

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: VTS-1963-2023

This contract entered into this 21st day of April 2023 by Streamline Pressure Washing, LLC dba Streamline Pressure Washing, LLC 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:

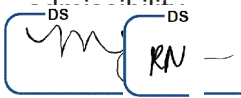
SCOPE OF CONTRACT: The Contractor shall provide Pressure Washing for Lane Stadium and other Athletic Facilities to Virginia Tech as set forth in the Contract Documents.

PERIOD OF CONTRACT: From April 21, 2023 through April 20, 2025 with the option for 4, two-year renewals.

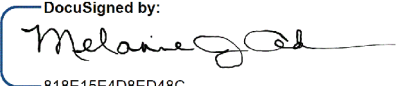
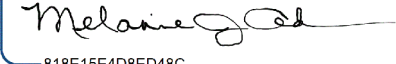
COMPENSATION AND METHOD OF PAYMENT: The Contractor shall be paid by Virginia Tech in accordance with the Contract Documents.

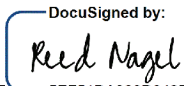
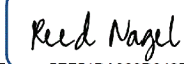
CONTRACT DOCUMENTS: The Contract Documents shall consist of this signed contract, Request for Proposal (RFP) number 337312310 dated December 9, 2022, together with Addendum Number 1 To RFP dated December 22, 2022, Addendum Number 2 To RFP dated January 3, 2022, the proposal submitted by the Contractor dated January 5, 2023 and the negotiation summary, all of which Contract Documents are incorporated herein.

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


(Initials)

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

Contractor 
By: 
818E15E4D8ED48C...
(Signature)
Melanie Adkins chief Executive officer
Name and Title

Virginia Tech 
By: 
5EF51DA320D049B...
Reed Nagel
Associate Director for Goods and Services



Request for Proposal # 337312310

For

Pressure Washing Lane Stadium and other Athletic
Facilities

December 9, 2022

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 # 337312310, Pressure Washing Lane Stadium and other Athletic Facilities

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

DUE DATE: Proposals will be received until **January 3, 2022** 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 **Mary Seyler**, Phone: (540) 231- **3813** e-mail: **mseyler@vt.edu**. All inquiries will be answered in the form of an addendum. Inquiries must be submitted by **3PM** on **December 19, 2022**. Inquiries must be submitted to the procurement officer identified in this solicitation.

SITE VISIT: Offerors are strongly encouraged to perform a site visit to review all areas of service in this solicitation. See section IX for instructions for scheduling a site visit.

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: _____

06/27/2022

[INCLUDE THIS PAGE]

I. PURPOSE:

This Request for Proposal (RFP) seeks to solicit proposals to establish a contract through competitive negotiations by Virginia Polytechnic Institute and State University (Virginia Tech), an agency of the Commonwealth of Virginia.

Virginia Tech's Athletics department requires pressure washing of Lane Stadium prior to each football season as well as potential pressure washing of seating bowl and/or other areas of the stadium at mid-season or as needed. In addition, other athletic facilities will require pressure washing on an as needed basis. See section VI – Scope of Work and Attachment A – Price Schedule for complete requirements and areas of service.

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 2 year(s), or as negotiated. There will be an option for four 2 year renewals, or as negotiated.

IV. 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.

V. 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.

VI. SCOPE OF SERVICE:

A. **GENERAL:** The Contractor shall furnish all tools, labor, equipment and supplies needed to pressure wash Lane Stadium and other Virginia Tech Athletic facilities as described here in and in accordance with Attachment A – Terms and Conditions and Attachment B – Price Schedule

B. **OTHER REQUIREMENTS:**

1. **Parking Permits and Regulations for Contractors:**

Virginia Tech Parking Services requires the *purchase* and display of a parking permit for ALL vendor/business/contractor vehicles, privately and company owned, that park on campus. The cost of the permit is the same as the faculty/staff permit (permit options: one year, six months, three month summer, or day). Existing permits and additional information is available from the Virginia Tech Parking Services (540) 231-3200 located at 455 Tech Center Drive, or via their website www.parking.vt.edu.

a. **Parking Policy:** All Contractor vehicles parked on the Virginia Tech campus **must display a parking permit** as specified above. Contractors shall note that vehicles parked on the Virginia Tech campus without a parking pass or permit are subject to ticketing and fines.

For overnight parking, the Contractor's company owned vehicles shall use the parking lot in front of Virginia Tech Printing Services and Surplus Property offices at 1411 South Main Street also known as the old K-Mart parking lot. Privately owned vehicles (POV) may park at the location. No overnight (24 hours) parking is allowed on campus. If parking POV's on campus, Parking Services will identify which lot the POV shall park; currently the Track/Soccer, Overflow or East Cassell lot. To be entitled to park in these lots the Contractor shall be required to buy a daily, weekly, monthly or annual permit from Parking Services. It shall be the responsibility of the Contractor to shuttle employees to the job site.

If the need arises, Virginia Tech may direct that Contractor owned vehicles be parked in a location or locations other than 1411 South Main Street, Blacksburg, VA.

- b. **Turf Policy:** Turf permits are issued by Parking Services to all vehicles requiring temporary parking on the grass, except for construction equipment, loaders, graders, etc.. Parking Services' management shall decide who can obtain a Turf Permit. Turf permits do not allow parking on sidewalks and plazas. As a courtesy please do not park under trees.
- c. **Sidewalk Policy:** Sidewalk access to land-locked buildings is only allowed along designated routes. Vehicle pull-offs are designed at land-locked building sites to move parked vehicles off sidewalks (but not onto turf). Parking an unattended vehicle on a sidewalk is strictly prohibited by State Law and shall be subject to fines. 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 sidewalk. The Contractor shall be responsible for any damage to the turf and anything that is located adjacent to the sidewalk.

The procedure to obtain a permit to operate vehicles on a sidewalk is the same as outlined for Turf Policy. Any vehicle parked illegally on a sidewalk shall be subject to ticketing, fines and towing if necessary.

- 2. **Work Schedule:** Hourly rate work shall normally be performed according to Virginia Tech's work schedule which at present is 8:00 a.m. to 4:30 p.m. with 1/2 hour for lunch. The work schedule may be adjusted as agreed upon by Virginia Tech and the Contractor. The work schedule for unit price work shall be as agreed upon for each project by Virginia Tech and the Contractor.
- 3. **Utilities:** Virginia Tech will provide electricity as necessary for the performance of this work. The Contractor shall supply the first 1000 gallons of water per day. Virginia Tech shall supply the remaining water per day. The Contractor shall supply all connections to utilities, such as hoses, cords, etc.
- 4. **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.
- 5. **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 (paint, stickers, concrete errantly removed), 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.
- 6. **Pressure Washing Materials:**

- a. Contractor shall use biodegradable, non-toxic products. Products shall not be harmful to plants and grass.
- b. Contractor shall use NO products containing chlorine bleach
- c. Contractor shall pressure wash the top and underneath seats, risers, stairs and inside walls.
- d. Contractor shall remove mildew, gum, candy and other foreign debris with chemical soak and high pressure rinse.
- e. Contractor shall be responsible for the collection of all debris and proper removal from Virginia Tech campus. Trash barrels to be provided by Virginia Tech Athletics.
- f. Contractor shall provide the 1000 gallons of water per day. Virginia Tech Athletics will provide the remaining water per day.

VII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

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

1. Provide information about your company including number of years in business, information about your work force and information about equipment that would be used to perform service. Include your process for vetting employees.
2. Provide information about your company's experience in providing the services described here in. Please include the phone numbers and or email addresses of 3 references who your company has provided a similar scope of service.
3. Provide a statement specific to the Lane Stadium indicating your plan to provide services including number of people and equipment you would employ.
4. Complete Attachment B – Price Schedule and return with your proposal.
5. 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 SBSD website at <http://www.sbsd.virginia.gov/>

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

D. General Requirements

7. 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.

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

IX. SITE VISIT:

In order to understand the size and conditions of the areas of service, vendors should contact Peter Poole at 540-315-5006 to schedule and appointment to view all areas where work will be performed.

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

XI. 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.

XII. 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.

XIII. 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.

XIV. 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.

XV. TERMS AND CONDITIONS:

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

XVI. CONTRACT ADMINISTRATION:

- A. Brittany Lee, Assistant Director of Business Operations, Athletics, at Virginia Tech or their designee, shall be identified as the Contract Administrator and shall use all powers under the contract to enforce its faithful performance.
- B. The Contract Administrator, or their designee, shall determine the amount, quantity, acceptability, fitness of all aspects of the services and shall decide all other questions in connection with the services. The Contract Administrator, or their designee, 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.

XVII. ATTACHMENTS:

Attachment A - Terms and Conditions
Attachment B – Price Schedule

ATTACHMENT A
TERMS AND CONDITIONS

RFP GENERAL TERMS AND CONDITIONS

See:

https://www.procurement.vt.edu/content/dam/procurement_vt_edu/docs/terms/GTC_RFP_02182022.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. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this solicitation, no indication of such sales or services to Virginia Tech will be used in product literature or advertising. The contractor shall not state in any of the advertising or product literature that the Commonwealth of Virginia or any agency or institution of the Commonwealth has purchased or uses its products or services.

11. FINAL INSPECTION: At the conclusion of the work, the contractor shall demonstrate to the authorized owner's representatives that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the contractor at the contractor's sole expense prior to final acceptance of the work.

12.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.

13. PRICE ESCALATION/DEESCALATION: Price adjustments for changes in the contractor's price of materials, labor and transportation may be permitted. Request for price adjustments for any other reasons will not be granted. No price increases will be authorized for 365 calendar days after the effective date of the contract. Contractor shall give not less than 30 days advance notice prior to the annual renewal of the contract of any desired price increase.

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

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

14. RENEWAL OF CONTRACT: This contract may be renewed by Virginia Tech for a period of 8 years only under the terms and conditions of the original contract except as stated in A, B, C, & D below. Price increases may be negotiated only at the time of renewal. Written notice of Virginia Tech's intention to renew shall be given (approximately 90 days) prior to the expiration date of each contract period.

- A. If Virginia Tech elects to exercise the option to renew the contract for an additional two-year period, the contract price(s) for the additional year shall not exceed the contract prices of the original contract increased/decreased by no more than the percentage increase/ decrease of the category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- B. If during the first two-year renewal Virginia Tech elects to exercise the option to renew the contract for the second additional two-year period, the contract price(s) for the second additional two-year period shall not exceed the contract price(s) of the first two-year renewal period increased/decreased by no more than the percentage increase/decrease of the category of the CPI-W section for the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- C. If during the second two-year renewal Virginia Tech elects to exercise the option to renew the contract for the third additional two-year period, the contract price(s) for the third additional two-year period shall not exceed the contract price(s) of the second two-year renewal period increased/decreased by no more than the percentage increase/decrease of the category of the CPI-W section for the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- D. If during the third two-year renewal Virginia Tech elects to exercise the option to renew the contract for the fourth additional two-year period, the contract price(s) for the fourth additional two-year period shall not exceed the contract price(s) of the third two-year renewal period increased/decreased by no more than the percentage increase/decrease of the category of the CPI-W section for the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

15. SAFETY: The contractor bears sole responsibility for the safety of its employees. The contractor shall take all steps necessary to establish, administer, and enforce safety rules that meet the regulatory requirements of the Virginia Department of Labor and Industry (VDLI) and the

Occupational Safety and Health Administration (OSHA). The contractor shall take steps as necessary to protect the safety and health of university employees, students, and visitors during the performance of their work. In addition, the contractor must also provide the university with a written safety program that it intends to follow in pursuing work under this contract. By entering into a contract with Virginia Tech, the contractor and its subcontractors agree to abide by the requirements described in Safety Requirements for Contractors and Subcontractors located on Virginia Tech's Environmental, Health and Safety Services (EHSS) web site at this URL http://www.ehss.vt.edu/programs/contractor_safety.php. A copy of the publication may also be obtained by contacting EHSS at 540/231- 5985. No work under this contract will be permitted until the university is assured that the contractor has an adequate safety program in effect.

16. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of Virginia Tech. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish Virginia Tech the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by his subcontractor(s) and shall assure compliance with all requirements of the contract.

17. 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 (TO BE COMPLETED BY PROPOSER)

LOCATION	PRICE PER CLEANING
A. LANE STADIUM	
1. Entire seating and step areas inside bowl of Lane Stadium (Note: A midseason cleaning may be needed in the seating bowl)	\$ _____
2. Lower Concourse, East Side	\$ _____
3. Lower Concourse, West Side	\$ _____
4. Lower Concourse, South End Zone	\$ _____
5. Upper Concourse and all ramps, East Side	\$ _____
6. Upper Concourse and stairwells, South End Zone	\$ _____
7. Entrance tunnel to field from Jamerson Practice Field, including walls, floors and ceiling. *	\$ _____
8. Lower service hallway, South End Zone*	\$ _____
9. Driveway entrances to service hallway, South End Zone*	\$ _____
10. Southeast Courtyard area	\$ _____
11. Southwest Courtyard area	\$ _____
12. Northwest Courtyard area	\$ _____
13. South Courtyard and sidewalk	\$ _____
14. Sidewalk areas under the North Stands at ground level and field level.	\$ _____
15. Southwest stairs	\$ _____
16. Moody Plaza, southwest of stadium	\$ _____
17. Tunnel areas (SE & SW) entrances to game field from service hallway. *	\$ _____
18. Wash areas around lights on ramps and concourse areas (cobwebs, etc.)	\$ _____
19. Sidewalks and stairs in front of Westside expansion	\$ _____
20. Northwest Courtyard outside the stadium	\$ _____

B. OTHER ATHLETIC FACILITIES	PRICE PER CLEANING
1. Softball bleachers*	\$ _____
2. Softball dugouts and sidewalks*	\$ _____
3. Baseball bleachers*	\$ _____
4. Baseball dugouts*	\$ _____
5. Baseball Concourse*	\$ _____
6. Baseball front courtyard*	\$ _____
7. Baseball Upper courtyard*	\$ _____
8. Baseball Patio*	\$ _____
9. Baseball Premium Terraces*	\$ _____
10. Baseball Sidewalks around Weaver Center*	\$ _____
11. Soccer field bleachers*	\$ _____
12. Soccer sidewalks and entrances*	\$ _____
7. Merryman Athletic Center front entrance walkway*	\$ _____
8. Hahn-Hurst Basketball Practice Facility entrance and walkway*	\$ _____
9. Hahn-Hurst Basketball Practice Facility patio area*	\$ _____
10. New Fieldhouse sidewalks*	\$ _____
11. Practice Field Sidewalks, service gate to service gate*	\$ _____
12. All sidewalks around Cassell Complex*	\$ _____
 GRAND TOTAL PRICE PER CLEANING	 \$ _____

* Cleaning upon request as needed.

ADDENDUM # 1 TO RFP # 337312310

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 December 22, 2022	NEW DUE DATE AND HOUR January 9, 2023 at 3PM
----------------------------------	--

ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: Mary Seyler, CBBP, CUPO E-MAIL ADDRESS: mseyler@vt.edu TELEPHONE NUMBER (540) 231-3813 FAX NUMBER (540) 231-9628 AFTER HOUR MESSAGES (540) 231-6221
--

Pressure Washing Lane Stadium and other Athletic Facilities

1. This addendum is being issued to answer questions asked by potential offerors. See attached
2. All other terms, conditions and descriptions remain the same.
3. **The Bid due date and hour is changed from January 3, 2023 at 3PM to January 9, 2023 at 3PM**

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

_____ _____
Signature Date

Vendor Question: When is Virginia Tech's time frame for each area of services.

Virginia Tech Response:

Dates for the stadium will vary depending on the start of the season and other potential construction projects. In general we can start as early as mid-July and projects will need to be finished before the first game which is usually end of August or beginning of September. Lower concourses will get washed on the game week. Dates for the Cassel complex area if done will be in July and August. Dates for baseball and softball will be in February weather permitting. If are hosting postseason play in baseball or softball we may require a second cleaning.

Question: Expectations for washing the Football Stadium Bowl and additional items?

Virginia Tech Response:

See section VI, B, 6. Additionally, as relates to Lane Stadium concourses under the stadium have different drains and may need an approved solutions for these areas for improved cleaning. Concourse drains do vary. Upper east has poor drainage and requires water to be pushed towards drain and down ramps. Lower east the water drains well towards the back into the gravel but there is a part on the north end that will need to pushed out down the hill. South concourses and west concourse drain well. Sidewalks and curbs may require a combination of wand and commercial surface cleaners for streak free cleaning.

Question: After contractor provides the first 1000 gallons of water, explain the process for Virginia Tech to provide additional water if needed?

Virginia Tech Response:

Contractor will be using Virginia Tech water hook ups to refill their tank. The main reason for the contractor to provide the 1st 1000 gallons is for remote areas. Virginia Tech will provide a water source to refill tanks.

Question: Will a hydrant meter be needed to supply water for some locations?

Virginia Tech Response:

A hydrant meter should not be needed.

ADDENDUM # 2 TO RFP # 337312310

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	DUE DATE AND HOUR
January 3, 2023	January 9, 2022 at 3PM

ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: Mary Seyler, CPPB, CUPO
E-MAIL ADDRESS: Buyer's Email TELEPHONE NUMBER (540) 231- 3813
FAX NUMBER (540) 231-9628 AFTER HOUR MESSAGES (540) 231-6221

Pressure Washing Lane Stadium and other Athletic Facilities

1. This addendum is being issued to provide pricing for previous contract which ended November 30, 2023. See attached. This request for information was received prior to December 19, 2023. Note this may not include all areas of work as new areas were added to this RFP.
2. All other terms, conditions and descriptions remain the same.
3. The due date and hour remains January 9, 2022 at 3PM (see addendum 1)

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

Signature

Date

LOCATION

PRICE PER CLEANING

A. LANE STADIUM

ZONE 8 PRICING

1. Entire seating and step areas inside bowl of Lane Stadium (Note: A midseason cleaning may be needed in the seating bowl)	\$ <u>14,000.⁰⁰</u>
2. Lower Concourse, East Side	\$ <u>1,200.⁰⁰</u>
3. Lower Concourse, West Side	\$ <u>1,200.⁰⁰</u>
4. Lower Concourse, South End Zone	\$ <u>1,000.⁰⁰</u>
5. Upper Concourse and all ramps, East Side	\$ <u>2,500.⁰⁰</u>
6. Upper Concourse and stairwells, South End Zone	\$ <u>1,850.⁰⁰</u>
7. Entrance tunnel to field from Jamerson Practice Field, including walls, floors and ceiling. *	\$ <u>450.⁰⁰</u>
8. Lower service hallway, South End Zone*	\$ <u>1,000.⁰⁰</u>
9. Driveway entrances to service hallway, South End Zone*	\$ <u>600.⁰⁰</u>
10. Southeast Courtyard area	\$ <u>700.⁰⁰</u>
11. Southwest Courtyard area	\$ <u>700.⁰⁰</u>
12. Northwest Courtyard area	\$ <u>700.⁰⁰</u>
13. South Courtyard and sidewalk	\$ <u>1,850.⁰⁰</u>
14. Sidewalk areas under the North Stands at ground level and field level.	\$ <u>400.⁰⁰</u>
15. Southwest stairs	\$ <u>500.⁰⁰</u>
16. Moody Plaza, southwest of stadium	\$ <u>200.⁰⁰</u>
17. Tunnel areas (SE & SW) entrances to game field from service hallway. *	\$ <u>1,000.⁰⁰</u>
18. Wash areas around lights on ramps and concourse areas (cobwebs, etc.)	\$ <u>400.⁰⁰</u>
19. Sidewalks and stairs in front of Westside expansion	\$ <u>2,250.⁰⁰</u>
20. Northwest Courtyard outside the stadium	\$ <u>750.⁰⁰</u>
B. OTHER ATHLETIC FACILITIES	
1. Softball bleachers*	\$ <u>600.⁰⁰</u>
2. Softball dugouts and sidewalks*	\$ <u>300.⁰⁰</u>
3. Baseball bleachers*—Currently under construction	\$ <u>950.⁰⁰</u>
4. Baseball dugouts*	\$ <u>225.⁰⁰</u>

5. Baseball courtyard*	\$ <u>400.⁰⁰</u>
6. Soccer field bleachers*	\$ <u>1,000.⁰⁰</u>
7. Merryman Athletic Center front entrance walkway*	\$ <u>200.⁰⁰</u>
8. Hahn-Hurst Basketball Practice Facility entrance and walkway	\$ <u>250.⁰⁰</u>
9. Hahn-Hurst Basketball Practice Facility patio area	\$ <u>250.⁰⁰</u>
10. New Fieldhouse sidewalks—Currently under construction	\$ <u>400.⁰⁰</u>
GRAND TOTAL PRICE PER CLEANING	\$ <u>37,825.⁰⁰</u>

* Cleaning upon request.

Streamline Pressure Washing, LLC

P. O. Box 10371

Blacksburg, Virginia 24062

540-951-3500

Response to Virginia Tech RFP #337312310
For
Pressure Washing Lane Stadium and other Athletic Facilities

January 5, 2023

TABLE OF CONTENTS

- I. Proposal Submission and Agreement with terms and conditions (RFP page 2)
- II. Responses to Specific RFP Requirements (RFP page 6, section VII, A1-6)
 1. Company Information (RFP p.6, sec. VII, A1)
 2. Company Experience & References (RFP page 6, section VII, A2)
 3. Plan to Provide Services (RFP page 6, section VII, A3)
 4. Attachment B-Pricing Schedule (RFP pages 15-16)
 5. Participation of SWAM Business (RFP p 6, VII, A5)
 6. Signed Addendum #1 and #2 to RFP #337312310

RFP # 337312310, Pressure Washing Lane Stadium and other Athletic Facilities

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

DUE DATE: Proposals will be received until January 3, 2022 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 Mary Seyler, Phone: (540) 231- 3813 e-mail: mseyler@vt.edu. All inquiries will be answered in the form of an addendum. Inquiries must be submitted by 3PM on December 19, 2022. Inquiries must be submitted to the procurement officer identified in this solicitation.

SITE VISIT: Offerors are strongly encouraged to perform a site visit to review all areas of service in this solicitation. See section IX for instructions for scheduling a site visit.

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: Melanie J. Adkins Digitally signed by Melanie J. Adkins
DN: cn=Melanie J. Adkins, o=Streamline
Pressure Washing, LLC, ou,
email=mingadkins@verizon.net, c=US
Date: 2023.01.09 07:47:16 -05'00' Date: 01/08/2023

06/27/2022

[INCLUDE THIS PAGE]

II. Responses to Specific RFP Requirements (RFP page 6, section VII, A1-6)**COMPANY INFORMATION**

(RFP p.6, Sec VII, A1)

- 1. Provide information about your company including number of years in business, information about your work force and information about equipment that would be used to perform service. Include your process for vetting employees.***

Streamline Pressure Washing, LLC (Streamline) was founded in 1999 and has served the New River Valley of Virginia and surrounding areas for 23 years. Streamline, known for its provision of high-quality pressure washing services, is overseen by Joseph Adkins who has more than 25 years' experience providing residential and commercial pressure washing services. Streamline is co-owned by Joseph and Melanie Adkins and maintains a workforce of six to eight seasonal employees. Most of the seasonal employees have prior experience working on the Virginia Tech Campus and in the pressure washing of Lane Stadium and other facilities as they work with the company year after year on these jobs. Employees are vetted by reference check, acquisition of citizenship documentation, and criminal records review (including Virginia Sex Offender Registry) and are most often referred or recruited by existing staff, including the business owners. All staff are local to the New River Valley, and many have been known to business owners for years.

Streamline utilizes commercial grade pressure washing equipment including six trailer-mounted pressure washers operating at 3500-pound force per square inch (PSI) with 5.5 gallons per minute flow. This equipment can provide both hot and cold-water cleaning and the size, flow, and pressure capability necessary to meet the cleaning expectations required by Virginia Tech Athletics. The appropriateness of equipment has been demonstrated in cleaning services provided to Virginia Tech in prior years. In addition to the commercial pressure washers, mounted on the trailers are 500-gallon water tanks to allow for transport of water to the job site as required in the RFP (p.5, item 3). Water tanks include automatic shutoffs to avoid overflow and water waste. The trailer-mounted washers are brought to and moved around the work site using two heavy duty diesel trucks.

For concrete cleaning, Streamline utilizes five commercial grade Steel Eagle brand surface spinners. These spinners utilize the pressure and force created by the washers to spin spray nozzles at high speeds, maximizing cleaning and ensuring even cleaning results. Such equipment is superior to cleaning with a wand which inevitably leaves streaking and can scar concrete.

COMPANY EXPERIENCE



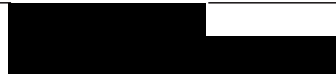

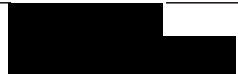

(RFP p.6, Sec VII, A2)

- 2. Provide information about your company's experience in providing the services described here in. Please include the phone numbers and or email addresses of 3 references who your company has provided a similar scope of service.**

Streamline is uniquely qualified through the company's experience providing services at Lane Stadium and Virginia Tech's other Athletic Facilities, as well as to Virginia Tech facilities and maintenance. Since 1999, Streamline has been the contracted vendor for Virginia Tech Athletic Facilities, successfully providing quality pressure washing services in a timely and efficient manner. The company has been cleaning Lane Stadium from its time as a small, contained bleacher area to its expansion into the modern large-scale facility of today. Through this experience, Streamline has developed cleaning processes and strategies specifically to meet the needs of Virginia Tech and demonstrated the necessary flexibility to accommodate scheduling changes and unexpected requests on short notice.

The business owners have directly overseen and provided all the pressure washing services described in the RFP from concrete sidewalk and concourse cleaning, cleaning of the seating area and bowl of the Stadium, and cleaning of all additional athletic locations. In addition to the Virginia Tech Athletic Facilities, Streamline has also been the provider of pressure washing services for the athletic facilities at the Virginia Military Institute.

During its 23 years, Streamline has delivered commercial pressure cleaning services to a wide variety of customers and demonstrated the ability to manage large scale and diverse cleaning projects. Examples of these cleaning projects include pressure washing of many new construction buildings for Galicia Stone on the Virginia Tech and James Madison University campuses; cleaning of large apartment and townhome complexes in Blacksburg and surrounding areas for Chase Management Group; widescale cleaning of stone buildings and residence halls at Virginia Tech; and cleaning of the two parking garages on campus. Specialized cleaning examples include pressure washing of both Saunders Bridge at historic Monticello and cleaning of the Syon Benedictine Abbey on the Blue Ridge Parkway.

REFERENCES:		
 Galicia Stone Company 	 Chase Management Group 	 NHG Hospitality Group 

PLAN TO PROVIDE SERVICES

(RFP p. 6, Sec VII, A3)

3. Provide a statement specific to the Lane Stadium indicating your plan to provide services including number of people and equipment you would employ.

Streamline will work under the guidance of Pete Poole in the commencement of work at Lane Stadium with the expectation that work would begin between mid-July and August 1, 2023. Work will commence on either East or West side stands of the bowl, depending on Virginia Tech preference and on-site scheduling of other vendors. Throughout the work at Lane Stadium, Streamline will utilize three to eight people, including the owner, Joseph Adkins, depending on the work to be completed for the day. Six to eight commercial pressure washers will be utilized for the cleaning, brought to the site on three to four trailers. Flexibility in the number of machines and workers at the site supports flexibility in the scheduling needs of the Athletics Department during pre-game preparation at the Stadium. This flexibility allows work to be completed in the target time frame while accommodating Stadium usage such as football practice and scrimmage during the work period.

Steel Eagle surface spinners, as previously described, will be utilized in all concrete cleaning to ensure an even, streak free result. Limonene, a biodegradable, bleach-free, non-toxic, and plant safe cleaning agent will be used as needed during the cleaning at the Stadium (RFP, p.6, 6a). A Material Safety Data Sheet (MSDS) will be made available upon request.

(RFP p.6, 6f) To meet requirements for the provision of 1,000 gallons of water per day, Streamline will obtain water from the local off campus water supply through an existing account with the Town of Blacksburg. As aforementioned, in addition to the commercial washers, Streamline has the capability to haul 500 gallons of water to the site using trailer mounted tanks on each of three or four trailers that will be on site daily during the work.

The plan below references the location areas of the stadium from Appendix B, page 15 of the RFP by noting in parentheses the location letter (A for Lane Stadium) and number.

SEATING AND STEP AREAS:

Seating and step areas of the bowl would be completed first progressing from East or West side until all four seating areas have been cleaned (Location A,1). It is necessary to begin with the seating areas to ensure that vendors installing seat cushions have adequate time to complete their work following pressure washing and prior to the first game. In each seating area, cleaning will include top and underneath of seats, risers, stairs and inside walls as required by the RFP (p.6, 6c). Typical completion time for the seating and step areas inside the bowl is approximately two- and one-half weeks.

Cleaning of the bowl sections begins at the top center of the seating area, for example, center West-side top row, and cleaning is completed outward to wash dirt and debris toward the outside and bottom of the section. At the bottom, dirt, debris, and garbage are shoveled out of the lower section and discarded into waste receptacles provided by Virginia Tech (RFP, p.6,

(RFP p. 6, Sec VII, A3) continued

6e). The bottom area is then rinsed to ensure cleanliness. Seating areas will be cleaned using hot and cold water, typically sufficient in these areas, and Limonene if needed.

CLEANING OF CONCRETE AREAS:

Once the cleaning of the seating and step areas of the bowl are cleaned, work will move to cleaning of concrete areas. To complete cleaning of concrete sidewalks and courtyards, and concourses, Streamline will use surface spinning equipment and hot or cold water as needed. Use of chemical soak with Limonene or use of the pressure washing wand may be necessary to in stained areas or to remove gum and any areas of wand usage will be finished using the spinner equipment to ensure a quality result.

Concrete cleaning will begin with the Upper East Concourse and ramps (Location A,5) and progress to sidewalks under the North Stands at ground and field level (Location A,14). Once these areas are complete, cleaning will move to the Upper Concourse and stairwells, South End Zone (Location A, 6) and South Courtyard and sidewalk (Location A,13). Upper Concourse areas must be completed first due to heavy traffic of Virginia Tech cart and vendor vehicles on the Lower Concourses and runoff of dirty water onto the lower concourse areas. As ramps and concourses are cleaned, areas around lights will be cleaned as well. Cleaning of the driveway entrances to the service hallway in the South End Zone (Location A,9) will complete cleaning in the South Stadium area.

Following completion of cleaning in the South area, pressure washing will move to the West side of the Stadium for cleaning of Southwest stairs, Moody Plaza, and the Sidewalks and stairs in front of the Westside expansion (Locations A,15; A,16; and A,19). The Northwest Courtyard outside the Stadium (Location A,20) will be completed next followed by the Entrance tunnel to the Field from Jamerson Practice Field (Location A,7).

Tunnel areas in the Southeast and Southwest, the entrances to game field from service hallway, and lower service hallways in the South End Zone (Locations A,17 and A,8) will be washed at an agreed upon date and time with Athletics staff as the hallway areas must be cleared of equipment prior to cleaning.

The last areas of the Stadium to be completed will be the Lower Concourses (Locations A,2; A,3; and A,4) and the Southeast, Southwest, and Northwest Courtyards (Locations A,10; A,11; and A,12). These areas will be completed as close to the opening home game as possible at a date and time to be coordinated with Pete Poole and Athletics staff. Often this cleaning has occurred after normal business hours to allow the areas to dry overnight and avoid mud and streaking from Stadium vendors and staff traveling over them. Finishing with these areas and careful coordination of the timing of cleaning helps ensure a good result for game day.

ATTACHMENT B – PRICE SCHEDULE (TO BE COMPLETED BY PROPOSER)

LOCATION	PRICE PER CLEANING
A. LANE STADIUM	
1. Entire seating and step areas inside bowl of Lane Stadium (Note: A midseason cleaning may be needed in the seating bowl)	\$ <u>17,500.00</u>
2. Lower Concourse, East Side	\$ <u>1,400.00</u>
3. Lower Concourse, West Side	\$ <u>1,400.00</u>
4. Lower Concourse, South End Zone	\$ <u>1,200.00</u>
5. Upper Concourse and all ramps, East Side	\$ <u>3,000.00</u>
6. Upper Concourse and stairwells, South End Zone	\$ <u>2,250.00</u>
7. Entrance tunnel to field from Jamerson Practice Field, <u>including walls, floors and ceiling. *</u>	\$ <u>520.00</u>
8. Lower service hallway, South End Zone*	\$ <u>700.00</u>
9. Driveway entrances to service hallway, South End Zone*	\$ <u>600.00</u>
10. Southeast Courtyard area	\$ <u>850.00</u>
11. Southwest Courtyard area	\$ <u>850.00</u>
12. Northwest Courtyard area	\$ <u>850.00</u>
13. South Courtyard and sidewalk	\$ <u>2,250.00</u>
14. Sidewalk areas under the North Stands at ground level and field level.	\$ <u>550.00</u>
15. Southwest stairs	\$ <u>600.00</u>
16. Moody Plaza, southwest of stadium	\$ <u>250.00</u>
17. Tunnel areas (SE & SW) entrances to game field from service hallway. *	\$ <u>1,100.00</u>
18. Wash areas around lights on ramps and concourse areas (cobwebs, etc.)	\$ <u>475.00</u>
19. Sidewalks and stairs in front of Westside expansion	\$ <u>2,750.00</u>
20. Northwest Courtyard outside the stadium	\$ <u>875.00</u>

B. OTHER ATHLETIC FACILITIES	PRICE PER CLEANING
1. Softball bleachers*	\$ <u>800.00</u>
2. Softball dugouts and sidewalks*	\$ <u>325.00</u>
3. Baseball bleachers*	\$ <u>2,500.00</u>
4. Baseball dugouts*	\$ <u>500.00</u>
5. Baseball Concourse*	\$ <u>600.00</u>
6. Baseball front courtyard*	\$ <u>350.00</u>
7. Baseball Upper courtyard*	\$ <u>350.00</u>
8. Baseball Patio*	\$ <u>250.00</u>
9. Baseball Premium Terraces*	\$ <u>200.00</u>
10. Baseball Sidewalks around Weaver Center*	\$ <u>300.00</u>
11. Soccer field bleachers*	\$ <u>1,500.00</u>
12. Soccer sidewalks and entrances*	\$ <u>500.00</u>
7. Merryman Athletic Center front entrance walkway*	\$ <u>250.00</u>
8. Hahn-Hurst Basketball Practice Facility entrance and walkway*	\$ <u>500.00</u>
9. Hahn-Hurst Basketball Practice Facility patio area*	\$ <u>400.00</u>
10. New Fieldhouse sidewalks*	\$ <u>800.00</u>
11. Practice Field Sidewalks, service gate to service gate*	\$ <u>1,500.00</u>
12. All sidewalks around Cassell Complex*	\$ <u>3,500.00</u>
 GRAND TOTAL PRICE PER CLEANING	 \$ <u>55,095.00</u>

* Cleaning upon request as needed.

PARTICIPATION OF SWaM BUSINESS

(RFP p. 6, VII, A5)

- 5. *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/>***

Streamline Pressure Washing, LLC holds a current SWaM Certification in Virginia. The company SWaM Certification number is [REDACTED], and Streamline agrees to maintain this certification throughout the life of the contract.

ADDENDUM # 1 TO RFP # 337312310

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 December 22, 2022	NEW DUE DATE AND HOUR January 9, 2023 at 3PM
---	--

ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: Mary Seyler, CBBP, CUPO
 E-MAIL ADDRESS: mseylor@vt.edu TELEPHONE NUMBER (540) 231-3813
 FAX NUMBER (540) 231-9628 AFTER HOUR MESSAGES (540) 231-6221

Pressure Washing Lane Stadium and other Athletic Facilities

1. This addendum is being issued to answer questions asked by potential offerors. See attached
2. All other terms, conditions and descriptions remain the same.
3. The Bid due date and hour is changed from January 3, 2023 at 3PM to January 9, 2023 at 3PM

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

Melanie J. Adkins Digitally signed by Melanie J. Adkins
 DN: cn=Melanie J. Adkins, o=Streamline Pressure
 Washing, LLC, ou, email=mingad@msv.com, c=US
 Date: 2023.01.09 07:46:43 -0500 01/08/2023

Signature Date

ADDENDUM # 2 TO RFP # 337312310

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	DUE DATE AND HOUR
January 3, 2023	January 9, 2022 at 3PM

ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: Mary Seyler, CPPB, CUPO
 E-MAIL ADDRESS: Buyer's Email TELEPHONE NUMBER (540) 231- 3813
 FAX NUMBER (540) 231-9628 AFTER HOUR MESSAGES (540) 231-6221

Pressure Washing Lane Stadium and other Athletic Facilities

1. This addendum is being issued to provide pricing for previous contract which ended November 30, 2023. See attached. This request for information was received prior to December 19, 2023. Note this may not include all areas of work as new areas were added to this RFP.
2. All other terms, conditions and descriptions remain the same.
3. The due date and hour remains January 9, 2022 at 3PM (see addendum 1)

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

Melanie J. Adkins Digitally signed by Melanie J. Adkins
 DN: cn=Melanie J. Adkins, o=Streamline
 Pressure Washing, LLC, ou,
 email=mingadkins@verizon.net, c=US
 Date: 2023.01.09 07:47:02 -05'00'

Signature

01/08/2023

Date

ATTACHMENT A – VTS-1963-2023

RFP 337312310 Negotiation Questions – Streamline Pressure Washing

1. Virginia Tech Question:

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

Streamline Pressure Washing Response:

Yes, a redacted copy of the proposal was provided along with the original proposal and will be attached to the email response for negotiation questions.

2. Virginia Tech Question:

Does Streamline Pressure Washing agree to provide invoices with payment due thirty (30) days after receipt of invoice or goods/services, whichever is later?

Streamline Pressure Washing Response:

Yes, it is agreed that Streamline Pressure Washing will provide invoices promptly and within 30 days of services provided.

3. Virginia Tech Question:

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

Streamline Pressure Washing Response:

Yes, it is agreed that Streamline Pressure Washing is an independent contractor and not employed by Virginia Tech or any other Commonwealth Entity.

4. Virginia Tech Question:

End of Contract Service Transition Expectations: If or when a transition of service to another provider is required (end of contract life or otherwise), the university would require the incumbent firm to cooperative fully in a successful transition of services. Explain any requirements your firm might have in preparing for such a transition of services. Additionally, please indicate your willingness to establish a transition plan alongside the new provider of service which may include but not be limited to sharing important data and/or existing service information via a cooperative knowledge transfer process.

Streamline Pressure Washing Response:

Streamline Pressure Washing agrees that at the end of contract or when a transition to another provider is required to provide information and data necessary to transition planning. Streamline would anticipate being reasonably compensated for time spent working with another provider in a transition planning process.

5. Virginia Tech Question:

Do you agree that the initial contract period shall be two years?

Streamline Pressure Washing Response:

Yes, it is agreed that the initial contract period would be two years.

6. Virginia Tech Question:
Upon completion of the initial contract period, does Streamline Pressure Washing agree that the contract may be renewed by Virginia Tech upon written agreement of both parties for four (4) two year periods, under the terms of the current contact?

Streamline Pressure Washing Response:

Yes, it is understood and agreed that the initial contract may be renewed for four additional two-year periods.

7. Virginia Tech Question:
If awarded a contract, are you willing to hold prices firm for the initial contract period?

Streamline Pressure Washing Response:

Yes, Streamline agrees to hold prices firm for the initial contract period.

8. Virginia Tech Qusetion:
Will Streamline Pressure Washing agree to participate in the Wells One AP Control Payment System?

Streamline Pressure Washing Response:

No

9. Virginia Tech Question:
Please describe your quickest turn-around time if emergency services are needed.

Streamline Pressure Washing Response:

As a local vendor, weather permitting, Streamline would typically be able to respond to an urgent or emergency need within two business days.

10. Virginia Tech Question:
Will you be able to handle increased volumes of business and/or provide service to additional departments during the course of the contract?

Streamline Pressure Washing Response:

Yes, Streamline has historically completed services for both the athletic facilities as well as parking services, maintenance and other departments at the University. We have demonstrated the ability to provide prompt and efficient services.

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

Streamline Pressure Washing Response:

Yes

Continued next page.

12. Virginia Tech Question:

Does the vendor acknowledge, agree, and understand that the terms and conditions of the RFP # 337312310 shall govern the contract if a contract is awarded to your company?

Streamline Pressure Washing Response:

Yes, Streamline understands and agrees to the terms of conditions as defined through the identified RFP.

13. Virginia Tech Question:

Please submit a revised quotation to incorporate any changes resulting from these negotiations.

Streamline Pressure Washing Response:

No changes are requested to the quoted prices in the original RFP response.

14. Virginia Tech Question:

Do you agree to maintain your Virginia Department of Small Business and Supplier Diversity certification throughout the term of this contract?

Streamline Pressure Washing Response:

Yes, Streamline agrees to maintain its SWAM certification throughout the term of the contract.

End of Attachment A