

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: VTG-2322-2025

This contract entered into this 11th day of July 2024 by Sterile Service Co 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
M Mt
(initials)

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

Contractor By: DocuSigned by: michael barbee
(Signature)
2A33C3392DA84B2...
michael barbee
Name and Title
VP Business Development

Virginia Tech By: DocuSigned by: Mary Helmick
(Signature)
45C0F5F337E04D0...
Mary W. Helmick
Director of Procurement



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 . 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. 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:

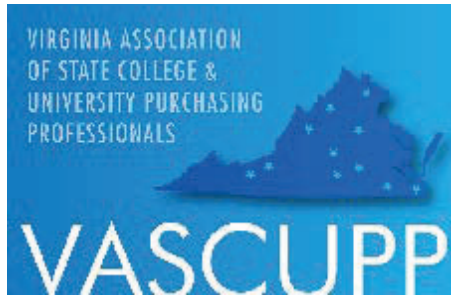
The eVA Internet electronic procurement solution streamlines and automates government purchasing activities within the Commonwealth of Virginia. Virginia Tech, and other state agencies and institutions, have been directed by the Governor to maximize the use of this system in the procurement of goods 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 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

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

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.

Category/Item	Manufacturer	Discount off List Price

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 31st 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

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.



Cover Letter

May 16, 2024

Levi Henry

Senior Buyer

Virginia Tech

300 Turner Street NW

Blacksburg, VA 24061

Dear Mr. Henry:

Sterile Services Co. (SSC) welcomes the opportunity to respond to Request for Proposal #952642405 for Research and Scientific Equipment, Supplies and Related Services.

SSC is a Virginia SWaM certified, NMSDC MBE, WBENC WBE, SDVOSB, Women-Owned, HUBZone, EDWOSB and 8(a)-certified company that specializes in procuring supplies and equipment for Federal and SLED market entities. Our primary goal is to maximize our customer resources by offering the highest quality equipment and supplies through best-value practices.

We have a large network of warehousing and resources that allows us to offer product variation and quality while exceeding delivery expectations. These acquisition capabilities cover numerous supplies and equipment.

What differentiates SSC from its competitors is its versatility and quality. Our customers' needs and concerns are always our priority, ensuring we meet and exceed requirements by contracting with only the most notable and reliable manufacturers and distributors. As you will see from our proposal, we are presenting a solution that meets your product requirements with competitive pricing.

We welcome the opportunity for further discussion.

Sincerely,

Michael A. Barbee

VP Business Development

(800) 977-7974, Ext. 700

michael@ssc1.com

1 Company Overview

At Sterile Services Co (SSC), excellence in delivering medical and laboratory supplies is more than a goal; it is our standard. Our established reputation within the industry is built upon our unwavering dedication to providing high-quality products, superior deliverables, and innovative professional services tailored to meet the precise needs of our clients. With a long-standing history of serving prestigious institutions such as Virginia Tech, we have consistently demonstrated our ability to exceed expectations, which underscores our leadership in fostering diversity, innovation, and strategic partnerships across industries. Our distinguished record in supplying medical and laboratory needs, notably to esteemed clients like Virginia Tech and several federal agencies, emphasizes our dedication to excellence. We are recognized for our provision of top-tier supplies, high-quality deliverables, and a comprehensive spectrum of professional services that are innovative and geared toward delivering tangible results. SSC is a certified Economically Disadvantaged Woman-Owned Small Business (EDWOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB), HUBZone, and 8(a) Small Business. Our accreditations further extend to certifications such as WBENC (WBE), NMSDC (MBE), and Disadvantaged Business Enterprise (DBE).

SSC actively partners with top-tier vendors and suppliers, aiming to deliver superior quality products to our clients. Our commitment to excellence leads us to seek partnerships with only the most reputable suppliers across every aspect of our operations. For this initiative, we are proud to collaborate with McKesson, a recognized leader in global healthcare. As a participant in their diverse vendor reseller program, this partnership positions SSC for optimal growth and success, ensuring that we are well-equipped to meet and exceed the project's requirements with the highest standards of service and supply.

Since our inception, SSC has been at the forefront of serving government agencies, managing a spectrum of operations from routine to complex requirements, all while optimizing resource use through best-value practices and processes. Our experience has allowed us to refine our solutions and customize them in accordance with our customers' needs, ensuring they are infused with professionalism, integrity, and extensive industry knowledge. Our organizational strength lies in our proven management structure, designed to foster clear and effective communication with our clients throughout the lifecycle of each project. This, combined with our commitment to leveraging the latest innovative practices and technologies, ensures that we remain adaptable and responsive to the evolving needs of Virginia Tech.

In entrusting SSC with your medical and laboratory supply needs, you are choosing a partner committed to excellence, innovation, and a purposeful approach. We are poised to deliver not just laboratory supplies but innovative solutions that enhance efficiency, reduce costs, and ultimately contribute to the success of your project.



2 Contact Information (ordering, invoicing, and customer service)

Carter@ssc1.com
800-977-7974

3 Experience/References

Michael Barbee, Vice President of Business Development has worked extensively with diverse vendors in the laboratory supplies space. This experience has included projects with University of Michigan, University of California and Wayne State University.

USMC Alternate Prime Vendor Medical Supplies
IDIQ Dollar Value: \$46.9M
Contact: Mark W. Urrutic, HMC/USN/Ret
mark.urrutic@usmc.mil
[REDACTED]

Project Scope: Sourcing and Procurement of Medical Equipment and Supplies SSC procured medical equipment and supplies listed in the Authorized Medical Allowance Lists (AMALs) and the Authorized Dental Allowance List (ADAL) as essential items required by Medical Battalions, Dental Battalions, and unit medical personnel to treat patients in various settings. SSC ensures all procured items adhere to approved specifications and are sourced from authorized distributors.

DoD USSOCOM SOF GLSS
Subcontractor Dollar Value: \$1M
Tyrone McLaurin
tmclaurin@1soi.com
[REDACTED]

Project Scope: SSC managed the storage, shipping, and shelf life of Chemical, Biological, Radiological, Nuclear (CBRN) equipment. We implemented stringent protocols for the handling and storage of CBRN equipment to prevent contamination and ensure readiness for deployment. Our team also monitored the equipment's shelf life, ensuring expired or near-expiration items were properly disposed of and replaced.

Ottumwa Job Corps – Supplies and Equipment Support
Ashley Bollinger
bollinger.ashley@jobcorps.org
[REDACTED]



Project Scope: SSC has established itself as a cornerstone vendor, supplying an extensive range of medical, dental, laboratory equipment, and medicines to Job Corps centers across the nation. For several years, our expertise and dedication to quality have made us a trusted partner in supporting the diverse needs of these centers, ensuring they have access to the best products to serve their communities effectively. Our commitment to excellence and ability to consistently deliver high-quality supplies and equipment underscore our pivotal role in the operational success of Job Corps centers nationwide

4 Delivery Turn Around Times/Options

Our strategic partner, McKesson Medical Surgical, is one of the largest medical distributors with more than 250,000 products available with same day shipping.



- 900+ delivery professionals
- Largest delivery vehicle fleet
- Deliveries 5 days a week for additional convenience
- 38 million miles driven annually
- Deliver 7.8 million packages to patient homes per year
- Relationships with common shipping carriers
- Flexible delivery: same-, next- and two-day shipping available



5 Return Policy/Product Replacement

Returned Goods Policy

GENERAL POLICY

Subject to the terms and conditions of this Returned Goods Policy, non-refrigerated product in "merchantable condition" (as defined below) may be returned to the McKesson Specialty Care Distribution LLC (the "Distributor") facility from which the product was originally purchased if the return request is made within **two (2)** business days of receipt of the order being delivered.

MERCHANTABLE CONDITION

Merchantable condition will be determined by the Distributor's ability to return the item to its inventory for resale in the normal course of its business without special preparation, testing, handling or expense. Additionally, for each returned product, the customer must complete the applicable written certifications as specified on Distributor's Ongoing Assurance (OGA) form.

The following represent items that are **non-returnable**:

- A. Refrigerated product is not eligible for return to Distributor.
- B. Any item which has been used, or opened, is only partially complete, stickered, marked, damaged, defaced, or is without all original packaging, labeling, package inserts, or operating manuals.
- C. Short-dated (e.g. less than 90 day's shelf life), outdated, or seasonal product.
- D. Product purchased from other wholesalers, or other sources.
- E. Any item purchased on a "special order" basis, including non-stock orders and drop shipments.
- E. Any sterile merchandise, unless Distributor is specially assured that such merchandise was properly stored and protected at all times and such merchandise is returned separately in a package marked as such. Product must be accompanied by customers signed, certified OGA, as part of the Return Materials Authorization (RMA) form.
- F. Frozen product is not eligible for return to Distributor. However, Distributor will assist the customer in coordinating a return when specific circumstances as defined by manufacturer allow product to be returned.
- G. Any low stability product that is unusually sensitive to temperature and handling conditions.
- H. Any product not intended for return to a wholesaler in accordance with the return policies of the applicable manufacturer.
- I. Narcotics and other controlled substances are non-returnable.
- J. Federal and State drug pedigree laws may prohibit the return of product that is otherwise potentially valid for return. In general,
 - 1. Distributor will only accept non-expired product purchased from Distributor directly as evidenced by invoice and lot number;
 - 2. All product must be returned within seven (7) calendar days of product purchase. (It being understood that the product return request must be made within two (2) business days of receipt of the order being delivered.)
- K. Product returned pursuant to a voluntary or involuntary Manufacturer Recall may have different requirements. In the case of a recall, Distributor will document any changes to policy specific to that product.

CREDIT AMOUNT

Credit for authorized returns will be issued upon receipt of product and verification of return eligibility. Credit amount to be issued is determined by the type of return.

Type of Return	Credit to be Issued
Authorized Saleable Return, with copy of invoice/packing slip	100% of purchase price
Authorized Saleable Return, without copy of invoice/packing slip	85% of purchase price
Authorized Expired Return	75% of purchase price
Unauthorized Return	No credit issued

Returned Goods Policy, continued.

UNAUTHORIZED OR UNMERCHANTABLE PRODUCT

Returns received without prior authorization or containing items not eligible for return in accordance with Distributor's Policy will not be accepted and will be returned to customer at customer's expense.

SHORTS AND DAMAGED MERCHANDISE

- A. Claims of order shortages (e.g., invoiced but not received) and damages must be reported within **two** (2) business days of receipt of goods.
- B. All claims of shortage will require inventory verification. If a shortage is not validated during the cycle count process, credit will not be issued.
- C. Controlled substance discrepancies must be reported immediately upon receipt of order per DEA regulations.

PRICING DISCREPANCIES

Pricing and other errors/mistakes must be reported within **ten** (10) business days from the invoice date.

Expired Drug Return Policy

- A. Only product purchased from Distributor will be accepted for credit and/or return.
- B. Distributor will accept expired drugs for return in accordance with Distributor Expired Return Policy and the individual manufacturer's expired drug policy. Distributor's General Policy for expired drug return includes:
 - 1. Full units, no partials
 - 2. No damaged products
- C. Expired product may be returned for credit only with prior authorization from Distributor. Please call 800.482.6700, option 2, to request an Expired Product Authorization (EPA) form. A Customer Service Representative will email or fax the form for completion.
- D. Please note that manufacturers set their own individual time period constraints, and Distributor will abide by the manufacturer policy for expired drug returns.
- E. Distributor will review a customer's completed EPA form and determine which drugs are eligible for return. This will be communicated to the customer.
- F. Distributor will issue credit at 75% of the customer's original acquisition price for expired product purchased through Distributor that is deemed eligible for return and/or credit.
- G. Credit will be issued once a completed form and expired drugs are received and processed by the Distributor warehouse.
- H. Deductions from payment of invoices are not allowed.
- I. The customer is responsible for scheduling the return and for any return freight expenses on expired goods.

Required Return Procedures

Fully completed RMA and OGA forms must accompany all merchandise to be returned. The OGA must be signed by a financially responsible person at the practice or by his /her delegate where written documentation of delegation exists. Each RMA form must include the information below. If this information is inaccurate or is incomplete, please contact Customer Service:

- A. Customer name, address and account number (as it appears on the invoice);
- B. Name and address of the Distributor facility to which the return is made;
- C. "Ship to" address if different than "Bill to" address;
- D. Distributor invoice/order number and date;



Returned Goods Policy, continued.

- E. Product item number, quantity, form/size, description, lot number, serial number, and expiration date; (Note: A copy of the Distributor invoice and packing slip will provide this information.)
- F. Purchase order number, if applicable;
- G. Reason for return; and the date of the return.

Distributor will arrange for pick up of product, and pay freight for all items shipped in error. Non-refrigerated items approved for return due to customer order error, overstock, and/or expired products must be returned with freight pre-paid.

Return merchandise must be placed in a proper shipping container and, for merchandise valued at more than \$250, signed for by the carrier/driver when the product is picked up.

All return forms will be reviewed by Distributor for compliance with its Returned Goods Policy. The validation, valuation, and acceptance of any return are at the sole discretion of Distributor and/or the manufacturer. Any credit or similar offsets may be taken only as previously approved by Distributor (as evidenced by the issuance of a valid credit memo), and may not be otherwise taken or deducted by the customer.

If product returned to Distributor is not the product specified on the RMA (Quantity, NDC and LOT number), credit will not be issued and product will be returned to the customer at customer's expense.

ONGOING ASSURANCE

Prior to returning any product to Distributor, each customer must execute and deliver to Distributor an OGA verifying that all returned merchandise has been kept under proper conditions for storage, handling, and shipping as required by applicable state and Federal requirements (e.g. state Board of Pharmacy regulations, 21 CFR § 203, 205, and other applicable regulations). The OGA must be signed by a financially responsible person at the practice or by his /her delegate where written documentation of delegation exists.

THIS POLICY IS SUBJECT TO CHANGE WITHOUT NOTICE BY DISTRIBUTOR. THIS POLICY IS FURTHER SUBJECT TO MODIFICATION AS DISTRIBUTOR MAY DEEM NECESSARY OR APPROPRIATE TO COMPLY WITH APPLICABLE FEDERAL AND/OR STATE LAWS, RULES AND REGULATIONS, FDA GUIDELINES, AND ANY OTHER RESTRICTIONS APPLICABLE TO RETURNED MERCHANDISE. PLEASE CONTACT YOUR ACCOUNT EXECUTIVE TO ADDRESS ANY CIRCUMSTANCES THAT ARE NOT OUTLINED HEREIN.



6 Sample Invoice/Quote (Actual Quote Uploaded)

**Sterile Services Co. SDVOSB,
ED/WOSB, HubZone, SWaM,
DBE, and 8(a)**
6700 NW 27TH AVE #472290
FL US
800-977-7974
carter@mysterileservices.com
www.shopsterile.com



Packing Slip

BILL TO
EVA Marketplace

SHIP TO
Dept. of Juvenile
Justice - 14th CSU
4201 E Parham Road
Richmond, VA
23228

INVOICE # 4883
DATE 04/26/2024

CUSTOMER PO
PCO04640470

ACTIVITY	DESC.	QTY
Color Cardstock, 65 lb Cover Weight, 8.5 x 11, Stardust Flecked White, 250/Pack	WAU22401	5
Color Cardstock, 65 lb Cover Weight, 8.5 x 11, Planetary Purple, 250/Pack	WAU22871	1
Color Cardstock, 65 lb Cover Weight, 8.5 x 11, Sunburst Yellow, 250/Pack	WAU22791	1
Color Cardstock -"Vintage" Assortment, 65 lb Cover Weight, 8.5 x 11, Assorted, 250/Pack	WAU21003	2

7 Best Value

There are multiple levels to our value proposition strategy. We customize our approach based on the customer needs and the end users' access level. Our plan for Virginia Tech would include the following as well as the addition of other aspects once we complete our service level review:

- Quarterly business reviews
- Demand management
- Introducing new and innovative products
- Bringing thought leadership to the discussion (content experts)
- Product training

- Leverage our military product acquisition and service expertise
- Develop and implement a marketing strategy to create awareness of our offerings
- Support University of Florida diverse vendor conferences/match-making events

8 Diverse Supplier Certifications

Virginia SWaM Certified, Certified Economically Disadvantaged Woman-Owned Small Business (EDWOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB), HUBZone and 8(a) Small Business. Our accreditations extend to certifications such as WBENC (WBE), NMSDC (MBE), and Disadvantaged Business Enterprise (DBE).

9 Green Initiatives

At SSC, we recognize our responsibility to create a positive impact on the environment and society. We are committed to sustainable practices that drive long-term value while preserving our planet for future generations.

9.1 Purpose and Commitment

- We pledge to integrate sustainability into every aspect of our business operations.
- Our purpose is to contribute to a healthier, more equitable world.

9.2 Environmental Responsibility

- We strive to minimize our ecological footprint:
 - Reducing energy consumption through efficient processes.
 - Implementing waste reduction strategies.
 - Supporting renewable energy sources.

10 Social Impact

- Our business success and focus are driven by our desire to increase the level of support that we can provide for our non-profit, Vision of Hope. Vision of Hope provides humanitarian aid to underserved communities to enable access to everyday resources such as sanitary items, healthcare, education, clothing, food supplies, and community improvements.
- We value our employees, customers, and communities:
 - Ensuring fair wages and safe working conditions.
 - Promoting diversity, equity, and inclusion.
 - Engaging in philanthropic initiatives.
- We actively collaborate with local organizations to address social challenges.

11 Economic Resilience

- Sustainability enhances our long-term viability:
 - Identifying risks related to climate change and resource scarcity.



- Investing in innovation and sustainable technologies.
- Building resilient supply chains.

We invite our employees, partners, and customers to join us on this journey toward a more sustainable future. Together, we can have influence.

12 Terms and Conditions

If SSC is successful, our product vendor, McKesson, will only provide product fulfillment and nothing else in the RFP unless identified and requested by SSC and approved by McKesson. The applicable payment terms are Net 30.



Quote Name:	Virginia Lab Supplies RFP
Quote Number:	CPQ-797888
Customer Name:	Virginia Tech
Total Items:	39

Item #	Item Description	Vendor Name	Catalog #	Case/Pack	Product Family	Product Category	Product Group	Sub Category	Qty	UOM Level	UOM	Final Price
1150421	Bp Monitor, Upper Arm 10 Series	Omron Healthcare Inc	BP7450	EA	Equipment & Equip	Patient Assessment/M	BP Monitoring	Electronic, Units, Sphyg.	1	sell	EA	\$ 89.61
906658	Phosph Buff Sal Pbs 1x500ml	Fisher Scientific	SH3025601	EA	Lab-Ancillary	Lab-Lab Supplies	Stains & Chemicals	Other Chemicals	1	sell	EA	\$ 21.66
1084103	Cap, Snap Eppendorf	Fisher Scientific	05-402-24A	50EA/CS	Lab-Ancillary	Lab-Lab Supplies	Plasticware & Consu	Tubes & Caps	1	sell	CS	\$ 55.02
795762	Coat, Staff Lab Unix W/pda Pckt	Fashion Seal Uniforms	1475-M	EA	Infection Prevention	Personal Protective	Lab Coats & Jackets	Lab Coats, Reusable,	1	sell	EA	\$ 27.98
1082083	Tube, Centrifuge Pp Racked Strblu 50ml	Mckesson Medical Surgical	177-6289	25EA/PK 20PK/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Tubes & Caps	1	sell	PK	\$ 9.13
1169386	Tube, Microcentrifuge	Mckesson Medical Surgical	177-111564	500EA/BG 20BG/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Tubes & Caps	1	sell	BG	\$ 13.86
1082080	Tube, Centrifuge Str Racked Blu 15ml	Mckesson Medical Surgical	177-6286	50EA/PK 10PK/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Tubes & Caps	1	sell	PK	\$ 8.37
880804	Syringe, Injekt Ls 1ml	B Braun Medical Inc	9166017V-02	100EA/BX 18BX/CS	Nursing and	Needles & Syringes	Syringes w/o Needles	Syringe 0.5cc /1cc	1	sell	BX	\$ 47.18
1187729	Cap, Strip Flat 8place W/o Tuclr	Globe Scientific Inc	PCR-02FC	125EA/BX	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Tubes & Caps	1	sell	BX	\$ 29.16
1245940	Centrifuge, Bld Banking	Drucker	00-483-009-001	EA	Lab-Ancillary	Lab-General Lab Equipment	Centrifuges	General Use Centrifuges	1	sell	EA	\$ 4,490.19
1176008	Pipette, Serological Std Tip Str Red	Mckesson Medical Surgical	177-1781	200EA/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Pipettors & Tips	1	sell	CS	\$ 57.78
1082079	Tube, Centrifuge Str 15ml (25/bg 20	Mckesson Medical Surgical	177-6285	25EA/BG 20BG/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Tubes & Caps	1	sell	BG	\$ 5.51
982052	Tip, Pipette Eppendorf	Pantek Technologies Llc	0030089430	100EA/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Pipettors & Tips	1	sell	CS	\$ 223.12
1176007	Pipette, Serological Std Tip Str Org Band	Mckesson Medical Surgical	177-1761	200EA/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Pipettors & Tips	1	sell	CS	\$ 46.08
1176006	Pipette, Serological Std Tip Str Blu Band	Mckesson Medical Surgical	177-1741	200EA/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Pipettors & Tips	1	sell	CS	\$ 59.42
921592	Glove, Exam Ltx Sm N/s	Mckesson Medical Surgical	14-424	100EA/BX 10BX/CS	Infection Prevention	Gloves	Glove, Exam PF	Glove, Exam Latex NonStr	1	sell	BX	\$ 5.86
1194239	Tube, Centrifuge Micro Flex Amber	Eppendorf North America	022363514	500EA/BG	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Tubes & Caps	1	sell	BG	\$ 88.57
921594	Glove, Exam Ltx Lg N/s	Mckesson Medical Surgical	14-428	100EA/BX 10BX/CS	Infection Prevention	Gloves	Glove, Exam PF	Glove, Exam Latex NonStr	1	sell	BX	\$ 5.86
921593	Glove, Exam Ltx Med N/s (100/bx	Mckesson Medical Surgical	14-426	100EA/BX 10BX/CS	Infection Prevention	Gloves	Glove, Exam PF	Glove, Exam Latex NonStr	1	sell	BX	\$ 5.86
921601	Glove, Exam Ntrl Xs N/s Chemo4.5c	Mckesson Medical Surgical	14-652C	100EA/BX 10BX/CS	Infection Prevention	Gloves	Glove, Exam PF	Glove, Exam Nitrile	1	sell	BX	\$ 8.06
1186689	Tip, Pipette Grad Nat Ns 200ul(96/pk	Globe Scientific Inc	151150R-96	96EA/PK 10PK/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Pipettors & Tips	1	sell	PK	\$ 5.30
887037	Tube, Bld Col Rna Red 2.5ml Plas	Becton Dickinson	762165	100EA/CS	Lab-Ancillary	Lab-Specimen Collection	Blood Collection	Blood Collection -	1	sell	CS	\$ 1,502.18
542511	Tip, Pipette 10ul Str (960/bx)gjsc	Globe Scientific Inc	151145RS-96	BX	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Pipettors & Tips	1	sell	BX	\$ 42.41
827052	Wipe, Dry Kc Prof Kimwipe	Kimberly Clark Professional &	34120	30CT/CS	Office and Facility	Housekeeping	Towels & Tissue	Wipes Dry & Dispensing	1	sell	CS	\$ 102.22
1177716	Box, Microscope Slide Storagef/100	Mckesson Medical Surgical	177-513079A	EA	Nursing and	Ancillary Nursing	Bags & Basins	Bins, Storage	1	sell	EA	\$ 5.92
1029765	Str Bar, Lab Magnetic	Fisher Scientific	14-513-58SIX	6EA/PK	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Other Lab Consumables	1	sell	PK	\$ 25.00
1033081	Media, Chocolate Agar Monoplate	Remel Inc	R01302	100EA/PK	Lab-Non-Waived	Lab-Microbiology	Microbiology Reagents	Microbiology Reagents	1	sell	PK	\$ 599.64
629278	Media, Blood Agar 5% Sheep	Remel Inc	R01202	100EA/CS	Lab-Non-Waived	Lab-Microbiology	Microbiology Reagents	Microbiology Reagents	1	sell	CS	\$ 594.94
1157806	Tray, Aluminum F/slides 20 Place	Dynamic Diagnostics, Inc.	3000-30	EA	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Other Lab Consumables	1	sell	EA	\$ 55.40
464497	Slide, Plain 3x1x1 (72/bx 20bx/cs)	Mckesson Medical Surgical	16-7131	20BX/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	General Use Glass Slides	1	sell	BX	\$ 2.84
768955	Cylinder, Graduated Poly	Globe Scientific Inc	602563-1	EA	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Beakers, Jars & Bottles	1	sell	EA	\$ 13.50
952575	Tip, Pipette Eppendorf 1-	Fisher Scientific	05403119	100EA/BG 2BG/PK	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Pipettors & Tips	1	purchase	PK	\$ 136.51
536623	Tip, Pipette Univ Nat Xing 100-	Globe Scientific Inc	151153	1000EA/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Pipettors & Tips	1	sell	CS	\$ 33.74
885040	Beaker, Lab Low Form Glass	Fisher Scientific	FB100250	12EA/PK	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Beakers, Jars & Bottles	1	sell	PK	\$ 45.33
1013203	Water, Distilled Ultrapure	Fisher Scientific	10977015	EA	Lab-Ancillary	Lab-Lab Services	Proficiency Testing	Proficiency Testing	1	sell	EA	\$ 69.04
1012480	Basin, Pipet Polystyrene Str	Fisher Scientific	13-681-501	80EA/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Tubes & Caps	1	sell	CS	\$ 109.02
464499	Slide, Extra-frosted 3x1x1 (72/bx	Mckesson Medical Surgical	16-7133	20BX/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	General Use Glass Slides	1	sell	BX	\$ 7.57
976315	Beaker, Lab Tri Pour Plas 250ml (100/cs)	Medegen Medical Products Llc	PB5935-250	100EA/CS	Lab-Ancillary	Lab-Lab Supplies	Glassware, Plasticware & Consu	Beakers, Jars & Bottles	1	sell	CS	\$ 25.92
915474	Chemstrip, 10ua	Roche Diagnostics	11895354160	EA	Lab-Waived	Lab-Instrument Driven Testing	Urinalysis Reagents	Urinalysis Reagents	1	sell	EA	\$ 61.54

Negotiations Summary

1. **Virginia Tech question:** Can you please confirm the “quote” that was included in your proposal contains the pricing you have proposed for this contract opportunity?

Sterile Services response: The referenced quote does not contain the pricing that we proposed for this opportunity. It was noted upon final review and audit that a systemic issue led to the incorrect file being submitted. The correct file has been attached for review.

2. **Virginia Tech question:** Are there other product offerings available beyond what is listed in the quote spreadsheet attached to your proposal? If so, what is the pricing/discount structure for those offerings?

Sterile Services response: We are expanding the scope of our offering by adding products from another one of our partners, EMSCO Scientific Enterprises, Inc. EMSCO is a Philadelphia based MBE with over 40 years’ experience as a distributor of laboratory supplies & equipment, chemicals, and pharmaceutical excipients. EMSCO is a “preferred distributor” of Corning products, life, physical & Earth science supplies, biotechnology & laboratory equipment, as well as preserved organisms used in the education setting.

Partner Website link:
www.emscoscientific.com

Category/Item	Manufacturer Name	Maximum Discount off List Price
Falcon/Discovery	Corning	10%
Plastic	Corning	45%
Axygen	Corning	56%
Glass	Corning	42%
Labnet	Corning	29%
Laboratory Consumables	Celltreat	24%

3. **Virginia Tech question:** It is preferred for all deliveries to be FOB Destination. If awarded a contract are you willing to agree to this?

Sterile Services response: We agree to FOB Destination for all deliveries.

4. **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?

Sterile Services response: We agree to the inclusion of the PAC agreement.

5. **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.

Sterile Services response: There is no harmful information included in our proposal.

6. **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.

Sterile Services response: We do not have any additional forms or documents requiring incorporation.

7. **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?

Sterile Services response: We agree to provide invoicing as requested.

8. **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?

Sterile Services response: We agree that we are an independent contractor.

9. **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?

Sterile Services response: We agree that Virginia Tech will not withhold any income tax from contractor payments and will not provide contractor employees with any employment benefits.

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

Sterile Services response: We agree that the initial contract period is two years.

11. **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?

Sterile Services response: We agree that the initial contract may be renewed by Virginia Tech upon written agreement of both parties for four (4) two-year periods.

12. **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?

Sterile Services response: We agree to limit the price increase when in fact it is 3 percent or less from the distributor and/ or manufacturer. The proper documentation will be provided in advance as requested.

The CPI is based on household goods and services. Increases in the laboratory supplies category could fall out of the scope of a restricted CPI measurement. However, in an effort to mitigate the impact of potential price increases we will implement a demand management strategy to proactively identify items subject to increase. Specifically, we will be looking for lower cost options. The options could include manufacturer and/ or distributor branded solutions. Also, the options could include products sourced from other providers. Either way cost reduction will be our focus. We will extend an offer to provide samples upon request. Once approved the cost saving item(s) will be added to the catalog. As part of this process, we will implement a quarterly catalog review.

Another thing of note that we will be managing is product volume increases. If there is a significant increase in volume, we will collaborate with our supplier partners to offer better discounts.

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

Sterile Services response: We will do everything that we can to not only keep the pricing consistent as well as bringing added savings to the relationship by implementing the strategy referenced in the proceeding section. Unfortunately, our supplier partners will not give us price holds without project volume visibility. Once established we will maintain the pricing that we extend. We will also extend additional product savings for projects. There could also be opportunity to add rebates once specific project tiers are achieved.

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

Sterile Services response: The proposal has been attached. Also, the additional offerings have been added to section 2.

15. **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?

Sterile Services response: We are registered and willing to participate in the eVA internet procurement solution.

16. **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?

Sterile Services response: We understand that a minimum amount of business cannot be guaranteed.

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

Sterile Services response: Our proposal includes the applicable eVA system transaction fees and the PAC fees.

18. **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?

Sterile Services response: We understand that the terms and conditions of RFP# 952642405 shall govern the contract if awarded.

19. **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.

Sterile Services response:

- E-Commerce/Emergency Orders: Luther Pierre (800) 977-7974 Ext. 702, pierre@ssc1.com
- Accounts Receivable: Fania Carter (800) 977-7974 Ext. 704
- carter@ssc1.com

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

Sterile Services response:

Our relationship with EMSCO gives us the ability to leverage Patrick M. Oates; Ph. D. Dr. Oates is their Senior Vice President of Strategic Planning & Business Development. He is a research scientist who has taught collegiately. He brings a wealth of higher education application knowledge to our relationship.

We are very experienced regarding the management of large projects. It starts by making sure that we have a thorough understanding of the project scope. Some of our strategy could include the following:

- Negotiation of special pricing
- Development of an SLA
- Allocation of resources
- Project management
- Scheduling a project kick-off meeting
- Outlining an implementation plan
- Scheduling end user training
- Coordination of delivery requirements with the end user stakeholders
- Schedule post project debrief