

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: VTG-2315-2025

This contract entered into this 11th day of July 2024 by Government Scientific Source Inc. hereinafter called the "Contractor" and Commonwealth of Virginia, Virginia Polytechnic Institute and State University called "Virginia Tech."

WITNESSETH that the Contractor and Virginia Tech, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

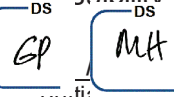
SCOPE OF CONTRACT: The Contractor shall provide Research and Scientific Equipment, Supplies and Related Services to Virginia Tech as set forth in the Contract Documents.

PERIOD OF CONTRACT: From August 1, 2024 through July 31, 2026 with the option for four (4) two-year renewals.


COMPENSATION AND METHOD OF PAYMENT: The Contractor shall be paid by Virginia Tech in accordance with the Contract Documents.

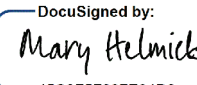
CONTRACT DOCUMENTS: The Contract Documents shall consist of this signed contract, the PAC agreement, Request for Proposal (RFP) number 952642405 dated March 27, 2024, together with Addendum Number 1 To RFP dated April 16, 2024, the proposal submitted by the Contractor dated May 16, 2024 and the negotiation summary, all of which Contract Documents are incorporated herein.

ELECTRONIC TRANSACTIONS: If this paragraph is initialed by both parties, to the fullest extent permitted by Code of Virginia, Title 59.1, Chapter 42.1, the parties do hereby expressly authorize and consent to the use of electronic signatures as an additional method of signing and/or initialing this contract and agree electronic signatures (for example, the delivery of a PDF copy of the signature of either party via facsimile or electronic mail or signing electronically by utilizing an electronic signature service) are the same as manual executed handwritten signatures for the purposes of validity, enforceability and

admissibility  
DS DS  
  
admissibility

In WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

Contractor  
By:  \_\_\_\_\_  
(Sig. DBEA3041C0F44D9...  
Gretchen Pfaffe  
Name and Title  
President/COO

Virginia Tech  
By:  \_\_\_\_\_  
45C0F5F337E04D0...  
Mary W. Helmick  
Director of Procurement

**AGREEMENT  
PUBLICLY ACCESSIBLE CONTRACT**

This Agreement executed this 11<sup>th</sup> day of July, 2024 by and between Virginia Polytechnic Institute & State University, (“the University”) and Government Scientific Source Inc. (“Supplier”).

**TERM**

The term of this Publicly Accessible Contract (“PAC”) shall remain in effect until the expiration or termination of the Primary Agreement.

**WITNESS**

WHEREAS, the University and Supplier have executed an agreement, [VTG-2315-2025], dated July 11, 2024 (the “Primary Agreement”), and included in the Primary Agreement is a third party access / cooperative procurement clause. Now therefore, the University and Supplier agree to the specific terms that will allow third-party access to the Primary Agreement, and based on other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

- I. Supplier will:
  - A. Allow third parties to obtain goods and services from Supplier in accordance with the terms and pricing of the Primary Agreement (“Third-Party Access”).
  - B. Pay the Virginia Higher Education Procurement Consortium (“Consortium”) one percent (1%) of all revenue received by Supplier from non-Consortium entities through Third-Party Access (the “PAC Annual Fee”). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described in Section II.
  - C. Fully support this marketing relationship by promoting the availability of the Third-Party Access to non-Consortium entities; and
  - D. Provide quarterly reports detailing the amount of revenue received from non-Consortium entities through Third-Party Access.
  
- II. The University will ensure the Consortium:
  - A. Promotes the Primary Agreement and Third-Party Access on its website and through other channels (e.g., conferences) to non-Consortium members; and
  - B. Maintains a Supplier-approved version of the Supplier’s logo on the Consortium website.

III. Payment

- A. Supplier shall remit the PAC Annual Fee to the Consortium no later than August 31<sup>st</sup> of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

If the Primary Agreement expires or terminates before August 31<sup>st</sup>, Supplier shall remit the PAC Annual Fee no later than 45 calendar days from expiration or termination date of the Primary Agreement.

- B. Supplier shall remit the PAC Annual Fee by check in U.S. dollars. Checks will be made payable to the University of Virginia and sent to:

Procurement Office Manager  
Procurement and Supplier Diversity Services  
University of Virginia, Carruthers Hall  
PO Box 400202  
1001 N. Emmet Street  
Charlottesville, VA 22904

\*Note 'PAC payment' on check.

IV. Notices

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt; or (4) if sent by electronic mail, on the next business day of the receiver. All such notices will be addressed to a party at such party's address as shown below.

If to the University:

Mary Helmick, Director of Procurement  
[procurement@vt.edu](mailto:procurement@vt.edu)  
540-231-6221  
300 Turner Street NW Suite 2100  
Blacksburg, VA 24061

If to Supplier:

Govsci contracts dept.  
Name:  
Address: 12355 Sunrise valley Dr.  
Ste 400  
Reston, VA 20191  
Email: [contracts@govsci.com](mailto:contracts@govsci.com)

**ACCEPTANCE**

**For**  
**Virginia Polytechnic Institute**  
**& State University**

**For Supplier**

DocuSigned by:  
*Mary Helmick*  
45C0F5F337E04D0...  
Mary Helmick  
Director of Procurement  
7/16/2024  
Date

DocuSigned by:  
*Gretchen Praffe*  
D8EA3041C0F44D9...  
Name: Gretchen Praffe  
Title: President/COO  
7/15/2024  
Date

Agreement #: VTG-2315-2025-PAC



Request for Proposal # 952642405

For

Research and Scientific Equipment, Supplies and  
Related Services

March 27, 2024

**Note: This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment**

RFP # 952642405, Research and Scientific Equipment, Supplies and Related Services

**INCLUDE THIS PAGE WITH YOUR PROPOSAL, SIGNATURE AT SUBMISSION IS REQUIRED**

**DUE DATE:** Proposals will be received until **May 2, 2024 at 3:00 PM**. Failure to submit proposals to the correct location by the designated date and hour will result in disqualification.

**INQUIRIES:** All inquiries for information regarding this solicitation should be directed to Levi Henry, Phone: (540) 231- 7852 e-mail: [lhenry29@vt.edu](mailto:lhenry29@vt.edu) . All inquiries will be answered in the form of an addendum. Inquiries must be submitted by 3:00 PM on April 12, 2024. Inquiries must be submitted to the procurement officer identified in this solicitation.

**PROPOSAL SUBMISSION:**

**\*Please note, proposal submission procedures have changed effective March 2023.**

**Proposals may NOT be hand delivered to the Procurement Office.**

Proposals should be submitted electronically through Virginia Tech's procurement portal. This portal allows you access to view business opportunities and submit bids and proposals to Virginia Tech digitally and securely.

**Proposals must be submitted electronically at:**

<https://bids.sciquest.com/apps/Router/PublicEvent?CustomerOrg=VATech>

Vendors will need to sign up through this procurement portal, hosted by Jaggaer. **It is encouraged for all vendors to register prior to the proposal submission deadline to avoid late submissions.** Registration is easy and free. If you have any challenges with the registration process, please contact Jaggaer Support at 1-800-233-1121 or [procurement@vt.edu](mailto:procurement@vt.edu). It is recommended to use Chrome as your browser.

Click on the opportunity and log in to your vendor account to begin preparing your submission. Upon completion, you will receive a submission receipt email confirmation. Virginia Tech will not confirm receipt of proposals. It is the responsibility of the offeror to make sure their proposal is delivered on time.

Hard copy or email proposals will not be accepted. Late proposals will not be accepted, nor will additional time be granted to any individual Vendor.

**Attachments must be smaller than 50MB in order to be received by the University.**

*In compliance with this Request for Proposal and to all the conditions imposed therein and hereby incorporated by reference, the undersigned offers and agrees to furnish the goods or services in accordance with the attached signed proposal and as mutually agreed upon by subsequent negotiation.*

AUTHORIZED SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_

9/29/2021

**[INCLUDE THIS PAGE]**

I. PURPOSE:

The purpose of this Request for Proposal (RFP) is to solicit proposals to establish term contracts to provide research equipment, supplies and related services through competitive negotiations on behalf of member institutions of The Virginia Higher Education Procurement Consortium (VHEPC) and executed by the Virginia Polytechnic Institute and State University (Virginia Tech), an agency of the Commonwealth of Virginia.

VHEPC member institutions regularly purchase a wide variety of research items to carry out their mission. These items include, but are not limited to research equipment, supplies, chemicals, biologicals, laboratory equipment, related items, and services.

**If your firm currently has an existing cooperative contract with a Virginia State Entity you do not need to respond to this solicitation. This is to avoid duplication of contracts among the VASCUPP members. If you have an existing cooperative contract please notify the Contract Officer listed in this solicitation and a bridge agreement may be established to increase visibility of that contract at Virginia Tech. The purpose of this solicitation is to provide opportunities to vendors who do not have an existing term contract with the Commonwealth of Virginia.**

II. VIRGINIA HIGHER EDUCATION CONSORTIUM (VHEPC)

By utilizing strategic sourcing principles and the collective buying power of Virginia's Higher Education institutions, the Virginia Higher Education Procurement Consortium seeks to identify opportunities, leverage vendors, and recommend courses of action in order to further the strategic sourcing initiatives of the member schools. Founding membership includes 12 senior Virginia Public Higher Education institutions, as well as the Virginia Community College System. In 2016, VHEPC welcomed an additional school to the fold bringing the total membership to 13 senior Colleges and Universities. The PAC agreement included in attachment C will be incorporated into any awarded contracts from this solicitation as a result of this participation.

III. LEAD INSTITUTION (VIRGINIA TECH)

Virginia Tech is serving as the lead institution for the procurement of the Request for Proposal. All communications should be strictly with the Contracting Officer of the lead institution. Contacting other institutions within the VHEPC to inquire or solicit information relating to this RFP will result in a firm's proposal being rejected.

IV. SMALL, WOMAN-OWNED AND MINORITY (SWAM) BUSINESS PARTICIPATION:

The mission of the Virginia Tech supplier opportunity program is to foster inclusion in the university supply chain and accelerate economic growth in our local communities through the engagement and empowerment of high quality and cost competitive small, minority-owned, women-owned, and local suppliers. Virginia Tech encourages prime suppliers, contractors, and service providers to facilitate the participation of small businesses, and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other inclusive and innovative relationships.

For more information, please visit: <https://www.sbsd.virginia.gov/>

V. CONTRACT PERIOD:

The term of this contract is for two year(s), or as negotiated. There will be an option for four (4) two-year renewals, or as negotiated.

VI. EVA BUSINESS-TO-GOVERNMENT ELECTRONIC PROCUREMENT SYSTEM:

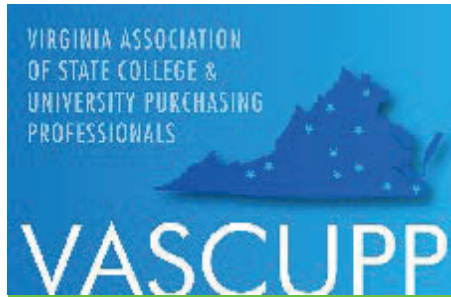
The eVA Internet electronic procurement solution streamlines and automates government purchasing activities within the Commonwealth of Virginia. Virginia Tech, and other state agencies and institutions, have been directed by the Governor to maximize the use of this system in the procurement of goods and services. *We are, therefore, requesting that your firm register as a vendor within the eVA system.*

There are transaction fees involved with the use of eVA. These fees must be considered in the provision of quotes, bids and price proposals offered to Virginia Tech. Failure to register within the eVA system may result in the quote, bid or proposal from your firm being rejected and the award made to another vendor who is registered in the eVA system.

Registration in the eVA system is accomplished on-line. Your firm must provide the necessary information. Please visit the eVA website portal at <http://www.eva.virginia.gov/pages/eva-registration-buyer-vendor.htm> and **register both with eVA and Ariba**. *This process needs to be completed before Virginia Tech can issue your firm a Purchase Order or contract.* If your firm conducts business from multiple geographic locations, please register these locations in your initial registration.

For registration and technical assistance, reference the eVA website at: <https://eva.virginia.gov/>, or call 866-289-7367 or 804-371-2525.

VII. CONTRACT PARTICIPATION:



It is the intent of this solicitation and resulting contract to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institutions, or Virginia Tech's affiliated corporations and/or partnerships may access any resulting contract if authorized by the contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor, the resultant contract may be extended to the entities indicated above to purchase at contract prices in accordance with contract terms. The Contractor shall notify Virginia Tech in writing of any such entities accessing the contract, if requested. No modification of this contract or execution of a separate contract is required to participate. The Contractor will provide semi-annual usage reports for all entities accessing the Contract, as requested. Participating entities shall place their own orders directly with the Contractor and shall fully and independently administer their use of the contract to include contractual disputes, invoicing and payments without direct administration from Virginia Tech. Virginia Tech shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that Virginia Tech is not responsible for the acts or omissions of any entity, and will not be considered in default of the contract no matter the circumstances.



Use of this contract does not preclude any participating entity from using other contracts or competitive processes as the need may be.

VIII. STATEMENT OF NEEDS/SCOPE OF WORK:

- A. Virginia Tech desires to partner with contractors to provide quality research equipment, supplies, related items, and services. Offerors are encouraged to submit proposals for any or all of the product categories they can provide. All items are to be new and in original packaging. The Contractor shall not ship substitute items without prior approval from Virginia Tech personnel.
- B. Deep discounts off list are expected. Except for special handling, prices should be inclusive of delivery (FOB Destination). Pricing may be adjusted downward at any time and upward annually to reflect changes in manufacturers pricing. Contractor must provide full price files to Virginia Tech in either Access or Microsoft Excel to support price increase requests. Virginia Tech has 30 days to review price increase requests and reserves the right to challenge increases based on CPI or other relevant market data.
- C. Sales representation: Provide a plan for sales representation. We recognize that not all institution accounts will warrant full-time on-campus representation. Provide a narrative on how you propose to provide this service.
- D. Addition of new lines of products and services: It is important to have the flexibility in this contract to allow for future events that add value to the relationship. Examples include, but are not limited to, the addition of products and services that are new to the marketplace; the addition to the distribution chain of a new supplier and the acquisition of a complimentary company.
- E. Volume and Growth Incentives: In order to support the growth of the partnership, we look for preferred suppliers to provide financial incentives, payable to the institution at the close of each contract year.
- F. Substitutions of alternate items of products ordered are only allowed with Virginia Tech's prior approval. If a product is not available in a given package size, Virginia Tech will have the option to purchase another size at the same or lower unit price.
- G. Product Satisfaction: The Contractor should act as a customer advocate and coordinator for communications with the manufacturers and is responsible for performance and problem resolution. The Contractor's responsibility for support continues even if the Contractor discontinues selling a manufacturer's product to the extent that resolution is available from the manufacturer. The Contractor must take the necessary actions with manufacturers to reduce, minimize and prevent stock-outs of products and to ensure that promised lead times are accurate. Customer satisfaction will be a determining factor in measuring the Contractor's performance.
- H. Warranty: All products purchased under this contract will minimally include the Original Equipment Manufacturer's warranty which will pass directly to Virginia Tech. Products which fail after acceptance and installation will be covered under warranty. Products which are inoperative at installation will either be replaced by the Contractor or repaired under warranty. The decision to replace such products or accept warranty repair will be at the sole discretion of Virginia Tech, except in the event Virginia Tech fails to provide timely notice of product failure to the Contractor. The Contractor should provide contact information for requests for warranty services for all equipment sold under the contract. Any maintenance agreements available from

the Contractor should be provided to Virginia Tech as an option and priced as discounted off list price.

- I. Sustainability: The Contractor is encouraged to address environmental concerns related to the purchase of recycled products, reductions of operating and maintenance costs, improved energy efficiencies, reduction of waste, use of 'green' products, and efforts to reduce consumption of energy, water, and materials.
- J. Minimum Order: There shall be no minimum order requirement.
- K. Additional Charges: The Contractor shall not add additional fees except as allowed by contract terms.

IX. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

Proposals should be as thorough and detailed as possible so that Virginia Tech may properly evaluate your capabilities to provide the required goods or services. Offerors are required to submit the following information/items as a complete proposal:

1. Provide a summary overview of the company, including qualifications and experiences, geographical operations, unique services provided to the higher education marketplace and envisioned company changes including planned technological advances and acquisitions.
2. If applicable, provide the link to your complete electronic catalog containing all available items being offered. Include published price list or instructions on how to access published price list electronically.
3. List all contact information for ordering, invoicing, customer service, etc.
4. Describe experience in working with various departments at educational institutions similar to Virginia Tech. Include method of collaboration for individual orders.
5. Describe delivery options and policies including special handling charges, installation and training if required for the items being offered. **All orders shall be FOB destination.** Include information regarding delivery costs and/or free delivery. Specify costs in Attachment B Pricing Schedule.
6. Specify typical turnaround time for delivery (standard, rush, etc.) for the items being offered.
7. Describe return policy and identify any associated costs. Any costs to be specified in Attachment B Pricing Schedule.
8. Describe the process for replacement of defective, broken, or damaged items.
9. Provide sample quote and invoice. Quotes shall include manufacturer list price and contracted discount price.
10. Identify any other goods or services being offered to Virginia Tech and associated costs as specified in Attachment B Pricing Schedule.

11. Participation of Small, Women-owned and Minority-owned Business (SWAM) Business:

If your business cannot be classified as SWaM, describe your plan for utilizing SWaM subcontractors if awarded a contract. Describe your ability to provide reporting on SWaM subcontracting spend when requested. If your firm or any business that you plan to subcontract with can be classified as SWaM, but has not been certified by the Virginia Department of Small Business and Supplier Diversity (SBSD), it is expected that the certification process will be initiated no later than the time of the award. If your firm is currently certified, you agree to maintain your certification for the life of the contract. For assistance with SWaM certification, visit the SBSB website at <http://www.sbsd.virginia.gov/>

B. General Requirements

1. RFP Response: In order to be considered for selection, Offerors shall submit a complete response to this RFP to include;

a. **One (1) electronic document** in WORD format or searchable PDF of the entire proposal as one document, INCLUDING ALL ATTACHMENTS must be uploaded through the Bonfire online submission portal. Refer to page 2 for instructions.

Any proprietary information should be clearly marked in accordance with 2.d. below.

b. Should the proposal contain **proprietary information**, provide **one (1) redacted electronic copy** of the proposal and attachments **with proprietary portions removed or blacked out**. This redacted copy should follow the same upload procedures as described on Page 1 of this RFP. This redacted copy should be clearly marked "*Redacted Copy*" within the name of the document. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable. Virginia Tech shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposals shall be made by the Offeror.

2. Proposal Preparation:

a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in Virginia Tech requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by Virginia Tech at its discretion. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.

b. Proposals should be prepared simply and economically providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content.

c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, subletter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page,

the paragraph number and subletter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.

- d. Ownership of all data, material and documentation originated and prepared for Virginia Tech pursuant to the RFP shall belong exclusively to Virginia Tech and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, to prevent disclosure the Offeror must invoke the protections of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data or other materials is submitted. The written request must specifically identify the data or other materials to be protected and state the reasons why protection is necessary. –The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and may result in rejection of the proposal.
3. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to Virginia Tech.—This will provide an opportunity for the Offeror to clarify or elaborate on the proposal but will in no way change the original proposal. Virginia Tech will schedule the time and location of these presentations. Oral presentations are an option of Virginia Tech and may not be conducted. Therefore, proposals should be complete.

X. SELECTION CRITERIA AND AWARD:

A. Selection Criteria

Proposals will be evaluated by Virginia Tech using the following:

<u>Criteria</u>	<u>Maximum Point Value</u>
1. Quality of products/services offered and suitability for the intended purposes	30
2. Qualifications and experiences of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to provide the Services	20
4. Cost (or Price)	20
5. Participation of Small, Women-Owned and Minority (SWAM) Business	10
Total	100

B. Award

Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposal, including price, if so stated in the Request for Proposal. Negotiations shall then be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, Virginia Tech shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. Virginia Tech may cancel this Request for Proposal or reject proposals at any time prior to an award. Should Virginia Tech determine in writing and in its sole discretion that only one offeror has made the best proposal, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of this solicitation and the Contractor's proposal as negotiated. See Attachment C for sample contract form.

Virginia Tech reserves the right to award multiple contracts as a result of this solicitation.

XI. INVOICES:

Invoices for goods or services provided under any contract resulting from this solicitation shall be submitted by email to [vtinvoices@vt.edu](mailto:vtinvoices@vt.edu) or by mail to:

Virginia Polytechnic Institute and State University (Virginia Tech)  
Accounts Payable  
North End Center, Suite 3300  
300 Turner Street NW  
Blacksburg, Virginia 24061

XII. METHOD OF PAYMENT:

Virginia Tech will authorize payment to the contractor as negotiated in any resulting contract from the aforementioned Request for Proposal.

Payment can be expedited through the use of the Wells One AP Control Payment System. Virginia Tech strongly encourages participation in this program. For more information on this program please refer to Virginia Tech's Procurement website: <http://www.procurement.vt.edu/vendor/wellsone.html> or contact the procurement officer identified in the RFP.

XIII. ADDENDUM:

Any **ADDENDUM** issued for this solicitation may be accessed at <http://www.apps.vpfin.vt.edu/html.docs/bids.php>. Since a paper copy of the addendum will not be mailed to you, we encourage you to check the web site regularly.

XIV. COMMUNICATIONS:

Communications regarding this solicitation shall be formal from the date of issue, until either a Contractor has been selected or the Procurement Department rejects all proposals. Formal communications will be directed to the procurement officer listed on this solicitation. Informal communications, including but not limited to request for information, comments or speculations regarding this solicitation to any University employee other than a Procurement Department representative may result in the offending Offeror's proposal being rejected.

XV. CONTROLLING VERSION OF SOLICITATION:

The posted version of the solicitation and any addenda issued by Virginia Tech Procurement Services is the mandatory controlling version of the document. Any modification of/or additions to the solicitation by the Offeror shall not modify the official version of the solicitation issued by Virginia Tech Procurement Services. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, Virginia Tech reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.

XVI. TERMS AND CONDITIONS:

This solicitation and any resulting contract/purchase order shall be governed by the attached terms and conditions, see Attachment A.

XVII. CONTRACT ADMINISTRATION:

- A. The individual user departments at Virginia Tech shall be identified as the Contract Administrators and shall use all powers under the contract to enforce its faithful performance.
- B. The Contract Administrators in each user departments shall determine the amount, quantity, acceptability, fitness of all aspects of the services and shall decide all other questions in connection with the services. Contract Administrators, or designees, shall not have authority to approve changes in the services which alter the concept or which call for an extension of time for this contract. Any modifications made must be authorized by the Virginia Tech Procurement Department through a written amendment to the contract.
- C. Levi Henry, Buyer Senior, Procurement, shall oversee the contract in its entirety and will serve as the point of contact for issues involving this contract.

XVIII. ATTACHMENTS:

Attachment A - Terms and Conditions  
Attachment B – Pricing Schedule  
Attachment C – PAC Agreement



**ATTACHMENT A**  
**TERMS AND CONDITIONS**

**RFP GENERAL TERMS AND CONDITIONS**

See: [http://procurement.vt.edu/content/dam/procurement\\_vt\\_edu/docs/terms/GTC\\_RFP\\_09242021.pdf](http://procurement.vt.edu/content/dam/procurement_vt_edu/docs/terms/GTC_RFP_09242021.pdf)

**ADDITIONAL TERMS AND CONDITIONS**

1. **ADDITIONAL GOODS AND SERVICES:** The University may acquire other goods or services that the supplier provides other than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services newly introduced during the term of the Agreement.
2. **AUDIT:** The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. Virginia Tech, its authorized agents, and/or the State auditors shall have full access and the right to examine any of said materials during said period.
3. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that Virginia Tech shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
4. **CANCELLATION OF CONTRACT:** Virginia Tech reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the Contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
5. **CONTRACT DOCUMENTS:** The contract entered into by the parties shall consist of the Request for Proposal including all modifications thereof, the proposal submitted by the Contractor, the written results of negotiations, the Commonwealth Standard Contract Form, all of which shall be referred to collectively as the Contract Documents.
6. **IDENTIFICATION OF PROPOSAL EMAIL:** Virginia Tech will only be accepting electronic submission of proposals. All submissions must be submitted to <https://procurement-vt.bonfirehub.com/>. Upon completion you will be directed to your Submission Receipt. Virginia Tech will not confirm receipt of proposals. It is the responsibility of the offeror to make sure their proposal is delivered on time. **Attachments must be smaller than 1000MB in order to be received by the University.** Proposals may **NOT** be hand delivered to the Procurement Office.
7. **NOTICES:** Any notices to be given by either party to the other pursuant to any contract resulting from this solicitation shall be in writing via email.
8. **SEVERAL LIABILITY:** Virginia Tech will be severally liable to the extent of its purchases made against any contract resulting from this solicitation. Applicable entities described herein will be severally liable to the extent of their purchases made against any contract resulting from this solicitation.

- 9. CLOUD OR WEB HOSTED SOFTWARE SOLUTIONS:** For agreements involving Cloud-based Web-hosted software/applications refer to link for additional terms and conditions: [http://www.ita.vt.edu/purchasing/VT\\_Cloud\\_Data\\_Protection\\_Addendum\\_final03102017.pdf](http://www.ita.vt.edu/purchasing/VT_Cloud_Data_Protection_Addendum_final03102017.pdf)

## **SPECIAL TERMS AND CONDITIONS**

- 1. ADVERTISING:** In the event a contract is awarded for supplies, equipment, or services resulting from this solicitation, no indication of such sales or services to Virginia Tech will be used in product literature or advertising. The contractor shall not state in any of the advertising or product literature that the Commonwealth of Virginia or any agency or institution of the Commonwealth has purchased or uses its products or services.
- 2. ELECTRICAL INSTALLATION:** All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Underwriters' Laboratories, Incorporated (UL) or other Nationally Recognized Testing Laboratories (NRTL) currently listed with the US Department of Labor. All equipment and material, for which there are NEMA, ANSI, UL or other NRTL standards and listings, shall bear the appropriate label of approval for use intended.

**3. INSURANCE:**

By signing and submitting a Proposal/Bid under this solicitation, the offeror/bidder certifies that if awarded the contract, it will have the following insurance coverages at the time the work commences. Additionally, it will maintain these during the entire term of the contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

During the period of the contract, Virginia Tech reserves the right to require the contractor to furnish certificates of insurance for the coverage required.

**INSURANCE COVERAGES AND LIMITS REQUIRED:**

- A. Worker's Compensation - Statutory requirements and benefits.
- B. Employers Liability - \$100,000.00
- C. General Liability - \$2,000,000.00 combined single limit. Virginia Tech and the Commonwealth of Virginia shall be named as an additional insured with respect to goods/services being procured. This coverage is to include Premises/Operations Liability, Products and Completed Operations Coverage, Independent Contractor's Liability, Owner's and Contractor's Protective Liability and Personal Injury Liability.
- D. Automobile Liability - \$500,000.00
- E. Builders Risk – For all renovation and new construction projects under \$100,000 Virginia Tech will provide All Risk – Builders Risk Insurance. For all renovation contracts, and new construction from \$100,000 up to \$500,000 the contractor will be required to provide All Risk – Builders Risk Insurance in the amount of the contract and name Virginia Tech as additional insured. All insurance verifications of insurance will be through a valid insurance certificate.

F. The contractor agrees to be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from the payment of all sums of money by reason of any claim against them arising out of any and all occurrences resulting in bodily or mental injury or property damage that may happen to occur in connection with and during the performance of the contract, including but not limited to claims under the Worker's Compensation Act. The contractor agrees that it will, at all times, after the completion of the work, be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from all liabilities resulting from bodily or mental injury or property damage directly or indirectly arising out of the performance or nonperformance of the contract

- 4. LABELING OF HAZARDOUS SUBSTANCES:** If the items or products requested by this solicitation are "Hazardous Substances" as defined by the # 3.1-250 of the Code of Virginia (1950), as amended,



or # 1261 of Title 15 of the United States Code, then the offeror/bidder, by submitting its Proposal/Bid, certifies and warrants that the items or products to be delivered under this contract shall be properly labeled as required by the foregoing sections and that by delivering the items or products the offeror/bidder does not violate any of the prohibitions of # 3.1-252 of the Code of Virginia or Title 15 U.S.C. # 1263.

5. **LICENSE TO USE VIRGINIA TECH LICENSED INDICIA:** By signing and submitting this Proposal/Bid, the offeror/bidder agrees that if it is awarded a purchase order/contract as a result of this solicitation, it will follow the procedures outlined by Virginia Tech's Licensing and Trademarks Administration to become a licensed vendor authorized to use Virginia Tech licensed trademarks indicia identified in the solicitation and to follow all procedures for submitting artwork for product for approval prior to producing any product with Virginia Tech indicia. As a licensed vendor, the offeror/bidder will be required to pay the university's standard royalty rate for similarly licensed vendors. *More information on the licensing process and application can be found at: <http://clc.com/Licensing-Info.aspx>.*
6. **MATERIAL SAFETY DATA SHEETS:** Material Safety Data Sheets and descriptive literature shall be provided with the Proposal/Bid for each chemical and/or compound offered. Failure on the part of the offeror/bidder to submit such data sheets may be cause for declaring the Proposal/Bid as nonresponsive.
7. **ORDERS:** Applicable departments, institutions, agencies and Public Bodies of the Commonwealth of Virginia may order by issuing a purchase order against any contract resulting from this solicitation.
8. **PRICE ESCALATION/DEESCALATION:** Price adjustments for changes in the contractor's price of materials, labor and transportation may be permitted. Request for price adjustments for any other reasons will not be granted. No price increases will be authorized for 365 calendar days after the effective date of the contract. Contractor shall give not less than 30 days advance notice prior to the annual renewal of the contract of any desired price increase.

The Contractor shall document the amount and proposed effective date of any general change in the price of materials, labor and transportation. Documentation shall be supplied with the contractor's request for increase which will (1) verify that the requested price increase is general in scope and not applicable just to Virginia Tech, and (2) verify the amount or percentage of increase which is being passed on to the contractor by the contractor's suppliers. Failure by the contractor to supply the aforementioned verification with the request for price increase will result in a delay of the effective date of such increase. The Virginia Tech Procurement Department may verify such change in price independently. The Virginia Tech Procurement Department may make such verification as it deems adequate. However, any increase which the Virginia Tech Procurement Department determines is excessive, regardless of any documentation supplied by the contractor, may be cause for cancellation of the contract by the Virginia Tech Procurement Department. The Virginia Tech Procurement Department will notify the contractor in writing of the effective date of any increase which is approved. However, the contractor shall fill all purchase orders received prior to the effective date of the price adjustments of the old contract prices.

"Across the Board" price decreases are subject to implementation at any time and shall be immediately conveyed to Virginia Tech. The contractor is further advised that price decreases which affect the price of materials, labor, and transportation are required to be passed on to Virginia Tech immediately. Failure to do so will result in action to recoup such amounts.

9. **SPECIAL OR PROMOTIONAL DISCOUNTS:** The Contractor shall extend any special promotional sale prices or discounts immediately to Virginia Tech during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.

- 10. SIDEWALK POLICY:** Driving on sidewalks is allowed when there is no other way to get a needed vehicle to a designated place or building on campus. The vehicle operator shall be made aware that extreme caution shall be used to operate the vehicle in a way that will not be a hazard or hindrance to pedestrians using the walk. The contractor shall be responsible for any damage to turf and anything that is located adjacent to the walk. Parking an unattended vehicle on a sidewalk is strictly prohibited by State Law. The contractor is allowed to park a vehicle on a sidewalk if there is no other way to perform necessary work. The procedure to obtain a permit to operate a vehicle on sidewalks is the same as for the turf as outlined in Turf Policy. Any vehicle parked illegally on sidewalks shall be subject to ticketing, fines and towing if necessary.
- 11. TURF POLICY:** Parking or driving on campus turf or sidewalk is strictly prohibited, except as specifically directed or otherwise allowed by the Physical Plant Grounds Department. In this case, a turf permit must be obtained from Virginia Tech Parking Services and displayed by the vehicle. Turf parking is not allowed under the canopy of any tree on campus. Any vehicle parked illegally on turf or sidewalks shall be subject to ticketing and fines.
- 12. WARRANTY (COMMERCIAL):** The contractor agrees that the supplies or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such supplies or services and that the rights and remedies provided therein are in addition to and do not limit those available to Virginia Tech by any other clause of this solicitation.

**Attachment B**

**Pricing Schedule**

The offeror shall provide pricing for all proposed categories and/or items for research equipment, supplies, chemicals, biologicals, laboratory equipment, related items, and services. The pricing schedule should include percentage off list price for specific manufacturer/product lines or percentage discount off catalog. The following sample shall be used: Category/Item, Manufacturer, and Discount Off List Price.

<b>Category/Item</b>	<b>Manufacturer</b>	<b>Discount off List Price</b>

**Attachment C**  
**AGREEMENT**  
**PUBLICLY ACCESSIBLE CONTRACT**

This Agreement executed this [Date] day of [Month, Year] by and between [VASCUPP MEMBER NAME], (“the University”) and [Supplier NAME] (“Supplier”).

**TERM**

The term of this Publicly Accessible Contract (“PAC”) shall remain in effect until the expiration or termination of the Primary Agreement.

**WITNESS**

WHEREAS, the University and Supplier have executed an agreement, [CONTRACT NUMBER], dated [CONTRACT DATE] (the “Primary Agreement”), and included in the Primary Agreement is a third party access / cooperative procurement clause. Now therefore, the University and Supplier agree to the specific terms that will allow third-party access to the Primary Agreement, and based on other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

- I. Supplier will:
  - A. Allow third parties to obtain goods and services from Supplier in accordance with the terms and pricing of the Primary Agreement (“Third-Party Access”).
  - B. Pay the Virginia Higher Education Procurement Consortium (“Consortium”) one percent (1%) of all revenue received by Supplier from non-Consortium entities through Third-Party Access (the “PAC Annual Fee”). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described in Section II.
  - C. Fully support this marketing relationship by promoting the availability of the Third Party Access to non-Consortium entities; and
  - D. Provide quarterly reports detailing the amount of revenue received from non-Consortium entities through Third-Party Access.
  
- II. The University will ensure the Consortium:
  - A. Promotes the Primary Agreement and Third-Party Access on its website and through other channels (e.g., conferences) to non-Consortium members; and
  - B. Maintains a Supplier-approved version of the Supplier’s logo on the Consortium website.
  
- III. Payment
  - A. Supplier shall remit the PAC Annual Fee to the Consortium no later than August 31<sup>st</sup> of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

If the Primary Agreement expires or terminates before August 31st, Supplier shall remit the PAC Annual Fee no later than 45 calendar days from expiration or termination date of the Primary Agreement.

- B. Supplier shall remit the PAC Annual Fee by check in U.S. dollars. Checks will be made payable to the University of Virginia and sent to:

Procurement Office Manager  
Procurement and Supplier Diversity Services  
University of Virginia, Carruthers Hall  
PO Box 400202  
1001 N. Emmet Street  
Charlottesville, VA 22904

Note 'PAC payment' on check.

IV. Notices

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt; or (4) if sent by electronic mail, on the next business day of the receiver. All such notices will be addressed to a party at such party's address as shown below.

If to the University:

[Lead School Procurement Director]  
[Lead School Procurement Address & Contact Info]

If to [Supplier]:

[Supplier Contact]  
[Supplier]  
[Address]  
Email: [\[Supplier\]](#) Email]

## ACCEPTANCE

**For [Lead Institution]**

**For [Supplier]**

\_\_\_\_\_  
[Lead Procurement Director]

[Lead Job Title]

\_\_\_\_\_  
[Supplier Contact]

[Supplier Contact Title]

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

Agreement #: [Contract-Number]-PAC



**VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY  
PROCUREMENT DEPARTMENT**

**ADDENDUM NO. 1**

**DATE:** April 16, 2024  
**TO:** All Offerors  
**FROM:** Levi Henry, Contracting Officer  
**TOTAL PAGE(S):** 1 Page (not including attachments)  
**SOLICITATION TITLE:** Research and Scientific Equipment, Supplies and Related Services  
**SOLICITATION NUMBER:** 952642405

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**I. CLARIFICATIONS AND ADDITIONAL INFORMATION**

The deadline for proposal submission has been extended from May 2, 2024 @ 3:00 PM EST to **May 16, 2024 @ 3:00 PM EST**.

**II. REQUESTS FOR INFORMATION**

1. Is free shipping a requirement or can we propose FOB Shipping, pre-paid and added?

*Virginia Tech Response: Free shipping is preferred. However, if this is not possible, FOB Destination Pre-paid and added can be accommodated.*

2. Is it a requirement to use eVA?

*Virginia Tech Response: Any offerors that are awarded a contract shall be required to be eVA registered.*

3. Is it a requirement for us to accept the PAC? If it is, is the PAC language negotiable?

*Virginia Tech Response: VHEPC has seen great success with Publicly Accessible Contracts over the last four years, in terms of wider contract adoption and increased revenue for our vendors, and PAC fees for our members and the consortium itself. However, it is not a requirement to accept the PAC, and the PAC language is negotiable.*

4. What is the projected value of the award?

*Virginia Tech Response: There is no estimated value of the award. Virginia Tech cannot guarantee a minimum amount of business for any term contract awarded from this solicitation.*

GovSci acknowledges receipt of the contracting officer's responses to questions.

Research and Scientific Equipment,  
Supplies and Related Services  
952642405



**Government Scientific Source, Inc. (GSS/GovSci)  
Proposal for Virginia Tech Research and Scientific  
Equipment, Supplies and Related Services  
RFP 952642405**

**May 16, 2024**

**To:** Levi Henry, Buyer Senior  
North End Center, Suite 2100  
300 Turner Street NW, Blacksburg, VA 24061  
(540)-231-7852

**From:** Government Scientific Source, Inc.  
12355 Sunrise Valley Drive, Suite 400  
Reston, VA 20191  
(800) 248-8030  
govsci.com

**Payments/Remit to:**  
PO Box 79717  
Baltimore, MD 21279-0717





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952642405



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**1. Company Overview** (Response to specific requirements in IX, A, pages 6-7 of the RFP)

GovSci Response: Since 1991, Government Scientific Source, Inc. (GovSci) has proudly demonstrated its commitment to learning and research by providing top-tier laboratory supplies, equipment, and services for universities and national laboratories. Over the course of three decades, we have experienced sustainable growth, now boasting a dynamic team of 200+ employees across our Reston, VA headquarters and our four warehouses located in Sterling, VA; Albuquerque, NM; Knoxville, TN; and Livermore, CA.

At GovSci, our mission is to be the premier distributor of scientific laboratory products and equipment for universities, states, and the federal government. We are committed to streamlining procurement processes, ensuring compliance, and prompt service. Our success is rooted in forging enduring relationships with our customers and suppliers, offering a comprehensive range of products at competitive prices with rapid delivery. We pledge to continuously enhance our offerings while upholding the highest standards of quality, integrity, and ethical practices. This commitment translates into exceptional service for our clients, robust growth for us and our partners, and the empowerment of our dedicated team.

Currently, we provide supplies to a range of R1 institutions including Johns Hopkins, George Mason, Columbia, Duke, Northwestern, Baylor, and multiple national laboratories and federal R&D locations. We continuously expand and update our product offerings in response to demand and new developments. Each GovSci warehouse facility has the capacity to store a multi-million-dollar inventory of frequently procured supplies for stocking and standing orders with a portfolio of over 1.5 million SKUs. We also hold GSA MAS Supply Schedules, DLA, DAPA, Prime Vendor, IDIQ contracts, and Blanket Purchase Agreements to give customers access to multiple manufacturers and contract vehicles to ensure the best discounts and pricing.

GovSci stands as a beacon of excellence in the distribution of scientific supplies and equipment. At the heart of our ethos is a steadfast commitment to our customers. We strive daily to earn their trust, loyalty, and respect through transparent communication, setting clear expectations, and adopting a customer-centric approach. We believe in empowering our team members to take ownership of their actions, celebrate successes, and constantly challenge themselves and others to bring their best. We encourage embracing opportunities, thinking ambitiously, adapting to change, and learning from our experiences. This philosophy guides our actions and shapes our future.

Our extensive range of products, combined with our unwavering dedication to quality, efficiency, and sustainability, positions us at the forefront of scientific advancement. We invite you to join us in this journey of discovery and innovation, as we continue to empower the academic research community and contribute to a better future.

**2. If applicable, provide the link to your complete electronic catalog containing all available items being offered. Include published price list or instructions on how to access published price list electronically.**

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GovSci Response: To view GovSci's complete electronic catalog, please visit [www.govsci.com](http://www.govsci.com). You will need to create an account by clicking on the "My Account" button to the right of the search bar. After clicking on "My Account," click on "Register Here." Simply enter your company and shipping information, personalize your account, create a password, and agree to our terms and conditions.

**3. List all contact information for ordering, invoicing, customer service, etc.**

GovSci Response: Customer service is easy with GovSci. **John LaPrade**, Sales Representative II, has over 20 years of experience working with university clients to procure scientific supplies, equipment, and related services. Virginia Tech can reach John anytime to discuss ordering, invoicing, customer service, returns and other matters as the need arises. John can be reach at 800-248-8030 x284, [REDACTED], or [jlaprade@govsci.com](mailto:jlaprade@govsci.com). If John is unavailable, another member of Sales Team B will be able to assist Virginia Tech. The team email for Sales Team B is [Sales-B@govsci.com](mailto:Sales-B@govsci.com).

**4. Describe experience in working with various departments at educational institutions like Virginia Tech. Include method of collaboration for individual orders.**

GovSci Response: GovSci's experience with educational institutions spans decades, beginning with local universities and national labs before growing to accommodate the specific needs of world-class research institutions like Virginia Tech. Similar institutions like Johns Hopkins, Columbia, Baylor, Duke and George Mason enjoy a wide selections of research scientific equipment, laboratory supplies, and related equipment. Our detailed product information includes in-depth descriptions, photos, warranty, specifications, and other information to help give customers peace of mind when they purchase. The best reasons to order with GovSci include reliable product availability and delivery timeframe information which helps customers avoid purchasing out of stock or backordered items. Individual orders can be placed on [www.govsci.com](http://www.govsci.com), by phone, or via email. Virginia Tech should not hesitate to reach out to a member of our purchasing or customer service teams. Both teams can be reached at 800-248-8030.

**5. Describe delivery options and policies including special handling charges, installation and training if required for the items being offered. All orders shall be FOB destination. Include information regarding delivery costs and/or free delivery. Specify costs in Attachment B Pricing Schedule.**

GovSci Response: GovSci ships FOB destination. We also have a strong supply chain network that allows us to source the materials needed to complete our projects quickly and efficiently. GovSci and its suppliers use some of the latest manufacturing and logistics technologies to ensure that our projects are completed efficiently. Our suppliers have newly built state-of-the-art manufacturing facilities.

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In addition, a variety of logistics tools and software are used to track our inventory and shipments. This allows us to minimize waste and keep our costs down. All products ship as per requirements set forth in the solicitation which include special labeling, packaging, stacking requirements. Each Case and Pallet will be labeled with all the required details. Delivery appointments are also available.

GovSci is wholly committed to minimizing the risk of supply chain disruption and can reliably provide research equipment and supplies to Virginia Tech. We have a strong supply chain network that is diversified across multiple suppliers. We also have a team of experts who are constantly monitoring the supply chain for any potential disruptions. This allows us to quickly identify and address any issues that may arise. Back up vendors can be identified as an option if needed. Multiple months of raw materials are consistently stocked as an additional safety measure.

**6. Specify typical turnaround time for delivery (standard, rush, etc.) for the items being offered.**

GovSci Response: Standard, rush, and special delivery options are available. For in stock items, next day delivery is available.

**7. Describe return policy and identify any associated costs. Any costs to be specified in Attachment B Pricing Schedule.**

GovSci Response: All list prices are available on GovSci's online catalog ([www.govsci.com](http://www.govsci.com)). Please note that while we will still work hard to offer Virginia Tech the best price on research supplies, Federal Acquisition Regulations prohibit the sale of FSS contract items to non-federal entities at a discount greater than the GSA discount. Changes in GSA price may result in the immediate change of contract price. Any items added to GSA after award will also be subject to this rule. All returns must be accompanied by a Return Merchandise Authorization (RMA) number. To obtain an RMA request number, please contact our customer service team at [customerservice@govsci.com](mailto:customerservice@govsci.com) or call 800-248-8030. The RMA number must be clearly marked on the outside of the return package. Read return instructions carefully, as the RMA number GovSci provides differs from the manufacturer's RMA number.

We ask our customers to follow these simple steps to initiate a return:

1. *Reporting Damage and Missing product:* Customers must report any damage/shortages to items within 48 hours of receiving the shipment. Failure to report damage/shortage within this timeframe may affect the eligibility of your return/replacement.
2. *Return for Convenience:* Items may be requested for return for convenience within 30 days from the date of purchase. Shorter return windows may apply and be subject to the manufacturer's policies. Products must be unused, in their original packaging, and in resalable condition.

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3. **Restocking Fee:** Depending on the manufacturer, a restocking fee of up to 20% of the product's purchase price may be applied to returns for convenience. This fee is subject to the manufacturer's policies and will be communicated to you during the RMA process.

**Non-Returnable Items:** The following items are non-returnable:

- Temperature-sensitive items
- Discontinued products
- Hazardous materials (hazmat)
- Biological products
- Sterile products
- Custom-configured instruments or made-to-order products
- Medical devices
- Personal Protective Equipment (PPE) that is not returnable per the manufacturer's policies.

**Responsibility for Shipping:**

- **Damage/Defective Products:** Government Scientific is responsible for covering the shipping costs associated with returning damaged or defective items.
- **Return for Convenience:** Shipping costs for returns for convenience are the responsibility of the customer.

**To initiate a return, please follow these steps:**

1. Contact our customer service team at [customerservice@govsci.com](mailto:customerservice@govsci.com) or 800-248-8030 to submit an RMA request. If you know your Customer Service representative, you may email or call them directly.
2. Package the item(s) securely and in the original packaging or separate shipping box to prevent damage.
3. Clearly mark the RMA number on the outside of the package.
4. Ship the package to the address provided by our customer service team with the required paperwork within the specified return period.

Once the manufacturer receives the authorized returned item(s) and inspects their condition, we will process your return in accordance with this policy.

## **8. Describe the process for replacement of defective, broken, or damaged items.**

GovSci Response: GovSci will replace any defective, broken or damaged items that were deemed such at the time of delivery, in accordance with manufacturer warranty. If products arrive damaged or defective, GovSci is responsible for covering the shipping costs associated with returning damaged or defective items.

## **9. Provide sample quote and invoice. Quotes shall include manufacturer list price and contracted discount price.**

# Government Scientific Source, Inc.

12355 Sunrise Valley Dr. Suite 400, Reston, Virginia 20191  
 (703) 734-6962 \* Email [accounting@govsci.com](mailto:accounting@govsci.com) \* Fax (703) 935-0560  
 EIN # [REDACTED] \* DUNS# [REDACTED] \* UEI: [REDACTED]

# INVOICE

**No. INV-2271741**  
**Date 3/19/2024**

**Bill To:** C13248  
 INDIANA UNIVERSITY  
 DEPT. of CHEMISTRY  
 800 EAST KIRKWOOD AVE  
 BLOOMINGTON  
 BLOOMINGTON, IN 47405

**Ship To:** INDIANA UNIVERSITY  
 CANCER RESEARCH INSTITUTE  
 ATTN: CHEN ZHANG  
 1044 W WALNUT ST  
 ROOM # W132  
 INDIANAPOLIS, IN 46202

Sales Order / Purchase Order	BPA / Call No.	Terms	Ship Via
S1863753 / PO0794232		Net 30	

Line No.	Ordered	Shipped	Back Ordered	Item No	UOM	Description	Unit Price	Extended Price
1	1	1	0	LMI 14047744307	EA	Filter assy. 25 units insert	400.59	400.59
2	1	1	0	LMI 14047740296	EA	Bactericid.filt. 350 5865	20.81	20.81
3	1	1	0	LMI 14035838926	EA	High profile disposable	152.51	152.51

**Remit To:** Government Scientific Source, Inc.  
 P.O. Box 79717  
 Baltimore, MD 21279-0717  
 Suntrust Checking/Routing # 021052053

*Thank You*

Sales Amount	573.91
Taxable Amount	0.00
Sales Tax	0.00
<b>Total</b>	<b>573.91</b>

# PRICE QUOTATION

**Government Scientific Source, Inc.**  
 Small Business  
 12355 Sunrise Valley Dr. Suite 400, Reston, Virginia 20191  
 (800) 248-8030 \* (703) 734-1805  
 Fax (703) 734-1803

Sales Quote Date: 3/8/2024  
 Sales Quote Number: Q538650

SalesPerson: Cynthia King  
 Customer ID: C13445  
 E-Mail: cking@govsci.com

**Requested For Shipment To:**

HUNTER COLLEGE  
 695 PARK AVE  
 ROOM #1414 HN  
 NEW YORK, NY 10065

**Requested By:**

Name: GILA SCHWARZCHILD  
 Phone: 212-396-7544  
 Fax:  
 E-Mail: gs2024@hunter.cuny.edu

**Notes and Comments:**

Part No.	Description	UOM	Qty	List Price	Unit Price	Extended Price
HONEYWELL BURDICK AND JACKSON	F33643 Buffer pH 4 00 500LPF	Milliliter	1	53.42	47.00	47.00
HONEYWELL BURDICK AND JACKSON	F33646 Buffer pH 7 00 500LPF	Milliliter	1	53.12	46.74	46.74
HONEYWELL BURDICK AND JACKSON	F33668 Buffer pH 10 00 violet 500LPF	Milliliter	1	54.20	47.69	47.69
HACH	2756549 PH STORAGE SOLN 500ML	Each	1	67.43	56.49	56.49

**FOB Destination**

Quotation valid for 30 days from date of issuance  
 Estimated delivery time from date of issuance is 2 to 4 Weeks  
 Sales tax may change at the time of order depending on ship-to location and tax liability

**Subtotal:** 197.92  
**Tax:** 0.00  
**Total:** 197.92



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**10. Identify any other goods or services being offered to Virginia Tech and associated costs as specified in Attachment B Pricing Schedule.**

GovSci Response: Please see our complete online catalog at [www.govsci.com](http://www.govsci.com). Please note that while we will still work hard to offer Virginia Tech the best price on research supplies, Federal Acquisition Regulations prohibit the sale of FSS contract items to non-federal entities at a discount greater than the GSA discount. Changes in GSA price may result in the immediate change of contract price. Any items added to GSA after award will also be subject to this rule.

**11. Participation of Small, Women-owned and Minority-owned Business (SWaM) Business:**

**If your business cannot be classified as SWaM, describe your plan for utilizing SWaM subcontractors if awarded a contract. Describe your ability to provide reporting on SWaM subcontracting spend when requested. If your firm or any business that you plan to subcontract with can be classified as SWaM but has not been certified by the Virginia Department of Small Business and Supplier Diversity (SBSD), it is expected that the certification process will be initiated no later than the time of the award. If your firm is currently certified, you agree to maintain your certification for the life of the contract. For assistance with SWaM certification, visit the SBSBD website at <http://www.sbsd.virginia.gov/>**

GovSci Response: Application in progress

**STATEMENT OF NEEDS/SCOPE OF WORK:**

A. Virginia Tech desires to partner with contractors to provide quality research equipment, supplies, related items, and services. Offerors are encouraged to submit proposals for any or all of the product categories they can provide. All items are to be new and in original packaging. The Contractor shall not ship substitute items without prior approval from Virginia Tech personnel.

*Acknowledged by Government Scientific Source.*

B. Deep discounts off list are expected. Except for special handling, prices should be inclusive of delivery (FOB Destination). Pricing may be adjusted downward at any time and upward annually to reflect changes in manufacturers pricing. Contractor must provide full price files to Virginia Tech in either Access or Microsoft Excel to support price increase requests. Virginia Tech has 30 days to review price increase requests and reserves the right to challenge increases based on CPI or other relevant market data.



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**C. Sales representation: Provide a plan for sales representation. We recognize that not all institution accounts will warrant full-time on-campus representation. Provide a narrative on how you propose to provide this service.**

GovSci Response: Customer service is easy with GovSci. **John LaPrade**, Sales Representative II, has over 20 years of experience working with university clients to procure scientific supplies, equipment, and related services. Virginia Tech can reach John anytime to discuss ordering, invoicing, customer service, returns and other matters as the need arises. John can be reach at 800-248-8030 x284, [REDACTED], or [jlaprade@govsci.com](mailto:jlaprade@govsci.com). If John is unavailable, another member of Sales Team B will be able to assist Virginia Tech. The team email for Sales Team B is [Sales-B@govsci.com](mailto:Sales-B@govsci.com).

GovSci wishes to expand its relationships with educational institutions. We understand that R1 universities need reliable equipment from a supplier they can trust. For these reasons, we aim to enhance our customer satisfaction and loyalty by offering stellar customer service to Virginia Tech. GovSci's customer-centric approach is focused on building long-term relationships. We train our customer service representatives and sales teams to understand the technical aspects of laboratory supplies and provide expert advice to customers so we can offer personalized solutions tailored to each customer's requirements.

When orders are placed, we ensure prompt and efficient handling of inquiries, orders, and complaints. To ensure that we address any problems large or small, we regularly collect feedback to identify areas for improvement. We accomplish this by building a team of knowledgeable and experienced sales representatives and assign dedicated account managers to key clients for personalized support. In addition, we utilize various communication channels (phone, email, in-person meetings) with customers. We can also offer product demonstrations and training sessions to educate Virginia Tech on the use of research and laboratory supplies. Collaborate with marketing team to create promotional materials and campaigns.

We retain customers by implementing a loyalty program offering discounts, rewards, and exclusive deals to repeat customers. We also provide ongoing support and assistance to ensure Virginia Tech derives maximum value from purchases and conduct regular check-ins to assess satisfaction and address any issues promptly. Our robust post-sales support includes maintenance services and troubleshooting assistance.

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GovSci tracks key performance indicators (KPIs) such as customer satisfaction scores, sales conversion rates, and revenue growth and conducts regular reviews to evaluate the effectiveness of the customer service sales representation plan. We strive to continuously improve by fostering a culture of continuous learning and improvement among sales representatives. As such, GovSci provides ongoing training and development opportunities to enhance skills and knowledge.

We always welcome and encourage feedback from both customers and employees to identify areas for improvement.

D. Addition of new lines of products and services: It is important to have the flexibility in this contract to allow for future events that add value to the relationship. Examples include, but are not limited to, the addition of products and services that are new to the marketplace; the addition to the distribution chain of a new supplier and the acquisition of a complimentary company.

*Acknowledged by Government Scientific Source.*

E. Volume and Growth Incentives: In order to support the growth of the partnership, we look for preferred suppliers to provide financial incentives, payable to the institution at the close of each contract year.

*Acknowledged by Government Scientific Source.*

F. Substitutions of alternate items of products ordered are only allowed with Virginia Tech's prior approval. If a product is not available in a given package size, Virginia Tech will have the option to purchase another size at the same or lower unit price.

*Acknowledged by Government Scientific Source.*

G. Product Satisfaction: The Contractor should act as a customer advocate and coordinator for communications with the manufacturers and is responsible for performance and problem resolution. The Contractor's responsibility for support continues even if the Contractor discontinues selling a manufacturer's product to the extent that resolution is available from the manufacturer. The Contractor must take the necessary actions with manufacturers to reduce, minimize and prevent stock-outs of products and to ensure that promised lead times are accurate. Customer satisfaction will be a determining factor in measuring the Contractor's performance.

*Acknowledged by Government Scientific Source.*

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H. Warranty: All products purchased under this contract will minimally include the Original Equipment Manufacturer's warranty which will pass directly to Virginia Tech. Products which fail after acceptance and installation will be covered under warranty. Products which are inoperative at installation will either be replaced by the Contractor or repaired under warranty. The decision to replace such products or accept warranty repair will be at the sole discretion of Virginia Tech, except in the event Virginia Tech fails to provide timely notice of product failure to the Contractor. The Contractor should provide contact information for requests for warranty services for all equipment sold under the contract. Any maintenance agreements available from 6 the Contractor should be provided to Virginia Tech as an option and priced as discounted off list price.

*Acknowledged by Government Scientific Source.*

I. Sustainability: The Contractor is encouraged to address environmental concerns related to the purchase of recycled products, reductions of operating and maintenance costs, improved energy efficiencies, reduction of waste, use of 'green' products, and efforts to reduce consumption of energy, water, and materials.

GovSci Response: GovSci is committed to environmental conservation and recycling. We actively seek out vendors who display environmentally green product solutions and identify items made from recyclable materials on their websites. GovSci also facilitates environmental stewardship reporting summaries to the extent that the information is available from the manufacturer, and we ensure our catalog partners list environmentally green products with clearly designated symbols. We also fill item orders made with recycled materials whenever possible. Our business processes adhere to all policies and procedures as written in the Environmental Protection Agency's Comprehensive Procurement Guidelines (CPG) related to purchasing items that contain recycled materials.

Our Climate Action Plan includes efforts to reduce energy consumption including energy data collection to set goals for reduction, continued office energy audits and efficiency measures across our offices and warehouses, and green leases and other arrangements with landlords.

When shipping products from our warehouses to our customers we strive to use carriers who promote broader use of electric vehicles and wish to increase their electric vehicle fleets to reduce the number of gasoline powered vehicles on the road. GovSci is also exploring 100% low-carbon electricity and internal carbon pricing on corporate business travel. In addition, GovSci encourages employee engagement around travel reduction and the use of less carbon intensive modes of travel. We also allow employees to work from home and encourage them to use digital technology to reduce commuter auto emissions and jet fuel emissions generated by business travel.

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One of our environmental goals is reducing the amount of warehouse supplies, paper, and packaging materials that go to the landfill by 20% each year going forward. This goal and vision will drive an increase in the diversion of waste materials away from disposal to reuse, recycling and recovery solutions and it will drive our corporate headquarters and warehouses to achieve zero municipal solid waste to landfill status. Our facilities will adopt the definition of zero municipal solid waste to landfill and will follow applicable guidelines on measurement, reporting and communications to ensure a consistent approach to zero municipal solid waste to landfill across the company.

GovSci actively makes environmentally green choices by recycling packaging materials received from our suppliers, using packaging that contain recycled content and can be recycled by our customers, avoiding packaging that have been bleached with chlorine or chlorine derivatives or contain PVCs or polystyrene or heavy metals, and minimizing our carbon footprint in operation of delivery vehicles through right size vehicle selection and route optimization and maintenance of vehicle emission control devices.

All departments use recycled paper, binders, diskettes, envelopes, cards, and boxes that meet federal specifications, use energy efficient office equipment (EPP), recycling of paper, glass and metal, and use digital filing and business transactions to save paper. GovSci ensures that any equipment removed on behalf of the contract user is disposed of properly in strict compliance with all applicable regulations.

GovSci recycles paper, glass and metal. We also recycle nitrile gloves and pipette tip boxes (#5 polypropylene plastic) and use environmentally friendly PaperBox racks for ExpellPlus filtered pipette tips from CAPP. These pipette tips in recyclable racks are perfectly suited for the CAPP refill system and are a great alternative to standard plastic tip racks. We also moved scroll pumps from the oil-based versions to dry pump options, use benchtop gas generation as opposed to cylinder usage, use ultralow freezers with a lower energy footprint (~60-70% less than conventional Ultralow freezer technologies), and Ascentis LC columns (lower solvent usage supporting LC research).

Our sales staff communicate the environmental benefits (when applicable) of products to customers. To support our sales staff in their efforts, we ensure our catalog partners list environmentally green products with clearly designated symbols, and we seek out items made with recycled materials whenever possible.

J. Minimum Order: There shall be no minimum order requirement.

*Acknowledged by Government Scientific Source.*

K. Additional Charges: The Contractor shall not add additional fees except as allowed by contract terms.

*Acknowledged by Government Scientific Source.*

# PRICE QUOTATION

**Government Scientific Source, Inc.**  
 Small Business  
 12355 Sunrise Valley Dr. Suite 400, Reston, Virginia 20191  
 (800) 248-8030 \* (703) 734-1805  
 Fax (703) 734-1803

Sales Quote Date: 3/8/2024  
 Sales Quote Number: Q538650

Sales Person: Cynthia King  
 Customer ID: C13445  
 E-Mail: cking@govsci.com

**Requested For Shipment To:**

HUNTER COLLEGE  
 695 PARK AVE  
 ROOM #1414 HN  
 NEW YORK, NY 10065

**Requested By:**

Name: GILA SCHWARZCHILD  
 Phone: 212-396-7544  
 Fax:  
 E-Mail: gs2024@hunter.cuny.edu

**Notes and Comments:**

Part No.	Description	UOM	Qty	List Price	Unit Price	Extended Price
HONEYWELL BURDICK AND JACKSON 33643-500ML	F33643 Buffer pH 4 00 500LPF	Milliliter	1	53.42	47.00	47.00
HONEYWELL BURDICK AND JACKSON 33646-500ML	F33646 Buffer pH 7 00 500LPF	Milliliter	1	53.12	46.74	46.74
HONEYWELL BURDICK AND JACKSON 33668-500ML	F33668 Buffer pH 10 00 violet 500LPF	Milliliter	1	54.20	47.69	47.69
HACH 2756549	PH STORAGE SOLN 500ML	Each	1	67.43	56.49	56.49

**FOB Destination**

Quotation valid for 30 days from date of issuance  
 Estimated delivery time from date of issuance is 2 to 4 Weeks  
 Sales tax may change at the time of order depending on ship-to location and tax liability

**Subtotal:** 197.92  
**Tax:** 0.00  
**Total:** 197.92

# Government Scientific Source, Inc.

12355 Sunrise Valley Dr. Suite 400, Reston, Virginia 20191  
 (703) 734-6962 \* Email [accounting@govsci.com](mailto:accounting@govsci.com) \* Fax (703) 935-0560  
 EIN # [REDACTED] \* DUNS# [REDACTED] \* UEI: [REDACTED]

# INVOICE

**No. INV-2271741**  
**Date 3/19/2024**

**Bill To:** C13248  
 INDIANA UNIVERSITY  
 DEPT. of CHEMISTRY  
 800 EAST KIRKWOOD AVE  
 BLOOMINGTON  
 BLOOMINGTON, IN 47405

**Ship To:** INDIANA UNIVERSITY  
 CANCER RESEARCH INSTITUTE  
 ATTN: CHEN ZHANG  
 1044 W WALNUT ST  
 ROOM # W132  
 INDIANAPOLIS, IN 46202

Sales Order / Purchase Order	BPA / Call No.	Terms	Ship Via
S1863753 / PO0794232		Net 30	

Line No.	Ordered	Shipped	Back Ordered	Item No	UOM	Description	Unit Price	Extended Price
1	1	1	0	LMI 14047744307	EA	Filter assy. 25 units insert	400.59	400.59
2	1	1	0	LMI 14047740296	EA	Bactericid.filt. 350 5865	20.81	20.81
3	1	1	0	LMI 14035838926	EA	High profile disposable	152.51	152.51

**Remit To:** Government Scientific Source, Inc.  
 P.O. Box 79717  
 Baltimore, MD 21279-0717  
 Suntrust Checking/Routing # [REDACTED]

*Thank You*

Sales Amount	573.91
Taxable Amount	0.00
Sales Tax	0.00
<b>Total</b>	<b>573.91</b>

**Attachment B**

**Pricing Schedule**

The offeror shall provide pricing for all proposed categories and/or items for research equipment, supplies, chemicals, biologicals, laboratory equipment, related items, and services. The pricing schedule should include percentage off list price for specific manufacturer/product lines or percentage discount off catalog. The following sample shall be used: Category/Item, Manufacturer, and Discount Off List Price.

<b>Category/Item</b>	<b>Manufacturer</b>	<b>Discount off List Price</b>
Online catalog at <a href="http://www.govsci.com">www.govsci.com</a>		

Please note: Federal Acquisition Regulations prohibit the sale of FSS contract items to non-federal entities at a discount greater than the GSA discount. Changes in GSA price may result in the immediate change of contract price. Any items added to GSA after award will also be subject to this rule.







**VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY  
PROCUREMENT DEPARTMENT**

**ADDENDUM NO. 1**

**DATE:** April 16, 2024  
**TO:** All Offerors  
**FROM:** Levi Henry, Contracting Officer  
**TOTAL PAGE(S):** 1 Page (not including attachments)  
**SOLICITATION TITLE:** Research and Scientific Equipment, Supplies and Related Services  
**SOLICITATION NUMBER:** 952642405

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**I. CLARIFICATIONS AND ADDITIONAL INFORMATION**

The deadline for proposal submission has been extended from May 2, 2024 @ 3:00 PM EST to **May 16, 2024 @ 3:00 PM EST**.

**II. REQUESTS FOR INFORMATION**

1. Is free shipping a requirement or can we propose FOB Shipping, pre-paid and added?

*Virginia Tech Response: Free shipping is preferred. However, if this is not possible, FOB Destination Pre-paid and added can be accommodated.*

2. Is it a requirement to use eVA?

*Virginia Tech Response: Any offerors that are awarded a contract shall be required to be eVA registered.*

3. Is it a requirement for us to accept the PAC? If it is, is the PAC language negotiable?

*Virginia Tech Response: VHEPC has seen great success with Publicly Accessible Contracts over the last four years, in terms of wider contract adoption and increased revenue for our vendors, and PAC fees for our members and the consortium itself. However, it is not a requirement to accept the PAC, and the PAC language is negotiable.*

4. What is the projected value of the award?

*Virginia Tech Response: There is no estimated value of the award. Virginia Tech cannot guarantee a minimum amount of business for any term contract awarded from this solicitation.*

GovSci acknowledges receipt of the contracting officer's responses to questions.

## Negotiations Summary

1. **Virginia Tech question:** If awarded a contract, do you acknowledge and agree that the PAC agreement included in the RFP as Attachment C shall be included as part of the contract?

GovSci response: Yes. If awarded, Government Scientific Source, Inc. (GovSci) agrees that the PAC agreement in Attachment C.

2. **Virginia Tech question:** As part of Virginia Tech standard procedures, all awarded contracts will be publicly posted on an online contracts' portal. Is there any information included that would be used to identify or harm a person's identity, finances or personal information? If so, please provide a redacted copy of your proposal.

GovSci response: GovSci does not wish to provide a redacted copy.

3. **Virginia Tech question:** Are there any additional forms or documents that you will require to be incorporated into the contract documents? If so, please submit.

GovSci response: GovSci does not wish to include additional forms or documents.

4. **Virginia Tech question:** Do you agree to provide invoices with payment due thirty (30) days after receipt of invoice or goods/services, whichever is later?

GovSci response: Yes, GovSci agrees to provide invoices with payment thirty days after receipt of invoice or goods/services, whichever is later.

5. **Virginia Tech question:** Do you agree that you will be performing services as an Independent Contractor, Company, Corporation or other business entity and are not an employee of Virginia Tech or any other Commonwealth Entity?

GovSci response: Yes, GovSci agrees to these terms.

6. **Virginia Tech question:** Do you further agree that Virginia Tech will not withhold any income taxes from its payments to contractors nor will it provide any employment benefits to the contractor or contractor's employees?

GovSci response: Yes, GovSci agrees to these terms.

7. **Virginia Tech question:** Do you agree that the initial contract period shall be two years?

GovSci response: Yes, GovSci agrees to these terms.

8. **Virginia Tech question:** Upon completion of the initial contract period, do you agree that the contract may be renewed by Virginia Tech upon written agreement of both parties for four (4) two-year periods?

GovSci response: Yes, GovSci agrees that the contract may be renewed upon written agreement of both parties for four two-year periods.

9. **Virginia Tech question:** If awarded a contract, do you agree to limit price increases to no more than the increase in the Consumer Price Index, CPI-W, All Items category for the latest twelve (12) months for which statistics are available at the time of renewal or 3 percent, whichever is less?

GovSci response: Yes, GovSci agrees to limit price increases to no more than the increase in the consumer Price Index, CPI-W, for all item categories, for the latest twelve (12) months for which statistics are available at the time of renewal or three (3) percent, whichever is less.

10. **Virginia Tech question:** If awarded a contract, are you willing to hold prices firm for the initial contract period of two-years?

GovSci response: GovSci is willing to hold prices firm for 365 calendar days after the effective date of the contract, as stated in Attachment A, Special Terms and Conditions, item 8. Thereafter, requests for upward adjustments may be submitted annually, as stated in the RFP VIII. B.

11. **Virginia Tech question:** Please provide your best and final schedule of prices for all services offered.

GovSci response: GovSci's best and final schedule of prices is posted on govsci.com under your registered account.

12. **Virginia Tech question:** Are you registered with and willing to participate in the eVA internet procurement solution described in the terms and conditions of the RFP?

GovSci response: Yes, GovSci is registered and willing to participate.

13. **Virginia Tech question:** Do you acknowledge, agree and understand that Virginia Tech cannot guarantee a minimum amount of business if a contract is awarded to your company?

GovSci response: Yes, we acknowledge and agree that Virginia Tech cannot guarantee a minimum amount of business.

14. **Virginia Tech question:** Are the prices for all goods/services listed in your proposal inclusive of all applicable eVA system transaction fees?

GovSci response: Yes, GovSci list prices include all applicable eVA system transaction fees.

15. **Virginia Tech question:** Does the vendor acknowledge, agree, and understand that the terms and conditions of the RFP # 952642405 shall govern the contract if a contract is awarded to your company?

GovSci response: Yes. If awarded, GovSci agrees with the terms and conditions in RFP #952642405.

16. **Virginia Tech question:** Please identify the person (name, phone number, email address, etc.) in your company that will serve as liaison for a) e-commerce, b) accounts receivable, c) emergency orders.

GovSci response:

- a. E-commerce Liaison  
**Zach Lingelbach**, Principal Software Engineer  
Email: [zlingelbach@govsci.com](mailto:zlingelbach@govsci.com)  
Phone: [REDACTED]
- b. Accounts Receivable Liaisons  
**Kerri Pratt**, Accounts Receivable Manager  
Email: [kpratt@govsci.com](mailto:kpratt@govsci.com)  
Phone: 703.734.6962 x2  
- and -  
**Jennifer Francis**, Accounts Receivable Supervisor  
Email: [jfrancis@govsci.com](mailto:jfrancis@govsci.com)  
Phone: 703.734.6962 x2
- c. **Mike Parker**, Customer Service Supervisor  
Email: [salesb@govsci.com](mailto:salesb@govsci.com)  
Phone: [REDACTED]

17. **Virginia Tech question:** Are there any additional financial or value-added incentives you would like to offer at this time?

GovSci response: GovSci does not wish to provide any additional or value-added incentives at this time.