low

DMD = Degrees Minutes Decimal format.

Requirements

The items and quantities delineated below represent the County's best estimates of the need. The numbered paragraphs provide the relevant requirements (*shall*) or recommendations (*should*) against which the proposed system will be evaluated. Where the Offeror has a suitable alternative that addresses the underlying issues, then the alternative method or approach can be included in the proposal along with a suitable justification for its proposed use that demonstrates that it will give equivalent, or better, results in a cost-effective manner.

Ten (10) fixed location outdoor loudspeaker arrays

The locations pre-selected for the fixed outdoor loudspeaker arrays are shown in Table 1. The Table includes thirteen (13) locations, including three (3) alternate locations. The County anticipates that only 10 of the 13 locations shown will be included in the pilot project.

- F1. Each outdoor loudspeaker array *shall* be capable of transmitting intelligible voice messages through the air to a range of at least 1500 feet under average weather conditions and average outdoor ambient sound levels. Average ambient sound levels are described in Table A.7.4.2 of NFPA 72, National Fire Alarm Code, 2007 Edition. This is a minimum requirement; demonstrated longer intelligible range will be viewed as a positive factor in the evaluation process within the constraint of limiting potential cabinet size.
- F2. Each fixed outdoor loudspeaker array *shall* include the mounting brackets, radio transceiver, antenna, control interface devices, sensors, memory, inverters/battery charging, batteries, necessary wiring connections, grounding, surge and lightning suppression, electrical/electronic component cabinet(s), and any other equipment necessary to assure that the associated fixed *outdoor loudspeaker array* works as intended.
- F3. To minimize their visibility, cabinets and their associated fixed outdoor loudspeaker arrays *shall* match closely in color to the mounting location (e.g., steel traffic light pole, wooden electrical service pole, or concrete light pole). Cabinets and fixed outdoor loudspeaker arrays *shall* be the minimum size and weight necessary to meet all applicable codes and to perform their function.
- F4. Mounting brackets, cabinets, wire and cable enclosures, and fixed outdoor loudspeaker arrays *shall* use minimum maintenance materials (e.g., do no rust, do not require priming or painting, etc.).
- F5. Cabinets *shall* have locks and *shall* alarm at the central control station when any cabinet door is opened. Cabinets *shall* be designed so that batteries and associated charging equipment cannot cause damage to radio, communication and control components. Cabinets *shall* be designed to prevent nesting of birds and vermin (e.g., vents have screens, etc.).
- F6. Batteries *shall* be of a maintenance-free design (e.g., no need to add electrolyte).
- F7. Each fixed outdoor loudspeaker array and its associated equipment *shall* be capable of operating in the outdoor environment between -10 °F and 104 °F, relative humidity between 20% and 100%, sustained wind speeds up to 70 mph, and atmospheric pressure between 29 and 31 inches of mercury.
- F8. Each fixed outdoor loudspeaker array and its associated equipment *shall* be designed to prevent precipitation and condensation from contacting electrical and electronic components.

- F9. Each fixed outdoor loudspeaker array and its associated equipment *shall* be designed to operate on battery power for at least 24 hours on standby followed by at least 30 minutes of voice message at rated output conditions. These are the minimum requirements; longer durations will be viewed as a positive factor in the evaluation process within the constraint of limiting potential cabinet size.

Two (2) transportable outdoor loudspeaker arrays

In addition to the above identified fixed locations, two transportable outdoor loudspeaker arrays are required under this pilot project.

- P1. Each transportable outdoor loudspeaker array *shall* be capable of transmitting *intelligible* voice messages through the air to at least 1500 feet under average weather conditions and outdoor ambient noise levels and average outdoor ambient sound levels when the array is extended to its operating position. Average ambient sound levels are described in Table A.7.4.2 of NFPA 72, National Fire Alarm Code, 2007 Edition. These are the minimum requirements; longer durations will be viewed as a positive factor in the evaluation process within the constraint of limiting potential cabinet size.

These transportable outdoor loudspeaker arrays are intended to be used for special events or as temporary installations while testing system capabilities after installation has begun. One of the transportable outdoor loudspeaker arrays will be used by the County; the other will be used by the City.

- P2. Each transportable outdoor loudspeaker array *shall* include the mounting equipment, radio transceiver, antenna, control interface devices, sensors, memory, inverters/battery charging, batteries, necessary wiring connections, grounding, surge and lightning suppression, electrical/electronic component cabinet(s), and any other equipment necessary to assure that the associated transportable outdoor loudspeaker array works as intended.
- P3. Each transportable outdoor loudspeaker array *shall* be suitable for being towed on public streets using a standard trailer hitch. This includes all features necessary to receive a Commonwealth of Virginia Department of Motor Vehicles trailer license tag, as appropriate.
- P4. Each transportable outdoor loudspeaker array *shall* include a suitable local control station and a push-to-talk (PTT) microphone.
- P5. Each transportable outdoor loudspeaker array *shall* have the capability to be operated by either its local control station or by the central control stations. This *shall* be accomplished by use of a suitable local/remote selection method that is under positive administrative control to prevent it from being inadvertently placed in the incorrect configuration.
- P6. Mounting brackets, cabinets, wire and cable enclosures, and transportable outdoor loudspeaker arrays *shall* use minimum maintenance materials (e.g., do no rust, do not require priming or painting, etc.)
- P7. Cabinets *shall* have locks and *shall* alarm at the central control station when under the control of the central control station when any cabinet door is opened. Cabinets *shall* be designed so that batteries associated charging equipment cannot cause damage to radio, communication and control components. Cabinets *shall* be designed to prevent nesting of birds and vermin (e.g., vents have screens, etc.).
- P8. Cabinets *shall* be the minimum size and weight necessary to meet all applicable codes and to perform their function.

- P9. Batteries *shall* be of a maintenance-free design (e.g., no need to add electrolyte).
- P10. Each transportable outdoor loudspeaker array and its associated equipment *shall* be capable of operating in the outdoor environment between -10 °F and 104 °F, relative humidity between 20% and 100%, and atmospheric pressure between 29 and 31 inches of mercury. The transportable outdoor loudspeaker array *shall* also be capable of operating in sustained wind speeds up to 70 mph when its trailer is properly chocked and leveled.
- P11. Each transportable outdoor loudspeaker array and its associated equipment *shall* be designed to prevent precipitation and condensation from contacting electrical and electronic components.
- P12. Each transportable outdoor loudspeaker array and its associated equipment *shall* be designed to operate on battery power for at least 24 hours on standby followed by at least 30 minutes of voice message at rated output conditions. These are the minimum requirements; longer durations will be viewed as a positive factor in the evaluation process within the constraint of limiting potential cabinet size.

Two (2) central control stations

- C1. The City central control station *shall* be installed at the Fire Alarm Headquarters, 900 Second Street, Alexandria, VA 22314.
- C2. The County central control station *shall* be installed at the Emergency Communications Center located at 1400 North Uhle Street, Arlington VA, 22201.
- C3. Each central control station *shall* be compatible with the power supplies, space conditioning, and the other equipment that may be co-located with it (e.g., no radio interference, no excessive power requirements, no excessive heat generation characteristics, must fit within the space allotted to it, etc.).
- C4. Each central control station *shall* include a push-to-talk microphone so that a live message can be broadcast over pre-selected outdoor loudspeaker arrays.
- C5. The central control stations and associated control and communication system *shall* be compatible with the County's Motorola Astro 25 simulcast system, the City's Smartzone 4.1 trunked simulcast System, and the I-Net inter-jurisdictional communication methods. The County radio system and I-Net is described in Appendix A. The City radio system and I-Net is described in Appendix B.
- C6. The outdoor voice warning control, monitoring, activation and test processes *shall not* degrade the County and the City radio systems capacity or performance for handling critical voice traffic.
- C7. Each central control station *shall* be capable of controlling and displaying the status of individual outdoor loudspeaker arrays, groups by pre-determined zones, by jurisdiction and by total system. This capability *shall* include a map display with suitable icons showing individual status of each outdoor loudspeaker array and any building that has a mass notification circuit installed to interface with its voice-capable fire alarm system.
- C8. Each central control station *shall* be capable of acting as back-up for the other central control station.
- C9. Each central control station *shall* be capable of performing and recording the results of activation, monitoring and control functions. At a

minimum, the following *shall* be monitored for each outdoor loudspeaker array that is controlled by the central control station: cabinet intrusion, AC power supply status, battery status, outdoor loudspeaker array, radio signal status, and operating status the outdoor loudspeaker array modules used to produce the voice message.

- C10. Central control station monitoring of each mass notification circuit (see below) will need to be determined based on the specifics of each installation. At a minimum, radio signal receipt or receipt of signal over I-Net, and confirmation that voice message signal was transmitted to the appropriate building voice message system is expected to be needed.

Six (6) indoor mass notification interface circuitry with voice capable fire alarm system or building PA system

Six (6) buildings are being considered for the pilot project. It is anticipated that three (3) buildings will be selected in each jurisdiction. Depending on whether or not the owners of the buildings will agree to participate, the complexity, and the costs, this feature may or may not be included in the pilot project.

Refer to National Fire Protection Association "NFPA 72 National Fire Alarm Code," 2007 Edition, Annex E and United Facilities Criteria (UFC) 4-021-01, "Design and O&M: Mass Notification Systems," 01 May 2006 w/Mod 01 Draft (publicly available) for standards and requirements governing this part of the pilot project.

- I1. For the purposes of mass notification, assume that the voice message will be broadcast throughout the building. The audible characteristics (loudness, intelligibility) of the building PA system or of the voice capable fire alarm system will be used as-is.
- I2. If the installation is to interface with the voice capable fire alarm system, it *shall* not interfere with fire alarm primary function, it *shall* comply with the guidance found in NFPA 72 2007 Edition, Annex E.

Other Requirements

01. It is presently anticipated that messages will be in English for pilot project testing. However, the system provided under the pilot project *shall* be capable of storing and/or transmitting at least fifteen (15) pre-determined voice messages in English and at least fifteen (15) pre-determined voice messages in Spanish. To minimize impact on emergency responders using the radio system for ongoing voice communications, it is anticipated that pre-selected messages will be used to the maximum extent possible. Offerors *shall* describe the proposed system capabilities for pre-determined voice messages.
02. Offerors *shall* include in their proposal the relevant specifications for the equipment being proposed. This includes but is not limited to dimensions, weights, applicable codes and standards, electrical power requirements, audibility and intelligibility characteristics, mounting requirements, materials used, rated environmental conditions, etc. Offerors *shall* include photographs and dimensional drawings sufficient to determine whether the proposed equipment is compatible with existing conditions and limitations at the pre-selected locations.
03. Offerors *shall* include in their proposal sufficient information to determine how each model of outdoor loudspeaker array proposed meets the clarity and intelligibility requirements specified in F1 and P1 above. This includes, as applicable, experience with similar installations, field testing, laboratory testing, supporting calculations, limitations, expected intelligibility range if it exceeds 1500 feet, etc.

Descriptions of testing process used *shall* include whether such testing was done on single devices or part of system-wide testing with groups of outdoor loudspeaker speaker arrays using voice messages or noise spectra (e.g., "pink noise").

04. Offerors *shall* include in their proposal a description of system software or firmware design that will allow the best methods to reduce or eliminate multiple arrival effect to be determined by post-installation outdoor voice warning system testing. This shall include the ability to alternate voice messages among adjacent outdoor loudspeaker arrays (for adjacent omni-directional "vertical stack" arrays, for example), to send out a voice message over all directional arrays facing in the same direction(s) at the same time (e.g., all horns facing north and south give the voice message, then all horns facing east and west give the voice message, etc.), or the capability to break up pre-recorded messages into several second sections (e.g., give the first 3 seconds of the message, pause 2 seconds, give the next 3 seconds of the message, pause 2 seconds, etc.). The best message strategies may vary by outdoor loudspeaker array model and by location in which it is installed (e.g., open area, low- to mid-rise or high-rise built environment). The effectiveness of the proposed strategy will be evaluated in determining optimum system performance.
05. Offerors *shall* include in their proposal contact information for at least three (3) installations for which the Offeror provided and installed the same or similar equipment that is being proposed. The installations *shall* have been completed within the last three (3) years. For each installation, the Offeror shall provide the following:
- Client contact / project manager name, title, address, phone number and e-mail address.
 - Summary level project description including components and features of that installation which are the same or similar to the proposed system.
 - Primary purpose of the system - e.g., mass notification system that includes outdoor voice warning, outdoor tone/siren system that includes voice capability, outdoor voice warning system, etc.
- This information will be used to evaluate which of the proposed components and features have been successfully demonstrated elsewhere. New or first-of-a-kind features or components that have not yet been installed or demonstrated elsewhere will be evaluated against other relevant requirements of this solicitation to determine best value.
06. Offerors *shall* include in their proposal sufficient information to provide scale up factors. These shall include the maximum number of items that can be controlled, monitored, tested and activated by a central control console, cost and expected coverage area for each outdoor loudspeaker array model being proposed for each area that it is recommended for installation (e.g., open area, low- to mid-rise or high-rise built environment), cost of indoor mass notification circuitry, etc. Proposed quantity ordering discounts should also be shown, as applicable. An example of how to provide *scale up* factors is shown in Table 2. This information will be used to determine the capability to expand the voice warning system within COG jurisdictions after successful completion of the pilot project.
07. Offerors *shall* include in their proposal break down of the proposed costs into the following areas: initial equipment cost, initial installation cost, first-time and repetitive training costs (annualized as applicable), recommended spare parts costs (first time and annualized, as

applicable), maintenance service costs (annualized), and any other initial or annual costs that are applicable for long-term operation of the proposed outdoor warning system.

08. A minimum warranty period of 24 months after system installation and acceptance *shall* be provided. The warranty *shall* cover all components of the provided system, and installation and testing performed by the successful Offeror. Proposed warranty periods that are longer than the above minimum, for which there is no additional cost, will be viewed as a positive factor in the evaluation process.
09. Offerors *shall* identify in their proposal the minimum expected operating life for the proposed system and any additional charges for extended warranty, as applicable. The basis for determination of the minimum expected operating life *shall* be described in the proposal. Demonstrated longer operating life will be viewed as a positive factor in the evaluation process.
010. Offerors *shall* describe in their proposal the methods and processes proposed to assure that the system maintains its full functionality over its minimum expected operating life, including but not limited to guaranteed timely repair and provision of replacement parts over the minimum expected operating life of the equipment. Timely repair and replacement *shall* be made within five (5) business days of receipt of notification. Faster response capability will be viewed as a positive factor in the evaluation process.
011. Initial system installation cost *shall* include initial training of County and City personnel who will be operating the outdoor warning system; provision of operating and installation manuals; user aids; and any spare parts.
012. Although not a requirement at this time, Offerors *should* specify any other capabilities that their proposed system has relative to interoperability with other warning systems (e.g., Reagan National Airport, the Pentagon complex, electronic message signs, reverse 911, etc.) Demonstrated capabilities in this area will be viewed as a positive factor in the evaluation.
013. Offerors *shall* identify in their proposal the relevant specifications section of this solicitation each section of their proposal addresses (e.g., F1, 09, etc.)

Table 2: Example Scale Up Factor Table

Part A: Voice warning devices					
Type of area	Recommended Outdoor Loudspeaker Array	Expected Intelligibility Range (Area) based on Testing or Experience	Initial Installation Cost	Annualized Cost	Acceptable configurations
Open area (e.g., park or recreation area)	Model _____	____ feet / ____ square miles	\$____ for single unit \$____ per unit for more than ____units ordered at the same time \$____ per unit for more than ____units ordered at the same time	\$__ for maintenance and service \$__ for replacement parts	Device must be mounted at least ____ feet above ground level. Acceptable mounting includes Class _ poles, __, __, and ____.
Low- to mid-rise (building heights lower than the outdoor loudspeaker arrays mounting heights)	Model _____	____ feet / ____ square miles	\$____ for single unit \$____ per unit for more than ____units ordered at the same time \$____ per unit for more than ____units ordered at the same time	\$__ for maintenance and service \$__ for replacement parts	Device must be mounted at least ____ feet above ground level. Acceptable mounting includes Class _ poles, __, __, and ____.
High-rise (building heights predominantly higher than the outdoor loudspeaker arrays mounting heights)	Model _____	____ feet (along each street the array faces)	\$____ for single unit \$____ per unit for more than ____units ordered at the same time \$____ per unit for more than ____units ordered at the same time	\$__ for maintenance and service \$__ for replacement parts	Device must be mounted at least ____ feet above ground level. Acceptable mounting includes Class _ poles, __, __, and ____.
Outdoor - unspecified	Transportable Model _____	Dependent on type of area where it is to be is located	\$____ for single unit \$____ per unit for more than ____units ordered at the same time	\$__ for maintenance and service \$__ for replacement parts	Level ground, trailer wheels chocked, ____ and ____.

Table 2: Example Scale Up Factor Table

Part A: Voice warning devices					
Type of area	Recommended Outdoor Loudspeaker Array	Expected Intelligibility Range (Area) based on Testing or Experience	Initial Installation Cost	Annualized Cost	Acceptable configurations
Indoor – PA system	Not applicable	Building wide	\$___ for single unit \$___ per unit for more than ___units ordered at the same time \$___ per unit for more than ___units ordered at the same time	\$__ for maintenance and service \$__ for replacement parts	(specify acceptable mounting locations for interface device)
Indoor – voice capable fire alarm system per NFPA 72	Not applicable	Building wide	\$___ for single unit \$___ per unit for more than ___units ordered at the same time \$___ per unit for more than ___units ordered at the same time	\$__ for maintenance and service \$__ for replacement parts	(specify acceptable mounting locations for interface device)
Part B: Control Stations					
Type of station	Configuration	Support requirements	Initial Installation Cost	Annualized Cost	Other required equipment and components
Central (base station)	Specify CPU, UPS, display, communication interface, etc.	Specify power, power quality, space conditioning, etc. requirements as appropriate	\$___ per unit that controls up to ____ voice warning devices \$___ per unit to expand to ability to control up to ____ voice warning devices	\$__ for maintenance and service \$__ for replacement parts	(Specify)

Table 2: Example Scale Up Factor Table

Part A: Voice warning devices					
Type of area	Recommended Outdoor Loudspeaker Array	Expected Intelligibility Range (Area) based on Testing or Experience	Initial Installation Cost	Annualized Cost	Acceptable configurations
Portable	Specify CPU, UPS, display, communication interface, etc.	Specify power, power quality, space conditioning, etc. requirements as appropriate	\$__ for single unit that controls up to ____ voice warning devices \$__ per unit for more than __units ordered at the same time	\$__ for maintenance and service \$__ for replacement parts	(Specify)
Part C: Other equipment or services					
Type of equipment or service	(specify)	(specify)	(specify)	(specify)	(specify)
Mounting poles (if new ones are required)			\$__ for __ foot high pole made of __ Class __ including installation	\$__ for maintenance and service \$__ for replacement parts	

Arlington County Radio System

The County is implementing a Motorola Astro 25 SE Digital Trunked Simulcast System to replace its existing SMARTNET analog simulcast system.

The Astro 25 Digital platform is fully compliant with the Association of Public Safety Communications Officers (APCO) Project 25 standards. APCO 25 describes a set of technical standards for digital communications in both trunked and conventional modes.

The Astro 25 System includes the following major components:

- Six simulcast RF remote sites
- Fifteen existing 806 MHz simulcast channels
- Three new 821 MHz simulcast channels
- Astro Digital operation
- Encryption Capability
- Designed for a 95% Area reliability in both the Heavy Building and Medium Building Service Areas, a Delivered Audio Quality (DAQ) of 3.4 and a BER of <2%

System Configuration

The County site configuration will consist of seven locations sited strategically across the County and nearby to provide the best network functionality and optimal coverage reliability across the County, plus one mile.

Site Name	Location Type	Address	Function
Police/Courts Building – New ECC (New Site)	Building Space	1425 N. Courthouse Rd. Arlington	Main Console Site
Courthouse Plaza 11	Penthouse and Rooftop	2300 Clarendon Blvd. Arlington	Master, Simulcast Prime and Co-located RF Site for both the ASTRO 25 and SMARTNET Systems *
BB&T Bank	Building Space and Rooftop	6400 Arlington Blvd, Falls Church	RF Remote Site
Lee Pump Station	Water Tank and Building	4825 24 th St. N. Arlington	RF Remote Site
Ritz Carlton Hotel	Building Space and Rooftop	1250 South Hayes St, Arlington	RF Remote Site
Ballston Place (New Site)	Building Space and Rooftop	901 N. Pollard St, Arlington	RF Remote Site
Anser Building (New Site)	Building Space and Rooftop	2900 South Quincy St, Arlington	RF Remote Site

Interoperability

Interoperability considerations include the installation of Motorola's Motobridge IP-based radio interoperability system to integrate disparate radio systems and retention of the SMARTNET System with five dedicated channels as an Overlay to the Astro System. The County will also utilize two Gold Elite consoles to operate the Overlay while all other operator consoles will utilize the MCC 7500 (Vortex) console system.

Transport

The County will utilize a Proteus 18 GHz digital microwave radio with 28 DS-1

capacity in a loop configuration. The microwave configuration will also include larus loop switching for both microwave and fiber.

Two fiber options are being considered for installation after the microwave network. The options are a County fiber optic network (an extension of the existing I-Net) or a Verizon fiber network between sites.

County I-Net

County's fiber optic network (Institutional Network or I-Net) provides data and voice services to over 46 different buildings located within the County. Specifically, the County has acquired single mode fiber (12 strands per trunk) from the Courthouse Plaza headquarters to 39 remote buildings. This fiber provides much higher bandwidth connections to the remote buildings than the legacy T1 connections. Soon after the completion of the first phase of the INET, the County recognized the need to leverage its fiber investment to provide connectivity between jurisdictions. To date, the County has successfully connected to two (2) neighboring jurisdictions: the City of Alexandria and the City of Falls Church. The potential for cross-jurisdictional information sharing and data collaboration programs is enhanced with the fiber optic connections. In the future, the County plans to extend this capability to Fairfax County and beyond to increase the interoperability across the region.

Trunked Radio System Interface

The County Motorola Astro 25 trunked radio system will include a MOSCAD control system as an integrated system for system alarms and monitoring. The system is also capable of supporting multiple talk-groups and assigning unique ID numbers to individual radios.

A voice warning system may propose using the trunked radio system for activation in one of the following ways:

- Use the MOSCAD system (which would require Motorola authorization)
- Use a dedicated talk-group on the system
- Use the unique radio ID number of the radio at each location

A concern of the County is that the voice warning system must not degrade radio system capacity or performance for handling critical voice traffic during voice warning system control, monitoring, testing or activation processes.

City of Alexandria Radio System

The City has implemented a Motorola Digital Smartzone 4.1 Trunked Simulcast System to replace its existing SMARTNET analog simulcast system.

The Smartzone 4.1 System includes the following major components:

- Four simulcast RF remote sites
- Eight existing 806 MHz simulcast channels
- Three new 821 MHz simulcast channels
- Smartzone 4.1 Analog/Digital operation
- Encryption Capability
- Designed for a 95% Area reliability in both the Heavy Building and Medium Building Service Areas.

Alexandria Configuration

The City site configuration consists of six locations sited strategically across the City and nearby to provide the best network functionality and optimal coverage reliability across the City plus one mile.

Site Name	Location Type	Address	Function
Public Safety Building	Building Space	2003 Mill Road	Main Console Site
Masonic Temple	Penthouse and Rooftop	101 Callahan Drive	Master, Simulcast Prime and RF Site
Mark Center	Building Space and Rooftop	4901 Seminary Road	RF Remote Site
Watergate @ Landmark	Building Space and Rooftop	211 Yoakum Parkway	RF Remote Site
Aspen House	Building Space and Rooftop	3201 Landover Street	RF Remote Site
Fire Administration	Building Space	900 Second Street	AEB, Console Site

Transport

The City utilizes Verizon T1 and Comcast Fiber to link sites.

Comcast Cable fiber options are being considered for installation after the Verizon T1 network. The options are a City fiber optic network (an extension of the existing I-Net) or a Comcast fiber network between sites.

City I-Net

The City fiber optic network (Institutional Network or I-Net) provides data and voice services to a variety of different buildings located within the City. This fiber provides much higher bandwidth connections to the remote buildings than the legacy T1 connections. Soon after the completion of the first phase of the I-Net, the City recognized the need to leverage its fiber investment to provide connectivity between jurisdictions. To date, the city has successfully connected to one (1) neighboring jurisdictions: Arlington County. The potential for cross-jurisdictional information sharing and data collaboration programs is enhanced with the fiber optic connections. In the future, the City plans to extend this capability to Fairfax County and beyond to increase the interoperability across the region.

Trunked Radio System Interface

The City Motorola Smartzone 4.1 trunked radio system includes a MOSCAD control system as an integrated system for system alarms and monitoring. The system is also capable of supporting multiple talk-groups and assigning unique ID numbers to individual radios.

A voice warning system may propose using the trunked radio system for activation in one of the following ways:

- Use the MOSCAD system (which would require Motorola authorization)
- Use a dedicated talk-group on the system
- Use the unique radio ID number of the radio at each location

A concern of the City is that the voice warning system must not degrade radio system capacity or performance for handling critical voice traffic during voice warning system control, monitoring, testing or activation processes.

SPECIAL CONDITIONS

CONTRACT DOCUMENTS

Unless a separate formal Agreement is entered into between the parties, the Contract Documents consist of the response of the Contractor and this solicitation. The Contract Documents set forth the entire Agreement between the County and the Contractor. The County and the Contractor agree that no representative or agent of either of them has made any representation or promise with respect to the Contract Documents which is not contained in the Contract Documents, and that all terms and conditions with respect to the Contract Documents are expressly contained herein.

PROJECT OFFICER

The performance of the Contractor is subject to the review and approval of the County Project Officer who shall be appointed by the Director of the agency requesting the work under this solicitation. However, it shall be the responsibility of the Contractor to manage the details of the execution and performance of its work under the Contract Documents.

TERMINATION FOR DEFAULT

The Contract will remain in force for the full period specified and until the County determines that all requirements and conditions have been satisfactorily met and the County has accepted the Work, and thereafter until the Contractor has met all requirements and conditions relating to the Work under the Contract Documents following the Initial Contract Term and all Subsequent Contract Terms, including warranty and guarantee periods. However, the County will have the right to terminate this Contract sooner if the Contractor has failed to perform satisfactorily the Work required, as determined by the County in its discretion.

In the event the County decides to terminate this Contract for failure to perform satisfactorily, the County will give the Contractor at least fifteen (15) days written notice before the termination takes effect. Such fifteen (15) day period will begin upon the mailing of notice by the County. If the Contractor fails to cure the default within the fifteen (15) days specified in the notice and the Contract is terminated for the Contractor's failure to provide satisfactory Contract performance, the Contractor will be entitled to receive compensation for all Contract services satisfactorily performed by the Contractor and allocable to the Contract and accepted by the County prior to such termination. However, an amount equal to all additional costs required to be expended by the County to complete the Work covered by the Contract, including costs of delay in completing the project, shall be either subtracted from any amount due the Contractor or charged to the Contractor in the event the County terminates the Contract.

Except as otherwise directed by the County, or in the case of termination for default (in which event the Contractor may be entitled to cure, at the option of the County), the Contractor shall stop Work on the date of receipt of notice of the termination or other date specified in the notice, place no further orders or subcontracts for materials, services, or facilities except as are necessary for the completion of such portion of the Work not terminated, and terminate all vendors and subcontracts and settle all outstanding liabilities and claims.

In the event any termination for default shall be found to be improper or invalid by any court of competent jurisdiction, then such termination shall be deemed to have been a termination for convenience.

TERMINATION FOR THE CONVENIENCE OF THE COUNTY

The performance of work under this Contract may be terminated by the Purchasing Agent in whole or in part whenever the Purchasing Agent shall determine that such termination is in the County's best interest. Any such termination shall be effected by the delivery to the Contractor of a written notice of termination at least fifteen (15) days before the date of termination, specifying the extent to which performance of the work under this Contract is terminated and the date upon which such termination becomes effective.

After receipt of a notice of termination and except as otherwise directed the Contractor shall stop all work on the date of receipt of the notice of termination or other date specified in the notice; place no further orders or subcontracts for materials, services or facilities except as are necessary for the completion of such portion of the work not terminated; immediately transfer all documentation and paperwork for terminated work to the County; and terminate all vendors and subcontracts and settle all outstanding liabilities and claims.

PAYMENT TERMS

Payment terms will be recorded by the County as Net thirty (30) days. The County will pay the Contractor within thirty (30) days after the date of receipt of a correct (as determined by the Project Officer) invoice approved by the Project Officer describing completed work which is reasonable and allocable to the Contract, or the date of receipt of the entire order, or the date of acceptance of the work which meets the Contract requirements, whichever is later. Payments will be made by the County for goods or services furnished, delivered, inspected, and accepted upon receipt of invoices submitted on the date of shipment or delivery of service, subject to applicable payment terms. The number of the Purchase Order by which authority shipments have been made or services performed shall appear on all invoices. Invoices shall be submitted in duplicate. Unless otherwise specified herein, payment shall not be made prior to delivery and acceptance of the entire order by the County.

ADJUSTMENTS FOR CHANGE IN SCOPE

The County may order changes in the work within the general scope of the work consisting of additions, deletions or other revisions. No claim may be made by the Contractor that the scope of the project or of the Contractor's services has been changed requiring adjustments to the amount of compensation due the Contractor unless such adjustments have been made by a written amendment to the Contract signed by the County and the Contractor. If the Contractor believes that any particular work is not within the scope of the project or is a material change or otherwise will call for more compensation to the Contractor, the Contractor must immediately notify the Project Officer in writing of this belief. Within ten (10) days after any change or event which the Contractor believes calls for more compensation, the Contractor must provide to the Project Officer a proposal which sets forth the amount of additional compensation claimed, together with the basis therefor and supportive documentation for the amount. The Contractor will not be compensated for performing any work unless a proposal complying with this paragraph has been submitted in the time specified above and a written amendment has been signed by the County and the Contractor and a County purchase order is issued covering the cost of the services to be provided under the amendment. If the Project Officer believes that the work is within the scope of the Contract as written, the Contractor will be ordered to continue work.

NONAPPROPRIATION

All funds for payments by the County under this Contract are subject to the availability of an annual appropriation for this purpose by the County Board of Arlington County. In the event of nonappropriation of funds by the County Board of Arlington County for the goods or services provided under this Contract or substitutes for such goods or services which are as advanced or more advanced in their technology, the County will terminate the Contract, without termination charge or other liability to the County, on the last day of the then current fiscal year or when the appropriation made for the then current year for the services covered by this Contract is spent, whichever event occurs first. If funds are not appropriated at any time for the continuation of this Contract, cancellation will be accepted by the Contractor on thirty (30) days prior written notice, but failure to give such notice shall be of no effect and the County Board of Arlington County shall not be obligated under this Contract beyond the date of termination.

PAYMENT OF SUBCONTRACTORS

The Contractor is obligated to take one of the two following actions within seven (7) days after receipt of amounts paid to the Contractor by the County for work performed by any subcontractor under this Contract:

- a. Pay the subcontractor for the proportionate share of the total payment received from the County attributable to the work performed by the subcontractor under this Contract; or
- b. Notify the County and the subcontractor, in writing, of the Contractor's intention to withhold all or a part of the subcontractor's payment with the reason for nonpayment.

The Contractor is obligated to pay interest to the subcontractor on all amounts owed by the Contractor that remain unpaid after seven (7) days following receipt by the Contractor of payment from the County for work performed by the subcontractor under this Contract, except for amounts withheld as allowed in b., above. Unless otherwise provided under the terms of this Contract, interest shall accrue at the rate of one percent (1%) per month.

The Contractor shall include in each of its subcontracts a provision requiring each subcontractor to include or otherwise be subject to the same payment and interest requirements with respect to each lower-tier subcontractor.

The Contractor's obligation to pay an interest charge to a subcontractor pursuant to the above provisions may not be construed to be an obligation of the County. A Contract modification may not be made for the purpose of providing reimbursement for such interest charge. A cost reimbursement claim may not include any amount for reimbursement for such interest charge.

AUDIT

The Contractor agrees to retain all books, records and other documents related to this procurement for at least five (5) years after final payment, or until audited by the County, whichever is sooner. The County or its authorized agents shall have full access to and the right to examine any of the above documents during this period. If the Contractor wishes to destroy or dispose of records (including confidential records to which the County does not have ready access) after the County's audit but within five (5) years after final payment, the Contractor shall notify the County at least thirty (30) days prior to such disposal, and if the County objects, shall not dispose of the records.

PROJECT STAFF

The County will, throughout the Contract Term and any renewal term, have the right of reasonable rejection and approval of staff or subcontractors assigned to the project by the Contractor. If the County reasonably rejects staff or subcontractors, the Contractor must provide replacement staff or subcontractors satisfactory to the County in a timely manner and at no additional cost to the County. The day-to-day supervision and control of the Contractor's employees shall be solely the responsibility of the Contractor.

SUPERVISION BY CONTRACTOR

The Contractor shall at all times enforce strict discipline and good order among the workers performing under this Contract, and shall not employ on the work any person not reasonably proficient in the work assigned.

SAFETY

The Contractor shall comply with, and ensure that the Contractor's personnel and subcontracted personnel comply with, all current applicable local, state and federal policies, regulations and standards relating to safety and health, including, by way of illustration and not limitation, the standards of the Virginia Occupational Safety and Health Administration for the General Industry and for the Construction Industry, the Federal Environmental Protection Agency Standards and the applicable standards of the Virginia Department of Environmental Quality.

The Contractor shall provide, or cause to be provided, all technical expertise, qualified personnel, equipment, tools and material to safely accomplish the work specified to be performed by the Contractor and subcontractor(s).

The Contractor shall identify to the County Project Officer at least one on-site person who is the Contractor's competent, qualified, and authorized person on the worksite and who is, by training or experience, familiar with policies, regulations and standards applicable to the work being performed. The competent, qualified and authorized person must be capable of identifying existing and predictable hazards in the surroundings or working conditions which are unsanitary, hazardous or dangerous to employees, shall be capable of ensuring that applicable safety regulations are complied with, and shall have the authority and responsibility to take prompt corrective measures, which may include removal of the Contractor's personnel from the work site.

The Contractor shall provide to the County, at the County's request, a copy of the Contractor's written safety policies and safety procedures applicable to the scope of work. Failure to provide this information within seven (7) days of the County's request may result in cancellation of the award.

INSTRUCTIONS TO OFFERORS

ADDITIONAL INFORMATION

Technical questions relating to this solicitation shall be submitted in writing to Peter Nielsen at pnielsen@arlingtonva.us, Fax Number (703)228-3667. A copy of any questions submitted must be forwarded to the Procurement Officer, Peter Nielsen, at pnielsen@arlingtonva.us, Fax Number (703)228-3409.

If any questions or responses require revisions to the solicitation as originally published, such revisions will be by formal amendment only. If the solicitation includes a separate County contact for technical information, bidders are cautioned that any written or oral representations made by any County or other person that appear to change materially any portion of the solicitation shall not be relied upon unless subsequently ratified by a written amendment to this solicitation issued by the Office of the Purchasing Agent. For determination as to whether an oral or written representation of any County or other person requires that an amendment be issued, contact the County Purchasing Office in writing at Fax Number (703)228-3409.

General contractual questions regarding this solicitation shall be submitted to the George Barak, Procurement Officer, at gbarak@arlingtonva.us, Fax Number (703)228-3409.

PROPOSAL FORM SUBMISSION

One proposal with a proposal form containing an original longhand signature and seven (7) additional copies, which may include a photocopy of the signed proposal form (8 copies total), shall be submitted in hand in a sealed envelope to the Office of the Purchasing Agent no later than the time and date specified in the solicitation. Timely submission of the proposal is solely the responsibility of the offeror. Proposals received after the specified time will be rejected. The envelope or package shall indicate the name of the offeror, proposal submission date, time, and the number of the solicitation. The time and date of receipt shall be indicated on the envelope or package by the Purchasing Office. Proposals received in the Office of the Purchasing Agent after the time and date specified in the solicitation will not be opened or considered. Proposals not submitted in the number of copies requested are subject to immediate rejection. Facsimile transmissions of proposals will not be accepted.

Failure to submit a proposal with a fully completed Proposal Form provided for that purpose in this solicitation shall be considered just cause for rejection of the proposal. Modification of or additions to any portion of the solicitation may be cause for rejection of the proposal; however, the County reserves the right to decide, on a case by case basis, in its sole discretion, whether or not to reject such a proposal as nonresponsive. Proposals and all documents related to this solicitation submitted to the County by an Offeror or a prospective Offeror shall, upon receipt by the County, become the property of the County.

INCOMPLETE DOCUMENTS

The Contractor, as an Offeror, is responsible for having determined the accuracy and completeness of the solicitation documents upon which it relied in making its proposal, and having notified the County Purchasing Agent immediately upon discovery of an apparent inaccuracy, error in, or omission of any pages, drawings, sections, or addenda whose omission from the documents was apparent from a reference or page numbering in the solicitation documents.

If a potential Offeror downloaded an electronic version of the solicitation documents, such potential Offeror is responsible for determining the accuracy and completeness of the electronic documents.

If the Contractor proceeds with any activity that may be affected by an inaccuracy, error in, or omission described above, of which it has not notified the County Purchasing Agent, the Contractor hereby agrees to perform any work described in such missing or incomplete documents at no additional cost to the County.

EXPENSES INCURRED IN PREPARING PROPOSAL

The County accepts no responsibility for any expense incurred by the offeror in the preparation and presentation of a proposal, such expenses to be borne exclusively by the offeror.

OFFEROR INVESTIGATIONS

Before submitting a proposal, each offeror shall make all investigations and examinations necessary to ascertain all conditions and requirements affecting the full performance of the Contract and to verify any representations made by the County that the offeror will rely upon. No pleas of ignorance of such conditions and requirements resulting from failure to make such investigations and examinations will relieve the successful offeror from its obligation to comply in every detail with all provisions and requirements of the Contract documents, or will be accepted as a basis for any claim whatsoever for any monetary consideration on the part of the successful offeror.

QUALIFICATION OF OFFERORS

Each offeror may be required, before the award of any contract, to show to the complete satisfaction of the Purchasing Agent that it has the necessary facilities, ability, and financial resources to furnish the service or material specified herein in a satisfactory manner. The offeror may also be required to show past history and references which will enable the Purchasing Agent to be satisfied as to the offeror's qualifications. Failure to qualify according to the foregoing requirements will justify rejection by the County.

TWO-STEP EVALUATION

Evaluation of responses shall be a two step process. The first step consists of scoring the responses of all offerors to create a short list of those deemed most qualified to perform the work. Two or more of the highest scoring offerors will be included in the short list. The scores for the first step are solely to identify those who will proceed to the second step. The second step is the selection of the finalist(s) from the short listed offerors. The second step selection will be based on an evaluation of either the short listed offerors' interviews and oral presentations, or the quality of responses to the County's request for additional information, or a combination of these factors. The scores received by the finalists in the step one evaluation will not be used in step two except as a tie breaker.

DEBARMENT STATUS

By submitting a proposal, the offeror certifies that it is not currently debarred or suspended from submitting proposals on contracts by Arlington County, Virginia or any political subdivision or agency of the Commonwealth of Virginia, and is not an agent of any person or entity that is currently debarred or suspended from submitting proposals on contracts by Arlington County, Virginia or any political subdivision or agency of the Commonwealth of Virginia.

ARLINGTON COUNTY BUSINESS LICENSES

The Contractor must comply with the provisions of Chapter 11 (Business Licenses) of the Arlington County Code, if applicable. For information on the provisions of this chapter and its applicability to this Contract, contact the Arlington County Business License Division, Office of the Commissioner of the Revenue, Arlington, Virginia, Telephone Number (703) 228-3060.

PROPOSAL WITHDRAWAL

No proposal can be withdrawn after it is filed unless the offeror makes a request in writing to the County prior to the time and date set for the receipt of proposals or unless the County fails to award or issue a notice of intent to award a Contract within ninety (90) days after the date and time set for receipt of proposals.

ALTERNATE INSURANCE COVERAGE

If the offeror does not meet the insurance requirements of the specifications, alternate insurance coverage, satisfactory to the County, may be considered. Written requests for consideration of alternate coverages must be received by the County Purchasing Agent at least ten (10) working days prior to the date set for receipt of proposals. If the County denies the request for alternate coverages, the specified coverage will be required to be submitted. If the County permits alternate coverage, an amendment to the Insurance Requirements will be prepared and distributed prior to the time and date set for receipt of proposals.

PARKING

At most County locations, parking for the Contractor's vehicles is not provided by the County. The Contractor is responsible for the payment of any parking charges or fines resulting from illegal parking at any of the sites. Arlington County offers the "ParkSmart" card, a prepaid, debit card that can be used at 2800 specially marked parking meters in Arlington County. You may purchase the ParkSmart card at Arlington County Commuter Services Commuter Stores, the Arlington County Treasurer's Office, or online at www.commuterdirect.com. For more information on the use of this payment device, visit www.parkarlington.com or call 703-228-7433.

TRADE SECRETS OR PROPRIETARY INFORMATION

Trade secrets or proprietary information submitted by an offeror in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, the offeror must invoke the protection of this section prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and state the reasons why protection is necessary.

PROPOSAL STANDARDS

Whenever possible, proposals submitted in response to this solicitation shall comply with the following guidelines:

- All copies shall be printed on at least 30% recycled-content and/or tree free paper;
- All copies shall be double-sided;
- Covers or binders shall be recyclable, made from recycled materials, and/or easily removable to allow for recycling of pages (proposals with glued bindings that meet all other requirements are acceptable);
- The use of plastic covers or dividers should be avoided; and

- Unnecessary attachments or documents not specifically asked for should not be submitted, and superfluous use of paper (e.g. separate title sheets or chapter dividers) should be avoided.

INTEREST IN MORE THAN ONE PROPOSAL, AND COLLUSION

More than one proposal received in response to a single solicitation from an individual, firm, partnership, corporation, affiliate, or association under the same or different names will be rejected. Reasonable grounds for believing that an offeror is interested in more than one proposal for a solicitation both as an offeror and as a subcontractor for another offeror, will result in rejection of all proposals in which the offeror is interested. However, a firm acting only as a subcontractor may be included as a subcontractor for two or more offerors submitting a proposal for the work. Any or all proposals may be rejected if reasonable grounds exist for believing that collusion exists among any offerors. Offerors rejected under the above provisions shall be disqualified if they respond to a re-solicitation for the same work.

COMPETITIVE NEGOTIATION FOR GOODS AND SERVICES OTHER THAN PROFESSIONAL SERVICES

This solicitation is let under the Arlington County procedure, "Competitive Negotiation for Goods and Services" as defined in the Arlington County Purchasing Resolution. Under this procedure, the content of the proposals, and the identity of the offerors are not public record until an award determination has been made. Because of this restriction, the opening of proposals is not public.

UNNECESSARILY ELABORATE RESPONSES

Unnecessarily elaborate brochures or other presentations beyond those sufficient to present a complete and effective response to this solicitation are not desired and may be construed as an indication of the respondent's lack of cost consciousness. Elaborate or expensive art work, paper, bindings, and visual and other presentations are neither necessary at this time nor desired by the County.

GENERAL TERMS AND CONDITIONS

COUNTY EMPLOYEES

No employee of Arlington County, Virginia shall be admitted to any share or part of this Contract or to any benefit that may arise therefrom which is not available to the general public.

EMPLOYMENT DISCRIMINATION BY CONTRACTOR PROHIBITED

During the performance of this contract, the contractor agrees as follows:

- A. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, sexual orientation, national origin, age, disability or any other basis prohibited by state law related to discrimination in employment except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
- B. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an Equal Opportunity Employer.
- C. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
- D. The contractor will comply with the provisions of the Americans with Disabilities Act of 1990 which prohibits discrimination against individuals with disabilities in employment and mandates their full participation in both publicly and privately provided services and activities.
- E. The contractor will include the provisions of the foregoing paragraphs in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

DRUG-FREE WORKPLACE TO BE MAINTAINED BY CONTRACTOR

During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor in accordance with the Arlington County Resolution, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

INDEMNIFICATION

The Contractor covenants to save, defend, hold harmless, and indemnify the County, and all of its elected and appointed officials, officers, employees, agents, departments, agencies, boards, and commissions (collectively the "County") from and against any and all claims, losses, damages, injuries, fines, penalties, costs (including court costs and attorney's fees), charges, liability, or exposure, however caused, resulting from, arising out of, or in any way connected with the Contractor's intentional, negligent, or grossly negligent acts or omissions in performance or nonperformance of its work called for by the Contract Documents. This indemnification shall survive the termination of this Contract.

COUNTY PURCHASE ORDER REQUIREMENT

County purchases of goods over \$5,000.00 per transaction and purchases of services over \$500 per transaction are authorized only if a County Purchase Order is issued in advance of the transaction, indicating that the ordering agency has sufficient funds available to pay for the purchase. A purchase order will be issued for any purchase if the vendor requires a purchase order for its records. The County will not be liable for payment for any purchases of goods over \$5,000 per transaction or purchases of services over \$500 per transaction made by its employees without appropriate purchase authorization issued by the County Purchasing Agent. Contractors providing goods or services without a signed County Purchase Order do so at their own risk and must satisfy themselves that the ordering person or agency is authorized to purchase goods or services in the name of the County. Please direct questions regarding this requirement to the County Procurement Officers at (703)228-3410.

FAILURE TO DELIVER

In case of failure to deliver goods or services in accordance with the Contract terms and conditions, the County, after due oral or written notice, may procure the goods or services from other sources and hold the Contractor responsible for any resulting additional purchase and administrative costs; provided, that if public necessity requires the use of materials or supplies not conforming to the specifications, they may be accepted and payment therefore shall be made at a reduction in price to be determined solely by the County. This remedy shall be in addition to any other remedies, which the County may have. The County shall be entitled to offset such costs against any sums owed by the County to the Contractor.

ETHICS IN PUBLIC CONTRACTING

This Contract incorporates by reference Article 9 of the Arlington County, Virginia, Purchasing Resolution, as well as any state or federal law related to ethics, conflicts of interest, or bribery, including by way of illustration and not limitation, the Virginia State and Local Government Conflict of Interests Act, the Virginia Governmental Frauds Act, and Articles 2 and 3 of Chapter 10 of Title 18.2 of the Virginia Code, as amended. The Contractor certifies that its offer is made without collusion or fraud and that it has not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer, or subcontractor and that it has not conferred on any public employee having official responsibility for this purchase any payment, loan, subscription, advance, deposit of money, services, or anything of more than nominal value, present or promised unless consideration of substantially equal or greater value was exchanged.

LIABILITY

The Contractor shall not be held responsible for failure to perform the duties and responsibilities imposed by this Contract if such failure is due to strikes, fires, riots, rebellions, or Force Majeure, beyond the control of

the Contractor, that make performance impossible or illegal, unless otherwise specified in the Contract.

The County shall not be held responsible for failure to perform the duties and responsibilities imposed by the Contract if such failure is due to strikes, fires, riots, rebellions, or Force Majeure, beyond the control of the County, that make performance impossible or illegal, unless otherwise specified in the Contract.

ASSIGNMENT

The Contractor shall not assign, transfer, convey, sublet, or otherwise dispose of any award, or any or all of its rights, obligations, or interests under this Contract, without the prior written consent of the County.

APPLICABLE LAW

This Contract and the work performed hereunder shall be governed in all respects by the laws of the Commonwealth of Virginia and the venue for any litigation with respect thereto shall be in the Circuit Court for Arlington County, Virginia. In performing the Work under this Contract, the Contractor shall comply with applicable federal, state, and local laws, ordinances and regulations.

AUTHORITY TO TRANSACT BUSINESS

In accordance with §13.1-613 of the Code of Virginia, any firm submitting a bid or proposal in response to this solicitation must be authorized to transact business in the Commonwealth of Virginia.

IMMIGRATION REFORM AND CONTROL ACT OF 1986

The Contractor certifies that it does not, and will not during the performance of the Contract, employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

ANTITRUST

By entering into this Contract, the Contractor conveys, sells, assigns and transfers to the County all rights, title, and interest in and to all causes of action the Contractor may now have or hereafter acquire under the antitrust laws of the United States or the Commonwealth of Virginia, relating to the goods or services purchased or acquired by the County under said Contract.

RELATION TO COUNTY

The Contractor will be legally considered as an independent contractor and neither the Contractor nor its employees will, under any circumstances, be considered employees, servants or agents of the County. The County will not be legally responsible for any negligence or other wrongdoing by the Contractor, its employees, servants or agents. The County will not withhold payments to the Contractor for any federal or state unemployment taxes, federal or state income taxes, Social Security tax, or any other amounts for benefits to the Contractor. Further, the County will not provide to the Contractor any insurance coverage or other benefits, including Workers' Compensation, normally provided by the County for its employees.

DELIVERY

All goods are purchased F.O.B. point of delivery in Arlington County. All costs for handling and transportation charges to the designated point of delivery shall be borne by the Contractor. Transportation, handling and all related charges shall be included in the unit prices or discounts bid for each item.

ARLINGTON COUNTY PURCHASING RESOLUTION

The Contract is governed by the applicable provisions of the Arlington County Purchasing Resolution. The time limit for final written decision by the County Manager in the event of a contractual dispute, as that term is defined in the Purchasing Resolution, is fifteen (15) days. Procedures for considering contractual claims, disputes, administrative appeals, and protests are contained in the Purchasing Resolution, incorporated herein by reference, and available upon request from the Office of the Purchasing Agent.

ARBITRATION

It is expressly agreed that nothing under the Contract shall be subject to arbitration, and any references to arbitration are expressly deleted from the Contract.

PATENTS AND ROYALTIES

The Contractor covenants to save, defend, hold harmless, and indemnify the County, and all of its officers, officials, departments, agencies, agents, and employees (collectively the "County") from and against any and all claims, losses, damages, injuries, fines, penalties, costs (including court costs and attorney's fees), charges, liability, or exposure, however caused, for or on account of any trademark, copyright, patented or unpatented invention, process, or article manufactured or used in the performance of this Contract, including its use by the County. If the Contractor uses any design, device, or materials covered by letters patent or copyright, it is mutually agreed and understood, without exception, that the Contract price includes all royalties or costs arising from the use of such design, device, or materials in any way involved with the work.

CONFIDENTIALITY AND RETURN OF RECORDS

The Contractor agrees that all findings, memoranda, correspondence, documents or records of any type, whether written or oral, and all documents generated by the Contractor or its subcontractors as a result of the County's request for services under this Contract, are confidential records ("Record" or "Records"), and neither the Records nor their contents shall be released by the Contractor, its subcontractors, or other third parties; nor shall their contents be disclosed to any person other than the Project Officer or designee. The Contractor agrees that all oral or written inquiries from any person or entity regarding the status of any Record generated as a result of the existence of this Contract shall be referred to the Project Officer or designee for response. At the County's request, the Contractor shall deliver all Records to the Project Officer, including "hard copies" of computer records, and at the County's request, shall destroy all computer records created as a result of the County's request for services under this Contract.

The Contractor agrees to include the provisions of this section as part of any Contract or Agreement the Contractor enters into with subcontractors or other third parties for work related to work pursuant to this Agreement.

No termination of this Agreement shall have the effect of rescinding, terminating or otherwise invalidating this section.

COPYRIGHT

The Contractor hereby irrevocably transfers, assigns, sets over and conveys to the County all right, title and interest, including the sole exclusive and complete copyright interest, in any and all copyrightable works created pursuant to this Agreement. The Contractor further agrees to execute such documents as the County may request to effect such transfer or assignment.

Further, the Contractor agrees that the rights granted to the County by this paragraph are irrevocable. Notwithstanding anything else in this Agreement, the Contractor's remedy in the event of termination of or dispute over the terms of this Agreement shall not include any right to rescind, terminate or otherwise revoke or invalidate in any way the rights conferred pursuant to the provisions of this paragraph. Similarly, no termination of this Agreement shall have the effect of rescinding, terminating or otherwise invalidating the rights acquired pursuant to the provisions of this "Copyright" paragraph.

The use of subcontractors or third parties in developing or creating input into any copyrightable materials produced as a part of this Agreement is prohibited unless the County approves the use of such subcontractors or third parties in advance and such subcontractors or third parties agree to include the provisions of this paragraph as part of any contract they enter into with the Contractor for work related to work pursuant to this Agreement.

INSURANCE REQUIREMENTS

The Contractor shall provide to the County Purchasing Agent a Certificate of Insurance indicating that the Contractor has in force the coverage below prior to the start of any Work under this Contract. The Contractor agrees to maintain such insurance until the completion of this Contract. All required insurance coverages must be acquired from insurers authorized to do business in the Commonwealth of Virginia and acceptable to the County. The minimum insurance coverage shall be:

Workers Compensation - Virginia Statutory Workers Compensation (W/C) coverage including Virginia benefits and employers liability with limits of \$100,000/100,000/500,000. The County will not accept W/C coverage issued by the Injured Worker's Insurance Fund, Towson, MD.

Commercial General Liability - \$1,000,000 combined single limit coverage with \$1,000,000 general aggregate covering all premises and operations and including Personal Injury, Completed Operations, Contractual Liability, Independent Contractors, and Products Liability. The general aggregate limit shall apply to this Contract. Evidence of Contractual Liability coverage shall be typed on the certificate.

Additional Insured - Arlington County, its officers, elected and appointed officials, and employees shall be named as an additional insured in the Contractor's Commercial General Liability policy; evidence of the Additional Insured endorsement shall be typed on the certificate.

Cancellation - All insurance policies required hereunder shall be endorsed to include the following provision: "It is agreed that this policy is not subject to cancellation, non-renewal, material change, or reduction in coverage until thirty (30) days prior written notice has been given to the Purchasing Agent, Arlington County, Virginia." Therefore, the words "endeavor to" and "but failure to mail such notice shall impose no obligation of liability of any kind upon the company, its agents or representatives" are to be eliminated from the cancellation provision of standard ACORD certificates of insurance.

Contract Identification - The insurance certificate shall state this Contract's number and title.

Business Automobile Liability - \$500,000 Combined Single Limit (Owned, non-owned and hired).

The Contractor assumes all risks for direct and indirect damage or injury to the property or persons used or employed on or in connection with the Work contracted for, and of all damage or injury to any person or property wherever located, resulting from any action, omission, commission or operation under the Contract, or in connection in any way whatsoever with the contracted Work.

No acceptance or approval of any insurance by the County shall be construed as relieving or excusing the Contractor from any liability or obligation imposed upon the Contractor by the provisions of the Contract Documents.

The Contractor shall be responsible for the Work performed under the Contract Documents and every part thereof, and for all materials, tools, equipment, appliances, and property of any description used in connection with the Work. The Contractor shall be as fully responsible to the County for the acts and omissions of its subcontractors and of persons employed by them as it is for acts and omissions of persons directly employed by it.

Notwithstanding any of the above, the Contractor may satisfy its obligations under this section by means of self insurance for all or any part of the insurance required, provided that the alternative coverages are submitted to and acceptable to the County.

**ARLINGTON COUNTY, VIRGINIA
REQUEST FOR PROPOSALS NO. 30-07**

P R O P O S A L F O R M

PROPOSALS WILL BE OPENED AT 2:00 P.M., DECEMBER 21, 2006

FOR PROVIDING VOICE WARNING SYSTEM PER THE FOREGOING SOLICITATION:

THE UNDERSIGNED UNDERSTANDS AND ACKNOWLEDGES THE FOLLOWING:

THE OFFICIAL, TRUE, AND COMPLETE COPY OF THE SOLICITATION DOCUMENTS, WHICH SHALL INCLUDE ANY AMENDMENTS THERETO, IS THE HARD COPY OF THE DOCUMENTS AVAILABLE FROM THE OFFICE OF THE PURCHASING AGENT.

AN ELECTRONIC COPY OF THE SOLICITATION DOCUMENTS ALSO IS AVAILABLE FROM THE COUNTY'S WEBSITE AT: [HTTP://WWW.ARLINGTONVA.US/PURCHASING](http://www.arlingtonva.us/purchasing). HOWEVER, SUCH ELECTRONIC COPY IS SUBJECT TO AN IMPORTANT DISCLAIMER WHICH ALL POTENTIAL OFFERORS MUST ACKNOWLEDGE ONLINE BEFORE THE DOCUMENTS CAN BE DOWNLOADED.

POTENTIAL OFFERORS ARE RESPONSIBLE FOR DETERMINING THE ACCURACY AND COMPLETENESS OF ALL SOLICITATION DOCUMENTS THEY RECEIVE, INCLUDING DOCUMENTS OBTAINED FROM THE COUNTY BY EITHER OF THE METHODS DESCRIBED ABOVE, AND DOCUMENTS OBTAINED FROM ALL OTHER SOURCES.

1. ALL MATERIAL (PROPOSAL AND ATTACHMENTS) SUBMITTED SHALL BE IN EIGHT COPIES, CONSISTING OF: ONE PROPOSAL, CLEARLY MARKED ON ITS COVER WITH THE WORD "ORIGINAL", WHICH SHALL INCLUDE A PROPOSAL FORM CONTAINING AN ORIGINAL LONGHAND SIGNATURE; AND SEVEN. ADDITIONAL COPIES, WHICH MAY INCLUDE A PHOTOCOPY OF THE SIGNED PROPOSAL FORM. THIS ORIGINAL, SIGNED PROPOSAL FORM SHALL BE FIRST PAGE OF THE ORIGINAL PROPOSAL.

2. INDICATE THE NAME AND CONTACT INFORMATION OF THE PERSON WHO CAN RESPOND AUTHORITATIVELY TO ANY QUESTIONS REGARDING THIS PROPOSAL (PROJECT MANAGER).

NAME (PRINTED): _____ TEL. NO.: _____

E-MAIL ADDRESS: _____

TRADE SECRETS OR PROPRIETARY INFORMATION:

Trade secrets or proprietary information submitted by an offeror in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, Section 4-110 of the Arlington County Purchasing Resolution states that the offeror must invoke the protection of this section prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and state the reasons why protection is necessary.

Please mark one:

() **No**, the proposal I have submitted does not contain any trade secrets and/or proprietary information.

() **Yes**, the proposal I have submitted does contain trade secrets and/or proprietary information.

If **Yes**, you must clearly identify below the exact data or other

materials to be protected and list all applicable page numbers of the proposal containing such data or materials:

State the specific reason(s) why protection is necessary:

If you fail to identify the data or other materials to be protected and state the reasons why protection is necessary in the space provided above, you will not have invoked the protection of Section 4-110 of the Purchasing Resolution. Accordingly, effective upon the award of contract, the proposal will be open for public inspection consistent with applicable law.

CERTIFICATION OF NON-COLLUSION: The undersigned certifies that this proposal is not the result of, or affected by, any act of collusion with another person (under Virginia Code Section 59.1-68.6 et seq.), engaged in the same line of business or commerce; or any act of fraud punishable under Article 1.1 of the Virginia Governmental Frauds Act (Va. Code §18.2-498.1 et seq.).

THIS PROPOSAL FORM MUST BE FULLY AND ACCURATELY COMPLETED AND SIGNED BELOW BY A PERSON AUTHORIZED TO LEGALLY BIND THE OFFEROR, OR THE PROPOSAL WILL BE REJECTED:

AUTHORIZED SIGNATURE _____

PRINT NAME AND TITLE _____

SUBMITTED BY: (LEGAL NAME OF FIRM)					
ADDRESS:					
CITY/STATE/ZIP:					
TELEPHONE NO:			FACSIMILE NO.:		
TAX ID NUMBER (EIN/SSN):					
THIS FIRM IS A: • INSERT NAME OF STATE _____ ____ CORPORATION, ____ GENERAL PARTNERSHIP, ____ LIMITED PARTNERSHIP, ____ UNINCORPORATED ASSOCIATION, ____ LIMITED LIABILITY COMPANY, ____ SOLE PROPRIETORSHIP					
IS FIRM AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VA?					
OFFEROR STATUS:	MINORITY OWNED:		WOMAN OWNED:		NEITHER: