

CONTRACT MODIFICATION AGREEMENT

Date: June 12, 2023

Contract No.: VTS-1755-2022

Modification No.: Four (4)

Issued By: Virginia Polytechnic Institute and State University (Virginia Tech)

Contractor: JC Ehrlich Co Inc

Commodity: Integrated Pest Management Services

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

Description of Modification:

The Criminal Conviction Check Term and Condition within this contract is hereby replaced in its entirety and replaced with the following:

CRIMINAL CONVICTION CHECKS: All criminal conviction checks must be concluded before the Contractor's employees gaining access to the Virginia Tech Campus. Employees who have separated employment from Contractor shall undergo another background check before re-gaining access to the Virginia Tech campus. Contractor shall ensure subcontractors conduct similar background checks. All criminal conviction checks will normally include a review of the individual's records to include Social Security Number Search, Credit Report (if related to potential job duties), Criminal Records Search (any misdemeanor convictions and/or felony convictions are reported) in all states in which the employee has lived or worked over the past seven years, and the National Sex Offender Registry. In addition, the Global Watch list (maintained by the Office of Foreign Assets Control of The US Department of Treasury) should be reviewed. Virginia Tech reserves the right to audit a contractor's background check process at any time. All employees must self-disclose any criminal conviction(s) occurring while assigned to the Virginia Tech campus. Such disclosure shall be made to Contractor, which in turn shall notify the designated Virginia Tech contract administrator within 5 days. If, any time during the term of the contract, Virginia Tech discovers an employee has a conviction which raises concerns about university buildings, property, systems, or security, the contractor shall remove that employee's access to the Virginia Tech campus, unless Virginia Tech consents to such access in writing. Failure to comply with the terms of this provision may result in the termination of the contract.


- a. The University has an awarded contract with a service provider for criminal conviction screening and background checks. The University prefers this vendor be utilized by the Contractor to comply with the contractual obligations and University Policy 4060.
- b. If Contractor chooses to utilize a different firm than the university's preferred provider, the Contractor's selected service provider shall be pre-approved by the Virginia Tech Police department as an acceptable service provider for criminal

conviction and background checks to ensure that firm's service levels meet the requirements of University Policy 4060.

- c. If a Contractor chooses to utilize a different firm than the university's preferred provider, a five-day hold will be required before placement of employees deemed by the Contractor to meet all of the requirements of the University including a clean background check. Contractor shall provide the University with the name, date of birth and the last four digits of the social security number of all individual(s) to be placed in a temporary position under this contract. The University reserves the right to conduct its own background check process during this hold period.

Except as provided herein, all terms and conditions of Contract Number VTS-1755-2022, as heretofore changed, remain unchanged and in full force and effect.

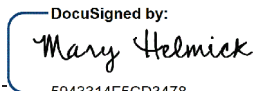
Contractor

By: 

(Signature)
Katy Carpenter Regional Sales Manager

Name and Title

Virginia Tech

By: 

5943314F5CD3478...
Mary W. Helmick
Director of Procurement

CONTRACT MODIFICATION AGREEMENT

Date: May 8, 2023
Contract No.: VTS-1755-2022
Modification No.: Three (3)
Issued By: Virginia Polytechnic Institute and State University (Virginia Tech)
Contractor: JC Ehrlich Co Inc
Commodity: Integrated Pest Management Services

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

Description of Modification:

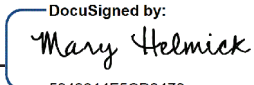
Au Bon Pan in Goodwin Hall shall be added to Dining Services within the current pricing structure.

Except as provided herein, all terms and conditions of Contract Number VTS-1755-2022, as heretofore changed, remain unchanged and in full force and effect.

Contractor

Virginia Tech

By: *Katy Carpenter*
(Signature)
Katy Carpenter Regional Sales
Manage
Name and Title

By: 
5943314F5CD3478...
Mary HEIMTICK
Director of Procurement

CONTRACT MODIFICATION AGREEMENT

Date: March 13, 2023
Contract No.: VTS-1755-2022
Modification No.: Two (2)
Issued By: Virginia Polytechnic Institute and State University (Virginia Tech)
Contractor: JC Ehrlich Co Inc
Commodity: Integrated Pest Management Services

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.


Description of Modification:

Effective March 1, 2023, the monthly cost of services for Dining shall increase from \$3,640 to \$4,186.

Except as provided herein, all terms and conditions of Contract Number VTS-1755-2022, as heretofore changed, remain unchanged and in full force and effect.

Contractor

Virginia Tech

By: 
(Signature)
Chris Nelson, Account Executive
Name and Title

By: 
5943314F5CD3478...
Mary W. Helmick
Director of Procurement

CONTRACT MODIFICATION AGREEMENT

Date: March 28, 2022
Contract No.: VTS-1755-2022
Modification No.: One (1)
Issued By: Virginia Polytechnic Institute and State University (Virginia Tech)
Contractor: JC Ehrlich Co Inc
Commodity: Integrated Pest Management Services

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.


Description of Modification:

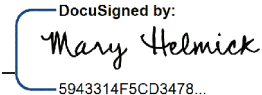
Add Viva Market for pest management services at a rate of \$100 per month. This location will be serviced once a month.

Except as provided herein, all terms and conditions of Contract Number VTS-1755-2022, as heretofore changed, remain unchanged and in full force and effect.

Contractor

Virginia Tech

By: 
(Signature)
Account Executive
Name and Title

By: 
5943314F5CD3478...
Mary W. Helmick
Associate Director for Goods and Services

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: VTS-1755-2022

This contract entered into this 28th day of February 2022 by Rentokil North America, Inc. dba Ehrlich 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 Integrated Pest Management Services to Virginia Tech as set forth in the Contract Documents.

PERIOD OF CONTRACT: From March 1, 2022 through February 28, 2025 with the option of two (2) three-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, Request for Proposal (RFP) number 49302203 dated November 10, 2021, together with Addendum Number 1 To RFP dated November 22, 2021, the proposal submitted by the Contractor dated December 1, 2021, the negotiation summary and Exhibit A, 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.

PKI ^{DS}
(Initial: RN)

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

Contractor
By: 
(Signature)
Dan Kellett DM
Name and Title

Virginia Tech
By: 
DocuSigned by:
5EF51DA320D049B...
Reed Nagel
Assistant Director for Goods and Services

RFP



Request for Proposal # 49302203

For

Integrated Pest Management Services

November 10, 2021

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 # 49302203, Integrated Pest Management Services

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

DUE DATE: Proposals will be received until December 1, 2021 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 Kim Widrig, Phone: (540) 231- 8543 e-mail: kdcromer@vt.edu. All inquiries will be answered in the form of an addendum. Inquiries must be submitted by 12:00 PM on November 17, 2021. Inquiries must be submitted to the procurement officer identified in this solicitation.

PROPOSAL SUBMISSION:

Proposals may NOT be hand delivered to the Procurement Office.

Virginia Tech has partnered with Bonfire Interactive to create a new procurement portal that will allow you to access business opportunities and submit bids and proposals to Virginia Tech digitally.

Proposals must be submitted electronically at:

<https://procurement-vt.bonfirehub.com/>.

Vendors are requested to visit the new Procurement Portal then follow the link to the Bonfire vendor registration page to register your company. Registration is easy and free. If you have any challenges with the registration process, please contact Bonfire Interactive Support at support@gobonfire.com .

It is encouraged for all vendors to register prior to the proposal submission deadline to avoid late submissions. Log into your Bonfire Vendor account in order to access the opportunity and begin preparing your submission. 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.

For a quick tutorial on how to upload a submittal, visit: https://support.gobonfire.com/hc/en-us/articles/360011034814-Creating-and-Uploading-a-Submission-for-Vendors-?_ga=2.42375717.1472165071.1588110542-997330893.1585332052

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 1000MB 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 a contract through competitive negotiations for Integrated Pest Management Services by Virginia Polytechnic Institute and State University (Virginia Tech), an agency of the Commonwealth of Virginia.

Virginia Tech has a need for Integrated Pest Management Services on a continuous and regular basis for a wide variety of classrooms, laboratories, dining centers, and other various buildings on and around campus. Based on available information regarding current and projected use of the services described herein, the university's anticipated annual expenditure for Integrated Pest Management Services is averaged at approximately \$ 60,000. However, this is an estimate only and shall neither require nor limit the services

II. 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/>

III. CONTRACT PERIOD:

The term of this contract is for three (3) years, or as negotiated. There will be an option for two (2) three-year renewals, or as negotiated.

V. 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.

VI. 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.

VII. STATEMENT OF NEEDS/SCOPE OF WORK:

The Contractor shall furnish all labor, tools, equipment, supervision, safety signs, and materials to provide an Integrated Pest Management Program consistent with state-of-the-art pest management for Virginia Tech. Treatment shall be provided for all areas of each building, except as noted herein or as specifically directed otherwise by Virginia Tech at the time of treatment.

- A. PESTS INCLUDED: The Contractor shall provide treatment for ordinary interior and exterior insects, including but not limited to cockroaches, flies, ants, moths, silverfish, wasps, hornets, bees, and for rodents; including rats and mice.

Treatment shall not include termites, bed bugs, carpenter ants, wood borers, birds, bats, and snake control. However, the Contractor shall be able to provide these services or assist in selecting another contractor as requested or required outside the confines of prices quoted in the text of the Contractor's quotation.

B. TREATMENT:

1. Integrated Pest Program: An initial "clean-out" service shall be performed in each location to eliminate all current infestations. The Contractor shall implement an ongoing integrated pest management program. The Contractor shall establish service schedules for maintaining a zero infestation based on the environment. It shall be the responsibility of the Contractor and/or his/her representative to remove and replace cover plates, access hatches, and doors, and to use the appropriate material in and around electrical apparatus and wiring in regard to pest elimination. All materials used must be registered with the Environmental Protection Agency and comply with all Federal and State regulations. All pesticides shall be applied according to registered label directions. No pesticides shall be stored on premises. The contractor shall be available for emergency call back treatments at no additional cost to the University. Emergency service calls will be forwarded to the Contractor by an authorized University representative and be responded to within a period of twenty-four (24) hours or less.
2. Rodent Program: This program consists of indoor and outdoor traps and baits. Each building will have at least two bait stations that are secured and tamper proof installed by the contractor along the exterior. Indoors, only multiple catch traps, snap traps or bait stations approved by the University representative will be allowed. A map will be generated by the Contractor for each unit. This map will show the location of each bait station or trap at the particular building. Any other method the Contractor feels is necessary will have to be approved by the University representative.
3. All cost for treatments shall be included in Attachment B Pricing Schedule. Also include how you would handle assistance to Housing staff and unusual pests.
4. Additional pests treated by the Contractor shall be specified along with the associated cost on Attachment B.

C. PERSONNEL

1. The Contractor should have on staff a board Certified Entomologist employed full time by the company to provide assistance in the successful execution of the program. The technician who will oversee and implement this program shall be State Certified (copies of certificates must be submitted with the proposal). Contractor and their personnel working on University property must conform to Federal, State, and Local Ordinances and Laws governing qualifications and/or license of technicians or persons employed by the Contractor to apply chemicals. The qualifications and responsibilities of these people are as follows:
 - a. Owner-Manager. The owner-manager should hold a current license from the Commonwealth of Virginia. It is desirable for the Contractor to have more than one licensed person in the local area. The local owner or manager should be available as needed for any emergencies or consultations.
 - b. Supervisor. The supervisor shall hold a current license or certification from the Commonwealth of Virginia. The supervisor should schedule a minimum of one meeting "per month" with the University representative to review the quality of service being performed, and discuss any problems applicable. During this meeting the supervisor may be requested to meet with other key department personnel, to discuss special treatment of problem areas.

- c. Technician. Personnel involved in the contract shall be State Certified applicators, and wear a company distinctive uniform and a name tag clearly identifying both the company's and employee's name during all presence on the University's campus.

D. SCHEDULING AND COORDINATION:

1. All treatments shall be scheduled in advance with Virginia Tech. Upon contract award a schedule providing the standard routine treatment shall be established by Virginia Tech and the Contractor for the convenience of both parties. Separate contact personnel, schedules and invoicing may be established as necessary. The schedule shall include regular weekly contacts with each Virginia Tech contract representative to address problem areas since the last treatments.
2. Treatment for all areas is to be performed as agreed by Virginia Tech.
3. The Contractor shall use the same personnel for the same areas whenever possible to ensure consistent service. The Contractor shall identify personnel, with credentials, in advance to Virginia Tech. The service personnel are expected to become familiar with the Virginia Tech campus and areas to be treated, as well as restricted areas and areas requiring special attention.
4. Reports: The Contractor shall submit a written report upon the completion of service at each facility detailing the following:
 - a. The Contractor's service representative name and signature.
 - b. The specific area treated.
 - c. The types, concentrations and approximate amount of pesticide applied.
 - d. The date and time of application.
5. Virginia Tech will provide keys if needed to the Contractor. If keys are lost, Contractor agrees to pay the cost of re-keying.

E. OTHER REOUIREMENTS

1. Work Schedule: The work schedule to be agreed upon by Virginia Tech and the Contractor.
2. Uniforms: All employees of the Contractor and Subcontractor shall wear uniforms or other appropriate Owner approved attire at all times to designate their affiliation with the Contractor.
3. Duty to Protect Property: The Contractor shall continuously maintain adequate protection of all his work from damage and shall protect all other property from damage, injury, or loss arising in connection with the work. The Contractor shall make good any such damage, injury, or loss except such as may be directly the result of errors in the Contract Documents or such as shall be caused directly by the Owner.

VIII. 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. Qualifications and Experience:

Describe the qualifications and experience of your business and its employees in providing integrated pest management services. Identify the people in your organization that will be assigned to the project if you are awarded a contract, describe their training and identify licenses/certifications held.

2. Plan for Providing Service:

- a. For integrated pest management, describe your plan for providing services using the constraints of having a technician on campus 5 days a week. Identify and describe in detail the method of integrated pest elimination for each location to include frequency of application as well as targeted pests.
- b. For specialized (outside of scope) services, describe your plan for providing bed bug, termite, carpenter ant, wood borer, bird, bat, and snake elimination services.

**** For both a. and b. please elaborate on protocols and procedures including variances, if any, when dealing with an occupied space versus an unoccupied space. List all chemicals proposed for use in the initial treatment as well as subsequent treatments for pest elimination. Discuss compliance with OSHA Hazard Communication Standard 29 CFR 1910.1200. Describe the type of reports that you are able to provide after treatment of specified areas. Discuss the availability of emergency and/or call-back service and any cost associated with this service. Describe related training and educational services.**

3. Price:

Complete Attachment B, Price Schedule.

4. 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/>

5. The return of the General Information Form and addenda, if any, signed and filled out as required.

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.

IX. 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	15
2. Qualifications and experiences of Offeror in providing the goods/services	30
3. Specific plans or methodology to be used to provide the Services	20
4. Cost (or Price)	25
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.

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

X. 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. Kim Widrig, Senior Buyer in 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 – Price Schedule for Integrated Pest Management Services

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

10. CRIMINAL CONVICTION CHECKS: All criminal conviction checks must be concluded prior to the Contractor's employees gaining access to the Virginia Tech Campus. Employees who have separated employment from Contractor shall undergo another background check prior to re-gaining access to the Virginia Tech campus. Contractor shall ensure subcontractors conduct similar background checks. Virginia Tech reserves the right to audit a contractor's background check process at any time. All employees have a duty to self-disclose any criminal conviction(s) occurring while assigned to the Virginia Tech campus. Such disclosure shall be made to Contractor, which in turn shall notify the designated Virginia Tech contract administrator within 5 days. If at any time during the term of the contract Virginia Tech discovers an employee has a conviction which raises concerns about university buildings, property, systems, or security, the contractor shall remove that employee's access to the Virginia Tech campus, unless Virginia Tech consents to such access in writing. Failure to comply with the terms of this provision may result in the termination of the contract.

11. 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.

12. 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.

- 13. TURF POLICY:** Parking or driving on campus turf or sidewalk is strictly prohibited, except as specifically directed or otherwise allowed by the Campus Planning, Infrastructure and Facilities 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.
- 14. WORK SITE DAMAGES:** Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Owner's satisfaction at the contractor's expense.

Attachment B

Price Schedule for Integrated Pest Management Services

Price Schedule for Dining Services

BUILDING/FACILITY	ESTIMATED SQ. FT.	PRICE PER MONTH
DEITRICK HALL	91,507	
DEET'S PLACE	1,377	
GRADUATE LIFE CENTER	2,700	
HOKIE GRILL IN OWENS HALL	2,071	
OWENS HALL	97,688	
OWENS BANQUET ROOM	2,071	
SOUTHGATE FOOD PROCESSING	57,795	
SQUIRES STUDENT CENTER FOOD COURT	2,040	
TURNER PLACE AT LAVERLY HALL	77,301	
WEST END MARKET AT COCHRANE HALL	20,000	
	TOTAL DINING SERVICES	

Price Schedule for Athletic Facilities

Athletic Department	ESTIMATED SQ. FT.	PRICE PER MONTH
BASKETBALL CENTER	52,944	
CASELL COLISEIUM	187,000	
JAMERSON ATHLETIC CENTER	42,297	
LANE STADIUM	296,439 serviced in April and August of each year	
MCCOMAS HALL	145,225	
MERRYMAN CENTER	42,040	
NEW FOOTBALL LOCKER ROOM FACILITY	42,145	
RECTOR FIELD HOUSE	71,189	
TENNIS CENTER	46,485 serviced in April and August of each year	
	TOTAL ATHLETIC FACILITIES	

Pricing Schedule for Campus Planning, Infrastructure and Facilities

BUILDING/FACILITY	ESTIMATED SQ. FT.	PRICE PER MONTH
2 STORY BARN AT LIPSEY FARM	1836	
201 WEST ROANOKE STREET	3487	
417 CLAY STREET	6131	
501 INDUSTRIAL PARK ROAD	6000	
AG ENGINEERING BUILDING	4954	
AGNEW HALL	12245	
AIRPORT SHOP	4584	
ANDREWS INFORMATION SYSTEMS BUILDING	51036	
AQUATIC MEDICINE LABORATORY	2236	
AQUATICS AND FISHERIES RESEARCH CENTER	2304	
ARCHITECTURE ANNEX	15808	
ARCHITECTURE DEMONSTRATION AND RESEARCH FACILITY	10769	
ARDMORE WAREHOUSE	9360	
ARMORY	9300	
BIOBASED MATERIALS PROCESSING LAB	951	
BISHOP-FAVRAO HALL	31651	
BLACKSBURG SQUARE [OLD KMART BUILDING]	62520	
BOVINE EXTENSION, TEACHING, & RESEARCH	10277	
BRANCH BUILDING	2200	
BRICK BUILDING AT AIRPORT	2125	
BUILDING 1311	44454	
BUILDING 1331	44552	
BUILDING 1341	22604	
BUILDING 1670	8000	
BUILDING 1691	45402	
BUILDING 1700	2509	
BUILDING 1715	50463	
BUILDING 1750	15962	
BUILDING 1770	37500	
BUILDING 1861	10031	
BUILDING 1880	39572	
BUILDING 1971	33580	
BUILDING 2000	31682	
BUILDING 2020	5544	
BUILDING 2270	15578	
BUILDING 270 [VIRGINIA TECH AUTISM CLINIC]	1837	
BUILDING 270C [RANDOLPH ANNEX]	3360	
BUILDING 270E [VET. MED. MODULAR LAB]	1385	
BUILDING 270K [VIRGINIA TECH DRONE PARK]	1300	
BURCHARD HALL	42143	

BURRUSS HALL	158221	
CAPRI BUILDING	17000	
CE STRUCTURAL TESTING LAB	27007	
CENTER FOR MOLECULAR MEDICINE AND INFECTIOUS DISEASES	24167	
CHEATHAM HALL	65247	
CIVIL ENGINEERING LAB ANNEX	1640	
CIVIL ENGINEERING METAL BUILDING	2422	
CLASSROOM BUILDING	73275	
COLLEGE OF LIBERAL ARTS AND HUMAN SCIENCES BUILDING	18216	
COLLEGE OF OSTEOPATHIC MEDICINE	60000	
COMMERCE STREET 3200	10680	
COMMERCE STREET WAREHOUSE	3200	
CORNER PROPERTIES	2288	
COWGILL HALL	68417	
CPAP [NEILY BUILDING] [THOMAS-CONNER HOUSE]	5217	
DAVIDSON HALL	66023	
DERRING HALL	207929	
DRY RENDERING FACILITY	4900	
DUCK POND BATHROOMS	370	
DUCK POND GAZEBO	547	
DURHAM HALL	107929	
ECOSYSTEM SIMULATION LAB	7552	
ENGEL HALL	45737	
ENTOMOLOGY LEONARD METAL BUILDING	823	
ENTOMOLOGY QUARANTINE LAB	1556	
ENVIRONMENTAL SYSTEMS RESEARCH LAB	418	
EUS DESIGN LAB AND OFFICE [TRAILER]	540	
FIBER AND ELECTRO-OPTICS RESEARCH CENTER	8000	
FIBER OPTICS DRAW TOWER	3581	
FIBERGLASS FACILITY	703	
FIRST SECURITY SELF STORAGE - BLACKSBURG	4200	
FOOD SCIENCE AND TECHNOLOGY LABORATORY	45678	
FOUNDERS RESEARCH BUILDING	19433	
FOUNDRY [GEOLOGY STORAGE]	1800	
FRACTION FAMILY HOUSE	560	
FRALIN BIOTECHNOLOGY CENTER	44324	
GARVIN INNOVATION CENTER	6997	
GEOLOGY STORAGE BUILDING	1800	
GEOTECHNICAL LABORATORY FACILITY	6020	
GOODWIN HALL	154935	
GRAVES / MACINTOSH PROGRAM	6175	
HAHN GARDEN PAVILION	2377	
HAHN HALL - NORTH WING	85051	

HAHN HALL - SOUTH WING	71106	
HANCOCK HALL	63075	
HEALTH AND SAFETY BUILDING	7333	
HENDERSON HALL	40540	
HOLDEN HALL	102000	
HUMAN AND AGRICULTURAL BIOSCIENCES BUILDING 1	93860	
HUTCHESON HALL	50637	
ICTAS A BUILDING	33766	
ICTAS II	42190	
ILLUMINATION DOME	452	
INFECTIOUS DISEASE RESEARCH FACILITY	15707	
INSTITUTE FOR SOCIETY, CULTURE AND ENVIRONMENT	5539	
INTEGRATED LIFE SCIENCES BUILDING	77000	
ISOLATION SWINE UNIT	1047	
KELLY HALL	99411	
KENT SQUARE	20499	
KENT SQUARE II	5032	
KROEHLING ADVANCED MATERIALS FOUNDRY	4175	
LANE HALL	26520	
LATHAM HALL	84277	
LIBRARY STORAGE FACILITY	16304	
LIFE SCIENCES I FACILITY	71799	
LITTON-REAVES HALL	146267	
LONG BARN AT LIPSEY FARM	4244	
LUMENHAUS	800	
LUTHER MEMORIAL LUTHERAN CHURCH	755	
MAJOR WILLIAMS HALL	75287	
MATH EMPORIUM [UNIVERSITY MALL]	75021	
MCBRYDE HALL	132224	
MEDIA ANNEX	5076	
MEDIA BUILDING	12618	
METABOLIC RESEARCH LAB	12344	
METAL BARN	2592	
METAL BARN AT LIPSEY FARM	2760	
METAL EQUIPMENT SHED [MAINTENANCE BUILDING]	400	
METAL STORAGE SHED	585	
MILITARY BUILDING / LAUNDRY	36333	
MINING AND MINERALS LABORATORY	12612	
MINING AND MINERALS STORAGE SHED	1805	
MOORE HOUSE [PSYCHOLOGICAL SERVICES CENTER]	5855	
MOSS RESEARCH BUILDING	20181	
MULTIDISCIPLINE LAB	1852	
NEW GEOLOGY STORAGE BUILDING	3968	

NEWMAN LIBRARY	226630	
NORRIS HALL	67705	
NORTH END 400	9064	
NORTH END 460	34559	
NORTH END CENTER	111088	
OBSERVATORY	410	
OLD GRAND PIANO BUILDING	4500	
OLD SECURITY BUILDING	9316	
PACK BUILDING	11678	
PAMPLIN HALL	104938	
PATTON HALL	52750	
PCL BUILDING AT LIPSEY FARM	600	
PLANT PATHOLOGY BUILDING [STUCCO]	859	
PLANT PATHOLOGY LAB	5680	
POINTE WEST COMMONS	12411	
POINTE WEST COMMONS THREE	2916	
POINTE WEST COMMONS TWO	4477	
PRICE HALL	55955	
PROSPERITY PLACE	15000	
PUBLIC SAFETY BUILDING	24732	
PUMP HOUSE	123	
RANDOLPH HALL	165918	
RECREATION AREA STORAGE BUILDING	1800	
RECREATION FIELDS BUILDING	2117	
RESIDENCE [ORANGE HOUSE]	685	
REYNOLDS ALUMINUM BUILDING	2105	
ROBESON HALL	66138	
ROCKET PROPELLANT ADDITION	164	
ROCKET PROPELLANT TEST FACILITY	1188	
SANDY HALL	18302	
SARDO LABORATORY	8724	
SAUNDERS HALL	31043	
SECURITY SELF STORAGE	250	
SEISMOGRAPH BUILDING	730	
SEITZ HALL	51000	
SHANKS HALL	64175	
SKELTON HOUSE	2730	
SMYTH HALL	54073	
SOCHINSKI-MCKEE MARCHING VIRGINIANS CENTER	12013	
SOLAR RESEARCH PROTOTYPE	1176	
SOLID FUEL COMBUSTION LAB	4623	
SOLITUDE	5133	
SOUTH RECREATION TOILETS	987	
SOUTHWEST CHILLER PLANT	16655	

STEGER HALL - NORTH WING	71560	
STEGER HALL - SOUTH WING	58285	
STERRETT-COMMERCE STREET	7800	
STERRETT-COMMERCE STREET 2	11606	
STUDENT SERVICES BUILDING	36385	
SURGE SPACE BUILDING	45000	
SWINE DISEASE RESEARCH	3555	
TECHLAB BUILDING	35000	
TESKE HOUSE [WOMEN'S CENTER]	4839	
TEST CELL BUILDING	1455	
TEST CELL BUILDING A	271	
TEST CELL BUILDING B	271	
TEST CELL BUILDING C	271	
TEST CELL BUILDING D	271	
THEATER 101	8479	
TIMBER HARVESTING LAB	3384	
TIMBER HARVESTING LAB GAS STORAGE	103	
TORGERSEN HALL	149651	
TRANSGENIC BUILDING	1620	
TRANSGENIC SWINE UNIT	5013	
TRIPLE-T PARTNERSHIP	1344	
TUCKIT IN STORAGE	400	
TURFGRASS RESEARCH CENTER	2400	
UNIVERSITY GATEWAY CENTER	46385	
UNIVERSITY MALL PHASE II - 735 UCB	3571	
UNIVERSITY MALL PHASE II - 751 UCB	2158	
UNIVERSITY MALL PHASE II - 755 UCB	6924	
UNMANNED SYSTEMS LABORATORY	3774	
URBAN PEST CONTROL FACILITY	2379	
VCOM II	18491	
VET MED HAY BARN	1916	
VET MED INSTRUCTIONAL ADDITION	24165	
VET MED PHASE 1	35960	
VET MED PHASE 2	70790	
VET MED PHASE 3	66640	
VET MED PHASE 4A [LARGE ANIMAL ISOLATION]	1774	
VET MED PHASE 4B	7508	
VET MED PHASE 4C [INFECTIOUS DISEASE]	7601	
VET MED PHASE 4C [LARGE ANIMAL HOSPITAL]	8323	
VET MED PHASE 4C [NON-CLIENT ANIMAL]	35884	
VET MED PHASE 4D	3822	
VET MED RESEARCH CENTER	11280	
VIBRATIONS TESTING LABORATORY	3186	
VIRGINIA TECH TRANSPORTATION INSTITUTE	29213	

VISITORS AND UNDERGRADUATE ADMISSIONS CENTER	18155	
VT KNOWLEDGEWORKS I	45000	
VT KNOWLEDGEWORKS II	39963	
VTLS BUILDING	32634	
VTTI BUILDING ADDITION	24424	
VTTI GARAGE AND OFFICE	14377	
VTTI WAREHOUSE	13535	
VTTI-II - NSTSCE	22029	
WALLACE HALL	103163	
WARE LAB STORAGE BUILDING	288	
WESLEY FOUNDATION AT VIRGINIA TECH	400	
WHITTEMORE HALL	155339	
WILLIAMS HALL	46848	
WOOD ENGINEERING LAB	11864	
WOOD PROCESSING LAB	14297	
WRIGHT HOUSE	4221	

ADDENDUM # 1 TO RFP # 49302203

VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY (Virginia Tech)
Procurement Department (MC 0333)
North End Center, Suite 2100
300 Turner Street NW
Blacksburg, Virginia 24061

DATE November 22, 2021	NEW DUE DATE AND HOUR December 3, 2021 at 3:00 PM
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ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: Kim Widrig, Senior Buyer
E-MAIL ADDRESS: kdcromer@vt.edu TELEPHONE NUMBER (540) 231-8543
FAX NUMBER (540) 231-9628 AFTER HOUR MESSAGES (540) 231-6221

Integrated Pest Management Services

1. Please see the attached responses to inquiries received about this RFP.
2. All other terms, conditions and descriptions remain the same.
3. The due date has changed from December 1 at 3:00 PM to December 3 at 3:00 PM.

I acknowledge that I have read and understand this addendum in its entirety.

Signature Date

REQUEST FOR INFORMATION: INTEGRATED PEST MANAGEMENT SERVICES RFP

1. p4, §VII(A), Pests Included/Excluded) To the extent that Bed Bug and/or Termite services (if any) might be required, may the Bidder add different terms & conditions to service only these two (2) specific specialty pests?

RESPONSE: Please include these Terms & Conditions in your proposal.

2. (p7, SWaM) May a Bidder request a waiver to be exempt from SWaM requirements?

RESPONSE: No, bidder cannot be exempt from SWaM requirements in the state of Virginia

3. (Attachment A, T&C) May the Bidder modify and/or propose slight changes via redlining to the Terms & Conditions (both Attachment A and the online Procurement terms referenced therein) as part of its Bid?

RESPONSE: Yes, you can send proposed changes that will be reviewed during negotiations

4. Who owns the rodent equipment currently on site?

RESPONSE: Some bait boxes are owned by VT, the others are owned by the current contractor(s).

5. Can we get a number of how many exterior stations you currently have?

RESPONSE: Under Campus Planning, Infrastructure, & Facilities there are roughly 150 exterior bait stations.

6. Section VII. Tab B- An initial "clean-out" service shall be performed in each location to eliminate all current infestations.

- What are the current infestations, where are they located?

RESPONSE: Under Campus Planning, Infrastructure, & Facilities there are roughly 35 main campus buildings with a consistent presence of cockroaches. All of our buildings have the potential for rodent presence.

- Is there a separate line item to provide pricing for this initial clean out and for the purchase of equipment?

RESPONSE: No, please adjust prices accordingly

7. Section VII. Tab B- The Contractor shall establish service schedules for maintaining a zero infestation based on the environment.

- What defines an infestation?

RESPONSE: Levels of infestation vary depending on the pest in question. For example, two or more cockroaches seen in a room would warrant a threshold level that needs to be addressed.

8. Section VII. 2. Plan for Providing Service:

- a. For integrated pest management, describe your plan for providing services using the constraints of having a technician on campus 5 days a week.

- This implies service is 5 days per week. Are there specific times of the day that we are expected to be on site?

RESPONSE: 7 hours per day/5 days per week, Service timeslot TBD

9. Attachment B Price Schedule for Dining Services-

- Do these service locations include the service in the food preparation areas? What frequency? Any current issues in these locations?

RESPONSE: Under Campus Planning, Infrastructure, & Facilities we have just a few food preparation areas. The frequency is TBD. As with other buildings we have the presence of rodents and cockroaches.

10. Can you tell us of any pest concerns that we won't be able to see with an outside inspection only?

RESPONSE: Interior pests that garner the most concerns indoors year-round are mice and cockroaches; seasonal pests include wasps, flies, and ants.

11. Can you update on which buildings have had any pest related complaints as well?

RESPONSE: Main campus buildings typically receive the most calls, which is roughly 65 buildings across campus, not including dining, housing, or athletics.

12. The RFP specifies "written reports" should be provided. Are electronic and printed copies accepted as well, as long as they contain required info?

RESPONSE: Yes

13. Will existing devices stay on site if they are useable? (I know that we, Ehrlich, will leave our current devices at the buildings we currently service, but other companies have equipment on site as well)

RESPONSE: Under Campus Planning, Infrastructure, & Facilities the only devices that would be in question are exterior bait stations, we are unsure if the current contractor would remove these if they are not the contractor in the future.

14. I noticed some buildings such as Lane Stadium are serviced 2x per year in April and August. Is there a goal for service frequencies on any of the other buildings as well? (other than food service, we have that covered)

RESPONSE: Yes. The frequency for Campus Planning, Infrastructure, & Facilities is TBD.

15. "For integrated pest management, describe your plan for providing services using the constraints of having a technician on campus 5 days a week." Do this mean that there is an expectation of having a specialist on site 5 days per week?

RESPONSE: Yes.

16. Did you require any Bed Bug treatments in the last 12 months and if so, what was the total paid?

RESPONSE: No treatments for Campus Planning, Infrastructure, & Facilities buildings.

17. Did you require any termite treatments in the last 12 months and if so, what was the total paid?

RESPONSE: We did have termite treatments for some Campus Planning, Infrastructure, & Facilities buildings. Approximately \$6,000-8000 was paid for these services.

18. Do these stations belong to Virginia Tech or will they need to be replaced by new vendor?

RESPONSE: Some bait boxes are owned by VT, the others are owned by the current contractor(s). At this time, we are unsure if the current contractor would remove these if they are not the contractor in the future. This can be discussed further at a later time.

19. Approximately how many call back service requests do you have per month?

RESPONSE: This information is not readily available.

20. Who is the current Pest Provider?

RESPONSE: Virginia Tech currently has two providers under contract, JC Ehrlich and All Pest Control Inc.

21. Can you supply a copy of the last bid tabulation sheet or supply us with current pricing?

RESPONSE: Current pricing can be seen under the Virginia Tech Contracts webpage under our two current Pest Management Services Contracts.

22. What was the total amount paid for pest control in the last 12 months?

RESPONSE: Around \$58,000 in total between both current contracts

Proposal



Pest Management Program

Designed for:



**Virginia Tech
300 Turner St NW North End Center Suite 2100
Blacksburg, Virginia 24061**

December 1, 2021

Virginia Tech
300 Turner St NW North End Center Suite 2100
Blacksburg, 24061

To Whom It May Concern,

As a current partner with Virginia Tech we are honored to participate and earn the opportunity to provide pest management services for all of the university. Thank you for the opportunity. Attached you will find a comprehensive proposal for providing Virginia Tech with an Integrated Pest Management Program.

In review of the Request for Proposal, you indicated that you are in search of a pest provider that will protect your brand and provide solutions that will keep your facility pest free. The objective of our partnership is to protect your company's brand and facility as well as the health of your employees, students and visitors. Such a task calls for an Integrated Pest Management (IPM) Program, designed with your needs in mind. This collaborative effort will eliminate current issues and identify conditions conducive to pest activity, assuring a pest free environment. We pride ourselves in our ability to accomplish this in an effective manner with minimal disruption to your employees, making your life easier and enabling you to focus on other, more pressing issues. Macy Ruiz, 1 of our 5 on staff Board Certified Entomologists is our local resource for unusual circumstances and support should we encounter them (Ref: RFP Section VII C). In addition to our proposal please see the attachments referencing our licences & certifications (Ref: RFP Section VII C 1a,1b, 1c), device map example (Ref: RFP Section VII B2), and service report example (Ref: RFP Section VII D4 a.b.c. and d.). Beyond state and local requirements, Rentokil provides ongoing and continued training for all customer facing colleagues. As you are familiar with, our specialists arrive in branded vehicles & uniforms (Ref: RFP Section VII 1c). Scheduling of services shall be coordinated with the university upon RFP award fulfilling the requirements of daily onsite service. Should an area requiring service be occupied, services will be rendered during an agreed upon schedule that best suits the university (REF: RFP Section VIII A2). Upon review of the enclosed proposal, we respectfully request the opportunity to provide further procedure & protocol explanation in addition to demonstrations of proprietary reporting systems during an oral presentation whether in person or virtually via video meeting.

Thank you again for the opportunity to continue to be a trusted partner with Virginia Tech. If you have any questions or require further information, please contact me.

Sincerely,
Christopher Nelson

Rentokil in North America

Overview

Throughout the world, millions of businesses and homeowners trust Rentokil companies to solve their pest problems.

Rentokil began operations in North America in the early 1980s. Since then, we've grown our operations to cover the entire United States, Canada, and Mexico. In 2016, Rentokil's Pest Management business in the U.S. and Canada began operations under the national umbrella of Rentokil Steritech, reflecting Rentokil North America's acquisition of The Steritech Group, Inc., the premier provider of commercial pest management services in North America.

Customers of Rentokil Steritech in the United States are serviced by our three highly regarded regional brands: Ehrlich in the Eastern U.S., Presto-X in the Central U.S., and Western Exterminator in the Western U.S. In Canada, our operations provide service under the Rentokil Steritech name, and in Mexico, under Rentokil.

Whether you run a small business or oversee multiple facilities across North America, Rentokil Steritech has a solution for your pest problems. There's no problem too big or small for our team of pest experts.

In addition to the Rentokil Steritech Pest Management business, Rentokil North America also operates two other business service companies in the U.S., providing a complete line of care for our customers. Ambius specializes in interior landscaping and premium scenting to enhance environments, while our Steritech Brand Standards business provides food safety and operational excellence assessments to help companies mitigate risk and drive growth.

Coverage



Memberships

Ref RFP Sec VIII A.1.

Ehrlich is a proud member of the National Pest Management Association. All Branch Offices and Service Teams across the United States have been certified by NPMA under the Quality Pro designation and the Green Pro designation. Additionally, individual Service Technicians and Operations Managers take pride in their certifications and/or designations in Integrated Pest Management, Good Manufacturing Practices, Third Party Audit Specifications, LEEDs and many more. Additionally, our Branch offices are involved in local associations from Chambers of Commerce to food processing, property management and manufacturing.



For Our Customer

With Integrated Pest Management practices and proven methods, we are able to guarantee early detection, accurate monitoring and precise product application to eradicate and control your pest problems.



We promise to:

- Prevent pest problems, as well as deal with them quickly if they occur.
- Respond rapidly to resolve any regrets, problems or emergencies.
- Deliver service you can rely on from expert Technicians who understand your specific needs.
- Give professional advice by making recommendations on appropriate products and services and providing feedback on how to prevent future pest problems.
- Remain accurate and transparent in all our records and communications.
- Minimize our environmental impact by being efficient, reducing waste and restricting the use of chemicals to the effective minimum.

About Ehrlich

Who We Are

Ref RFP Sec VIII A.1.

The leading industry trade publication – Pest Control Technology Magazine – recognized Ehrlich as America’s Finest Pest Control Company from a group of 18,000 providers nationwide. Ehrlich has grown to over 50 local offices serving the Mid-Atlantic and Southeast United States. Many Ehrlich colleagues have been with the company for over 25 years, and the company’s first customer - the department store - remains a customer today, over 85 years later!

History

Ehrlich Pest Control was founded in 1928 in Reading, PA by Julius C. Ehrlich. Mr. Ehrlich sold insecticides and fogging equipment. At this time, pest control was very much a do-it-yourself venture. When one of his customers had no one who could apply the materials, Mr. Ehrlich offered to do it for them - a novel idea at that time.

Ehrlich Today

A privately held company for 78 years, Ehrlich proudly became part of the Rentokil family of brands in 2006. Mr. Ehrlich’s great-grandson, Victor Hammel, still serves as Rentokil North America Pest Control Chairman Emeritus. Mr. Ehrlich established his new service company using the principles that still guide Ehrlich today: initiative, ingenuity, and exceeding customer expectations. Today, there are Ehrlich specialists who focus exclusively on all industries - from mushroom growing facilities and pharmaceutical research, to health care and military facilities. Long lasting relationships with Colleagues and customers is a cornerstone of our success. Many Ehrlich co-workers have been with the company for 25, 30 and 40-plus years.

Our Pledge

Control and prevention of pest infestations at your property requires a cooperative effort. The stronger the partnership, the more effective the pest management program will be. Ehrlich strives to insure that our partnership will protect your valuable reputation by providing an effective pest management program to your complete satisfaction. Either party may terminate the business relationship via a 30-day written notice.

Our assurance is completely supported by our vision statement: “we value long-lasting relationships with our colleagues and customers.”

Why Ehrlich?

Ref RFP Sec VIII A.1.



Peace of mind

- Ehrlich provides you with a dedicated service team - trained, experienced and trustworthy.
- With more than 80 years in the pest control business and knowledge of more than 250 pests, there's no problem too large or small for our team of experts.
- You focus on what you do best, because we have the experience to do what we do best.



Reduce your time, effort and stress

- Ehrlich will work with your schedule, your situation and your budget to control problems.
- Our Technicians will communicate with you at each service and make recommendations to improve your facility to reduce pest issues.
- You don't worry about seeking the information you need - we provide it.



Environmentally Conscious and Proactive

- Ehrlich is Green Pro Certified - The National Pest Management Association designation for companies that practice green pest control.
- We will invest time and effort in IPM (Integrated Pest Management) techniques to detect concerns early, and utilize the most environmentally friendly solution possible.
- You are confident knowing you are working with an environmentally responsible company.



Cutting Edge Technology

- Ehrlich uses Proprietary, cutting-edge technology (including RADAR and Pest Connect) to provide protection for your property from pest infestation.
- Our Research and Development team are constantly developing new products and application methods.
- You have access to the most recent and effective products and services available in the world.



Brand Protection

- Ehrlich employs Licensed and Certified Quality Pro Technicians who participate in on-going training.
- Our skilled Technicians will work with you to limit the need for product application while keeping pests out of your property.
- Your brand and reputation are protected.



Complete Satisfaction

- Ehrlich's Customer Management Program includes regular customer surveys and management visits.
- Our extensive national and international branch network means our pest experts live in your local community, and assistance is available via a single telephone number, 24/7.
- Your experience with Ehrlich meets your superior standards.



Total Transparency

- PestNetOnline, Ehrlich's web-based reporting system, provides detailed, date and time-stamped records.
- Each device and/or inspection area is recorded at each designated service, and is completed with activity details, product usage information and detailed recommendations.
- You know that you are receiving the services for which you are paying.

Full Service Capabilities

Ref RFP Sec VIII A.1.

Ehrlich provides a complete range of pest management services, using Integrated Pest Management (IPM) techniques. Services include general insect, rodent, stored product pest, vegetation and bird management, bioremediation, fumigation, sanitation consultations, third party audit reviews, and training for your personnel. Our service capabilities also include green pest management practices and organic pest management services in accordance with USDA's National Organic Program. By taking advantage a full service company, you can reduce suppliers, streamline vendors and ensure effective Pest Control Solutions. Details of our many services follow:



Precautionary Disinfection Service

Our Precautionary Service is ideal for businesses that have not had a confirmed case of COVID-19 or other major contamination incidents underway at a site.

Prior to your service, we will conduct a site assessment to identify treatment areas, ensure items like food are protected, and assess what will require further wipe down post application.

During your service, we will use our liquid dispersal technology to provide uniform and thorough coverage on surfaces throughout your facility to eliminate pathogens in even the hardest to reach places.



Level 2 Disinfection Service

Our Level 2 Service is ideal for customers where a confirmed Covid-19 or contamination incident has occurred and are needing a disinfectant service to re-open or continue to operate their facility.

Prior to your service, we will apply additional PPE to reduce transmission of any pathogens, conduct a site assessment to identify treatment areas, ensure items like food are protected, and assess what will require further wipe down post application.

During your service, we will use our liquid dispersal technology to provide uniform and thorough coverage on surfaces throughout your facility to eliminate pathogens in even the hardest to reach places.



HYGIENE360

A layered approach that brings together surface, air, and hand hygiene solutions that work in unison to safeguard the health and safety of your staff, your customers, and your business. The team of experts from our sister company Ambius work with you to help strengthen trust and confidence in your business with the highest hygiene standards.



Control of Rodents

In their relentless search for food, rats and mice constantly seek out structural weaknesses and will enter buildings through wall openings, open basement windows and even vertical gutters. Ehrlich recommends a dual approach, first to prevent entry through the strategic placement of bait outside the property and, second, to ensure the early detection of an infestation. Basements, attics, suspended ceilings, mechanical and electrical rooms and computer equipment rooms are all known problem areas that can benefit from appropriate monitoring solutions.

By focusing on prevention, pest control measures are only necessary for acute infestations. In such cases, Ehrlich deploys a wide range of discreet, access-restricted bait and detection boxes, as well as a range of treatments designed to suit the operational environment.



Control of Cockroaches and Crawling Insects

Facilities can be plagued by a variety of crawling insects including numerous species of ants, pill bugs and centipedes. Cockroaches, in particular, find that warmth, water and food scraps make many boiler rooms and communal/commercial kitchens a welcoming habitat for uncontrolled reproduction. It is vital to recognize the signs of an infestation as early as possible in order to prevent transmission of disease-causing germs to people. In the event of an infestation, Ehrlich's pest experts have a range of state-of-the-art control methods at their disposal, selected according to the pest to be controlled and the sensitivity of the surroundings.



Control of Flying Insects

Problems with flying insects such as houseflies, moths and mosquitoes are important to address. Bees and other flying insect nests - commonly found at a building's façade or roof - should be removed immediately. Flies are often attracted to trash collection points, either in a building's basement or in outdoor areas, trash receptacles, recycling containers and composting facilities. In many cases, protecting windows with screens, doors with auto-close devices or air curtains will effectively prevent the entry and proliferation of flying insects within the property. In the event that the flying insect problem cannot be permanently eliminated because of conditions conducive to pests, Ehrlich offers a wide range of efficient fly trapping devices for use in indoor spaces such as basements, lobbies, stairwells, offices and kitchen areas. Additionally, we offer exterior flying insect treatments including baiting programs for refuse container areas.



Control of Stored Product Insects

Food supplies in commercial kitchens, warehouses, basements or cafeterias attract pests such as cheese or flour mites, granary weevils and several species of beetles such as flour beetles, larder beetles and other grain beetles. These can rapidly spread throughout the entire building complex. Ehrlich offers field proven systems to control stored product pests including an innovative approach which uses an insect's own pheromones to detect insects and, in many situations, reduce populations.



Termite Control

Termite Control starts with a careful evaluation of the entire property. Ehrlich will identify any conditions that can attract termites and suggest simple steps to minimize those conditions. If termites are present, we develop a customized treatment plan based on the requirements of your property, the severity of the problem and your location. The principle behind the Ehrlich Defense is to weaken and address existing infestation and reduce the chance that they will re-infest in the future. We have many treatment options including conventional material application as well as the Sentricon® Always Active® Termite Baiting System. If there's no sign of termites, we will provide suggestions on how to guard against them for complete peace of mind.



Bed Bug Services

As the experts in pest control, Ehrlich's proactive approach to bed bugs involves education, early detection and proven eradication methods. Our professionals are trained to understand the biological and behavioral nature of this elusive pest. Ehrlich is one of the very few Pest Control Vendors to provide complete bed bug services. Our solutions to eliminate bed bugs involve combinations of the following services:

- Human Inspection
- Mattress Encasements
- Steam Remediation
- K9 Detection
- Entotherm Heat Treatment
- Educational Symposiums
- Conventional Treatment
- Entotherm Heat Pod



Control of Pest Birds

Bird pests, especially pigeons, can be a major problem for virtually any facility as they cause damage running into the millions to a building's structure. Highly corrosive bird droppings destroy building façades and roofs. Nesting material frequently clogs gutters and drains. In addition, employees, residents and commercial tenants are disturbed by foul-smelling bird droppings on window ledges and balconies, as well as persistent take-offs, landings and other disruptive behaviors. Food processing facilities must maintain a facility free from pest birds on both the interior and exterior because of potential food contamination. Birds transmit harmful bacterial infections like salmonella and histoplasmosis that can result from bird droppings that, in the absence of their host animals, can also infect humans. Ehrlich can inspect and report on the scale of a bird problem and professionally clean and disinfect contaminated surfaces. We also offer a range of electric, wire, steel and netting systems as well as trapping and flock dispersal programs to suit all types of building that deter birds from approaching, inhabiting and nesting in your property.



Bioremediation

In commercial kitchens, food processing facilities and high-rise residential complexes, fats, oils, grease and other effluents may cause slow or backed-up drains, malodorous grease traps, small fly infestations and even municipal fines and surcharges for excess effluent release. Ehrlich's revolutionary microbial services reduce and/or eliminate many of these issues by converting certain effluent materials to harmless carbon dioxide and water:

- Reduce exterior grease trap pumping frequency
- Increase drain speed and flow
- Eliminate small fly breeding sites
- Mitigate drain related odors
- Reduce effluent discharge levels



Vegetation Management Services

Many of our customers experience unwanted vegetation around their facility. Not only is unwanted vegetation unattractive, it can also pose serious health, fire and safety hazards.

VMS removes undesired vegetation there by eliminating harborage areas for mice, rats and other pests. It also improves safety for employees, vendors, employees and tenants by removing hazards contributing to safer work environments. Other benefits include reduced labor and equipment needs required to hand trim fence lines and building perimeters, and improved accessibility by opening access to transformers, fuel storage areas, fire hydrants, emergency exits, etc. We also remove dangerous and invasive plants such as poison ivy, multi-flora rose, sumac and other irritant and allergy causing vegetation.



Fumigation Services

Our fumigation services are especially designed to meet your pest control needs when conventional pest control methods are not an option. Fumigation may be necessary to eliminate an infestation from a commodity or from household goods, to eliminate wood-destroying insects or to meet exporting regulations.

Our fumigation services include:

- Full or partial building fumigation
- Trailer, container or chamber fumigation
- Silo fumigation

Technical Services Ref RFP Sec VIII A.1.

Experienced Service Personnel

At Ehrlich, we understand that our service is only as good as those providing it. Our team of pest management professionals undergoes intensive, on-going training in the field and the classroom through a sixmonth introductory training program, monthly training seminars, annual Technical Conference and correspondence courses. Our technicians are trained and certified in Good Manufacturing Practices, Integrated Pest Management (IPM), and applicable 3rd party auditing schemes.

Ehrlich prides itself on the high retention rate of our Technical Service Representatives, permitting our clients to enjoy long term collaboration with the individual servicing your facility. In addition, we focus on continued intellectual growth in the pest management field for all of our employees, making available to them college-level correspondence and internet-based learning through Purdue University and our own internationally recognized U+.

You're in safe hands with our Technical Department

Our Technical Team consists of Service Center Managers, Technical Service Managers, Technical Trainers, Product Specialists, Service Specialists and 5 Board Certified Entomologists, strategically placed across North America.

Our Service Center Managers are committed to quality management and conduct Independent Quality Assurance inspections and pre-audit reports to ensure our customers are audit compliant and our services meet the requirements to which we agreed. Our Technical Service Managers continually update their already Indepth knowledge of all relevant laws and audit standards. Our Technical Trainers backed by our Entomologists, conduct ongoing Technical training to ensure we deliver industry leading solutions and service.

Our Product and Service Specialists test manufacturers' claims and ensure that the products our Technicians use are effective for the pests they face. They focus on working with Environmentally-responsible products and processes.

Scope of Services

The following program adheres to all local, state and federal laws and regulations, as well as pest management industry best practices.

Covered Pests Ref RFP Sec VII A

Ehrlich will inspect and apply pest management materials as necessary in the service areas listed below, to provide control of the following pests:

- **Mice**
- **Rats**
- **Cockroaches**
- **Ants**
- **Occasional Invaders**
- **German Cockroaches**
- **American Cockroaches**
- **Non Wood-Boring Ants**
- **Non Budding Ants**
- **Flies**

Additional pests covered: Moths, Silverfish, Wasps, Hornets, Bees. **All covered pests listed will be treated from ground level. Any situation that requires additional equipment for access (lift, scaffolding, etc.) will be individually assessed and may incur additional charges.

Exceptions to the above listed covered pests include: Bedbugs, Wood Destroying Insects (termites, carpenter ants, carpenter bees, etc.), Wildlife, Birds. **Ehrlich can provide services for excluded pests. Each situation will be assessed and a proposal for service will be provided.

Additional pest management services are listed and described in the "Service Specifications" section. Some of these services may target additional pests; however, these additional pests will not be considered "covered".

Covered Areas

The following are considered "Covered Areas", meaning that the services listed within this proposal (unless individually specified) will be performed in these areas, and that any additional services required to maintain control of the covered pests listed above, will be provided at no additional charge.

- **Immediate Exterior up to 3 Feet from Building Perimeter**
- **Entire Interior covered**

Additional areas will be serviced upon request.

Intensive Service

To assure proper program implementation, your Technical Service Representative will conduct a thorough inspection of the facilities and grounds. The initial inspection will note any sanitation or structural issues that may be conducive to pest attraction or ongoing infestation. Rodent management equipment, including multicatch traps, tamper resistant rodent bait stations, glue boards, wall markers, trap guards, etc. may be strategically placed on the interior and exterior of the facility to establish preventive management measures and to gain control of present activity. Applications of approved insect management materials will be made to cracks, crevices, wall voids, and other insect harborage areas as necessary to eliminate any current insect activity.

The quantity or location of any pest control devices that may be cited in the "Pricing and Terms" section may change from time to time as dictated by the needs of the facility, audit requirements, regulatory demands, and/or pest related pressures.

Service Specifications

General Pest	
Integrated Pest Management Program	Integrated Pest Management Program. Daily service to covered areas Monday through Friday. Due to the size and complexity of the campus, frequencies of service for individual buildings may change throughout the contract period based on factors such as pest activity, specific client requests, etc. Initial clean out services for existing infestations will be addressed within first 30 days. Monthly Quality Assurance visits performed by supervisor included. Pricing and service frequency in accordance with proposal for RFP #49302203 Term of contract- 36 months from start date

Documentation and Communication

Ehrlich will place a strong emphasis on maintaining communication with designated personnel to assure proper implementation and on-going success of the pest management program.

- Ehrlich Contact Information
- Certificate of Insurance
- Labels and Safety Data Sheets
- Service Reports
- Description of the Service Program
- Licenses and Certifications
- Pest Sighting Log
- Material Usage Reports
- Structural & Sanitation Recommendations
- Pest Activity Tracking Reports
- Quarterly Trend Analysis
- Quality Assurance Reviews
- Annual Facility Assessments

Additional Services

Audit Preparation

For an additional fee, Ehrlich's on-staff Registered Sanitarians & Quality Assurance Managers will assist in pre-audit sanitation inspections and preparation. Such assistance includes conducting a trial onsite inspection using third-party auditor specifications and reviewing any structural or sanitation concerns that may adversely impact an upcoming audit.

Total Quality Assurance

Regularly scheduled contact will be maintained between our personnel and your staff to ensure that the service program is providing preventive control. This may entail three thorough inspection(s) of your facilities annually and maintaining contact with key personnel. Reports from these inspections will be completed by our Manager & then submitted to our Quality Assurance Manager for review. In addition, we may randomly select clients to contact by phone to ensure satisfaction with the on-going service program. Comments during these calls are recorded and included in the report submitted each month to our Quality Assurance Manager for review & follow-up.

Training and Orientation

Ehrlich, in conjunction with Virginia Tech, provides the following training assistance:

- On-site training with each service, effectively communicating structural and sanitation concerns related to maintaining an effective pest management program at your facility.
- Attendance at meetings to create an exchange forum on pest management sanitation concerns & structural maintenance directly related to the success of an effective pest management program.
- Ehrlich also offers comprehensive Client Learning Programs & has a large library of videos and information on pest management & safety practices.

Some of these services may require additional investment. Contact your local Service Center for more information.

Insurance

Ehrlich maintains adequate insurance coverage; including general liability, worker's compensation, & automobile liability. A copy of the current Certificate of Insurance is available in the Information section of the Program Manual.

Time of Service

Services will be rendered at an agreed upon time. Your Technical Service Representative will contact your personnel prior to initiating any work & will check out prior to leaving your premises. A service work order will be left with your personnel upon completion of each service.

Calls for Additional Service

If additional routine services are required for covered pests within 30 days following a regularly scheduled service visit, such services will be rendered promptly without an additional charge. It is our procedure to call clients requesting additional service within four hours of the original additional service request and respond within twenty four hours of the original additional service request.

Materials & Equipment

All labor, materials & equipment required to render the services described herein will be furnished by Ehrlich. Any equipment provided that is not purchased by the Client remains the property of Ehrlich. Any damaged or missing equipment will be replaced and charged to the client. Materials used & application methods are in accordance with regularly established practices & in compliance with Federal, State & local regulatory agencies.

Pricing Schedule

Ehrlich shall provide service as described in the attached proposal dated 12/01/2021. The specifications and pricing contained herein shall remain valid for 120 days from the original date printed on this proposal for Virginia Tech, according to the following schedule(s), plus tax, where applicable. All quoted prices are in US Dollars unless otherwise stated.

Equipment	Qty	Price
Multi-Catch Trap, Little Pete - Solid Lid	249	\$1,992.00
Protecta EVO Blanck 110371	496	\$8,928.00
Total Cost of Equipment		\$10,920.00
Routine Management Services		Price
Integrated Pest Management Program - 260 Services per Year		<i>Included</i>
Total Cost of Routine Management Services		\$5,503.33 per month

Payment Terms

Introductory Service Fees are due upon completion of the service, unless another payment plan is selected on the Agreement. Other corrective service, rental and/or equipment/product fees will be invoiced upon completion/delivery. Subsequent services will be invoiced in accordance with the Agreement and payment plan selected by Customer.

If a service date has been mutually agreed upon by Company and the Customer, it will be the Customer's responsibility to pay for service if Company has attempted to render service at the Customer's property.

Payments for services are due within thirty (30) days from the date of each invoice. Customer agrees to remit payment in one of the acceptable forms of payment detailed in the Agreement or invoice. In the event full payment is not made within thirty (30) days after invoicing, a finance charge per month will be added to the unpaid balance, up to the maximum allowed by law. Late fee charges may also be applied. Additionally, the Customer is responsible for all collection costs, including reasonable attorneys' fees, for any invoices not paid by the due date.

Any check returned for any reason, will result in a fee in the amount charged by Company's bank.

All service warranties under this Agreement will be voided should any payment due exceed sixty (60) days.

Should it become necessary to temporarily discontinue a periodic service due to causes beyond the Company's control, it is agreed that the periodic payments due under this agreement will be suspended until service is resumed, and that such temporary discontinuation of service will, in no way, breach this agreement.



LYNCHBURG PEST,PO BOX 322,CONCORD,VA,24538-0322,855-655-6589,410-882-1007

Servicing Branch	4119	Contract Number	016022519
Customer	VIRGINIA TECH 891 WASHINGTON ST SW, VA TECH - MCCOMAS HALL 891 WASHINGTON ST SW VA TECH - MCCOMAS HALL BLACKSBURG VA 24061-1067	Premise Number	1
		Visit Type	SERVICE MAINTENANCE
		Visit Date	09/01/2021

Licenses Certifications

7A-135290T

Order Number	Status	Service Date	Report Description
60610503000	Completed	09/01/2021	COMMERCIAL PEST GENERAL MAINTENANCE SERVICE

Device Summary

Device type	With activity	Without activity	Unserviceable	Total Inspected
Worksite Inspection Point	0	1	0	1

Materials Used

Materials Used	epa	Lot #	Dilution %	Concentrate	Quantity	Unit	Method	Target
Generation Mini-Blocks (20grms/block)	7173-218		0.002500	13.000000	13.0	each		House mice

Device: Exterior

Hardware: Hand

Active Ingredient: Difethialone

Recommendations

Date	Location	Recommendation: Type/details	Recommendation Image
12/02/2020 Reference: 6	Building: ALL AREAS Floor: ALL FLOORS Zone: Exterior Location Area: External Location: Exterior	Status:PENDING Type: Structural Responsibility: Door gap/damage noted that allows pest access. Please repair to prevent pest entry.	
12/02/2020 Reference: 5	Building: ALL AREAS Floor: ALL FLOORS Zone: Exterior Location Area: External Location: Exterior	Status:PENDING Type: Sanitation Responsibility: Trees/vegetation touching house/building. Trim to prevent pest entry to structure.	
06/03/2020 Reference: 4	Building: ALL AREAS Floor: ALL FLOORS Zone: Exit Doors Location Area: Internal Location: Exit Doors	Status:PENDING Type: Structural Responsibility: Door gap/damage noted that allows pest access. Please repair to prevent pest entry.	


Treatment Notes

No activity found on interior

1 / 3



Proof of Service

Time In	Time Out	Customer Signature Unavailable	technician Signature
09/01/2021 08:13 AM	09/01/2021 08:55 AM	Photo Captured	 09-01-2021 08:55:27 with thanks, CLAYTON HOWARD



Proof of Service

Detailed Inspection Results

Site

ALL AREAS, ALL FLOORS, Exterior

Device	Time	Pest Type	Quantity	Infestation Level
Exterior	08:44 AM	No Activity Found		

VIRGINIA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES

**PESTICIDE APPLICATOR
CERTIFICATE**

Expires
06/30/2022

REGISTERED TECH
FOR BL# [REDACTED]

**Certificate
Number**
[REDACTED]

**Cut and Keep in
Your wallet.**

IAN N BRANSON
RENTOKIL NORTH AMERICA INC
844 RED LN
SALEM, VA 24153



Liza Fleeson Trossbach
Authorized Representative

(Fold Here)

VALID ONLY FOR CATEGORIES LISTED

60 REGISTERED TECHNICIAN 06/30/2024

TRAINED IN

- GENERAL PEST CONTROL
- PUBLIC HEALTH PEST CONTROL
- WOOD DESTROYING PEST CONTROL



Sign Here

Pesticide Applicator

**For Questions /Concerns call:
Office of Pesticide Services
(804)786-3798**

VIRGINIA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES
P O BOX 1163, RICHMOND VA 23218-1163

PESTICIDE APPLICATOR CERTIFICATE

Issued

10/06/2020

REGISTERED TECH

FOR BL# [REDACTED]

Fee Paid

**Certificate
Number**
[REDACTED]

Expires
06/30/2022



Issued in accordance with application duly executed by the person shown below who has agreed to comply with all applicable laws, rules and regulations

IAN N BRANSON
RENTOKIL NORTH AMERICA INC
844 RED LN
SALEM, VA 24153



Jewel H. Bronaugh, Ph.D.
Commissioner

Liza Fleeson Trossbach
Authorized Representative

VIRGINIA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES
PESTICIDE APPLICATOR CERTIFICATE
Expires 06/30/2023
Certificate Number [REDACTED]
 REGISTERED TECH FOR BL# [REDACTED]
 DANIEL KELLETT
 RENTOKIL NORTH AMERICA INC
 9512 PINE TRAILS CT
 HENRICO, VA 23294
 Liza Fleeson Trossbach
 Authorized Representative
 (Fold Here)
VALID ONLY FOR CATEGORIES LISTED
 60 REGISTERED TECHNICIAN 06/30/2023
 Sign Here _____ Pesticide Applicator

Cut and Keep in Your wallet.

For Questions /Concerns call:
Office of Pesticide Services
(804)786-3798

VIRGINIA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES
P O BOX 1163, RICHMOND VA 23218-1163

PESTICIDE APPLICATOR CERTIFICATE

Issued 06/15/2021
Expires 06/30/2023
 REGISTERED TECH FOR BL# [REDACTED]
 Fee Paid [REDACTED]
Certificate Number [REDACTED]
 Issued in accordance with application duly executed by the person shown below who has agreed to comply with all applicable laws, rules and regulations

DANIEL KELLETT
RENTOKIL NORTH AMERICA INC
9512 PINE TRAILS CT
HENRICO,VA 23294



Bradley Copenhaver
Commissioner

Liza Fleeson Trossbach
Authorized Representative

VIRGINIA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES
Office of Pesticide Services
P O Box 1163
Richmond, VA 23218

DANIEL KELLETT
RENTOKIL NORTH AMERICA INC
9512 PINE TRAILS CT
HENRICO,VA 23294





Virginia Tech (Map 3)

Blacksburg, VA 24061

Created : 11/19/2021 - BB

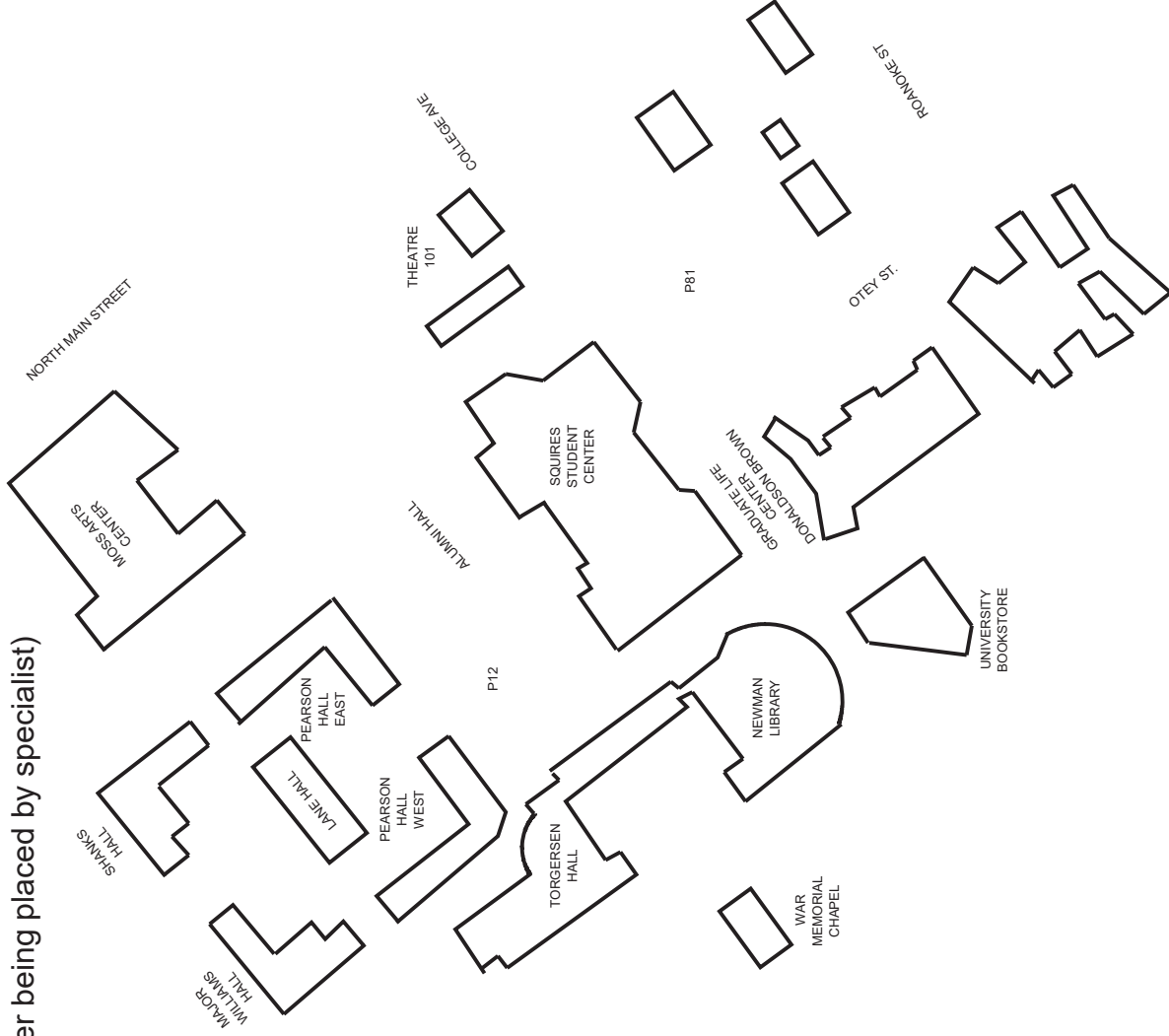
Verified by:	_____	Date:	_____
Verified by:	_____	Date:	_____
Verified by:	_____	Date:	_____
Verified by:	_____	Date:	_____

Legend

-  Exterior Bait Stations
-  Interior Rodent Traps



(All devices would be noted after being placed by specialist)



ADDENDUM # 1 TO RFP # 49302203

VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY (Virginia Tech)
Procurement Department (MC 0333)
North End Center, Suite 2100
300 Turner Street NW
Blacksburg, Virginia 24061

DATE November 22, 2021	NEW DUE DATE AND HOUR December 3, 2021 at 3:00 PM
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ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: Kim Widrig, Senior Buyer
E-MAIL ADDRESS: kdcromer@vt.edu TELEPHONE NUMBER (540) 231-8543
FAX NUMBER (540) 231-9628 AFTER HOUR MESSAGES (540) 231-6221

Integrated Pest Management Services

1. Please see the attached responses to inquiries received about this RFP.
2. All other terms, conditions and descriptions remain the same.
3. The due date has changed from December 1 at 3:00 PM to December 3 at 3:00 PM.

I acknowledge that I have read and understand this addendum in its entirety.



Signature

12/2/2021

Date

RFP # 49302203, Integrated Pest Management Services

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

DUE DATE: Proposals will be received until December 1, 2021 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 Kim Widrig, Phone: (540) 231- 8543 e-mail: kdcromer@vt.edu. All inquiries will be answered in the form of an addendum. Inquiries must be submitted by 12:00 PM on November 17, 2021. Inquiries must be submitted to the procurement officer identified in this solicitation.

PROPOSAL SUBMISSION:

Proposals may NOT be hand delivered to the Procurement Office.

Virginia Tech has partnered with Bonfire Interactive to create a new procurement portal that will allow you to access business opportunities and submit bids and proposals to Virginia Tech digitally.

Proposals must be submitted electronically at:

<https://procurement-vt.bonfirehub.com/>.

Vendors are requested to visit the new Procurement Portal then follow the link to the Bonfire vendor registration page to register your company. Registration is easy and free. If you have any challenges with the registration process, please contact Bonfire Interactive Support at support@gobonfire.com .

It is encouraged for all vendors to register prior to the proposal submission deadline to avoid late submissions. Log into your Bonfire Vendor account in order to access the opportunity and begin preparing your submission. 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.

For a quick tutorial on how to upload a submittal, visit: https://support.gobonfire.com/hc/en-us/articles/360011034814-Creating-and-Uploading-a-Submission-for-Vendors-?_ga=2.42375717.1472165071.1588110542-997330893.1585332052

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 1000MB 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: 12/2/2021

9/29/2021

[INCLUDE THIS PAGE]

Attachment B

Price Schedule for Integrated Pest Management Services

Price Schedule for Dining Services

BUILDING/FACILITY	ESTIMATED SQ. FT.	PRICE PER MONTH
DEITRICK HALL	91,507	\$35.400
DEET'S PLACE	1,377	\$354.00
GRADUATE LIFE CENTER	2,700	\$354.00
HOKIE GRILL IN OWENS HALL	2,071	\$354.00
OWENS HALL	97,688	\$354.00
OWENS BANQUET ROOM	2,071	\$354.00
SOUTHGATE FOOD PROCESSING	57,795	\$354.00
SQUIRES STUDENT CENTER FOOD COURT	2,040	\$354.00
TURNER PLACE AT LAVERLY HALL	77,301	\$354.00
WEST END MARKET AT COCHRANE HALL	20,000	\$354.00
	TOTAL DINING SERVICES	\$3540.00

Price Schedule for Athletic Facilities

Athletic Department	ESTIMATED SQ. FT.	PRICE PER MONTH
BASKETBALL CENTER	52,944	\$93.00
CASSELL COLISEIUM	187,000	\$93.00
JAMERSON ATHLETIC CENTER	42,297	\$93.00
LANE STADIUM	296,439 serviced in April and August of each year	\$93.00
MCCOMAS HALL	145,225	\$93.00
MERRYMAN CENTER	42,040	\$93.00
NEW FOOTBALL LOCKER ROOM FACILITY	42,145	\$93.00
RECTOR FIELD HOUSE	71,189	\$93.00
TENNIS CENTER	46,485 serviced in April and August of each year	\$93.00
	TOTAL ATHLETIC FACILITIES	\$837.00

Pricing Schedule for Campus Planning, Infrastructure and Facilities

BUILDING/FACILITY	ESTIMATED SQ. FT.	PRICE PER MONTH
2 STORY BARN AT LIPSEY FARM	1836	\$9.22
201 WEST ROANOKE STREET	3487	\$9.22
417 CLAY STREET	6131	\$9.22
501 INDUSTRIAL PARK ROAD	6000	\$9.22
AG ENGINEERING BUILDING	4954	\$9.22
AGNEW HALL	12245	\$9.22
AIRPORT SHOP	4584	\$9.22
ANDREWS INFORMATION SYSTEMS BUILDING	51036	\$9.22
AQUATIC MEDICINE LABORATORY	2236	\$9.22
AQUATICS AND FISHERIES RESEARCH CENTER	2304	\$9.22
ARCHITECTURE ANNEX	15808	\$9.22
ARCHITECTURE DEMONSTRATION AND RESEARCH FACILITY	10769	\$9.22
ARDMORE WAREHOUSE	9360	\$9.22
ARMORY	9300	\$9.22
BIOBASED MATERIALS PROCESSING LAB	951	\$9.22
BISHOP-FAVRAO HALL	31651	\$9.22
BLACKSBURG SQUARE [OLD KMART BUILDING]	62520	\$9.22
BOVINE EXTENSION, TEACHING, & RESEARCH	10277	\$9.22
BRANCH BUILDING	2200	\$9.22
BRICK BUILDING AT AIRPORT	2125	\$9.22
BUILDING 1311	44454	\$9.22
BUILDING 1331	44552	\$9.22
BUILDING 1341	22604	\$9.22
BUILDING 1670	8000	\$9.22
BUILDING 1691	45402	\$9.22
BUILDING 1700	2509	\$9.22
BUILDING 1715	50463	\$9.22
BUILDING 1750	15962	\$9.22
BUILDING 1770	37500	\$9.22
BUILDING 1861	10031	\$9.22
BUILDING 1880	39572	\$9.22
BUILDING 1971	33580	\$9.22
BUILDING 2000	31682	\$9.22
BUILDING 2020	5544	\$9.22
BUILDING 2270	15578	\$9.22
BUILDING 270 [VIRGINIA TECH AUTISM CLINIC]	1837	\$9.22
BUILDING 270C [RANDOLPH ANNEX]	3360	\$9.22
BUILDING 270E [VET. MED. MODULAR LAB]	1385	\$9.22
BUILDING 270K [VIRGINIA TECH DRONE PARK]	1300	\$9.22
BURCHARD HALL	42143	\$9.22

BURRUSS HALL	158221	\$9.22
CAPRI BUILDING	17000	\$9.22
CE STRUCTURAL TESTING LAB	27007	\$9.22
CENTER FOR MOLECULAR MEDICINE AND INFECTIOUS DISEASES	24167	\$9.22
CHEATHAM HALL	65247	\$9.22
CIVIL ENGINEERING LAB ANNEX	1640	\$9.22
CIVIL ENGINEERING METAL BUILDING	2422	\$9.22
CLASSROOM BUILDING	73275	\$9.22
COLLEGE OF LIBERAL ARTS AND HUMAN SCIENCES BUILDING	18216	\$9.22
COLLEGE OF OSTEOPATHIC MEDICINE	60000	\$9.22
COMMERCE STREET 3200	10680	\$9.22
COMMERCE STREET WAREHOUSE	3200	\$9.22
CORNER PROPERTIES	2288	\$9.22
COWGILL HALL	68417	\$9.22
CPAP [NEILY BUILDING] [THOMAS-CONNER HOUSE]	5217	\$9.22
DAVIDSON HALL	66023	\$9.22
DERRING HALL	207929	\$9.22
DRY RENDERING FACILITY	4900	\$9.22
DUCK POND BATHROOMS	370	\$9.22
DUCK POND GAZEBO	547	\$9.22
DURHAM HALL	107929	\$9.22
ECOSYSTEM SIMULATION LAB	7552	\$9.22
ENGEL HALL	45737	\$9.22
ENTOMOLOGY LEONARD METAL BUILDING	823	\$9.22
ENTOMOLOGY QUARANTINE LAB	1556	\$9.22
ENVIRONMENTAL SYSTEMS RESEARCH LAB	418	\$9.22
EUS DESIGN LAB AND OFFICE [TRAILER]	540	\$9.22
FIBER AND ELECTRO-OPTICS RESEARCH CENTER	8000	\$9.22
FIBER OPTICS DRAW TOWER	3581	\$9.22
FIBERGLASS FACILITY	703	\$9.22
FIRST SECURITY SELF STORAGE - BLACKSBURG	4200	\$9.22
FOOD SCIENCE AND TECHNOLOGY LABORATORY	45678	\$9.22
FOUNDERS RESEARCH BUILDING	19433	\$9.22
FOUNDRY [GEOLOGY STORAGE]	1800	\$9.22
FRACTION FAMILY HOUSE	560	\$9.22
FRALIN BIOTECHNOLOGY CENTER	44324	\$9.22
GARVIN INNOVATION CENTER	6997	\$9.22
GEOLOGY STORAGE BUILDING	1800	\$9.22
GEOTECHNICAL LABORATORY FACILITY	6020	\$9.22
GOODWIN HALL	154935	\$9.22
GRAVES / MACINTOSH PROGRAM	6175	\$9.22
HAHN GARDEN PAVILION	2377	\$9.22
HAHN HALL - NORTH WING	85051	\$9.22

HAHN HALL - SOUTH WING	71106	\$9.22
HANCOCK HALL	63075	\$9.22
HEALTH AND SAFETY BUILDING	7333	\$9.22
HENDERSON HALL	40540	\$9.22
HOLDEN HALL	102000	\$9.22
HUMAN AND AGRICULTURAL BIOSCIENCES BUILDING 1	93860	\$9.22
HUTCHESON HALL	50637	\$9.22
ICTAS A BUILDING	33766	\$9.22
ICTAS II	42190	\$9.22
ILLUMINATION DOME	452	\$9.22
INFECTIOUS DISEASE RESEARCH FACILITY	15707	\$9.22
INSTITUTE FOR SOCIETY, CULTURE AND ENVIRONMENT	5539	\$9.22
INTEGRATED LIFE SCIENCES BUILDING	77000	\$9.22
ISOLATION SWINE UNIT	1047	\$9.22
KELLY HALL	99411	\$9.22
KENT SQUARE	20499	\$9.22
KENT SQUARE II	5032	\$9.22
KROEHLING ADVANCED MATERIALS FOUNDRY	4175	\$9.22
LANE HALL	26520	\$9.22
LATHAM HALL	84277	\$9.22
LIBRARY STORAGE FACILITY	16304	\$9.22
LIFE SCIENCES I FACILITY	71799	\$9.22
LITTON-REAVES HALL	146267	\$9.22
LONG BARN AT LIPSEY FARM	4244	\$9.22
LUMENHAUS	800	\$9.22
LUTHER MEMORIAL LUTHERAN CHURCH	755	\$9.22
MAJOR WILLIAMS HALL	75287	\$9.22
MATH EMPORIUM [UNIVERSITY MALL]	75021	\$9.22
MCBRYDE HALL	132224	\$9.22
MEDIA ANNEX	5076	\$9.22
MEDIA BUILDING	12618	\$9.22
METABOLIC RESEARCH LAB	12344	\$9.22
METAL BARN \$5.22	2592	\$9.22
METAL BARN AT LIPSEY FARM	2760	\$9.22
METAL EQUIPMENT SHED [MAINTENANCE BUILDING]	400	\$9.22
METAL STORAGE SHED	585	\$9.22
MILITARY BUILDING / LAUNDRY	36333	\$9.22
MINING AND MINERALS LABORATORY	12612	\$9.22
MINING AND MINERALS STORAGE SHED	1805	\$9.22
MOORE HOUSE [PSYCHOLOGICAL SERVICES CENTER]	5855	\$9.22
MOSS RESEARCH BUILDING	20181	\$9.22
MULTIDISCIPLINE LAB	1852	\$9.22
NEW GEOLOGY STORAGE BUILDING	3968	\$9.22

NEWMAN LIBRARY	226630	\$9.22
NORRIS HALL	67705	\$9.22
NORTH END 400	9064	\$9.22
NORTH END 460	34559	\$9.22
NORTH END CENTER	111088	\$9.22
OBSERVATORY	410	\$9.22
OLD GRAND PIANO BUILDING	4500	\$9.22
OLD SECURITY BUILDING	9316	\$9.22
PACK BUILDING	11678	\$9.22
PAMPLIN HALL	104938	\$9.22
PATTON HALL	52750	\$9.22
PCL BUILDING AT LIPSEY FARM	600	\$9.22
PLANT PATHOLOGY BUILDING [STUCCO]	859	\$9.22
PLANT PATHOLOGY LAB	5680	\$9.22
POINTE WEST COMMONS	12411	\$9.22
POINTE WEST COMMONS THREE	2916	\$9.22
POINTE WEST COMMONS TWO	4477	\$9.22
PRICE HALL	55955	\$9.22
PROSPERITY PLACE	15000	\$9.22
PUBLIC SAFETY BUILDING	24732	\$9.22
PUMP HOUSE	123	\$9.22
RANDOLPH HALL	165918	\$9.22
RECREATION AREA STORAGE BUILDING	1800	\$9.22
RECREATION FIELDS BUILDING	2117	\$9.22
RESIDENCE [ORANGE HOUSE]	685	\$9.22
REYNOLDS ALUMINUM BUILDING	2105	\$9.22
ROBESON HALL	66138	\$9.22
ROCKET PROPELLANT ADDITION	164	\$9.22
ROCKET PROPELLANT TEST FACILITY	1188	\$9.22
SANDY HALL	18302	\$9.22
SARDO LABORATORY	8724	\$9.22
SAUNDERS HALL	31043	\$9.22
SECURITY SELF STORAGE	250	\$9.22
SEISMOGRAPH BUILDING	730	\$9.22
SEITZ HALL	51000	\$9.22
SHANKS HALL	64175	\$9.22
SKELTON HOUSE	2730	\$9.22
SMYTH HALL	54073	\$9.22
SOCHINSKI-MCKEE MARCHING VIRGINIANS CENTER	12013	\$9.22
SOLAR RESEARCH PROTOTYPE	1176	\$9.22
SOLID FUEL COMBUSTION LAB	4623	\$9.22
SOLITUDE	5133	\$9.22
SOUTH RECREATION TOILETS	987	\$9.22
SOUTHWEST CHILLER PLANT	16655	\$9.22

STEGER HALL - NORTH WING	71560	\$9.22
STEGER HALL - SOUTH WING	58285	\$9.22
STERRETT-COMMERCE STREET	7800	\$9.22
STERRETT-COMMERCE STREET 2	11606	\$9.22
STUDENT SERVICES BUILDING	36385	\$9.22
SURGE SPACE BUILDING	45000	\$9.22
SWINE DISEASE RESEARCH	3555	\$9.22
TECHLAB BUILDING	35000	\$9.22
TESKE HOUSE [WOMEN'S CENTER]	4839	\$9.22
TEST CELL BUILDING	1455	\$9.22
TEST CELL BUILDING A	271	\$9.22
TEST CELL BUILDING B	271	\$9.22
TEST CELL BUILDING C	271	\$9.22
TEST CELL BUILDING D	271	\$9.22
THEATER 101	8479	\$9.22
TIMBER HARVESTING LAB	3384	\$9.22
TIMBER HARVESTING LAB GAS STORAGE	103	\$9.22
TORGERSEN HALL	149651	\$9.22
TRANSGENIC BUILDING	1620	\$9.22
TRANSGENIC SWINE UNIT	5013	\$9.22
TRIPLE-T PARTNERSHIP	1344	\$9.22
TUCKIT IN STORAGE	400	\$9.22
TURFGRASS RESEARCH CENTER	2400	\$9.22
UNIVERSITY GATEWAY CENTER	46385	\$9.22
UNIVERSITY MALL PHASE II - 735 UCB	3571	\$9.22
UNIVERSITY MALL PHASE II - 751 UCB	2158	\$9.22
UNIVERSITY MALL PHASE II - 755 UCB	6924	\$9.22
UNMANNED SYSTEMS LABORATORY	3774	\$9.22
URBAN PEST CONTROL FACILITY	2379	\$9.22
VCOM II	18491	\$9.22
VET MED HAY BARN	1916	\$9.22
VET MED INSTRUCTIONAL ADDITION	24165	\$9.22
VET MED PHASE 1	35960	\$9.22
VET MED PHASE 2	70790	\$9.22
VET MED PHASE 3	66640	\$9.22
VET MED PHASE 4A [LARGE ANIMAL ISOLATION]	1774	\$9.22
VET MED PHASE 4B	7508	\$9.22
VET MED PHASE 4C [INFECTIOUS DISEASE]	7601	\$9.22
VET MED PHASE 4C [LARGE ANIMAL HOSPITAL]	8323	\$9.22
VET MED PHASE 4C [NON-CLIENT ANIMAL]	35884	\$9.22
VET MED PHASE 4D	3822	\$9.22
VET MED RESEARCH CENTER	11280	\$9.22
VIBRATIONS TESTING LABORATORY	3186	\$9.22
VIRGINIA TECH TRANSPORTATION INSTITUTE	29213	\$9.22

VISITORS AND UNDERGRADUATE ADMISSIONS CENTER	18155	\$9.22
VT KNOWLEDGEWORKS I	45000	\$9.22
VT KNOWLEDGEWORKS II	39963	\$9.22
VTLS BUILDING	32634	\$9.22
VTTI BUILDING ADDITION	24424	\$9.22
VTTI GARAGE AND OFFICE	14377	\$9.22
VTTI WAREHOUSE	13535	\$9.22
VTTI-II - NSTSCE	22029	\$9.22
WALLACE HALL	103163	\$9.22
WARE LAB STORAGE BUILDING	288	\$9.22
WESLEY FOUNDATION AT VIRGINIA TECH	400	\$9.22
WHITTEMORE HALL	155339	\$9.22
WILLIAMS HALL	46848	\$9.22
WOOD ENGINEERING LAB	11864	\$9.22
WOOD PROCESSING LAB	14297	\$9.22
WRIGHT HOUSE	4221	\$9.22

Negotiation Summary

Summary of Contract Negotiations

1. 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. **No**
2. Are there any additional financial or value-added incentives you would like to offer at this time? **No**
3. Are there any additional forms or documents that you will require to be incorporated into the contract documents? If so, please submit. **No**
4. Does Ehrlich agree to provide monthly invoices with payment due thirty (30) days after receipt of invoice or goods/services, whichever is later? **Yes**
5. 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? **Yes**
6. 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? **Yes**
7. Do you agree that the initial contract period shall be three years? **Yes**
8. Upon completion of the initial contract period, does Ehrlich agree that the contract may be renewed by Virginia Tech upon written agreement of both parties for two (2) three-year periods, under the terms of the current contract? **Yes**
9. 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? **Yes**
10. If awarded a contract, are you willing to hold prices firm for the initial contract period and the first renewal year? **Yes**
11. Will Ehrlich agree to participate in the Wells One AP Control Payment System? **Yes**
12. Please identify the highest-level executive in your organization that is aware of this solicitation. Describe that person's commitment to assuring the highest quality service to Virginia Tech if your organization is awarded a contract. **Daryl Hannan-Regional Director required to oversee all business & service activities in Virginia.**

13. Please describe your quickest turn-around time if emergency services are needed.
12-24 Hours
14. Will you be able to handle increased volumes of business and/or provide service to additional departments if needed during the course of the contract? **Yes**
15. How soon after contract award can you begin providing services? **Immediately**
16. Are you registered with and willing to participate in the eVA internet procurement solution described in the terms and conditions of the RFP? **Yes**
17. Do you acknowledge, agree and understand that Virginia Tech cannot guarantee a minimum amount of business if a contract is awarded to your company? **Yes**
18. Are the prices for all goods/services listed in your proposal inclusive of all applicable eVA system transaction fees? **Yes**
19. Does the vendor acknowledge, agree, and understand that the terms and conditions of the RFP # 49302203 shall govern the contract if a contract is awarded to your company? **Yes**
20. For purposes of interacting with HokieMart, 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. **Christopher Nelson, Account Executive**
21. Please provide pricing for Viva Market located in Johnson Center which is approximately 340 sq ft. **Serviced monthly at \$100 per service**
22. Are refills for exterior bait stations and traps included in the IPM monthly pricing? As stated in the RFP, each building will have at least two bait stations that are secured and tamper proof installed by the contractor. **Yes**
23. Please explain more about the control of flying insects such as species and the process. Also, is this included in your pricing? **There are several methods to control flying insects including but not limited to: Insect Light Traps (Light Traps Hung on a wall such as in a kitchen area to capture any flying insects that enter the area), Exterior fly baiting services (typically performed March-October to assist in baiting flying insects prior to building infestation-this treatment is performed on the exterior of a structure). We did not include flying insect control pricing for all potential areas as this would need to be assessed on a case by case basis. We would provide the University a quote for service prior to any equipment installation or services being rendered.**
24. Are sighting logs used in the facility for pests? **yes**

25. How are your inspection reports communicated to the facility manager? **An Onsite Logbook, Emailed upon service completion & available online through our proprietary reporting portal.**
26. What is the frequency IPM service level for each building? **At minimum-monthly**
27. Would a proposed time of 8AM-4PM (M-F), be achievable for the technician(s) to be available for service? **Yes-we have several specialists within the area & have 1 regular specialist for service.**
28. In certain situations, such as interior spraying, a treatment may have to be before or after the designated proposed time. Is your company flexible to handle such situations? Virginia Tech is flexible to adjust the daily schedule in order to not over extend the total labor hours for the week. **Yes**
29. What species are covered under your listing of cockroaches on page 11 of your proposal? **German, American, Oriental, Brown Banded, Smokey Brown**
30. Is bioremediation included in pricing? **No**
31. It seems audit preparation would be part of the initial inspection of a property. Please go into further detail about audit preparation on page 14 of your proposal. **Audit preparation is not applicable to the Higher Education market segment. This specific terminology is utilized in a 3rd Party Audited (often times a food processing or manufacturing plant) accounts. Ehrlich is, however, committed to completing thorough inspections upon our initial service & inspecting any at any given time should the situation require.**
32. Please provide your best total monthly prices for the following:

Dining: \$3540 (not including Viva Market)

Athletics: \$837
33. Facilities is only wanting to purchase the indoor multi catch traps and exterior bait stations as needed. Is this ok? **Yes**
34. On pg. 15 of the original RFP submittal, they stated 260 services per year. Does this include services for Dining, Athletics, and Facilities as a whole? **The 260 represents 5 on site services per week for the year. That doesn't represent a specific number of services for Dining, Athletics, or Facilities. It just simply means that we will be on site that many times per year.**
35. The buildings listed below were not in the original RFP. Please quote total monthly price to add the five buildings along with the original list in the RFP.

ALPHIN STUART LIVESTOCK ARENA (49,260 SQ FT)

GREENHOUSE COMPLEX (37,498 SQ FT)
GROUNDS BUILDING (20,644 SQ FT)
STERRETT CENTER (75,891 SQ FT)
STERRETT ANNEX [BUILDING 270J] (3,382 SQ FT)

We can cover the new buildings listed above, and the current CPIF buildings in the RFP at the rate of \$2,236 per month.

EXHIBIT A



Exhibit A

Integrated Pest Management Program Service Description:

Daily service to covered areas Monday through Friday. Due to the size and complexity of the campus, frequencies of service for individual buildings and departments may change throughout the contract period based on factors such as pest activity, specific client requests, etc. All food service buildings will be serviced at minimum on a 1x per month service frequency. Initial clean out services for existing infestations will be addressed within the first 30 days. Periodic Quality Assurance visits performed by supervisor included. Pricing and service frequency in accordance with proposal for RFP #49302203
Term of contract- 36 months from start date