



32000 Campus Dr.
Salisbury, MD 21804

Request for Quotations For:

Snow Removal Services

Quotes Due: prior to 2:00 P.M. on October 17, 2025

Section 1: General Bid Information

- A. Wor-Wic Community College requests quotations for snow removal on the main campus in Salisbury, MD. The award will be made to the most responsive and responsible bidder.
- B. All bidders responding to this RFQ must be a professional services contractor licensed and experienced in snow removal, have been in business and regularly engaged in servicing equipment similar to the equipment listed herein for a minimum of three (3) years, demonstrated experience with projects of similar scope and size, and be currently licensed in the State of Maryland. Failure to provide such evidence will result in the bidder being determined to be non-responsive and not eligible for contract award.
- C. This solicitation implies no obligation on the part of the College. Wor-Wic Community College reserves the right to accept or reject any and all quotes in whole or in part, or to waive any technicality it deems in the best interests of the College.
- D. The sole point of contact for this RFQ is Angel West, Procurement Coordinator. Phone: 410-334-2913, email: awest@worwic.edu Only information communicated by the Procurement Coordinator shall be deemed the official position of the College.
- E. This RFQ and any resulting contract shall be governed by §§16-311 through 16-314 of the Education Article of the Annotated Code of Maryland. Any contract as a result of this RFQ will be governed by the laws of the State of Maryland. The successful contractor shall at all times observe and comply with Federal, State of Maryland and local laws, ordinances, orders, codes and regulations and the articles and provisions of the Building Code(s) existing at the time of or enacted subsequent to the execution of a contract which in any manner affects the firm's ability to perform contractual requirements.
- F. All bidders are encouraged to visit the site before submitting their quote. To schedule a site visit, contact Angel West. The awarded contractor assumes full responsibility for investigation and determination of actual conditions and for providing complete and finished services in accord with the intent of the specifications and scope of work herein. The contractor is urged to make a complete and thorough examination of existing conditions, as future claims for unknown conditions uncovered in the job process may not be honored.

- G. Should any bidder be in doubt as to the meaning of the scope of work, or should any discrepancy or omission be found, he/she shall submit all questions and requests for clarification in writing via email to awest@worwic.edu on or before **October 6, 2025**. No oral questions will be answered.
- An Addendum to the RFQ will be issued with all questions and answers. The College will not be responsible for any oral or telephone explanations of contract documents.
 - It is the proposer's sole responsibility to ensure receipt of all Addenda. It is highly recommended that bidders check the College's website for all posted Addenda prior to submitting their quote. All Addenda shall become part of the contract documents.
- H. Quotation Due Date
- Quotes must be received by Angel West **prior to 2:00 P.M. on October 17, 2025** to be considered. Quotes may be emailed or hand-delivered at any time prior to this date and time. Late submissions will not be considered.
- I. Evaluation Criteria
- References are positive, including performance and service ratings.
 - Three (3) references must be provided on the Proposal Agreement form.
 - All three (3) references must be for projects of similar scope and size which have been completed within the past three (3) years.
 - In awarding the contract, consideration will be given to any previous performance for the College as to the quality of service and with regard to the contractor's ability to perform.
 - Qualifications and experience of company and personnel.
 - Ability to respond to a snow event per the Scope of Work herein.
 - Cost
 - Prices and hourly rates as indicated in Section 4: Quotation Agreement.
 - Prices must be fixed for a one-year period.
 - Quotation Agreement is completed in full and signed. The company representative's signature on the Quotation Agreement form indicates that all information on the quote is true and correct. Submissions returned without this form fully completed may be rejected.
- J. Payment Terms
- Payment of invoices shall be approved after a representative of the College has inspected and confirmed work completion. Invoices are paid Net 30.
 - The College will pay only the primary contractor for all work performed as a result of this RFQ. Thus, the primary firm will be obligated to appropriately compensate any and all subcontractors or consulting firms, if applicable.
- K. Non-Performance of Work: Work will be considered incomplete or unsatisfactory when any one of the following conditions exists:
- The work was not performed in strict accordance with the RFQ and Scope of Work.
 - The work as required by the RFQ and Scope of Work was not entirely completed.
 - The work was not performed within the allotted time frame.
- The above is not exhaustive of all conditions that determine non-performance of work. Determination of non-performance of work may be grounds for the firm's termination from the contract.
- L. The contract shall be in the form of a purchase order(s) and any and all related contract documents, to include, but not limited to, the College's RFQ, Addendums, the firm's Quotation Agreement, any and all subsequent correspondence; all required submittals, i.e., certificate of insurance, etc. as well as any other documents which may be required and mutually agreed upon and negotiated by the College and the successful contractor. The Quote, addenda and submittals required as part of the RFQ process will

become an integral part of the final contract. Should there be any conflict between these specifications and the final contract document, the specifications contained herein shall take precedence.

- M. Prospective bidders who have received this document from a source other than Wor-Wic Community College's procurement office should immediately contact Angel West, Procurement Coordinator at 410-334-2913 or awest@worwic.edu and provide their name and e-mail address in order that amendments to the Request for Quotations or other communications can be sent to them. Any prospective bidder who fails to notify the Procurement Coordinator with this information assumes complete responsibility in the event that they do not receive communications from the College prior to the RFQ closing date.
- N. By submitting a response to this solicitation, the bidder shall be deemed to represent that it is not in arrears in the payment of any obligation due and owing the State of Maryland or the United States of America, including the payment of taxes and employee benefits and that it shall not become so in arrears during the term of the contract if selected for contract award.
- O. The College reserves the right to clarify information submitted in a quote to determine whether an error has been made or whether a waiver of formality, informality or technicality is appropriate. The College may make investigations as are deemed necessary to determine the ability of a contractor to provide the work as specified herein. The College reserves the right to request any other information and data it deems necessary to determine if the firm's quotation is both responsive and responsible and that the firm is fully qualified to handle the project or services as specified.
- P. All awarded contractors must abide by Wor-Wic Community College's Policies and Procedures which are outlined in the College Catalog:
<https://www.worwic.edu/Programs-Courses/College-Catalog>
- Q. Smoke and Tobacco-Free: Smoking/tobacco use, including smokeless tobacco and electronic cigarettes, is permitted on campus only in designated tobacco use or parking lot areas that are at least 25 feet from any building. Smoking/tobacco use is not permitted in the parking lot in front of Brunkhorst Hall (BH).
- R. Wor-Wic Community College provides a number of programs throughout the main campus that involve minor children, including the Jordan Center and Summer Scholars. The State of Maryland requires certain child sex offenders to register with the State and with the local law enforcement agency in the county in which they will reside, work, or attend school. If a child sex offender, as determined by the definitions contained in the Criminal Law Article of the Annotated Code of Maryland, is employed by the awarded bidder, the awarded bidder is prohibited from assigning that employee to perform any type of service on the college's campus. Violation of this provision may result in Termination for Cause of the contract.
- S. The College is committed to a policy of non-discrimination and equal opportunity in all procurement activities, to the end that College purchases shall be solicited and entered into without regard to the race, color, religion, sex, marital status, age, handicap or national origin of any bidder, prospective bidder, vendor or contractor.

End of Section 1

Section 2: Special Conditions

- A. The contractor shall keep the premises clean and free from accumulation of waste materials and rubbish. At the end of each work day, all waste materials and rubbish shall be removed from the premises at the contractor's expense. The College's disposal containers shall not be used unless specifically authorized by the Representative of Wor-Wic Community College.
- B. The contractor must be professional contractors experienced in snow removal, have been in business and regularly engaged in providing services for a minimum of three (3) years, have experience with projects of similar scope and size, and be currently licensed and insured in the area where the work is to be performed. Failure to provide such proof may result in the bidder being determined to be non-responsive and not eligible for contract award.
- C. The contractor is responsible for service means and methods, and for the safety of its workers. Contractor shall at all times enforce strict discipline and good order among his workmen and shall not employ the work of any unfit person or anyone not skilled in the work assigned to him.
- D. The contractor shall take all necessary precautions for the safety of employees on the job and shall comply with all applicable provisions of municipal, state, and federal safety laws and building codes to prevent accidents or injury to persons on or about, or adjacent to, the premises where the work is performed.
- E. Contractor shall assume full responsibility for any and all damages, or claims of damage, for injury to persons, property, or equipment which may result from any service performed under this contract. All damage caused by the contractor in the performance of their work must be repaired promptly by the contractor at no additional cost to the College.
- F. Worker's Compensation, Liability and Property Damage Insurance
 - a. The Contractor shall maintain in force at all times during the term of the contract, such insurance that will indemnify and hold harmless the College from Worker's Compensation and Public Liability claims for property damage and personal injury, including death, which may arise from the contractor's operations under the contract, or by anyone directly or indirectly employed by the contractor. The contractor's insurance will be with an insurance carrier licensed to do business in the State of Maryland acceptable to the College, with the following minimum insurance coverage:
 - i. Statutory Worker's Compensation and Employer's Liability Insurance under the State of Maryland statutory requirements, to protect the Contractor from any liability or damages of any injuries (including death and disability) to any and all of its employees, volunteers, or subcontractors, including any and all liability or damage which may arise by virtue of any statute or law in force within the state of Maryland, or which may be hereinafter enacted.
 - ii. Commercial General Liability Insurance to protect the Contractor, its subcontractors, and the interest of Wor-Wic Community College against any and all injuries to third parties, including bodily injury, personal injury and property damage, resulting from any action or operation under the Agreement or in connection with the contract work. The General Liability Insurance shall provide combined single limits of \$1,000,000 per occurrence, naming Wor-Wic Community College as an Additional Insured and it shall be stated on the insurance certificate with the provision that this coverage is primary to all other coverage the College may possess.
 - iii. Automobile Liability Insurance with limits of liability of at least \$1,000,000 combined single limit per occurrence. Coverage shall include Owned, Non-owned, and Hired

Automobile endorsements covering all owned, non-owned, borrowed, leased, or rented vehicles operated by the Contractor. In addition, mobile equipment used by the Contractor in connection with the Agreement work will be insured under either a Standard Automobile Liability Policy or a Comprehensive General Liability Policy including coverage for hired and non-owned vehicles.

- b. Certificates of such insurance must be submitted to the Procurement Coordinator prior to the first scheduled work date. Without in any way limiting the generality or beneficiaries of the foregoing, this insurance certificate shall specifically mention the College as additional insured on the policy for work performed on the college's property.
 - i. The certificates must show the type, amount, class operations, effective dates and date of expiration of policies. Such certificates shall substantiate the following statement: The insurance covered by this certification shall not be canceled or materially altered, except after thirty (30) days written notice has been received by the College.
- c. In the event that the Contractor's insurance is terminated, the Contractor shall immediately obtain other coverage; any lack of insurance shall be grounds for immediate termination of the contract.

End of Section 2

Section 3: Scope of Work

- A. Wor-Wic Community College requests quotes for snow removal services for the upcoming winter season at the main campus located at 32000 Campus Dr., Salisbury, MD 21804. A campus map is attached for reference.
 - a. Quotes shall include all labor, materials, and any and all necessary tools and equipment to perform snow removal and/or ice treatment services as required due to weather conditions as directed by the College's representative.
 - b. One contractor will be selected who will have responsibility for snow removal in all parking areas and roadways at the discretion of the College.
 - c. The term shall be for the 2025-2026 winter season and up to two (2) additional one (1) year periods at the sole election of the College.
- B. Scope of Work
 - a. Within two (2) hours of notice from the College, the Contractor shall be responsible to arrive on campus and mobilize labor, equipment, and supervision for snow removal. The College shall provide more advance notice when possible.
 - b. The Contractor shall remove snow/ice accumulation from all paved roadways and parking lots (down to the paved surface) at the direction of the college representative. Stock piling of excess snow will be in a location as determined by the College. Other efforts may include shoveling of sidewalks, deicing, and other operations required to maintain safe access to the College facilities.
 - c. The Contractor shall provide adequate personnel and equipment to maintain College operations and to minimize delays to opening or early closing of the College. Normal operating hours are

8:00am to 10:00pm Monday through Saturday. Snow and ice removal on Sunday or holidays shall be at the discretion and direction of the College's representative. Once mobilized, the contractor shall remain on-site until snow removal is completed to the satisfaction of the College.

- d. The Contractor's designated working supervisor shall be on site at all times during removal of snow and ice. This person must be fluent in English and be able to communicate effectively with college staff. The working supervisor will be billed at the working supervisor rate along with the piece of equipment being used, not double billed as an equipment driver and supervisor.
- e. After each snow/ice event, the Contractor shall submit a daily job ticket identifying personnel and equipment used for that event to the College's representative.
- f. Upon request by the Contractor, the College will provide an area for the Contractor to store equipment. The bidder shall indicate if it will place the above referenced equipment at the campus site during the winter season.
- g. If any equipment breaks down during operation, the Contractor's supervisor must immediately notify the College representative or designee. Contractor must replace or repair the equipment at no cost to the College. In addition, the College will not be billed for equipment down-time. It is the responsibility of the Contractor to replace the equipment.
- h. The proposal form provides for a billable rate for the working supervisor. A Manager contact who will manage and coordinate the work with the College's representative **is not billable** and that cost shall be covered in overhead within the other billable hours.
- i. The Contractor agrees that all his employees whose duties bring them upon the College's premises shall abide by its rules, regulations and the reasonable directions of its officers. Such employees shall have the right to use only those College facilities necessary to the performance of the contract. Such employees shall comply with the College's policies. Contractor shall be responsible to the College for acts and omissions of his employees, subcontractors and their agents or employees, and other persons performing any work under the contract.

End of Section 3

Section 4: Quotation Agreement

Company Name _____

Address _____

Phone Number _____ Contact Person _____

Federal ID Number _____ E-Mail _____

Acknowledgement of Addendum(s): We acknowledge the receipt of the following Addendum(s):

No. _____, Dated _____ No. _____, Dated _____

Please list any exceptions taken to any specifications, scope of work, terms and conditions listed in the Request for Quotations. Please note that any exceptions taken may affect the award of a contract or purchase order. If space below is inadequate, please attach separately.

Warranty details: If space below is inadequate, please attach separately.

Provide a brief history of the company and its experience, qualifications and success in providing services as outlined in this RFQ. Include number of years in business and experience with projects of similar scope and size. If space below is inadequate, please attach separately.

List the name, experience and specific qualifications, licenses, and training of the service technician(s) who would be responsible for providing these services to the College. If space below is inadequate, please attach separately.

List all subcontractors that will be used in performing the services outlined in this RFQ.

References:

List three (3) companies who have contracted services of similar scope and size which have been completed within the past three (3) years.

	Company Name	Telephone Number	Contact Person
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____

Cost Proposal:

Price must include all necessary materials, labor, tools, and equipment required to complete all work as specified in this RFQ. Bidders are responsible for the accuracy of their quoted prices. For your equipment, please provide a size, model number, description, and any other appropriate comment in the comment column for each piece of equipment. Hourly rates shall cover reimbursement for all costs of labor, equipment, insurance, overhead and profit. Hourly rates shall be billable only for actual hours on site; all travel to and from the site shall be factored into the hourly billing rates; travel time is not billable. Overtime rates shall only apply when an individual worker has worked more than eight (8) hours in one (1) day or forty (40) hours in one (1) week. These rates shall only apply to labor not equipment.

Equipment/Activity	Hourly Rate	Overtime Hourly Rate	Comments
Dump truck		n/a	
Dump truck driver			
Loader (2yd minimum)		n/a	
Loader driver			
Road Grader		n/a	
Road Grader driver			
Skid Loader		n/a	
Skid Loader driver			
Backhoe		n/a	
Backhoe driver			
Laborer			
On site working			

Supervisor			
Mobilization (if any)		n/a	
De-mobilization (if any)		n/a	
Other Equipment Fees:			
Other Fees:			
Minimum hours/day billing			
Confirm billing hours are actual hours at WWCC site, not portal to portal?			
Overtime rates, as defined above			
Max escalation 2 nd year (%) contract			
Max escalation 3 rd year (%) contract			
Other Comments			

By signing below, your company agrees to the following:

To provide said goods and/or services as specified and that those goods and/or services shall be provided or performed in accordance with the RFQ specifications, scope of work, stipulations and terms and conditions specified and that your firm has read and agrees to the College terms, conditions, stipulations, and specifications and any College approved or authorized exceptions and that your firm will adhere to said terms and conditions in any contract resulting.

In compliance with the State Public Ethics and Conflict of Interest Law, Annotated Code of Maryland, Section 15-101, the undersigned hereby affirms and attests that to the best of my knowledge, no trustee, employee, spouse, parent, child, brother or sister of the trustee or employee, own assets in this business, and as of this date are also employed by Wor-Wic Community College.

In compliance with the Public Ethics Law, et al., contained in the Maryland Annotated Code, Section 15-508, I hereby affirm that no employee of or representative for our company assisted the College in the drafting of specifications or a Request for Quotations for this procurement, nor did any employee of or representative for our company assist or represent another person, directly or indirectly, who is submitting a Quotation for this procurement.

Company Name

Name of authorized person

Title of authorized person

Signature

Date

Wor-Wic Community College

TERMS AND CONDITIONS

ACCEPTANCE PERIOD: Any proposal in response to this solicitation shall be valid for (90) days or as otherwise specified in the RFP document. At the end of the (90) days, the proposal may be withdrawn at the written request of the offeror. If the proposal is not withdrawn at that time, it remains in effect until an award is made or the solicitation is canceled.

ADDENDA The College reserves the right to amend or add to this RFP at any time prior to the RFP due date. If it becomes necessary to change or add to any part of this RFP, the Director of Purchasing & Auxiliary Services will furnish an addendum to all prospective Offerors by posting the addendum on the solicitation web page at: <https://www.worwic.edu/About-Wor-Wic/Purchasing>. All addenda will be identified as such and will be posted at least 48 hours prior to the proposal due date. It is the sole responsibility of any prospective Offeror to monitor the web page to ensure receipt of all addenda, which shall be indicated on the acknowledgement of addenda form.

ADDITIONAL ORDERS Unless it is specifically stated to the contrary in the proposal response, the College reserves the option to place additional orders against a contract awarded as a result of this solicitation at the same terms and conditions, if it is mutually agreeable.

APPLICABLE LAW The contract shall be construed and interpreted according to Maryland law, with venue and jurisdiction in Wicomico County, Maryland.

ASSURANCE OF NON-CONVICTION OF BRIBERY The Offeror hereby declares and affirms that, to its best knowledge, none of its officers, directors or partners and none of its employees directly involved in obtaining contracts has been convicted of bribery, attempted bribery or conspiracy to bribe under the laws of any state or the Federal government.

AUDIT Offeror shall permit audit and fiscal and programmatic monitoring of the work performed under any contract issued from this solicitation. The College shall have access to and the right to examine and/or audit any records, books, documents and papers of Offeror and any subcontractor involving transactions related to this agreement during the term of this agreement and for a period of three (3) years after final payment under this agreement.

BID AND PERFORMANCE SECURITY If bid security is required, a bid bond or cashier's check in the amount indicated on the bid cover must accompany each proposal and be made payable to Wor-Wic Community College. Corporate or certified checks are not acceptable. Bonds must be in a form satisfactory to the College and underwritten by a company licensed to issue bonds in the State of Maryland. If bid security fails to accompany the proposal, it shall be deemed unresponsive, unless the Director of Purchasing and Auxiliary Services deems the failure to be non-substantial. Such bid bonds or checks will be returned, upon request, to all except the three (3) lowest Offerors after the opening of price proposals, and the remaining checks or bid bonds will be returned, upon request, to all but successful Offeror(s) after award of contract. If a performance bond is required, the successful Offeror must submit an acceptable performance bond in the designated amount of the solicitation award, prior to award of contract. All bid bonds will be returned, upon request, to the successful Offeror after receipt of the performance bond.

BILLING AND PAYMENT Each invoice shall reference Wor-Wic Community College's purchase order number. All invoices will be paid within (30) days unless otherwise specified in the RFP document or unless any item thereon is questioned, in which event payment will be withheld pending verification of the amount claimed and the validity of the claim.

BRAND NAMES Brand name materials used in these specifications are known and acceptable. Proposals to use alternate brands are invited as long as they are of equal type and equal or better quality. The burden of proof that alternate brands are in fact equal or better falls on the Offeror and proof must be provided to the College's satisfaction.

CARE OF PREMISES Precautions taken for safety and protection shall be in accordance with the mandatory requirements of the safety codes prevailing within the jurisdiction in which the work is to be performed. During the performance of the contract, the Contractor shall take the necessary precautions to protect all areas upon which or adjacent to which work is performed as a part of this contract. Any damage caused as a result of Contractor's neglect, directly or indirectly, shall be repaired to the College's satisfaction at the Contractor's expense.

CANCELLATION Wor-Wic Community College reserves the right to cancel this solicitation or to reject all offers received, if the College's Director of Purchasing and Auxiliary Services, in accordance with procedures approved by the College's Board of Trustees, determines that it is fiscally advantageous or in the best interest of the College to cancel the RFP.

COMPLIANCE WITH THE IMMIGRATION REFORM AND CONTROL ACT OF 1986 The Offeror warrants that both the Offeror and/or any subcontractor of the Offeror do not and shall not hire, recruit or refer for a fee, for employment under this Agreement or any subcontract, an alien knowing the alien is an unauthorized alien and hire any individual without complying with the requirements of the Immigration Reform and Control Act of 1986 (hereinafter referred to as "IRCA"), including but not limited to any verification and record keeping requirements. The Offeror agrees to indemnify and save the College, its trustees, and/or employees harmless from any loss, costs, damages or other expenses suffered or incurred by the College, its trustees and/or employees by reason of the Offeror's or any subcontractor of the Offeror's noncompliance with "IRCA." The Offeror agrees to defend the College, its trustees and/or employees in any proceeding, action or suit brought against the College, including but not limited to administrative and judicial proceedings, arising out of or alleging noncompliance of the Offeror with "IRCA". The Offeror recognizes that it is the Offeror's responsibility to ensure that all certifications and verifications as required by law are obtained and maintained for the applicable time period.

COMPLIANCE WITH LAWS Offeror agrees to comply, at no additional expense, with all applicable Executive orders, Federal, State, regional and local laws, ordinances, rules and regulations in effect as of the date of this agreement and as they may be amended from time to time, including but not limited to the equal employment opportunity clause set forth in 41 CFR 60-250.4.

COMPLIANCE WITH WOR-WIC COMMUNITY COLLEGE POLICIES While on the College's campus, Offeror agrees to comply with all applicable Wor-Wic Community College policies and procedures in effect as of the date of this agreement and as they may be amended from time to time during the term of this contract.

CONFLICT OF INTEREST As a condition of award of this contract, the vendor represents and warrants that no employee, officer or agent of the college has or would have a conflict of interest associated with the selection, award, or administration of this or any contract between the college and the vendor. Such a conflict of interest would arise if an employee, officer or agent, or any member of his or her immediate family, his or her partner, or any entity, organization, or individual which employs or intends to employ any of the aforementioned individuals indicated herein, has a financial or other interest in or has or will receive a personal benefit from the vendor herein.

CONTINGENT FEES Offeror hereby declares and affirms that neither it nor any of its representatives has employed or retained any person, partnership, corporation, or other entity, other than a bona fide employee or agent working for the Offeror, to solicit or secure a contract, and that it has not paid or agreed to pay any person, partnership, corporation, or other entity, other than a bona fide employee or agent, any fee or any other consideration contingent on the making of a contract as a result of this solicitation.

CONTRACT AMENDMENTS The College, without invalidating the contract documents, may submit a written request to order extra work or to make changes to the agreement by altering, adding to, or deducting from the work, and the contract sum shall reflect such changes. Price adjustments must be accepted, in writing, by Wor-Wic Community College before the supplier performs additional work on the project. The Contractor cannot accept purchase requests for products or services that are not covered in this contract or make changes to the scope of work unless a price for those products or services has been negotiated with the College, and the Contractor has received a signed contract amendment from the Purchasing Office.

CONTRACT DEADLINES The Contractor is contractually obligated to meet all agreed upon deadlines. Failure of the Contractor to meet any deadline is grounds for termination by default. If the Contractor defaults, the College reserves the right to assess liquidated damages and/or make an open market purchase.

CONTRACT DOCUMENTS The general conditions of this RFP, the Contractor's proposal, and the signed Agreement/Purchase Order form the contract. The documents shall have the following order of precedence: this RFP, the Agreement/PO, the Contractor's proposal.

CONTRACT TERMINATION The contract may be terminated for any of the following reasons: failure of the Contractor to meet the mandatory requirements as described in this solicitation; failure of the Contractor to meet required deadlines; failure of the Contractor to resolve problems in a timely manner; or lack of College funding.

CONTRACTORS This RFP is extended to individuals or firms as primary Contractors, and the Contractor will execute the work specified with bona fide employees. Subcontractors cannot assume the primary award of this contract on behalf of the primary Contractor nor can the awarded Contractor be relieved of its obligation or responsibility to this contract. The College reserves the right to reject any subcontractor.

COOPERATIVE PURCHASE The College reserve the right to extend all of the terms, conditions, specifications, and unit or other prices of any contract resulting from a solicitation to any and all public bodies, subdivisions, school districts, community colleges, colleges, and universities. This is conditioned upon mutual agreement of all parties pursuant to special requirements, which may be appended thereto. The College assumes no authority, liability or obligation, on behalf of any other public entity that may use any contract resulting from this bid. All purchases and payment transactions will be made directly between the Contractor and the requesting entity. Any exceptions to this requirement must be specifically noted in the bid response.

DELIVERY AND PACKING Prices shall be FOB Destination freight prepaid to the delivery designated. Contractor shall retain title and control of all goods until they are delivered, and the contract of coverage has been completed. All risk of transportation and all related charges shall be the responsibility of the contractor. All claims for visible and concealed damage shall be filed by the Contractor. Unauthorized shipments are subject to rejection and return at Contractor's expense. All prices quoted must include delivery. All goods delivered under this contract shall be packed in accordance with accepted trade practices. No charges may be made over and above the bid price for packaging, or for deposits or containers unless specified in the bid. No charge will be allowed for cartage unless by prior written agreement. Complete deliveries must be made by the successful Offeror to the designated location as indicated on the Wor-Wic Community College purchase order. A packing slip shall be included in each shipment. All deliveries must be prepaid and must be delivered to each location designated on purchase order at no additional cost. DELIVERIES MUST BE MADE TO THE SPECIFIED LOCATION. NO COLLECT SHIPMENTS OR SIDEWALK DELIVERIES WILL BE ACCEPTED.

DELIVERY OF PROPOSALS Sealed proposals must be received in the Purchasing Office by the date and time specified in the RFP in order to be considered. NO LATE PROPOSALS WILL BE ACCEPTED. Late proposals will be returned to the Offeror unopened. Proposals submitted by mail must be addressed to the Purchasing Office, BH-108D, Wor-Wic Community College, 32000 Campus Dr., Salisbury, Maryland 21804, and clearly marked to indicate the bid title and opening date. Hand delivered proposals will be accepted only at the Purchasing Office, BH-108D, Wor-Wic Community College, 32000 Campus Dr., Salisbury, Maryland 21804.

ERRORS IN PROPOSALS Offerors are assumed to be informed regarding conditions, requirements, and specifications prior to submitting proposals. Failure to do so will be at the Offeror's risk. Proposals already submitted may be withdrawn without penalty prior to proposal opening date. Errors discovered after proposal opening may not be corrected. In the case of an error in price extension, the unit price will govern. The intention of the Offeror must be evident on the face of the proposal.

FAILURE TO DELIVER If the Contractor fails to comply with any established delivery requirements, the College reserves the right to make an open market purchase of required items and to assess, as liquidated damages, the difference between the contract price and the actual cost incurred by the College and to invoice charges to the Contractor.

FINANCIAL DISCLOSURE The Contractor shall comply with the provisions of §13-221 of the State Finance and Procurement Article of the Annotated Code of Maryland, which requires that every business that enters into contracts, leases, or other agreements with the State of Maryland or its agencies during a calendar year under which the business is to receive in the aggregate \$100,000 or more, shall, within 30 days of the time when the aggregate value of these contracts, leases or other agreements reaches \$100,000, file with the Secretary of State of Maryland certain specified information to include disclosure of beneficial ownership of the business.

FORCE MAJEURE The performance of this agreement by either party is subject to actions of God, government authority, disaster, epidemic or other emergencies, fire, or riot, any of which make it illegal or impossible to provide the goods, facilities and/or services to be provide by a party under this contract. If one or more such circumstances occur, then performance under this agreement may be delayed or terminated for any one of more of such reasons by written noticed form one party to the other, in which case, neither party shall have any liability to the other, including any direct, consequential, compensatory, special, incidental, liquidated or other damages of any nature whatsoever, by reason of such delay or termination.

HAZARDOUS AND TOXIC SUBSTANCES Offeror must comply with all applicable Federal, State, and County laws, ordinances and regulations relating to hazardous and toxic substances, including such laws, ordinances and regulations pertaining to access to information about hazardous and toxic substances, and as amended from time to time. Offeror shall provide the College with a "Material Safety Data Sheet" or in the case of a controlled hazardous waste substance, a hazardous waste manifest for all hazardous chemicals listed or subsequently added to the Chemical Information List in compliance with applicable laws, ordinances and regulations.

INDEMNIFICATION The Contractor shall be responsible for any loss, personal injury, expense, death and/or any other damage which may occur by reason of Contractor's acts, negligence, willfulness or failure to perform any of its obligations under this agreement. Any acts, negligence, willfulness or failure to perform any of the Contractor's obligations under this agreement, on the part of any agent, director, partner, servant or employee of Contractor are deemed to be the Contractor's acts. Contractor agrees to indemnify and hold harmless the College and its trustees, employees, agents and students from any claim, damage, liability, injury, expense, and/or loss, including defense costs and attorney's fees, arising directly or indirectly out of Contractor's performance under this agreement. Accordingly, the College shall notify Contractor promptly in writing of any claim or action brought against the College in connection with this agreement. Upon such notification, Contractor shall promptly take over and defend any such claim or action. The College shall have the right and option to be represented in any such claim or action at its own expense. The College will not indemnify the Contractor. This indemnification provision shall survive the termination or completion of this agreement.

INSPECTION OF PREMISES If a site visit is recommended or required, each Offeror is responsible for visiting the site(s) prior to submitting a bid in order to observe the existing conditions affecting the work, and to obtain precise dimensions of the area(s) involved. No allowance will be made to the successful Offeror, at a later date for additional work required because of his or her failure to visit the site and/or to obtain the exact dimensions. Discrepancies, if any, must be reported to the College.

INSURANCE If a contract results from this bid, the Contractor shall maintain such insurance as will indemnify and hold harmless the College from Workmen's Compensation and Public Liability claims for property damage and personal injury, including death, which may arise from the Contractor's operations under this contract, or by anyone directly or indirectly employed by the Contractor.

MARYLAND PUBLIC INFORMATION ACT Offeror recognizes that the College is subject to the Maryland Public Information Act, Title 10, Subtitle 6 of the State Government Article of the Annotated Code of Maryland. Offeror agrees that it will provide any justification as to why any material, in whole or in part, is deemed to be confidential, proprietary information or trade secrets and provide any justification of why such materials should not be disclosed pursuant to the Maryland Public Information Act. Offerors are advised that, upon request for this information from a third party, the College will be required to make an independent determination whether the information will be disclosed.

NON-ASSIGNMENT AND SUBCONTRACTING Offeror shall not assign any contract or any rights or obligations hereunder without obtaining prior written consent of the College. No contract shall be made by Offeror with any other party for furnishing the services to be performed under a contract

issued from this solicitation without the written approval of the College. These provisions will not be taken as requiring the approval of the contract of employment between Offeror and its personnel.

NON-COLLUSION Offeror certifies that it has neither agreed, conspired, connived, or colluded to produce a deceptive show of competition in the compilation of the bid or offer being submitted herewith; Offeror also certifies that it has not in any manner, directly or indirectly, entered into any agreement, participated in any collusion to fix the bid price or price proposal of the Offeror or offeror herein or any competitor, or otherwise taken any action in restraint of free competitive bidding in connection with the contract for which the bid or offer is submitted.

NON-DISCRIMINATION The Contractor agrees: (a) not to discriminate in any manner against an employee or applicant for employment because of race, color, religion, creed, age, sex, marital status, national origin, ancestry or disability of a qualified individual with a disability; (b) to include a provision similar to that contained in subsection (a), above, in any subcontract except a subcontract for standard commercial supplies or raw materials; and (c) to post and to cause subcontractors to post in conspicuous places available to employees and applicants for employment, notices setting forth the substance of this clause.

NON-HIRING OF EMPLOYEES No employee of the College or of the State of Maryland, or any department, commission, agency or branch thereof whose duties as employees include matters relating to or affecting the subject matter of this bid shall, during the pendency and term of this contract and while an employee, become or be an employee of the contractor or any entity that is a subcontractor on this contract.

NON-VISUAL ACCESS The Offeror warrants that the information technology offered under this solicitation (1) provides equivalent access for effective use by both visual and nonvisual means; (2) will present information, including prompts used for interactive communications, in formats intended for both visual and nonvisual use; (3) if intended for use in a network, can be integrated into networks for obtaining, retrieving, and disseminating information used by individuals who are not blind or visually impaired; and (4) is available, whenever possible, without modification for compatibility with software and hardware for nonvisual access. The Offeror further warrants that the cost, if any, of modifying the information technology for compatibility with software and hardware used for nonvisual access will not increase the cost of the information technology by more than 5 percent. For purposes of this condition, the phrase 'equivalent access' means the ability to receive, use, and manipulate information and operate controls necessary to access and use information technology by nonvisual means. Examples of equivalent access include keyboard controls used for input and synthesized speech, Braille, or other audible or tactile means used for output.

NOTICE TO CURE The College reserves the right to cancel the contract if the Contractor's performance is unsatisfactory to the College. It is understood, however, that if at any time during the term of the contract, performance is deemed to be unsatisfactory, the College shall so notify the Contractor in writing, and the Contractor shall correct such unsatisfactory conditions within thirty (30) calendar days from receipt of such notification. If such corrections are not made within the specified period, the College may terminate the contract.

PATENTS Offeror guarantees that the sale and/or use of the goods offered will not infringe upon any U.S. or foreign patent. Offeror will at his/her own expense, indemnify, protect and save harmless the College, its trustees, employees, agents and students with respect to any claim, action, cost or judgment for patent infringement, arising out of the purchase or use of these goods.

PERFORMANCE ACCEPTANCE PERIOD The selected Contractor(s) must agree to an acceptance trial period of performance not to exceed ninety (90) consecutive calendar days. During the 90-day acceptance period, the Contractor's performance must be consistent with the specifications contained herein and the Contractor's proposal. Failure to satisfy the "acceptance trial period of performance" may result in cancellation of the contract. In the event that the Contractor fails to meet all requirements, the College shall declare the Contractor's services unacceptable and the Contractor in default, and terminate all agreements, written or verbal, without penalty or obligation to the College. Further, should there be any dispute/discrepancy on acceptability of said service, decisions made by the College will prevail and be final. **PREPARATION OF PROPOSAL** Proposals submitted must be hand signed by an authorized agent of the company submitting the proposal. Notification of award will be made by "Notice of Intent to Award" and/or purchase order. An Offeror may attach a letter of explanation to the proposal for clarification. Offerors will be required, if requested by Wor-Wic Community College, to furnish satisfactory evidence that they are, in fact, bona fide manufacturers of or dealers in the items listed, and have a regularly established place of business. The College reserves the right to inspect any Offeror's place of business prior to award of contract to determine Offeror responsibility.

PROPOSAL INSTRUMENTS Proposal instruments include the RFP, addenda, terms and conditions, contract terms, and specifications. Proposals should be prepared simply and economically, and should provide a straightforward, concise description of the Offeror's capabilities to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content. The Offeror will bear any and all costs incurred in the preparation and submission of proposals.

POLITICAL CONTRIBUTION DISCLOSURE The Contractor shall comply with §§14-101-14-108, of the Election Law Article of the Annotated Code of Maryland, which requires that every person that enters into contracts, leases, or other agreements with the State, a county, or an incorporated municipality, or their agencies, during a calendar year in which the person receives in the aggregate \$100,000 or more, shall file with the State Board of Elections a statement disclosing contributions in excess of \$500 made during the reporting period to a candidate for elective office in any primary or general election.

PRODUCT TESTING DURING TERM OF CONTRACT Goods delivered under any contract resulting from this RFP may be tested for compliance with specifications stipulated herein. Any shipment failing to meet or comply fully with the specification requirements will be rejected. The cost of testing a representative sample of an order or shipment for acceptance shall be borne by the College unless the order is rejected for failure to meet specifications or purchase description. In such cases of rejection, the cost of testing will be charged back to the Contractor.

PUBLICITY The Contractor shall not in any way or in any form publicize or advertise in any manner the fact that it is providing services to the College without the express written approval of the College's Public Relations & Marketing Office obtained in advance, for each item of advertising or publicity. However, nothing herein shall preclude the Contractor from listing the College on its routine client list for matters of references.

RECORD RETENTION If awarded a contract, Contractor shall maintain books and records relating to the subject matter of this agreement, including but not limited to all charges to the College, for a period of three (3) years from the date of final payment under this agreement.

REFERENCES Offeror must provide at least three references from former or current clients who can confirm the Offeror's experience with projects that are similar in size or scope. All reference information must include the company's name and address and the contact's name and telephone number. The references provided must be able to confirm, without reservation, the Offeror's ability to provide the level of services requested in this solicitation. References from other higher education institutions or government agencies are preferred but not required.

REGISTRATION OF CORPORATIONS NOT REGISTERED IN THE STATE OF MARYLAND Pursuant to §7-202 et. seq. of the Corporation and Associations Article of the Annotated Code of Maryland, corporations not incorporated in the State of Maryland shall be registered with the State Department of Assessments and Taxation, 301 West Preston Street, Baltimore, Maryland 21201 before doing any interstate or foreign business in this State. A copy of the registration or application for registration may be requested by the College.

REJECTIONS AND CANCELLATIONS Wor-Wic Community College reserves the right to accept or reject any or all proposals in whole or in part for any reason. The College reserves the right to waive any informality and to make awards in the best interest of the College. The College also reserves the right to reject the proposal of any Offeror who has previously failed to perform adequately on a prior award for furnishing goods and/or services similar in nature to those requested in this RFP. The College may cancel this solicitation in whole or in part, at its sole discretion.

RIGHT TO STOP WORK If the College determines, either directly or indirectly, that the Contractor's performance is not within the specifications, terms or conditions of this RFP and/or that the quality of the job is unacceptable, the College has the right to stop the work. The stoppage of work shall continue until the default has been corrected and/or corrective steps have been taken to the satisfaction of the College. The College also reserves the right to re-solicit this contract if it is decided that performance is not within the specifications as set out.

SAMPLES AND CATALOG CUTS If samples are required, Offeror shall be responsible for delivery of samples to location indicated. All sample packages shall be marked "Sample for Purchasing Office, Bid Title _____" and each sample shall be tagged or marked. Failure of the Offeror to clearly identify samples as indicated may result in rejection of the proposal. The College reserves the right to test any materials, equipment or supplies delivered to determine if the specifications have been met. Samples will not be returned.

SIGNATURE Each proposal must show the full business address and telephone number of the Offeror and be signed by the person or persons legally authorized to sign such contracts. All correspondence concerning the RFP and contract, will be mailed or delivered to the address shown on the proposal. **NO BID WILL BE ACCEPTED WITHOUT ORIGINAL SIGNATURE.**

SPECIFICATIONS AND SCOPE OF WORK The specifications listed herein may or may not specify all technical requirements which are needed to achieve the end result. When accepting the award, the Contractor assumes the responsibility of accomplishing the task requested in this document. Any omission of parts, products, processes, etc. in the specifications are the responsibility of the Contractor and the College will not bear the responsibility of their omission. If omissions in the specifications are discovered and these omissions will impact the contract price then it is the responsibility of the Offeror to note these omissions, in writing, prior to accepting the award. If these omissions are not noted prior to award then the Contractor's silence is deemed as full and complete acceptance and any additional costs will be borne by the Contractor.

SUBCONTRACTORS Offerors must submit the names and addresses of all subcontractors to be retained for this project. The College reserves the right to reject. Subcontractors shall conform in all respects to the applicable provisions specified for the prime contractor and shall be subject to approval by the College. If a subcontractor is determined to be unacceptable by the College, the firm shall substitute an acceptable subcontractor with no change in any Contract unit prices or overall Contract sum. If a firm fails, within a timely manner, to propose another subcontractor to whom the College has no objection, the College reserves the right to reject the proposal. The firm will use only those subcontractors approved by the College. All subcontractors shall comply with federal and state laws and regulations which are applicable to the services covered by the subcontractor and shall include all terms and conditions set forth herein which apply with equal force to the subcontractor, as if they were the Contractor referred to herein. The Contractor is responsible for the Contract performance, whether or not subcontractors are used.

TAXES The College is exempt from Federal and Maryland taxes. Exemption Certificates are available upon request. Offeror shall be responsible for the payment of any and all applicable taxes resulting from any award and/or any activities hereunder, including but not limited to any applicable amusement and/or sales taxes. For construction projects: in accordance with COMAR 03.06.01.22c(2)(b), the tax exemption certificate of otherwise exempt governmental entities may not be used for the purchase of materials to be incorporated into the real property on College construction projects.

TERMINATION BASED ON LACK OF FUNDING Any contract awarded as a result of this solicitation will be subject to funding and continued appropriation of sufficient funds for the contract. For purposes of this solicitation, the College's appropriating authority is deemed to be the Board of Trustees of Wor-Wic Community College. Insufficient funds shall be grounds for immediate termination of the contract.

TERMINATION OF CONTRACT The College reserves the right to cancel the Contract awarded to the Contractor if, in the College's judgment, performance under the Contract is unsatisfactory. It is understood, however, that if at any time during the term of the Contract, performance there under is deemed to be unsatisfactory, the College shall so notify the Contractor in writing, and the Contractor shall correct such unsatisfactory conditions within fifteen (15) calendar days from the receipt of such notification. If such corrections are not made within the specified period, the College may terminate the Contract at that time.

TERMINATION FOR DEFAULT If an award results from this RFP, and the Contractor has not performed or has unsatisfactorily performed the contract, payment shall be withheld at the discretion of the College. Failure on the part of the contractor to fulfill contractual obligations shall be considered just cause for termination of the contract and the Contractor is not entitled to recover any costs incurred by the Contractor up to the date of termination.

TERMINATION FOR THE CONVENIENCE OF THE COLLEGE The performance of the work or services under a contract as a result of this solicitation may be terminated in whole or in part, whenever the President of Wor-Wic Community College shall deem that termination is in the best interest of the College. Such determination shall be at the sole discretion of the President or his designee. In such event, the College shall be liable only for payment in accordance with the payment provisions of the contract for work or services performed or furnished prior to the effective date of termination. The Contractor shall not be reimbursed for anticipatory profits. Termination hereunder shall become effective by delivery to contractor of written notice of termination upon which date the termination shall become effective.

USE OF CONTRACT BY OTHER PUBLIC ENTITIES While this solicitation is prepared on behalf of Wor-Wic Community College, it is intended to apply to other Maryland educational institutions and public agencies in the State of Maryland. Unless the Offeror takes an exception, the resulting awarded items, terms and conditions will be available to other State and local public entities. Should a price adjustment be necessary to include any other public entity, the Offeror must so note on the Contractor Information Form. Purchase requests and funding from other agencies will be the responsibility of those agencies.

WARRANTY Offeror expressly warrants that all articles, material and work offered shall conform to each and every specification, drawing, sample or other description which is furnished to or adopted by the College and that they will be fit and sufficient for the purpose intended, merchantable, of good material and workmanship, and free from defect. Such warranty shall survive a contract and shall not be deemed waived either by the College's acceptance of said materials or goods, in whole or in part, or by payment for them, in whole or in part. The Offeror further warrants all articles, material and work performed for a period of one year, unless otherwise stated, from date of acceptance of the items delivered and installed, or work completed. All repairs, replacements or adjustments during the warranty period shall be at Offeror's sole expense.

WITHDRAWAL OF BIDS A proposal shall be withdrawn by written or fax request, confirmed immediately in writing, provided that such requests are received prior to the time of opening proposals. The College shall not be held responsible for the timely receipt of any requests for withdrawal, and the Offeror is cautioned to transmit any such request in ample time for delivery before the proposal opening hour and date. No proposal received can be withdrawn by any Offeror after the opening, as no claim for release due to mistakes or omissions in the proposal shall be considered. Each Offeror shall be held strictly responsible for its proposal.