



Purchasing Department
 4400 University Drive, Mailstop 3C5
 Fairfax, Va. 22030
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<http://fiscal.gmu.edu/purchasing>

STANDARD CONTRACT GMU-1857-23

This Contract entered on this 1st day of September, 2023 (Effective Date) by Consolidus hereinafter called "Contractor" (located at 526 South Main Street Akron, OH 44311) and George Mason University hereinafter called "Mason," or "University".

- I. **WITNESSETH** that the Contractor and Mason, in consideration of the mutual covenants, promises and agreement herein contained, agree as follows:
- II. **SCOPE OF CONTRACT:** The Contractor shall provide Promotional Items, Screen Printing and Embroidery for George Mason University as set forth in the Contract documents.
- III. **PERIOD OF CONTRACT:** One year from the Effective Date with four (4) successive one-year renewal options.
- IV. **PRICING AND ORDERING PROCEDURES:** Contractor's pricing is based on a discount off list price for apparel and non-apparel, and embroidery stitch count. This discount is to stay the same for throughout the entire contract. A copy of the list price must be furnished via online catalog link whenever requested. Other pricing requirements are listed below:
 - A. Orders up to \$5,000.00: Departments may obtain one quote from the vendor of their choice; further competition is not required.
 - B. Orders exceeding \$5,000.00: Departments must contact a minimum of two (2) vendors from the approved vendors pool to obtain pricing. Orders will be issued to the lowest priced vendor.
 - C. This contract award does not guarantee any work.
- V. **REBATE INCENTIVE:** The following rebate was agreed upon during negotiations and will be adhered to throughout the entire contract. The Contractor is responsible for calculating the rebate based off of any sales done under the contract for the contract year. The rebate must be submitted yearly within 15 days of the end of the contract term.

Our rebate schedule across all programs starts at \$500,00.00 w/ .5% increase with each additional \$500,000.00 in spend. We'd be willing to revisit this based upon expected spend trends at GMU.
- VI. **CONTRACT ADMINISTRATION:** Sara Siddall, Strategic Sourcing Manager, shall serve as Contract Administrator for this Contract and shall use all powers under the Contract to enforce its faithful performance. The Contract Administrator shall determine the amount, quality and acceptability of work and shall decide all other questions in connection with the work. All direction and order from Mason shall be transmitted through the Contract Administrator, however, the Contract Administrator shall have no authority to approve changes which shall alter the concept or scope or change the basis for compensation.
- VII. **METHOD OF PAYMENT:** Paymode-X, Net30. <http://www.paymode.com/gmu>. Contractor shall submit invoices directly to acctpay@gmu.edu with a copy to the Contract Administrator. Invoices will be paid Net 30 after goods received, services rendered, or receipt in Mason's Accounts Payable email box, acctpay@gmu.edu, whichever is later. Invoices must reference a Purchase Order number to be considered valid.
- VIII. **THE CONTRACT DOCUMENTS SHALL CONSIST OF (In order of precedence):**
 - A. This signed Contract;
 - B. Negotiation Responses dated July 20, 2023 (attached);
 - C. RFP No. GMU-1857-23, in its entirety (attached);
 - D. Contractor's proposal dated May 31, 2023 (attached).

IX. GOVERNING RULES: This Contract is governed by the provisions of the Restructured Higher Education Financial and Administrative Operations Act, Chapter 10 (§ [23.1-1000](#) et seq.) of Title 23.1 of the Code of Virginia, and the “*Governing Rules*” and the *Purchasing Manual for Institutions of Higher Education and their Vendors*. Documents may be viewed at: <https://vascupp.org>.

X. CONTRACT PARTICIPATION: It is the intent of this Contract to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institutions, or affiliated corporations may access this Contract if authorized by the Contractor.

Participation in this Contract is strictly voluntary. If authorized by the Contractor, the contract will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this Contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of the contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The University may request the Contractor provide semi-annual usage reports for all entities accessing the Contract. The University 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 the University 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 needed.

XI. STANDARD TERMS AND CONDITIONS:

A. APPLICABLE LAW AND CHOICE OF FORUM: This Contract shall be construed, governed, and interpreted pursuant to the laws of the Commonwealth of Virginia. All disputes arising under this Contract shall be brought before an appropriate court in the Commonwealth of Virginia.

B. ANTI-DISCRIMINATION: By entering into this Contract Contractor certifies to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §§ 9&10 of the *Governing Rules*. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the Contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Governing Rules*, § 36).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this Contract, the Contractor agrees as follows:

a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

- b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
 2. The Contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or Contractor.
- C. ANTITRUST: By entering into this Contract, the Contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under this Contract.
- D. ASSIGNMENT: Neither party will assign or otherwise transfer its rights or obligations under this Contract without both parties' prior written consent. Any attempted assignment, transfer, or delegation without such consent is void.
- E. AUDIT: The Contractor shall 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. The University, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.
- F. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the University shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this Contract.
- G. AUTHORIZED SIGNATURES: The signatory for each Party certifies that he or she is an authorized agent to sign on behalf such Party.
- H. BACKGROUND CHECKS: Contractor's employees (including subcontractors) performing services on any Mason campus must have successfully completed a criminal background check prior to the start of their work assignment/service. As stated in [Administrative Policy Number 2221 – Background Investigations](#), the criminal background investigation will normally include a review of the individual's records to include Social Security Number Search, Credit Report (if related to potential job duties), Criminal Records Search (any misdemeanor convictions and/or felony convictions are reported) in all states in which the employee has lived or worked over the past seven years, and the National Sex Offender Registry. In addition, the Global Watch list (maintained by the Office of Foreign Assets Control of The US Department of Treasury) should be reviewed. Signature on this Contract confirms your compliance with this requirement.
- I. CANCELLATION OF CONTRACT: Mason reserves the right to cancel this Contract, in part or in whole, without penalty, for any reason, upon 60 days written notice to the Contractor. Upon written notice of cancellation from Mason, Mason shall be fully released from any further obligation under the Contract and Contractor agrees to directly refund all payments, for services not already performed, to Mason, including any pre-paid deposits, within 14 days. 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.
- J. CHANGES TO THE CONTRACT: Changes can be made to this Contract in any of the following ways:
 1. The parties may agree in writing to modify the scope of this Contract.
 2. Mason may order changes within the general scope of Contract at any time by written notice to Contractor. Changes within the scope of this Contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. Contractor shall comply with the notice upon receipt. Contractor shall be compensated

for any additional costs incurred as the result of such order and shall give Mason a credit for any savings. Said compensation shall be determined by one of the following methods:

- a. By mutual agreement between the parties in writing; or
- b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the Contractor accounts for the number of units of work performed, subject to the Mason's right to audit Contractor's records and/or to determine the correct number of units independently; or
- c. By ordering Contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by Contract. The same markup shall be used for determining a decrease in price as the result of savings realized. Contractor shall present Mason with all vouchers and records of expenses incurred and savings realized. Mason shall have the right to audit the records of Contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to Mason within thirty (30) days from the date of receipt of the written order from Mason. If the Parties fail to agree on an amount of adjustment, the question of an increase or decrease in the Contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this Contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Contractors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this Contract shall excuse the Contractor from promptly complying with the changes ordered by Mason or with the performance of this Contract generally.

K. CLAIMS: Contractual claims, whether for money or other relief, shall be submitted in writing no later than 60 days after final payment. However, written notice of the Contractor's intention to file a claim shall be given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.

1. The firm must submit written claim to:
Chief Procurement Officer
George Mason University
4400 University Drive, MSN 3C5
Fairfax, VA 22030
20. The firm must submit any unresolved claim in writing no later than 60 days after final payment to the Chief Procurement Officer.
21. Upon receiving the written claim, the Chief Procurement Officer will review the written materials relating to the claim and will mail his or her decision to the firm within 60 days after receipt of the claim.
22. The firm may appeal the Chief Procurement Officer's decision in accordance with § 55 of the *Governing Rules*.

L. COLLECTION AND ATTORNEY'S FEES: The Contractor shall pay to Mason any reasonable attorney's fees or collection fees, at the maximum allowable rate permitted under Virginia law, incurred in enforcing this Contract or pursuing and collecting past-due amounts under this Contract.

M. COMPLIANCE: All goods and services provided to Mason shall be done so in accordance with any and all applicable local, state, federal, and international laws, regulations and/or requirements and any industry

- standards, including but not limited to: the Family Educational Rights and Privacy Act (FERPA), Health Insurance Portability and Accountability Act (HIPAA) and Health Information Technology for Economic and Clinical Health Act (HITECH), Government Data Collection and Dissemination Practices Act, Gramm-Leach-Bliley Financial Modernization Act (GLB), Payment Card Industry Data Security Standards (PCI-DSS), Americans with Disabilities Act (ADA), and Federal Export Administration Regulations. Any Contractor personnel visiting Mason facilities will comply with all applicable Mason policies regarding access to, use of, and conduct within such facilities. Mason's policies can be found at <https://universitypolicy.gmu.edu/all-policies/> and any facility specific policies can be obtained from the facility manager.
- N. **CONFIDENTIALITY OF PERSONALLY IDENTIFIABLE INFORMATION:** The Contractor shall ensure that personally identifiable information ("PII") which is defined as any information that by itself or when combined with other information can be connected to a specific person and may include but is not limited to personal identifiers such as name, address, phone, date of birth, Social Security number, student or personal identification numbers, driver's license numbers, state or federal identification numbers, biometric information, religious or political affiliation, non-directory information, and any other information protected by state or federal privacy laws, will be collected and held confidential and in accordance with this agreement, during and following the term of this Contract, and will not be divulged without the individual's and Mason's written consent and only in accordance with federal law or the Code of Virginia.
- O. **CONFLICT OF INTEREST:** Contractor represents to Mason that its entering into this Contract with Mason and its performance through its agents, officers and employees does not and will not involve, contribute to nor create a conflict of interest prohibited by Virginia State and Local Government Conflict of Interests Act (Va. Code 2.2-3100 *et seq*), the Virginia Ethics in Public Contracting Act (§57 of the *Governing Rules*), the Virginia Governmental Frauds Act (Va. Code 18.2 – 498.1 *et seq*) or any other applicable law or regulation.
- P. **DEBARMENT STATUS:** As of the Effective Date, the Contractor certifies that it is not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of services covered by this Contract, nor is the Contractor an agent of any person or entity that is currently so debarred.
- Q. **DEFAULT:** In the case of failure to deliver goods or services in accordance with Contract terms and conditions, Mason, after due oral or written notice, may procure them from other sources and hold Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which Mason may have.
- R. **DRUG-FREE WORKPLACE:** Contractor has, and shall have in place during the performance of this Contract, a drug-free workplace policy (DFWP), which it provides in writing to all its employees, vendors, and subcontractors, and which specifically prohibits the following on company premises, during work-related activities, or while conducting company business: the sale, purchase, manufacture, dispensation, distribution possession, or use of any illegal drug under federal law (including marijuana). For purposes of this section, "drug-free workplace" covers all sites at which work is done by Contractor in connection with this Contract.
- S. **ENTIRE CONTRACT:** This Contract constitutes the entire understanding of the Parties with respect to the subject matter herein and supersedes all prior oral or written contracts with respect to the subject matter herein. This Contract can be modified or amended only by a writing signed by all of the Parties.
- T. **FORCE MAJEURE:** Mason shall be excused from any and all liability for failure or delay in performance of any obligation under this Contract resulting from any cause not within the reasonable control of Mason, which includes but is not limited to acts of God, fire, flood, explosion, earthquake, or other natural forces, war, civil unrest, accident, any strike or labor disturbance, travel restrictions, acts of government, disease, pandemic, or contagion, whether such cause is similar or dissimilar to any of the foregoing. Upon written notification from Mason that such cause has occurred, Contractor agrees to directly refund all payments to Mason, for services not yet performed, including any pre-paid deposits within 14 days.
- U. **FUTURE GOODS AND SERVICES:** Mason reserves the right to have Contractor provide additional goods and/or services that may be required by Mason during the term of this Contract. Any such goods and/or services will be provided by the Contractor under the same pricing, terms and conditions of this Contract. Such additional goods and/or services may include other products, components, accessories, subsystems or related services that are newly introduced during the term of the contract. Such newly introduced additional goods and/or services will be provided to Mason at Favored Customer pricing, terms and conditions.

- V. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into this Contract Contractor certifies that they do not and will not during the performance of this Contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.
- W. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless George Mason University, the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the Contractor/any services of any kind or nature furnished by the Contractor, provided that such liability is not attributable to the sole negligence of Mason or to the failure of Mason to use the materials, goods, or equipment in the manner already and permanently described by the Contractor on the materials, goods or equipment delivered.
- X. INDEPENDENT CONTRACTOR: The Contractor is not an employee of Mason, but is engaged as an independent contractor. The Contractor shall indemnify and hold harmless the Commonwealth of Virginia, Mason, and its employees and agents, with respect to all withholding, Social Security, unemployment compensation and all other taxes or amounts of any kind relating to the Contractor's performance of this Contract. Nothing in this Contract shall be construed as authority for the Contractor to make commitments which will bind Mason or to otherwise act on behalf of Mason, except as Mason may expressly authorize in writing.
- Y. INFORMATION TECHNOLOGY ACCESS ACT: Computer and network security is of paramount concern at Mason. Mason wants to ensure that computer/network hardware and software does not compromise the security of its IT environment. Contractor agrees to use commercially reasonable measures in connection with any offering your company makes to avoid any known threat to the security of the IT environment at Mason.

All e-learning and information technology developed, purchased, upgraded or renewed by or for the use of Mason shall comply with all applicable University policies, Federal and State laws and regulations including but not limited to Section 508 of the Rehabilitation Act (29 U.S.C. 794d), the Information Technology Access Act, §§2.2-3500 through 2.2-3504 of the Code of Virginia, as amended, and all other regulations promulgated under Title II of The Americans with Disabilities Act which are applicable to all benefits, services, programs, and activities provided by or on behalf of the University. The Contractor shall also comply with the Web Content Accessibility Guidelines (WCAG) 2.0. For more information, please visit <http://ati.gmu.edu>, under Policies and Procedures.

- Z. INSURANCE: The Contractor shall maintain all insurance necessary with respect to the services provided to Mason. The Contractor further certifies that they will maintain the insurance coverage during the entire term of the Contract and that all insurance is to be placed with insurers with a current reasonable A.M. Best's rating authorized to sell insurance in the Commonwealth of Virginia by the Virginia State Corporation Commission. The Commonwealth of Virginia and Mason shall be named as an additional insured. By requiring such minimum insurance, Mason shall not be deemed or construed to have assessed the risk that may be applicable to the Contractor. The Contractor shall assess its own risks and, if it deems appropriate and/or prudent, maintain higher limits and/or broader coverage. The Contractor is not relieved of any liability or other obligations assumed or pursuant to this Contract by reason of its failure to obtain or maintain insurance in sufficient amounts, duration, or types.
1. Commercial General Liability Insurance in an amount not less than \$1,000,000 per occurrence for bodily injury or property damage, personal injury and advertising injury, products and completed operations coverage;
 2. Workers Compensation Insurance in an amount not less than that prescribed by statutory limits; and, as applicable;
 3. Commercial Automobile Liability Insurance applicable to bodily injury and property damage, covering owned, non-owned, leased, and hired vehicles in an amount not less than \$1,000,000 per occurrence; and
 4. An umbrella/excess policy in an amount not less than five million dollars (\$5,000,000) to apply over and above Commercial General Liability, Employer's Liability, and Commercial Automobile Liability Insurance.

- AA. **INTELLECTUAL PROPERTY:** Contractor warrants and represents that it will not violate or infringe any intellectual property right or any other personal or proprietary right and shall indemnify and hold harmless Mason against any claim of infringement of intellectual property rights which may arise under this Contract.

Unless expressly agreed to the contrary in writing, all goods, products, materials, documents, reports, writings, video images, photographs or papers of any nature including software or computer images prepared or provided by Contractor (or its subcontractors) for Mason will not be disclosed to any other person or entity without the written permission of Mason.

Work Made for Hire. Contractor warrants to Mason that Mason will own all rights, title and interest in any and all intellectual property rights created in the performance or otherwise arising from the Contract and will have full ownership and beneficial use thereof, free and clear of claims of any nature by any third party including, without limitation, copyright or patent infringement claims. Contractor agrees to assign and hereby assigns all rights, title, and interest in any and all intellectual property created in the performance or otherwise arising from the Contract, and will execute any future assignments or other documents needed for Mason to document, register, or otherwise perfect such rights. Notwithstanding the foregoing, for research collaboration pursuant to subcontracts under sponsored research Contracts administered by the University's Office of Sponsored Programs, intellectual property rights will be governed by the terms of the grant or contract to Mason to the extent such grant or contract requires intellectual property terms to apply to subcontractors.

- BB. **NON-DISCRIMINATION:** All parties to this Contract agree to not discriminate on the basis of race, color, religion, national origin, sex, pregnancy, childbirth or related medical conditions, age (except where sex or age is a bona fide occupational qualification, marital status or disability).
- CC. **PAYMENT TO SUBCONTRACTORS:** The Contractor shall take the following actions upon receiving payment from Mason: (1) pay the subcontractor within seven days for the proportionate share of the total payment received from Mason attributable to the work performed by the subcontractor under that Contract; or (2) notify Mason and subcontractor within seven days, in writing, of its intention to withhold all or a part of the subcontractor's payment with the reason for nonpayment. b. If an individual contractor, provide social security number in order to receive payment. c. If a proprietorship, partnership or corporation provide Federal employer identification number. d. Pay interest to subcontractors on all amounts owed by the Contractor that remain unpaid after seven days following receipt by the Contractor of payment from the Institution for work performed by the subcontractor under that Contract, except for amounts withheld as allowed by prior notification. e. Accrue interest at no more than the rate of one percent per month. f. Include in each of its subcontracts a provision requiring each subcontractor to include or otherwise be subject to the same payment and interest requirements with respect to each lower-tier subcontractor.
- DD. **PUBLICITY:** The Contractor shall not use, in its external advertising, marketing programs or promotional efforts, any data, pictures, trademarks or other representation of Mason except on the specific written authorization in advance by Mason's designated representative.
- EE. **REMEDIES:** If the Contractor breaches this Contract, in addition to any other rights or remedies, Mason may terminate this Contract without prior notice.
- FF. **RENEWAL OF CONTRACT:** This Contract may be renewed by Mason for four (4) successive one-year renewal options under the terms and conditions of this Contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the University's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.

1. If the University elects to exercise the option to renew the Contract for an additional one-year period, the Contract price(s) for the additional one year shall not exceed the lesser of the Contract price(s) of the original Contract increased/decreased by more than the percentage increase/decrease of the "other goods and services" category of the CPI-U section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available, or 2%, whichever is lower.
2. If during any subsequent renewal periods, the University elects to exercise the option to renew the Contract, the Contract price(s) for the subsequent renewal period shall not exceed the lesser of the

Contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the “other goods and services” category of the CPI-U section of the Consumer Price Index of the United States bureau of Labor Statistics for the latest twelve months for which statistics are available, or 2%, whichever is lower.

II. REPORTING OF CRIMES, ACCIDENTS, FIRES AND OTHER EMERGENCIES: Any Mason Employee, including contracted service providers, who is not a staff member in Counseling and Psychological Services (CAPS) or a pastoral counselor, functioning within the scope of that recognition, is considered a “Campus Security Authority (CSA).” CSAs must promptly report all crimes and other emergencies occurring on or near property owned or controlled by Mason to the Department of Police & Public Safety or local police and fire authorities by dialing 9-1-1. At the request of a victim or survivor, identifying information may be excluded from a report (e.g., names, initials, contact information, etc.). Please visit the following website for more information and training: <http://police.gmu.edu/clery-act-reporting/campus-security-authority-csa/>.”

JJ. RESPONSE TO LEGAL ORDERS, DEMANDS, OR REQUESTS FOR DATA: Except as otherwise expressly prohibited by law, Contractor will: i) immediately notify Mason of any subpoenas, warrants, or other legal orders, demands or requests received by Contractor seeking University Data; ii) consult with Mason regarding its response; iii) cooperate with Mason’s reasonable requests in connection with efforts by Mason to intervene and quash or modify the legal order, demand or request; and iv) upon Mason’s request, provide Mason with a copy of its response.

If Mason receives a subpoena, warrant, or other legal order, demand (including request pursuant to the Virginia Freedom of Information Act) or request seeking University Data maintained by Contractor, Mason will promptly provide a copy to Contractor. Contractor will promptly supply Mason with copies of data required for Mason to respond, and will cooperate with Mason’s reasonable requests in connection with its response.

KK. SEVERABILITY: Should any portion of this Contract be declared invalid or unenforceable for any reason, such portion is deemed severable from the Contract and the remainder of this Contract shall remain fully valid and enforceable.

LL. SOVEREIGN IMMUNITY: Nothing in this Contract shall be deemed a waiver of the sovereign immunity of the Commonwealth of Virginia and of Mason.

MM. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent from Mason. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish Mason 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 its subcontractor(s) and shall assure compliance with all requirements of this Contract. This paragraph applies to, but is not limited to, subcontractor(s) who process University Data.

NN. SWaM CERTIFICATION: Contractor agrees to fully support the Commonwealth of Virginia and Mason’s efforts related to SWaM goals. Upon contract execution, Contractor, if eligible, shall submit all required documents necessary to achieve SWaM certification to the Department of Small Business and Supplier Diversity within 90 days. If Contractor is currently SWaM certified, Contractor agrees to maintain their certification for the duration of this Contract and shall submit all required renewal documentation at least 30 days prior to existing SWaM expiration at <https://www.sbsd.virginia.gov/>.

OO. UNIVERSITY DATA: University Data includes all Mason owned, controlled, or collected PII and any other information that is not intentionally made available by Mason on public websites, including but not limited to business, administrative and financial data, intellectual property, and patient, student and personnel data. Contractor agrees to the following regarding University Data it may collect or process as part of this contract:

1. Contractor will use University Data only for the purpose of fulfilling its duties under the Contract and will not share such data with or disclose it to any third party without the prior written consent of Mason, except as required by the Contract or as otherwise required by law. University Data will only be processed by Contractor to the extent necessary to fulfill its responsibilities under the Contract or as otherwise directed by Mason.
2. University Data, including any back-ups, will not be accessed, stored, or transferred outside the

United States without prior written consent from Mason. Contractor will provide access to University Data only to its employees and subcontractors who need to access the data to fulfill Contractor's obligations under the Contract. Contractor will ensure that employees who perform work under the Contract have read, understood, and received appropriate instruction as to how to comply with the data protection provisions of the Contract and to maintain the confidentiality of the University Data.

3. The parties agree that as between them, all rights including all intellectual property rights in and to University Data shall remain the exclusive property of Mason, and Contractor has a limited, nonexclusive license to use the University Data as provided in the Contract solely for the purpose of performing its obligations under the Contract. The Contract does not give a party any rights, implied or otherwise, to the other party's data, content, or intellectual property, except as expressly stated in the Contract.
4. Contractor will take reasonable measures, including audit trails, to protect University Data against deterioration or degradation of data quality and authenticity. Contractor shall be responsible for ensuring that University Data, per the Virginia Public Records Act, is preserved, maintained, and accessible throughout their lifecycle, including converting and migrating electronic data as often as necessary so that information is not lost due to hardware, software, or media obsolescence or deterioration.
5. Contractor shall notify Mason within three business days if it receives a request from an individual under any applicable law regarding PII about the individual, including but not limited to a request to view, access, delete, correct, or amend the information. Contractor shall not take any action regarding such a request except as directed by Mason.
6. If Contractor will have access to University Data that includes "education records" as defined under the Family Educational Rights and Privacy Act (FERPA), the Contractor acknowledges that for the purposes of the Contract it will be designated as a "school official" with "legitimate educational interests" in the University education records, as those terms have been defined under FERPA and its implementing regulations, and the Contractor agrees to abide by the limitations and requirements imposed on school officials. Contractor will use the education records only for the purpose of fulfilling its duties under the Contract for Mason's and its end user's benefit, and will not share such data with or disclose it to any third party except as provided for in the Contract, required by law, or authorized in writing by the University.
7. Mason may require that Mason and Contractor complete a Data Processing Addendum ("DPA"). If a DPA is completed, Contractor agrees that the information in the DPA is accurate. Contractor will only collect or process University Data that is identified in the DPA and will only handle that data (e.g., type of processing activities, storage, security, disclosure) as described in the DPA. If Contractor intends to do anything regarding University Data that is not reflected in the DPA, Contractor must request an amendment to the DPA and may not take the intended action until the amendment is approved and documented by Mason.

PP. **UNIVERSITY DATA SECURITY:** Data security is of paramount concern to Mason. Contractor will utilize, store and process University Data in a secure environment in accordance with commercial best practices, including appropriate administrative, physical, and technical safeguards, to secure such data from unauthorized access, disclosure, alteration, and use. Such measures will be no less protective than those used to secure Contractor's own data of a similar type, and in no event less than reasonable in view of the type and nature of the data involved. At a minimum, Contractor shall use industry-standard and up-to-date security tools and technologies such as anti-virus protections and intrusion detection methods to protect University Data.

1. Immediately upon becoming aware of circumstances that could have resulted in unauthorized access to or disclosure or use of University Data, Contractor will notify Mason, fully investigate the incident, and cooperate fully with Mason's investigation of and response to and remediation of the incident. Except as otherwise required by law, Contractor will not provide notice of the incident directly to individuals who's PII was involved, regulatory agencies, or other entities, without prior written permission from Mason.

2. Mason reserves the right in its sole discretion to perform audits of Contactor, at Mason's expense, to ensure compliance with all obligations regarding University Data. Contractor shall reasonably cooperate in the performance of such audits. Contractor will make available to Mason all information necessary to demonstrate compliance with its data processing obligations. Failure to adequately protect University Data or comply with the terms of this Contract with regard to University Data may be grounds to terminate this Contract.

QQ. UNIVERSITY DATA UPON TERMINATION OR EXPIRATION: Upon termination or expiration of the Contract, Contractor will ensure that all University Data are securely returned or destroyed as directed by Mason in its sole discretion within 180 days of the request being made. Transfer to Mason or a third party designated by Mason shall occur within a reasonable period of time, and without significant interruption in service. Contractor shall ensure that such transfer/migration uses facilities and methods that are compatible with the relevant systems of Mason or its transferee, and to the extent technologically feasible, that Mason will have reasonable access to University Data during the transition. In the event that Mason requests destruction of its data, Contractor agrees to destroy all data in its possession and in the possession of any subcontractors or agents to which the Contractor might have transferred University Data. Contractor agrees to provide documentation of data destruction to the University.

Contractor will notify the University of any impending cessation of its business and any contingency plans. This includes immediate transfer of any previously escrowed assets and University Data and providing Mason access to Contractor's facilities to remove and destroy Mason-owned assets and University Data. Contractor shall implement its exit plan and take all necessary actions to ensure a smooth transition of service with minimal disruption to Mason. Contractor will also provide a full inventory and configuration of servers, routers, other hardware, and software involved in service delivery along with supporting documentation, indicating which if any of these are owned by or dedicated to Mason. Contractor will work closely with its successor to ensure a successful transition to the new equipment, with minimal downtime and effect on Mason, all such work to be coordinated and performed in advance of the formal, final transition date.

RR. UNIVERSITY REVIEW/APPROVAL: All goods, services, products, design, etc. produced by the Contractor for or on behalf of Mason are subject to Mason's review and approval.

SS. WAIVER: The failure of a party to enforce any provision in this Contract shall not be deemed to be a waiver of such right.

Consolidus

DocuSigned by:

Justin Waynick

E9303221F261484...

Signature

Justin waynick

Name: _____

Title: Corporate Sales Director

Date: 8/24/2023

George Mason University

DocuSigned by:

James Russell

2F61E096C77E4DC...

Signature

James Russell

Name: _____

Title: Purchasing Director

Date: 8/24/2023

1. Mason is an educational institution and entity of the Commonwealth of Virginia. As such, we are obligated to ensure that all pricing and contractual elements meet our institution's needs. Can you provide a reduced discount for services?

Throughout our partnership, we will continuously assess opportunities to extend cost-saving benefits, reflecting our long-term commitment to GMU's financial success. Our aim is to foster a mutually beneficial relationship that optimizes value and promotes growth during the length of the contract and beyond.

Consolidus would agree to an early pay discount 2% Net15 for all orders via ACH.

We have indicated in our submitted response under Pricing Methodology/Detailed Pricing the expected discount range per category code. As a recap, please see below:

- Apparel – 5% to 43% or more
- Drinkware – 12% to 31% or more
- Bags & Totes – 15% to 48% or more
- Awards & Plaques – 10% to 42% or more
- Writing Instruments – 15% to 51% or more
- Stationary – 12% to 48% or more
- Health & Fitness – 10% to 45% or more
- Technology – 13% to 35% or more

Consolidus has established contracted shipping rates through UPS that prioritize best value for our customers, taking into account the overall shipping volume that Consolidus handles on behalf of all our clients. We continue to work towards optimizing shipping options and costs, seeking to provide the most cost-effective solutions for GMU and our customers. Shipping is not a profit generator for Consolidus. Additionally, there is zero cost in the creation and maintenance of a custom ordering portal that we refer to as SmartSites.

2. Can you explain how Mason will be able to see the actual discount be applied, i.e., discount listed on invoice with list pricing and invoice cost?

Consolidus offers several different ways to identify discounts applied.

1. We audit our pricing on a quarterly basis to make sure that we are operating within the range identified above in Pricing Methodology/Detailed Pricing. We're able to pull procurement reports based on an agreed upon cadence between GMU Procurement and Consolidus Finance Department.
2. The Procurement Report run by our Finance Department identifies the following:
 - Category Item
 - Quantity
 - Unit Price
 - Setup (if any)
 - Royalties
 - Total Cost

- Shipping
- Unit MSRP
- Percentage Savings
- Total Savings

CLC_Category	CLC_Subcategory	Quantity	UnitPrice	Setup	Royalties	TotalCost	Shipping	UnitMSRP	PercentSavings	TotalSavings
Mens/Unisex Performance Apparel	Men's/Unisex Performance Golf/Polo Shirts	8	\$ 28.79	\$ 114.00	\$ 20.66	\$ 344.32	\$ 51.60	\$ 35.93	13%	\$ 57.12
Mens/Unisex Performance Apparel	Men's/Unisex Performance Golf/Polo Shirts	15	\$ 28.79		\$ 32.75	\$ 545.85	\$ -	\$ 35.93	16%	\$ 158.70
Mens/Unisex Performance Apparel	Men's/Unisex Performance Golf/Polo Shirts	9	\$ 28.79		\$ 22.39	\$ 373.11	\$ -	\$ 35.93	15%	\$ 115.86
Mens/Unisex Performance Apparel	Men's/Unisex Performance Golf/Polo Shirts	8	\$ 28.79		\$ 20.66	\$ 344.32	\$ -	\$ 35.93	14%	\$ 108.72
Men's/Unisex T-Shirts	Men's/Unisex T-shirts (short sleeve - cotton)	25	\$ 16.91	\$ 25.00	\$ 26.87	\$ 447.75	\$ 59.88	\$ 19.73	12%	\$ 70.50
Men's/Unisex T-Shirts	Men's/Unisex T-shirts (short sleeve - cotton)	25	\$ 16.91		\$ 26.87	\$ 447.75	\$ -	\$ 19.73	14%	\$ 130.38
Men's/Unisex T-Shirts	Men's/Unisex T-shirts (short sleeve - cotton)	50	\$ 16.91		\$ 52.23	\$ 870.50	\$ -	\$ 19.73	14%	\$ 200.88
Men's/Unisex T-Shirts	Men's/Unisex T-shirts (short sleeve - cotton)	50	\$ 16.91		\$ 52.23	\$ 870.50	\$ -	\$ 19.73	14%	\$ 200.88
Men's/Unisex Outerwear	Men's/Unisex Jackets	1	\$ 31.87	\$ 57.00	\$ 5.33	\$ 88.87	\$ 11.98	\$ 46.86	13%	\$ 14.99
Men's/Unisex Outerwear	Men's/Unisex Jackets	3	\$ 44.93	\$ 57.00	\$ 11.51	\$ 191.79	\$ 15.17	\$ 57.86	16%	\$ 38.79
Men's/Unisex Outerwear	Men's/Unisex Jackets	1	\$ 44.93		\$ 6.12	\$ 101.93	\$ -	\$ 57.86	11%	\$ 28.10
Men's/Unisex Outerwear	Men's/Unisex Jackets	1	\$ 44.93		\$ 6.12	\$ 101.93	\$ -	\$ 57.86	11%	\$ 28.10
Men's/Unisex Outerwear	Men's/Unisex Jackets	1	\$ 44.93		\$ 6.12	\$ 101.93	\$ -	\$ 57.86	11%	\$ 28.10
Women's T-Shirts	Women's T-shirts (short sleeve - cotton)	1	\$ 9.63	\$ -	\$ 0.58	\$ 9.63	\$ 46.83	\$ 11.81	4%	\$ 2.18
Women's T-Shirts	Women's T-shirts (short sleeve - cotton)	1	\$ 9.63		\$ 0.58	\$ 9.63	\$ -	\$ 11.81	18%	\$ 49.01
Women's T-Shirts	Women's T-shirts (short sleeve - cotton)	10	\$ 9.63		\$ 5.78	\$ 96.30	\$ -	\$ 11.81	18%	\$ 68.63
Women's T-Shirts	Women's T-shirts (short sleeve - cotton)	10	\$ 9.63		\$ 5.78	\$ 96.30	\$ -	\$ 11.81	18%	\$ 68.63
Women's T-Shirts	Women's T-shirts (short sleeve - cotton)	8	\$ 9.63		\$ 4.62	\$ 77.04	\$ -	\$ 11.81	18%	\$ 64.27
Women's T-Shirts	Women's T-shirts (short sleeve - cotton)	8	\$ 9.63		\$ 4.62	\$ 77.04	\$ -	\$ 11.81	18%	\$ 64.27
Women's T-Shirts	Women's T-shirts (short sleeve - cotton)	14	\$ 9.63		\$ 8.09	\$ 134.82	\$ -	\$ 11.81	18%	\$ 77.35
Women's T-Shirts	Women's T-shirts (short sleeve - cotton)	14	\$ 9.63		\$ 8.09	\$ 134.82	\$ -	\$ 11.81	18%	\$ 77.35

3. Consolidus conducts Quarterly Business Reviews (QBR's) to identify how GMU's spend is operating. Within the QBR you'll find detailed information such as:
- Review of Spend/Demand
 - Monthly breakdown of spend
 - Top Buyers/Departments and Best Sellers (Products Category)
 - Category Breakdown
 - Products ordered per category
 - Money spent per category
 - Sustainability
 - Tier II Reporting
 - Other identified categories based upon GMU's needs
 - Discount Summary
 - % of Savings Off of MSRP, Per category
 - \$ of Savings overall and per category
 - Total Spent/Total Savings
 - Total Average Savings across all categories
 - Continuous Improvement
 - Key Performance Indicators (KPI) Review/Service Level Agreement
 - Surveys
 - Incident Reporting
 - Business Update
 - GMU's support and engagement
 - Challenges/Risks/Opportunities

We here at Consolidus believe that this level of reporting only strengthens the relationship amongst GMU's stakeholders while receiving feedback that allows us to be a better company in support of GMU's goals.

4. Mason would be interested in having a tiered rebate incentive implemented, so for different tiers of sales, we would be interested in receiving a rebate. Please indicate your willingness and rebate percentage below for the following tiers.

Sales Volume

Rebate

\$0-50,000

\$50,001 – \$100,000

\$100,001- \$200,000

\$200,001 and over

We believe that our value offering is such that GMU will receive the best overall value available. From a dedicated Program Manager, Dedicated Graphic Designer, Order Processing Team to a Finance Team dedicated to full transparency on behalf of GMU that you'll see immediate benefits in your purchasing experience. Additionally, having the ability to consolidate GMU's spend provides for greater volume discounting and savings.

Our rebate schedule across all programs starts at \$500,00.00 w/ .5% increase with each additional \$500,000.00 in spend. We'd be willing to revisit this based upon expected spend trends at GMU.

Thank you for your consideration.



Todd Fitzwater

Corporate Sales Manger



Purchasing Department
4400 University Drive, Mailstop 3C5
Fairfax, VA 22030
Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>



REQUEST FOR PROPOSALS GMU-1857-23

ISSUE DATE: April 21, 2023

TITLE: Promotional Items, Screen Printing and Embroidery

PRIMARY PROCUREMENT OFFICER: Sara Siddall, Strategic Sourcing Manager

SECONDARY PROCUREMENT OFFICER: James F. Russell, Director

QUESTIONS/INQUIRIES: Submit all inquiries through [Mason's Bonfire Portal](#), no later than 4:00 PM Eastern Time (ET) on May 12, 2023. **All questions must be submitted through Mason's Bonfire portal.** For assistance with technical questions related to Bonfire, contact Support@GoBonfire.com or visit Bonfire's help forum at <https://vendorsupport.gobonfire.com/hc/en-us>. Responses to questions will be posted to Mason's Bonfire portal and on the [Mason Purchasing Website](#) by 5:00 PM ET on May 16, 2023

PROPOSAL DUE DATE AND TIME: June 1, 2023 @ 2:00 PM ET. ATTENTION: PROPOSALS WILL NOT BE ACCEPTED VIA EMAIL, MAIL OR IN PERSON. **SEE SECTION XV FOR DETAILS ON ELECTRONIC PROPOSAL SUBMISSION.**

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/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiations.

Name and Address of Firm:

Legal Name: _____	Date: _____
DBA: _____	
Address: _____	By: _____
_____	Signature
FEI/FIN No. _____	Name: _____
Fax No. _____	Title: _____
Email: _____	Telephone No. _____

SWaM Certified: Yes: _____ No: _____ (See Section VII. SWaM CERTIFICATION for complete details).

SWaM Certification Number: _____

This public body does not discriminate against faith-based organizations in accordance with the *Governing Rules*, § 36 or against a Bidder/Offeror because of race, religion, color, sex, national origin, age, disability, or any other prohibited by state law relating to discrimination in employment.

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I. PURPOSE:

The purpose of this Request for Proposal (RFP) is to solicit proposals to establish contracts through competitive negotiations with multiple qualified vendors to provide promotional items, screen printing and embroidery services for George Mason University. George Mason University (herein after referred to as “Mason,” or “University”) is an educational institution and agency of the Commonwealth of Virginia.

Note: Promotional items shall include, but not be limited to, t-shirts and other apparel.

II. PURCHASING MANUAL/GOVERNING RULES:

This solicitation and any resulting contract shall be subject to the provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendor's, and any revisions thereto, and the Governing Rules, which are hereby incorporated into this contract in their entirety. A copy of both documents is available for review at: <https://vascupp.org>

III. COMMUNICATION:

Communications regarding the Request For Proposals shall be formal from the date of issuance until a contract has been awarded. Unless otherwise instructed offerors are to communicate with only the Procurement Officers listed on the cover page. Offerors are not to communicate with any other employees of Mason.

IV. FINAL CONTRACT:

ATTACHMENT B to this solicitation is Mason's standard two-party contract. It is the intent of this solicitation to base the final contractual documents off of Mason's standard two-party contract and Mason's General Terms and Conditions. Any exceptions to our standard contract and General Terms and Conditions should be denoted in your RFP response. Other documents may be incorporated into the final contract, either by way of attachment or by reference, but in all cases this contract document and Mason's General Terms and Conditions shall jointly take precedence over all other documents and will govern the terms and conditions of the contract.

As a public institution of higher education in Virginia Mason cannot agree to any of the following terms in any documents:

- A. An express or implied waiver of sovereign immunity.
- B. An agreement to indemnify, defend or hold harmless any entity.
- C. An agreement to maintain insurance.
- D. An agreement providing for binding arbitration.
- E. An agreement providing for the payment of attorneys' fees, costs of collection, or liquidated damages.
- F. Waiver of jury trial.
- G. Choice of law or venue other than the Commonwealth of Virginia.

Contracts will only be issued to the FEI/FIN Number and Firm listed on the signed cover page submitted in your RFP response. Joint proposals will not be accepted.

V. ADDITIONAL USERS:

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

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of the contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the contractor.

The University may require the Contractor provide semi-annual usage reports for all entities accessing the contract. The University 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 the University 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 the resulting contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

VI. **eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION:**

The eVA Internet electronic procurement solution, website portal www.eVA.virginia.gov, streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eProcurement solution by completing the free eVA Vendor Registration. All bidders or offerors agree to self-register in eVA and pay the Vendor Transaction Fees prior to being awarded a contract. Registration instructions and transaction fees may be viewed at: <https://eva.virginia.gov/>

VII. **SWaM CERTIFICATION:**

Vendor agrees to fully support the Commonwealth of Virginia and Mason's efforts related to SWaM goals. Upon contract execution, eligible vendors (as determined by Mason and the Virginia Department of Small Business and Supplier Diversity) shall submit all required documents necessary to achieve SWaM certification to the Department of Small Business and Supplier Diversity within 90 days. Vendors currently SWaM certified agree to maintain their certification for the duration of the contract and shall submit all required renewal documentation at least 30 days prior to existing SWaM expiration. <https://www.sbsd.virginia.gov/>

VIII. **SMALL BUSINESS SUBCONTRACTING PLAN:**

All potential offerors are required to fill out and submit Attachments A with their proposal.

Note: Invoices shall only be submitted to Mason by the entity awarded a contract. Subcontractors cannot submit invoices to Mason under any resulting contract.

IX. **PERIOD OF PERFORMANCE:**

Three (3) years from Start Date of contract with two (2) successive one-year renewal options (or as negotiated).

X. **BACKGROUND:**

George Mason University's short history is one of an enterprising and innovative pioneer, creating a major teaching and research university from a small, one-room schoolhouse in just 50 years. George Mason University is recognized as an innovative, entrepreneurial institution with global distinction in a range of academic fields. With strong undergraduate and graduate degree programs in engineering and information technology, dance, organizational psychology and health care, Mason students are routinely recognized with national and international scholarships. Enrollment is more than 39,000, with students studying in 198-degree programs at the undergraduate, masters, doctoral, and professional levels. Additionally, Mason has more than 250,000 living alumni with 68% residing in the Washington Metropolitan Area.

Mason has campuses in Fairfax, Arlington, and Prince William counties. In addition to these three campuses, George Mason University operates a site in Woodbridge, VA and has partnered with the Smithsonian Institution to create the Smithsonian-University School of Conservation in Front Royal, Virginia. Approximately 10,000 employees are distributed at these locations. Mason also offers programs online and at the Center for Innovative Technology in Herndon. Each location has a distinctive academic focus that plays a critical role in the economy of its region.

XI. **STATEMENT OF NEEDS:**

Mason requests vendors offer a wide variety of promotional items, apparel and embroidery services.

A. Contractor must meet the following minimum requirements.

1. Provide the link to your complete electronic catalog containing all available promotional items being offered. Include published price list or instructions on how to access published price list electronically.
2. Describe ability to customize electronic catalog for Mason.
3. Describe ability to provide a local sales representative for Mason.
4. It is a requirement of all vendors providing goods and/or merchandise bearing the trademarks/names or logos of George Mason University to register and become licensed and maintain a license through CLC (The Collegiate Licensing Company). Please note the registration and licensing fees are the sole responsibility of the vendor. The licensee requirements include, but may not be limited to, submitting all artwork electronically through the Brand Manager 360 platform for approval and maintaining

product liability insurance, Licensees are also required to report and pay royalties on product sold to Mason that will be resold or used for fundraising purposes. Additionally, licensees that hold a “Standard License” should expect to report and pay royalties on all sales. To “Get Licensed” visit clc.com. To be considered for orders that include Mason’s trademarks/names or logos, the vendor must first be licensed.

5. Vendors must be able to adhere to the brand standards of the University as shared on trademarks.gmu.edu.

B. Additional questions to address in your proposal;

1. Describe your experience in working with various departments at educational institutions similar to Mason. Include method for collaboration for individual orders.
2. Describe your plan for providing pre-production samples of promotional items with logo.
3. Describe your timeframe for providing adequate sample items, material, or color swatches.
4. Specify your typical turnaround time for delivery (standard, rush, etc.) of the promotional items being offered.
5. Describe your ability to provide semi-annual reports showing list prices and prices paid which will reflect the cost savings to Mason.
6. Describe your return policy and associated costs.
7. Describe your quality control process.
8. Describe any and all third-party socially and environmentally sustainable sourcing and manufacturing certifications maintained within your supply chain for product offerings (*i.e.*, [B Corp](#), Cradle to Cradle (C2C), [Fair Trade](#), [Global Organic Textile Standard](#) (GOTS), [Fair Labor](#), [WRAP](#) Certified, Sedex, Verite, Blue Angel, Green Screen, Yess, bluesign®, Better Cotton Initiative (BCI), OEKO-TEX® [STeP](#), 1% for the Planet, *etc.*). Explain any price differential. *i.e.*, any cost savings, increase cost, environmental impact, product circularity, percentage of goods that are certified, *etc.*.
9. Describe your ability to categorize and label sustainably certified products with their relevant certification logos, categorize identified products in special eco-/ green products page(s), and when possible, suggest a more eco- product versus a similar conventional product, as well as give preference to sustainable items in product searches. Eco- or green can be used but certified products should be identified as such, and the sustainable features should be described in product descriptions. Sustainable products shall be shown preference in product catalogs and eCommerce site(s) through filters, encouragement to buy better / go green, product placement, and other methods.
10. Describe single-use plastics and polystyrene foam used in packaging and shipping, and explain what percentage of your packaging and shipping supplies are a) reusable, b) made of higher percentage post-consumer recycled (PCR) content, and / or are c) third-party sustainability certified (*i.e.*, Forest Stewardship Council ([FSC](#)) certified). Explain efforts to reduce the use of single-use plastic and polystyrene foam in packaging and single-use plastic film wrap and polystyrene foam in shipping. Additionally, offerings for consolidation of deliveries to reduce packaging material used and to reduce carbon emissions from transport.

XII. **COST OF SERVICES:**

Complete Bid Table – Pricing Schedule.

- A. Apparel / Non-Apparel: These categories will include all items in their prospective category. This will be for screen printing. Vendors are to provide a percentage discount off current published list price (on line or print catalog).

- B. Embroidery: Vendors are to provide a cost per thousand stitches.
- C. Proposals shall include all related fees (if applicable) within the discount price of the items including but not limited to:
 - 1. Set-Up Fees
 - 2. Imprinting Fees
 - 3. Embroidery Fees
 - 4. Any Miscellaneous Fees
 - 5. Cost of Samples
 - 6. Art Assistance
- D. Freight/shipping charges should be inclusive in vendors pricing.
- E. Rush charges will apply on a per order basis and will be billed at contractor's actual cost.

XIII. **PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS:**

A. **GENERAL REQUIREMENTS:**

1. **RFP Response:**

In order to be considered, Offerors must submit a complete response to Mason's Purchasing Office prior to the due date and time stated in this RFP. Offerors are required to submit one (1) signed copy of the entire proposal including all attachments and proprietary information. If the proposal contains proprietary information, then submit two (2) proposals must be submitted; one (1) with proprietary information included and one (1) with proprietary information removed (see also Item 2d below for further details). The Offeror shall make no other distribution of the proposals.

At the conclusion of the RFP process proposals with proprietary information removed (redacted versions) shall be provided to requestors in accordance with Virginia's Freedom of Information Act. Offerors will not be notified of the release of this information.

ELECTRONIC PROPOSAL SUBMISSION: ATTENTION: PROPOSALS WILL NOT BE ACCEPTED VIA EMAIL, MAIL OR IN PERSON. Mason will only be accepting electronic proposal submissions via Bonfire for this Request For Proposals.

The following shall apply:

- a. You must register with Bonfire and submit your proposal, and it must be received prior to the submission deadline, by submitting through the online Bonfire portal at <https://gmu.bonfirehub.com>.
- b. The Offeror must ensure the proposals are uploaded and submitted through Bonfire sufficiently in advance of the proposal deadline. **Plan Ahead: It is the Offeror's responsibility to ensure that electronic proposal submissions have sufficient time to make its way through Bonfire's submission portal. Mason recommends you submit your proposal the day prior to the due date.**
- c. Submissions by other methods will not be accepted. Minimum system requirements: Microsoft Edge, Google Chrome, Safari, or Mozilla Firefox. JavaScript and browser cookies must be enabled.
- d. Respondents should contact Bonfire at support@gobonfire.com for technical questions related to submission or visit Bonfire's help forum at <https://vendorsupport.gobonfire.com/hc/en-us>
- e. Submission materials should be prepared in the file formats listed under Requested Information for this opportunity in the Bonfire Portal. The maximum upload file size is 1000 MB. Documents should not be embedded within uploaded files, as the embedded files will not be accessible or evaluated.
- f. All solicitation schedules are subject to change.

- g. Go to Bonfire and Mason's Purchasing website for all updates and schedule changes. <https://fiscal.gmu.edu/purchasing/do-business-with-mason/view-current-solicitation-opportunities/>

Proposal Presentation:

- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested must be submitted. Failure to submit all information requested may result in your proposal being scored low.
- b. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirement 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 corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter and repeat the text of the requirement as it appears in the RFP. 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 requirement of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material.
- d. A WORD version of this RFP will be provided upon request.
- e. Except as provided, once an award is announced, all proposals submitted in response to this RFP will be open to inspection by any citizen, or interested person, firm or corporation, in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by a firm prior to or as part of its proposal will not be subject to public disclosure under the Virginia Freedom of Information Act only under the following circumstances: (1) the appropriate information is clearly identified by some distinct method such as highlighting or underlining; (2) only the specific words, figures, or paragraphs that constitute trade secrets or proprietary information are identified; and (3) a summary page is supplied immediately following the proposal title page that includes (a) the information to be protected, (b) the section(s)/page number(s) where this information is found in the proposal, and (c) a statement why protection is necessary for each section listed. The firm must also provide a separate attachment of the proposal with the trade secrets and/or proprietary information redacted. *If all of these requirements are not met, then the firm's entire proposal will be available for public inspection.*
- f. **IMPORTANT: A firm may not request that its entire proposal be treated as a trade secret or proprietary information, nor may a firm request that its pricing/fees be treated as a trade secret or proprietary information, or otherwise be deemed confidential. If after given a reasonable time, the Offeror refuses to withdraw the aforementioned designation, the proposal will be rejected.**

2. Oral Presentation:

Offerors who submit a proposal in response to this RFP **may be** required to give an oral presentation/demonstration of their proposal/product to Mason. This will provide an opportunity for the Offeror to clarify or elaborate on their proposal. Performance during oral presentations may affect the final award decision. If required, oral presentations will be scheduled at the appropriate time.

Mason will expect that the person or persons who will be working on the project to make the presentation so experience of the Offeror's staff can be evaluated prior to making selection. Oral presentations are an option of Mason and may or may not be conducted; therefore, it is imperative all proposals should be complete.

B. SPECIFIC REQUIREMENTS:

Proposals should be as thorough and detailed as possible to allow Mason to properly evaluate the Offeror's capabilities and approach toward providing the required services. Offerors should submit the following items as a complete proposal.

1. Procedural information:

- a. Return signed cover page and all addenda, if any, signed and completed as required.

- b. Return Attachment A - Small Business Subcontracting Plan.
 - c. State your payment preference in your proposal response. (See section XVIII.)
2. Executive Summary:
Offerors must submit an executive summary at the beginning of the proposal response not exceed 2 pages.
3. Qualifications and Experience:
Describe your experience, qualifications and success in providing the services described in the Statement of Needs to include the following:
- a. Background and brief history of your company.
 - b. Names, qualifications and experience of personnel to be assigned to work with Mason.
 - c. No fewer than three (3) references that demonstrate the Offeror's qualifications, preferably from other comparable higher education institutions your company is/has provided services with and that are similar in size and scope to that which has been described herein. Include a contact name, contact title, phone number, and email for each reference and indicate the length of service.
4. Specific Plan (Methodology):
Explain your specific plans for providing the proposed services outlined in the Statement of Needs including:
- a. Your approach to providing the services described herein.
 - b. What, when and how services will be performed.
 - c. Educational sessions offered
5. Proposed Pricing:
Provide pricing as requested in Attachment C Pricing File.
6. In your proposal response please address the following:
- a. Are you and/or your subcontractor currently involved in litigation with any party?
 - b. Please list any investigation or action from any state, local, federal or other regulatory body (OSHA, IRS, DOL, etc.) related to your firm or any subcontractor in the last three years.
 - c. Please list all lawsuits that involved your firm or any subcontractor in the last three years.
 - d. In the past ten (10) years has your firm's name changed? If so please provide a reason for the change.

XIV. **INITIAL EVALUATION CRITERIA AND SUBSEQUENT AWARD:**

A. **INITIAL EVALUATION CRITERIA:**

Proposals shall be initially evaluated and ranked using the following criteria:

<u>Description of Criteria</u>	<u>Maximum Point Value</u>
1. Quality of products/services offered and suitability for the intended purpose	25
2. Qualifications and experiences of offeror in providing the goods/services, including references	20
3. Specific plans or methodology to be used to provide the Services to include educational sessions offered	25
4. Price Offered	20
5. Offeror is certified as a small, minority, or women-owned business (SWaM) with Virginia SBSD at the proposal due date & time.	10

Total Points Available:

100

B. AWARD:

Following the initial scoring by the evaluation committee, at least two or more top ranked offerors may be contacted for oral presentations/demonstrations or advanced directly to the negotiations stage. ***If oral presentations are conducted Mason will then determine, in its sole discretion, which offerors will advance to the negotiations phase.*** Negotiations shall then be conducted with each of 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, Mason shall select the offeror which, in its sole discretion has made the best proposal, and shall award the contract to that offeror. When the terms and conditions of multiple awards are so provided in the Request for Proposal, awards may be made to more than one offeror. Should Mason 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. Mason is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (*Governing Rules §49.D.*).

XV. CONTRACT ADMINISTRATION:

Upon award of the contract, Mason shall designate, in writing, the name of the Contract Administrator who shall work with the contractor in formulating mutually acceptable plans and standards for the operations of this service. The Contract Administrator shall use all powers under the contract to enforce its faithful performance. The Contract Administrator shall determine the amount, quality and acceptability of work and shall decide all other questions in connection with the work. All direction and order from Mason shall be transmitted through the Contract Administrator, or their designee(s) however, the Contract Administrator shall have no authority to approve changes which shall alter the concept or scope of the work or change the basis for compensation to the contractor.

XVI. PAYMENT TERMS / METHOD OF PAYMENT:

PLEASE NOTE: THE VENDOR MUST REFERENCE THE PURCHASE ORDER NUMBER ON ALL INVOICES SUBMITTED FOR PAYMENT.

Option #1- Payment to be mailed in 10 days-Mason will make payment to the vendor under 2%/10 Net 30 payment terms. Invoices should be submitted via email to the designated Accounts Payable email address which is acctpay@gmu.edu.

The 10-day payment period begins the first business day after receipt of proper invoice or receipt of goods, whichever occurs last. A paper check will be mailed on or before the 10th day.

Option #2- To be paid in 20 days. The vendor may opt to be paid through our Virtual Payables credit card program. The vendor shall submit an invoice and will be paid via credit card on the 20th day from receipt of a valid invoice. The vendor will incur standard credit card interchange fees through their processor. All invoices should be sent to:

George Mason University
Accounts Payable Department
4400 University Drive, Mailstop 3C1
Fairfax, VA 22030
Voice: 703.993.2580 | Fax: 703.993.2589
e-mail: AcctPay@gmu.edu

Option#3- Net 30 Payment Terms. Vendor will enroll in Paymode-X where all payments will be made electronically to the vendor's bank account. For additional information or to sign up for electronic payments, go to <http://www.paymode.com/gmu>. There is no charge to the vendor for enrolling in this service.

Please state your payment preference in your proposal response.

XVII. SOLICITATION TERMS AND CONDITIONS:

- A. **ANNOUNCEMENT OF AWARD:** Upon the award or the announcement of the decision to award a contract over \$200,000, as a result of this solicitation, Mason will publicly post such notice on the DGS/DPS eVA web site (<https://eva.virginia.gov/>) for a minimum of 10 days.
- B. **BEST AND FINAL OFFER (BAFO):** At the conclusion of negotiations, the offeror(s) may be asked to submit in writing, a best and final offer (BAFO). After the BAFO is submitted, no further negotiations shall be conducted with the offeror(s).

- C. CONFLICT OF INTEREST: By submitting a proposal the contractor warrants that he/she has fully complied with the Virginia Conflict of Interest Act; furthermore, certifying that he/she is not currently an employee of the Commonwealth of Virginia.
- D. DEBARMENT STATUS: By submitting a proposal, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- E. ETHICS IN PUBLIC CONTRACTING: By submitting a proposal, offerors certify that their proposal is made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- F. INCLEMENT WEATHER / SUSPENDED SCHEDULE: Proposal receipt deadline scheduled during a period of suspended state business operations, including school closing due to inclement weather or other unforeseen circumstance, will be rescheduled for processing at the appropriate times on the next regular business day. It is your responsibility to check Mason's website for closings. See the following website: www.gmu.edu
- G. LATE BIDS/PROPOSALS: To be considered for selection, proposals must be received by Mason by the designated date and hour. The official time used in the receipt of proposals is the "received" time on the Primary Procurement Officers email inbox. Proposals received after the due date and time has expired will not be accepted nor considered. Mason is not responsible for delays in the delivery of email. It is the responsibility of the offeror to ensure that their proposal reaches the Primary Procurement Officer's email inbox by the designated date and hour.
- H. MANDATORY USE OF MASON FORM AND TERMS AND CONDITIONS FOR IFBs AND RFPs:
1. (For Invitation For Bids): Failure to submit a bid on the official Mason form provided for that purpose shall be a cause for rejection of the bid. Modification of or additions to any portion of the Invitation for Bids may be cause for rejection of the bid; however, George Mason University reserves the right to decide, on a case-by-case basis, in its sole discretion, whether to reject such a bid as nonresponsive. As a precondition to its acceptance, George Mason University may, in its sole discretion, request that the bidder withdraw or modify nonresponsive portions of a bid which do not affect quality, quantity, price, or delivery. No modification of or addition to the provisions of the contract shall be effective unless reduced to writing and signed by the parties.
 2. (For Request For Proposals): Failure to submit a proposal on the official Mason form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, George Mason University reserves the right to decide, on a case-by-case basis, in its sole discretion, whether to reject such a proposal. NOTE: Each individual solicitation will contain specific instructions regarding what documents, or portions thereof, need to be submitted with the [bid] or [proposal].
- I. OBLIGATION OF OFFEROR: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that are not understood. Mason will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries must be in writing and submitted as instructed on page 1 of this solicitation. By submitting a proposal, the offeror covenants and agrees that they have satisfied themselves, from their own investigation of the conditions to be met, that they fully understand their obligation and that they will not make any claim for, or have right to cancellation or relief from the resulting contract because of any misunderstanding or lack of information.
- J. QUALIFICATIONS OF (BIDDERS/OFFERORS): George Mason University may make such reasonable investigations as deemed proper and necessary to determine the ability of the (bidder/offeror) to perform the services/furnish the goods and the (bidder/offeror) shall furnish to George Mason University all such information and data for this purpose as may be requested. George Mason University reserves the right to inspect (bidder's/offeror's) physical facilities prior to award to satisfy questions regarding the (bidder's/offeror's) capabilities. George Mason University further reserves the right to reject any (bid/proposal) if the evidence submitted by, or investigations of, such (bidder/offeror) fails to satisfy George Mason University that such (bidder/offeror) is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

- K. **RFP DEBRIEFING:** In accordance with §49 of the *Governing Rules* Mason is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. However, upon request we will provide a scoring/ranking summary and the award justification memo from the evaluation committee. Formal debriefings are generally not offered.
- L. **TESTING AND INSPECTION:** Mason reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- M. **USE OF BRAND NAMES:** Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict (bidders/offerors) to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The (bidder/offeror) is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable George Mason University to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the (bidder/offeror) clearly indicates in its (bid/proposal) that the product offered is an equal product, such (bid/proposal) will be considered to offer the brand name product referenced in the solicitation.

XVIII. **RFP SCHEDULE (Subject to Change):**

- Issue in eVA and Bonfire: 4/21/23
- Vendors submit questions by: 5/12/23 by 4:00 PM ET
- Post Question Responses: 5/16/23 by 5:00 PM ET
- Proposals Due: 6/1/23 @ 2:00 PM ET
- Proposals to Committee: 6/2/23
- Review and Score Proposals: 6/5/23 – 6/16/23
- Scores to Purchasing: 6/19/23
- Oral presentations (if necessary): TBD
- Negotiations/BAFO: Start week of 6/19/23
- Award: 7/01/23
- Contract Start Date: 7/18/23

ATTACHMENT A- SMALL BUSINESS SUBCONTRACTING PLAN
TO BE COMPLETED BY OFFEROR

Offerors must advise any portion of this contract that will be subcontracted. All potential offerors are required to include this document with their proposal in order to be considered responsive.

Small Business: "Small business (including micro)" means a business which holds a certification as such by the Virginia Department of Small Business and Supplier Diversity (DSBSD) on the due date and time for proposals. This shall also include DSBSD certified women- owned and minority-owned businesses and businesses with DSBSD service-disabled veteran owned status when they also hold a DSBSD certification as a small business on the proposal due date. Currently, DSBSD offers small business certification and micro business designation to firms that qualify.

Certification applications are available through DSBSD online at www.SBSD.virginia.gov (Customer Service).

Offeror Name: _____

Preparer Name: _____ **Date:** _____

Who will be doing the work: ☐ I plan to use subcontractors ☐ I plan to complete all work

Instructions

A. If you are certified by the DSBSD as a micro/small business, complete Section A of this form.

B. If the "I plan to use subcontractors" box is checked, complete Section B of this form. For the proposal to be considered and the offeror to be declared responsive, the offeror shall identify the portions of the contract that will be subcontracted to any subcontractor, to include DSBSD certified small business for the initial contract period in relation to the offeror's total price for the initial contract period in Section B.

Section A

If your firm is certified by the DSBSD provide your certification number and the date of certification.

Certification Number: _____ Certification Date: _____

Section B

If the "I plan to use subcontractors" box is checked, populate the requested information below, per subcontractor to show your firm's plans for utilization of any subcontractor, to include DSBSD-certified small businesses, in the performance of this contract for the initial contract period in relation to the offeror's total price for the initial contract period. Certified small businesses include but are not limited to DSBSD-certified women-owned and minority-owned businesses and businesses with DSBSD service-disabled veteran-owned status that have also received the DSBSD small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc. It is important to note that these proposed participations will be incorporated into the subsequent contract and will be a requirement of the contract. Failure to obtain the proposed participation dollar value or percentages may result in breach of the contract.

Plans for Utilization of Any subcontractor, to include DSBSD-Certified Small Businesses, for this Procurement

Subcontract #1

Company Name: _____ SBSD Cert #: _____
 Contact Name: _____ SBSD Certification: _____
 Contact Phone: _____ Contact Email: _____
 Value % or \$ (Initial Term): _____ Contact Address: _____
 Description of Work: _____

Subcontract #2

Company Name: _____ SBSD Cert #: _____
 Contact Name: _____ SBSD Certification: _____
 Contact Phone: _____ Contact Email: _____
 Value % or \$ (Initial Term): _____ Contact Address: _____
 Description of Work: _____

Subcontract #3

Company Name: _____ SBSB Cert #: _____
Contact Name: _____ SBSB Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____

Subcontract #4

Company Name: _____ SBSB Cert #: _____
Contact Name: _____ SBSB Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____

Subcontract #5

Company Name: _____ SBSB Cert #: _____
Contact Name: _____ SBSB Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____



Purchasing Department
 4400 University Drive, Mailstop 3C5
 Fairfax, VA 22030
 Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>

ATTACHMENT B –CONTRACT GMU-1857-23

Note: Other documents may be incorporated into this document, either by way of attachment or by reference, but in all cases this contract document shall take precedence over all other documents and will govern the terms and conditions of the contract.

This Contract entered on this ____ day of _____, 2023 (Effective Date) by _____ hereinafter called “Contractor” (located at _____) and George Mason University hereinafter called “Mason,” “University”.

- I. **WITNESSETH** that the Contractor and Mason, in consideration of the mutual covenants, promises and agreement herein contained, agree as follows:
- II. **SCOPE OF CONTRACT:** The Contractor shall provide _____ for the _____ of George Mason University as set forth in the Contract documents.
- III. **PERIOD OF CONTRACT:** One year from the Effective Date with four (4) successive one-year renewal options. (or as negotiated)
- IV. **PRICING AND ORDERING PROCEDURES:** Contractor’s pricing is based on a discount off list price for apparel and non-apparel, and embroidery stitch count. This discount is to stay the same for throughout the entire contract. A copy of the list price must be furnished via online catalog link whenever requested. Other pricing requirements are listed below:
 - A. Orders up to \$10,000.00: Departments may obtain one quote from the vendor of their choice; further competition is not required.
 - B. Orders exceeding \$10,000.00: Departments must contact a minimum of three (3) vendors from the approved vendors pool to obtain pricing. Orders will be issued to the lowest priced vendor.
 - C. This contract award does not guarantee any work.
- V. **CONTRACT ADMINISTRATION:** Sara Siddall, Strategic Sourcing Manager shall serve as Contract Administrator for this Contract and shall use all powers under the Contract to enforce its faithful performance. The Contract Administrator shall determine the amount, quality and acceptability of work and shall decide all other questions in connection with the work. All direction and order from Mason shall be transmitted through the Contract Administrator, however, the Contract Administrator shall have no authority to approve changes which shall alter the concept or scope or change the basis for compensation.
- VI. **METHOD OF PAYMENT:** As negotiated
- VII. **THE CONTRACT DOCUMENTS SHALL CONSIST OF (In order of precedence):**
 - A. This signed form;
 - B. Negotiation Responses dated XXXXX (incorporated herein by reference);
 - C. RFP No. GMU-1857-23, in its entirety (incorporated herein by reference);
 - D. Contractor’s proposal dated XXXXXX (incorporated herein by reference).
- VIII. **GOVERNING RULES:** This Contract is governed by the provisions of the Restructured Higher Education Financial and Administrative Operations Act, Chapter 10 (§ 23.1-1000 et seq.) of Title 23.1 of the Code of Virginia, and the “Governing Rules” and the *Purchasing Manual for Institutions of Higher Education and their Vendors*. Documents may be viewed at: <https://vascupp.org>.
- IX. **CONTRACT PARTICIPATION:** *As negotiated.* It is the intent of this Contract to allow for cooperative procurement.

Accordingly, any public body, public or private health or educational institutions, or affiliated corporations may access this Contract if authorized by the Contractor.

Participation in this Contract is strictly voluntary. If authorized by the Contractor, the contract will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor and shall fully and independently administer its use of the contract to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this Contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of the contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The University may request the Contractor provide semi-annual usage reports for all entities accessing the Contract. The University 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 the University 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 needed.

X. STANDARD TERMS AND CONDITIONS:

- A. APPLICABLE LAW AND CHOICE OF FORUM: This Contract shall be construed, governed, and interpreted pursuant to the laws of the Commonwealth of Virginia. All disputes arising under this Contract shall be brought before an appropriate court in the Commonwealth of Virginia.
- B. ANTI-DISCRIMINATION: By entering into this Contract, Contractor certifies to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §§ 9&10 of the *Governing Rules*. If Contractor is a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the Contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Governing Rules*, § 36).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

- 1. During the performance of this Contract, the Contractor agrees as follows:
 - a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
- 2. The Contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or Contractor.
- C. ANTITRUST: By entering into this Contract, the Contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter

acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under this Contract.

- D. ASSIGNMENT: Neither party will assign or otherwise transfer its rights or obligations under this Contract without both parties' prior written consent. Any attempted assignment, transfer, or delegation without such consent is void.
- E. AUDIT: The Contractor shall 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. Mason, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.
- F. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that Mason shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this Contract.
- G. AUTHORIZED SIGNATURES: The signatory for each Party certifies that he or she is an authorized agent to sign on behalf such Party.
- H. BACKGROUND CHECKS: Contractor's employees (including subcontractors) performing services on any Mason campus must have successfully completed a criminal background check prior to the start of their work assignment/service. As stated in [University Policy Number 2221 – Background Investigations](#), the criminal background investigation will normally include a review of the individual's records to include Social Security Number Search, Credit Report (if related to potential job duties), Criminal Records Search (any misdemeanor convictions and/or felony convictions are reported) in all states in which the employee has lived or worked over the past seven years, and the National Sex Offender Registry. In addition, the Global Watch list (maintained by the Office of Foreign Assets Control of The US Department of Treasury) should be reviewed. Signature on this Contract confirms your compliance with this requirement.
- I. CANCELLATION OF CONTRACT: Mason reserves the right to cancel this Contract, in part or in whole, without penalty, for any reason, upon 60 days written notice to the Contractor. Upon written notice of cancellation from Mason, Mason shall be fully released from any further obligation under the Contract and Contractor agrees to directly refund all payments, for services not already performed, to Mason, including any pre-paid deposits, within 14 days. 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.
- J. CHANGES TO THE CONTRACT: Changes can be made to this Contract in any of the following ways:
 - 1. The parties may agree in writing to modify the scope of this Contract.
 - 2. Mason may order changes within the general scope of Contract at any time by written notice to Contractor. Changes within the scope of this Contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. Contractor shall comply with the notice upon receipt. Contractor shall be compensated for any additional costs incurred as the result of such order and shall give Mason a credit for any savings. Said compensation shall be determined by one of the following methods:
 - a. By mutual agreement between the parties in writing; or
 - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Mason's right to audit Contractor's records and/or to determine the correct number of units independently; or
 - c. By ordering Contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the Contract. The same markup shall be used for determining a decrease in price as the result of savings realized. Contractor shall present Mason with all vouchers and records of expenses

incurred and savings realized. Mason shall have the right to audit the records of Contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to Mason within thirty (30) days from the date of receipt of the written order from Mason. If the Parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this Contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Contractors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this Contract shall excuse the Contractor from promptly complying with the changes ordered by Mason or with the performance of the contract generally.

- K. CLAIMS: Contractual claims, whether for money or other relief, shall be submitted in writing no later than 60 days after final payment. However, written notice of the Contractor's intention to file a claim shall be given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.
1. The firm must submit written claim to:
Chief Procurement Officer
George Mason University
4400 University Drive, MSN 3C5
Fairfax, VA 22030
 2. The firm must submit any unresolved claim in writing no later than 60 days after final payment to the Chief Procurement Officer.
 3. Upon receiving the written claim, the Chief Procurement Officer will review the written materials relating to the claim and will mail his or her decision to the firm within 60 days after receipt of the claim.
 4. The firm may appeal the Chief Procurement Officer's decision in accordance with § 55 of the *Governing Rules*.
- L. COLLECTION AND ATTORNEY'S FEES: The Contractor shall pay to Mason any reasonable attorney's fees or collection fees, at the maximum allowable rate permitted under Virginia law, incurred in enforcing this Contract or pursuing and collecting past-due amounts under this Contract.
- M. COMPLIANCE: All goods and services provided to Mason shall be done so in accordance with any and all applicable local, state, federal, and international laws, regulations and/or requirements and any industry standards, including but not limited to: the Family Educational Rights and Privacy Act (FERPA), Health Insurance Portability and Accountability Act (HIPAA) and Health Information Technology for Economic and Clinical Health Act (HITECH), Government Data Collection and Dissemination Practices Act, Gramm-Leach-Bliley Financial Modernization Act (GLB), Payment Card Industry Data Security Standards (PCI-DSS), Americans with Disabilities Act (ADA), and Federal Export Administration Regulations. Any Contractor personnel visiting Mason facilities will comply with all applicable Mason policies regarding access to, use of, and conduct within such facilities. Mason's policies can be found at <https://universitypolicy.gmu.edu/all-policies/> and any facility specific policies can be obtained from the facility manager.
- N. CONFIDENTIALITY OF PERSONALLY IDENTIFIABLE INFORMATION: The Contractor shall ensure that personally identifiable information ("PII") which is defined as any information that by itself or when combined with other information can be connected to a specific person and may include but is not limited to personal identifiers such as name, address, phone, date of birth, Social Security number, student or personal identification numbers, driver's license numbers, state or federal identification numbers, biometric information, religious or political affiliation, non-directory information, and any other information protected by state or federal privacy laws, will be collected and held confidential and in accordance with this Contract, during and following the term of this Contract, and will not be divulged without the individual's and Mason's written consent and only in accordance with federal law or the Code of Virginia.

- O. **CONFLICT OF INTEREST:** Contractor represents to Mason that its entering into this Contract with Mason and its performance through its agents, officers and employees does not and will not involve, contribute to nor create a conflict of interest prohibited by Virginia State and Local Government Conflict of Interests Act (Va. Code 2.2-3100 *et seq*), the Virginia Ethics in Public Contracting Act (§57 of the *Governing Rules*), the Virginia Governmental Frauds Act (Va. Code 18.2 – 498.1 *et seq*) or any other applicable law or regulation.
- P. **CONTINUITY OF SERVICES:**
1. The Contractor recognizes that the services under this Contract are vital to Mason and must be continued without interruption and that, upon Contract expiration, a successor, either Mason or another contractor, may continue them. The Contractor agrees:
 - a. To exercise its best efforts and cooperation to affect an orderly and efficient transition to a successor;
 - b. To make all Mason owned facilities, equipment, and data available to any successor at an appropriate time prior to the expiration of the Contract to facilitate transition to successor; and
 - c. That the University Procurement Officer shall have final authority to resolve disputes related to the transition of the Contract from the Contractor to its successor.
 2. The Contractor shall, upon written notice from the Procurement Officer, furnish phase-in/phase-out services for up to ninety (90) days after this Contract expires and shall negotiate in good faith a plan with the successor to execute the phase-in/phase-out services. This plan shall be subject to the Procurement Officer's approval.
 3. The Contractor shall be reimbursed for all reasonable, pre-approved phase-in/phase-out costs (i.e., costs incurred within the agreed period after Contract expiration that result from phase-in, phase-out operations). All phase-in/phase-out work fees must be approved by the Procurement Officer in writing prior to commencement of said work.
- Q. **DEBARMENT STATUS:** As of the Effective Date, the Contractor certifies that it is not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of services covered by this Contract, nor is the Contractor an agent of any person or entity that is currently so debarred.
- R. **DEFAULT:** In the case of failure to deliver goods or services in accordance with this Contract, Mason, after due oral or written notice, may procure them from other sources and hold Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which Mason may have.
- S. **DRUG-FREE WORKPLACE:** Contractor has, and shall have in place during the performance of this Contract, a drug-free workplace policy (DFWP), which it provides in writing to all its employees, vendors, and subcontractors, and which specifically prohibits the following on company premises, during work-related activities, or while conducting company business: the sale, purchase, manufacture, dispensation, distribution possession, or use of any illegal drug under federal law (including marijuana). For purposes of this section, "drug-free workplace" covers all sites at which work is done by Contractor in connection with this Contract.
- T. **ENTIRE CONTRACT:** This Contract constitutes the entire understanding of the Parties with respect to the subject matter herein and supersedes all prior oral or written contracts with respect to the subject matter herein. This Contract can be modified or amended only by a writing signed by all of the Parties.
- U. **EXPORT CONTROL:**
1. **Munitions Items:** If the Contractor is providing any items, data or services under this order that are controlled by the Department of State, Directorate of Defense Trade Controls, International Traffic in Arms Regulations ("ITAR"), or any items, technology or software controlled under the "600 series" classifications of the Bureau of Industry and Security's Commerce Control List ("CCL") (collectively, "Munitions Items"), prior to delivery, Contractor must:
 - A. notify Mason (by sending an email to export@gmu.edu), and
 - B. receive written authorization for shipment from Mason's Director of Export Controls.

The notification provided by the Contractor must include the name of the Mason point of contact, identify and describe each ITAR or CCL-controlled commodity, provide the associated U.S. Munitions List (USML) category number(s) or Export Control Classification Number, and indicate whether or not the determination was reached as a result of a commodity jurisdiction determination, or self-classification process. The Contractor promises that if it fails to obtain the required written pre-authorization approval for shipment to Mason of any Munitions Item, it will reimburse Mason for any fines, legal costs and other fees imposed for any violation of export controls regarding the Munition Item that are reasonably related to the Contractor's failure to provide notice or obtain Mason's written pre-authorization.

2. **Dual-Use Items:** If the Contractor is providing any dual-use items, technology or software under this order that are listed on the CCL in a series other than a "600 series", Contractor must (i) include the Export Control Classification Number (ECCN) on the packing or other transmittal documentation traveling with the item(s) and, (ii) send a description of the item, its ECCN, and the name of the Mason point of contact to: export@gmue.edu.
- V. **FORCE MAJEURE:** Mason shall be excused from any and all liability for failure or delay in performance of any obligation under this Contract resulting from any cause not within the reasonable control of Mason, which includes but is not limited to acts of God, fire, flood, explosion, earthquake, or other natural forces, war, civil unrest, accident, any strike or labor disturbance, travel restrictions, acts of government, disease, pandemic, or contagion, whether such cause is similar or dissimilar to any of the foregoing. Upon written notification from Mason that such cause has occurred, Contractor agrees to directly refund all payments to Mason, for services not yet performed, including any pre-paid deposits within 14 days.
 - W. **FUTURE GOODS AND SERVICES:** Mason reserves the right to have Contractor provide additional goods and/or services that may be required by Mason during the term of this Contract. Any such goods and/or services will be provided by the Contractor under the same pricing, terms and conditions of this Contract. Such additional goods and/or services may include other products, components, accessories, subsystems or related services that are newly introduced during the term of the Contract. Such newly introduced additional goods and/or services will be provided to Mason at Favored Customer pricing, terms and conditions.
 - X. **IMMIGRATION REFORM AND CONTROL ACT OF 1986:** By entering into this Contract Contractor certifies that they do not and will not during the performance of this Contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.
 - Y. **INDEMNIFICATION:** Contractor agrees to indemnify, defend and hold harmless Mason, the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the Contractor/any services of any kind or nature furnished by the Contractor, provided that such liability is not attributable to the sole negligence of Mason or to the failure of Mason to use the materials, goods, or equipment in the manner already and permanently described by the Contractor on the materials, goods or equipment delivered.
 - Z. **INDEPENDENT CONTRACTOR:** The Contractor is not an employee of Mason, but is engaged as an independent contractor. The Contractor shall indemnify and hold harmless the Commonwealth of Virginia, Mason, and its employees and agents, with respect to all withholding, Social Security, unemployment compensation and all other taxes or amounts of any kind relating to the Contractor's performance of this Contract. Nothing in this Contract shall be construed as authority for the Contractor to make commitments which will bind Mason or to otherwise act on behalf of Mason, except as Mason may expressly authorize in writing.
 - AA. **INFORMATION TECHNOLOGY ACCESS ACT:** Computer and network security is of paramount concern at Mason. Mason wants to ensure that computer/network hardware and software does not compromise the security of its IT environment. Contractor agrees to use commercially reasonable measures in connection with any offering your company makes to avoid any known threat to the security of the IT environment at Mason.

All e-learning and information technology developed, purchased, upgraded or renewed by or for the use of Mason shall comply with all applicable University policies, Federal and State laws and regulations including but not limited to Section 508 of the Rehabilitation Act (29 U.S.C. 794d), the Information Technology Access Act, §§2.2-3500 through 2.2-3504 of the Code of Virginia, as amended, and all other regulations promulgated under Title II of The Americans with Disabilities Act which are applicable to all benefits, services, programs,

and activities provided by or on behalf of the University. The Contractor shall also comply with the Web Content Accessibility Guidelines (WCAG) 2.0. For more information, please visit <http://ati.gmu.edu>, under Policies and Procedures.

BB. **INSURANCE:** The Contractor shall maintain all insurance necessary with respect to the services provided to Mason. The Contractor further certifies that they will maintain the insurance coverage during the entire term of the Contract and that all insurance is to be placed with insurers with a current reasonable A.M. Best's rating authorized to sell insurance in the Commonwealth of Virginia by the Virginia State Corporation Commission. The Commonwealth of Virginia and Mason shall be named as an additional insured. By requiring such minimum insurance, Mason shall not be deemed or construed to have assessed the risk that may be applicable to the Contractor. The Contractor shall assess its own risks and, if it deems appropriate and/or prudent, maintain higher limits and/or broader coverage. The Contractor is not relieved of any liability or other obligations assumed or pursuant to this Contract by reason of its failure to obtain or maintain insurance in sufficient amounts, duration, or types.

1. Commercial General Liability Insurance in an amount not less than \$1,000,000 per occurrence for bodily injury or property damage, personal injury and advertising injury, products and completed operations coverage;
2. Workers Compensation Insurance in an amount not less than that prescribed by statutory limits; and, as applicable;
3. Commercial Automobile Liability Insurance applicable to bodily injury and property damage, covering owned, non-owned, leased, and hired vehicles in an amount not less than \$1,000,000 per occurrence; and
4. An umbrella/excess policy in an amount not less than five million dollars (\$5,000,000) to apply over and above Commercial General Liability, Employer's Liability, and Commercial Automobile Liability Insurance.

CC. **INTELLECTUAL PROPERTY:** Contractor warrants and represents that it will not violate or infringe any intellectual property right or any other personal or proprietary right and shall indemnify and hold harmless Mason against any claim of infringement of intellectual property rights which may arise under this Contract.

1. Unless expressly agreed to the contrary in writing, all goods, products, materials, documents, reports, writings, video images, photographs or papers of any nature including software or computer images prepared or provided by Contractor (or its subcontractors) for Mason will not be disclosed to any other person or entity without the written permission of Mason.
2. Work Made for Hire. Contractor warrants to Mason that Mason will own all rights, title and interest in any and all intellectual property rights created in the performance or otherwise arising from the Contract and will have full ownership and beneficial use thereof, free and clear of claims of any nature by any third party including, without limitation, copyright or patent infringement claims. Contractor agrees to assign and hereby assigns all rights, title, and interest in any and all intellectual property created in the performance or otherwise arising from the Contract, and will execute any future assignments or other documents needed for Mason to document, register, or otherwise perfect such rights. Notwithstanding the foregoing, for research collaboration pursuant to subcontracts under sponsored research contracts administered by the University's Office of Sponsored Programs, intellectual property rights will be governed by the terms of the grant or contract to Mason to the extent such grant or contract requires intellectual property terms to apply to subcontractors.

DD. **NON-DISCRIMINATION:** All parties to this Contract agree to not discriminate on the basis of race, color, religion, national origin, sex, pregnancy, childbirth or related medical conditions, age (except where sex or age is a bona fide occupational qualification, marital status or disability).

EE. **PAYMENT TO SUBCONTRACTORS:** The Contractor shall take the following actions upon receiving payment from Mason: (1) pay the subcontractor within seven days for the proportionate share of the total payment received from Mason attributable to the work performed by the subcontractor under that Contract; or (2) notify Mason and subcontractor within seven days, in writing, of its intention to withhold all or a part of the subcontractor's payment with the reason for nonpayment. b. If an individual contractor, provide social security number in order to receive payment. c. If a proprietorship, partnership or corporation provide Federal employer

identification number. d. Pay interest to subcontractors on all amounts owed by the Contractor that remain unpaid after seven days following receipt by the Contractor of payment from the Institution for work performed by the subcontractor under that Contract, except for amounts withheld as allowed by prior notification. e. Accrue interest at no more than the rate of one percent per month. f. Include in each of its subcontracts a provision requiring each subcontractor to include or otherwise be subject to the same payment and interest requirements with respect to each lower-tier subcontractor.

- FF. **PUBLICITY**: The Contractor shall not use, in its external advertising, marketing programs or promotional efforts, any data, pictures, trademarks or other representation of Mason except on the specific written authorization in advance by Mason's designated representative.
- GG. **REMEDIES**: If the Contractor breaches this Contract, in addition to any other rights or remedies, Mason may terminate this Contract without prior notice.
- HH. **RENEWAL OF CONTRACT**: This Contract may be renewed by for two (2) successive one-year renewal options under the terms and conditions of this Contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the University's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the University elects to exercise the option to renew the Contract for an additional one-year period, the Contract price(s) for the additional one year shall not exceed the Contract price(s) of the original Contract increased/decreased by more than the percentage increase/decrease of the "other goods and services" category of the CPI-U section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available or 2%, whichever is lower.
 2. If during any subsequent renewal periods, the University elects to exercise the option to renew the Contract, the Contract price(s) for the subsequent renewal period shall not exceed the Contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the "other goods and services" category of the CPI-U section of the Consumer Price Index of the United States bureau of Labor Statistics for the latest twelve months for which statistics are available, or 2%, whichever is lower.
- II. **REPORTING OF CRIMES, ACCIDENTS, FIRES AND OTHER EMERGENCIES**: Any Mason Employee, including contracted service providers, who is not a staff member in Counseling and Psychological Services (CAPS) or a pastoral counselor, functioning within the scope of that recognition, is considered a "Campus Security Authority (CSA)." CSAs must promptly report all crimes and other emergencies occurring on or near property owned or controlled by Mason to the Department of Police & Public Safety or local police and fire authorities by dialing 9-1-1. At the request of a victim or survivor, identifying information may be excluded from a report (e.g., names, initials, contact information, etc.). Please visit the following website for more information and training: <http://police.gmu.edu/clery-act-reporting/campus-security-authority-csa/>."
- JJ. **RESPONSE TO LEGAL ORDERS, DEMANDS, OR REQUESTS FOR DATA**: Except as otherwise expressly prohibited by law, Contractor will: i) immediately notify Mason of any subpoenas, warrants, or other legal orders, demands or requests received by Contractor seeking University Data; ii) consult with Mason regarding its response; iii) cooperate with Mason's reasonable requests in connection with efforts by Mason to intervene and quash or modify the legal order, demand or request; and iv) upon Mason's request, provide Mason with a copy of its response.
- If Mason receives a subpoena, warrant, or other legal order, demand (including request pursuant to the Virginia Freedom of Information Act) or request seeking University Data maintained by Contractor, Mason will promptly provide a copy to Contractor. Contractor will promptly supply Mason with copies of data required for Mason to respond, and will cooperate with Mason's reasonable requests in connection with its response.
- KK. **SEVERABILITY**: Should any portion of this Contract be declared invalid or unenforceable for any reason, such portion is deemed severable from the Contract and the remainder of this Contract shall remain fully valid and enforceable.
- LL. **SOVEREIGN IMMUNITY**: Nothing in this Contract shall be deemed a waiver of the sovereign immunity of the Commonwealth of Virginia and of Mason.

- MM. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent from Mason. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish Mason 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 its subcontractor(s) and shall assure compliance with all requirements of this Contract. This paragraph applies to, but is not limited to, subcontractor(s) who process University Data.
- NN. SWaM CERTIFICATION: Contractor agrees to fully support the Commonwealth of Virginia and Mason's efforts related to SWaM goals. Upon contract execution, Contractor (as determined by Mason and the Virginia Department of Small Business and Supplier Diversity) shall submit all required documents necessary to achieve SWaM certification to the Department of Small Business and Supplier Diversity within 90 days. If Contractor is currently SWaM certified, Contractor agrees to maintain their certification for the duration of the Contract and shall submit all required renewal documentation at least 30 days prior to existing SWaM expiration at <https://www.sbsd.virginia.gov/>.
- PP. Sustainable Product Identification and Preference: To the extent practicable, Contractor agrees to categorize and label sustainably certified products with their relevant certification logos, categorize identified products in special eco-/ green products page(s), and when possible, suggest a more eco- product versus a similar conventional product, as well as give preference to sustainable items in product searches. Eco- or green can be used but certified products should be identified as such, and the sustainable features should be described in product descriptions. Sustainable products shall be shown preference in product catalogs and eCommerce site(s) through filters, encouragement to buy better / go green, product placement, and other methods.
- RR. UNIVERSITY DATA: University Data includes all Mason owned, controlled, or collected PII and any other information that is not intentionally made available by Mason on public websites, including but not limited to business, administrative and financial data, intellectual property, and patient, student and personnel data. Contractor agrees to the following regarding University Data it may collect or process as part of this Contract:
1. Contractor will use University Data only for the purpose of fulfilling its duties under the Contract and will not share such data with or disclose it to any third party without the prior written consent of Mason, except as required by the Contract or as otherwise required by law. University Data will only be processed by Contractor to the extent necessary to fulfill its responsibilities under the Contract or as otherwise directed by Mason.
 2. University Data, including any back-ups, will not be accessed, stored, or transferred outside the United States without prior written consent from Mason. Contractor will provide access to University Data only to its employees and subcontractors who need to access the data to fulfill Contractor's obligations under the Contract. Contractor will ensure that employees who perform work under the Contract have read, understood, and received appropriate instruction as to how to comply with the data protection provisions of the Contract and to maintain the confidentiality of the University Data.
 3. The parties agree that as between them, all rights including all intellectual property rights in and to University Data shall remain the exclusive property of Mason, and Contractor has a limited, nonexclusive license to use the University Data as provided in the Contract solely for the purpose of performing its obligations under the Contract. The Contract does not give a party any rights, implied or otherwise, to the other party's data, content, or intellectual property, except as expressly stated in the Contract.
 4. Contractor will take reasonable measures, including audit trails, to protect University Data against deterioration or degradation of data quality and authenticity. Contractor shall be responsible for ensuring that University Data, per the Virginia Public Records Act, is preserved, maintained, and accessible throughout their lifecycle, including converting and migrating electronic data as often as necessary so that information is not lost due to hardware, software, or media obsolescence or deterioration.
 5. Contractor shall notify Mason within three business days if it receives a request from an individual under any applicable law regarding PII about the individual, including but not limited to a request to view, access, delete, correct, or amend the information. Contractor shall not take any action regarding such a request except as directed by Mason.

6. If Contractor will have access to University Data that includes “education records” as defined under the Family Educational Rights and Privacy Act (FERPA), the Contractor acknowledges that for the purposes of the Contract it will be designated as a “school official” with “legitimate educational interests” in the University education records, as those terms have been defined under FERPA and its implementing regulations, and the Contractor agrees to abide by the limitations and requirements imposed on school officials. Contractor will use the education records only for the purpose of fulfilling its duties under the Contract for Mason’s and its end user’s benefit, and will not share such data with or disclose it to any third party except as provided for in the Contract, required by law, or authorized in writing by the University.
7. Mason may require that Mason and Contractor complete a Data Processing Addendum (“DPA”). If a DPA is completed, Contractor agrees that the information in the DPA is accurate. Contractor will only collect or process University Data that is identified in the DPA and will only handle that data (e.g., type of processing activities, storage, security, disclosure) as described in the DPA. If Contractor intends to do anything regarding University Data that is not reflected in the DPA, Contractor must request an amendment to the DPA and may not take the intended action until the amendment is approved and documented by Mason.

SS. UNIVERSITY DATA SECURITY: Data security is of paramount concern to Mason. Contractor will utilize, store and process University Data in a secure environment in accordance with commercial best practices, including appropriate administrative, physical, and technical safeguards, to secure such data from unauthorized access, disclosure, alteration, and use. Such measures will be no less protective than those used to secure Contractor’s own data of a similar type, and in no event less than reasonable in view of the type and nature of the data involved. At a minimum, Contractor shall use industry-standard and up-to-date security tools and technologies such as anti-virus protections and intrusion detection methods to protect University Data.

1. Immediately upon becoming aware of circumstances that could have resulted in unauthorized access to or disclosure or use of University Data, Contractor will notify Mason, fully investigate the incident, and cooperate fully with Mason’s investigation of and response to and remediation of the incident. Except as otherwise required by law, Contractor will not provide notice of the incident directly to individuals who’s PII was involved, regulatory agencies, or other entities, without prior written permission from Mason.
2. Mason reserves the right in its sole discretion to perform audits of Contractor, at Mason’s expense, to ensure compliance with all obligations regarding University Data. Contractor shall reasonably cooperate in the performance of such audits. Contractor will make available to Mason all information necessary to demonstrate compliance with its data processing obligations. Failure to adequately protect University Data or comply with the terms of this Contract with regard to University Data may be grounds to terminate this Contract.

TT. UNIVERSITY DATA UPON TERMINATION OR EXPIRATION: Upon termination or expiration of the Contract, Contractor will ensure that all University Data are securely returned or destroyed as directed by Mason in its sole discretion within 180 days of the request being made. Transfer to Mason or a third party designated by Mason shall occur within a reasonable period of time, and without significant interruption in service. Contractor shall ensure that such transfer/migration uses facilities and methods that are compatible with the relevant systems of Mason or its transferee, and to the extent technologically feasible, that Mason will have reasonable access to University Data during the transition. In the event that Mason requests destruction of its data, Contractor agrees to destroy all data in its possession and in the possession of any subcontractors or agents to which the Contractor might have transferred University Data. Contractor agrees to provide documentation of data destruction to the University.

Contractor will notify the University of any impending cessation of its business and any contingency plans. This includes immediate transfer of any previously escrowed assets and University Data and providing Mason access to Contractor’s facilities to remove and destroy Mason-owned assets and University Data. Contractor shall implement its exit plan and take all necessary actions to ensure a smooth transition of service with minimal disruption to Mason. Contractor will also provide a full inventory and configuration of servers, routers, other hardware, and software involved in service delivery along with supporting documentation, indicating which if any of these are owned by or dedicated to Mason. Contractor will work closely with its successor to ensure a successful transition to the new equipment, with minimal downtime and effect on Mason, all such work to be coordinated and performed in advance of the formal, final transition date.

- UU. UNIVERSITY REVIEW/APPROVAL: All goods, services, products, design, etc. produced by the Contractor for or on behalf of Mason are subject to Mason’s review and approval.
- VV. WAIVER: The failure of a party to enforce any provision in this Contract shall not be deemed to be a waiver of such right.

Contractor Name

George Mason University

Signature

Name: _____

Title: _____

Date: _____

Signature

Name: _____

Title: _____

Date: _____

George Mason University

REQUEST FOR PROPOSALS GMU-1857-23

PREPARED BY TODD FITZWATER

Todd Fitzwater, Corporate Sales Manager
Phone: (330) 510-4384
Email: todd.f@consolidus.com

Dear George Mason University
Attn: Sara Siddall,

Enclosed is our proposal, in response to George Mason University Request for Proposal: Promotional Branded Apparel and Gifts. It is our desire to be awarded the contract to become the promotional products and custom branded apparel provider to George Mason University. This proposal will provide an explanation of our systems and services as it relates to the specifications described within the Request for Proposal, as well as, to describe additional features and services that we feel make our technology, products, and services the best choice for George Mason University.

Consolidus is a branded merchandise management best practice company that utilizes technology, advanced management systems, and a high caliber team of professionals to assist and allow organizations to better manage the purchasing of custom promotional and branded products. Over 16 years ago, recognizing the growing role of the internet and the possibilities of technology, Consolidus began investing into and developing an internet-based solution that would allow organizations to consolidate (thus Consolidus) their promotional products spend while simultaneously offering a better customer experience and improved brand management. This includes the development of a full catalog punch-out in 3rd party procurement management systems.

As a contract vendor to the Inter-University Council of Ohio Purchasing Group (IUC-PG), for 9 years, the contract provider of promotional products to many of America's finest higher education institutions, and a business partner to the National Association of Education Procurement (NAEP), Consolidus has become a leader in the higher education market. In the past 16 years, we have designed and delivered over 30,000,000 custom imprinted branded products with a 99%+ customer satisfaction rating while working with 186 Higher Education Institutions throughout the United States with that number growing yearly.

A unique value we offer is our robust process management systems. Consolidus has invested in a suite of proprietary systems that provide world-class, innovative technology to our partners: SmartSites, SmartArt, OrderManage and RapidBuild. These systems are proven to manage high volumes of orders with greater efficiency and service. Our technology has been developed in-house (proprietary), allowing us to build custom solutions, features, and benefits specific to our customers' needs and requests.

Lastly, Consolidus has multiple solutions based on the need of the customer. One such solution is our Cooperative Contract. As of February 1, 2023, Consolidus has signed a contract with GovMVMt, a not-for profit GPO, with the University of North Florida being the lead agency. Consolidus was awarded the contract and we'd like to extend this contract to George Mason University should it make sense for the university and its stakeholders. The GovMVMt agreement comes with contracted pricing and a rebate schedule. The GovMVMt agreement can be viewed at <https://www.govmvmmt.org/contracts/>.

If you have any questions regarding the interpretation of this proposal, please feel free to contact me at the email address or phone numbers listed above. Thank you for the opportunity to present our company to you and your review team. We hope and look forward to working with your excellent institution and being a part of the exciting transformation that is taking place within your organization.

Sincerely,

A handwritten signature in black ink that reads "Todd Fitzwater". The script is cursive and fluid, with the first letters of each word being capitalized and prominent.

Todd Fitzwater, Corporate Sales Manager

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Qualifications

Consolidus LLC is a custom promotional products and branded apparel services and software company that was formed on September 25, 2006, with the sole focus of creating the promotional products industry's leading process management system. The Consolidus model lives at the intersection of technology and high-quality professional service to deliver to our customers the highest quality of service and value in the promotional products industry. As a result, Consolidus has experienced consistent growth every year since its inception. We grew 47% in 2020 during a year when the rest of the industry dropped 35%. Our revenue in 2021 revenue was \$9.8 million and \$14 million in 2022.

Scope of Services

We have designed and delivered over 30,000,000 custom imprinted branded products with a 99%+ customer satisfaction rating. In addition, we have maintained a 100% contract customer renewal rate. As organizations continue to look for ways to consolidate their purchasing, better manage their brand, and keep tight controls of their supply chain, the demand continues to grow.

Consolidus has clients from a variety of fields. Higher Education, Health Care, Non-Profit, Franchise, National Networks, and Military as in Army and Air Force ROTC make up our client list.

We are honored to have been recognized for our achievements. We have been named an Inc. 5000 Fastest Growing Private Companies for the last five years. We are currently within the top 3% of our industry for annual sales volume (according to the industry association PPAI). On multiple occasions, Consolidus has been named a Best Workplace in promotional products industry, according to industry association ASI. In addition, we have an A+ BBB Rating, an A+ Industry Credit Rating and have been named one of the Fastest Growing Inner-City Companies in the past 4 years (as seen in Fortune).

Consolidus is a business partner of the National Association of Education Procurement (NAEP). As part of our higher education specialization in procurement, Consolidus has made significant investments into building a proprietary integration e-procurement software platform that integrates into established platforms such as JAGGAER, Ariba, ESM, Unimarket, and Workday. Our system offers full punch-out and seamless integration. Our proprietary system also includes the ability to generate electronic purchase orders, electronic invoices, credit memos, and an edit/inspect feature, which allows for changes after exiting the catalog. As Consolidus continues to grow, we continue align with our customer's needs. Consolidus is constantly investing in our proprietary technology, allowing us to develop technological solutions specific to the needs of our customers.

Consolidus proposes to offer George Mason University our proven system and service that significantly reduces costs associated with the purchasing of custom promotional products and branded apparel while simultaneously improving the quality of service and brand management - ensuring that all products are meeting approved brand standards. Technology continues to change the way that business is being done.

30,000,000+ CUSTOM PRODUCTS DELIVERED		150+ YEARS INDUSTRY EXPERIENCE PROMOTIONAL PRODUCTS	
15+ YEARS IN BUSINESS FOUNDED IN 2006		A+ BBB RATING	A+ CREDIT RATING
 VOTED AMONGST THE BEST WORKPLACES IN OHIO <small>AS SEEN IN OHIO BUSINESS MAGAZINE</small>	99%+ CUSTOMER POSITIVE SATISFACTION	100% CONTRACT PROGRAM RETENTION	
TOP 10 FASTEST GROWING DISTRIBUTOR OUT OF 30,000 NATIONALLY		TOP 3% INDUSTRY SALES VOLUME OUT OF 30,000 NATIONALLY	
 FASTEST GROWING INNER CITY COMPANIES <small>AS SEEN IN FORTUNE</small>	 FASTEST GROWING PRIVATE COMPANIES <small>AS SEEN IN INC.</small>		
 BEST PLACES TO WORK PROMOTIONAL PRODUCTS INDUSTRY <small>AS SEEN IN COUNSELOR</small>	 SMART CULTURE AWARD HONOREE NORTHEAST OHIO <small>AS SEEN IN SMART BUSINESS</small>	 FASTEST GROWING NORTHEAST OHIO COMPANIES <small>AS SEEN IN CRAWFORD'S CLEVELAND BUSINESS</small>	

Consolidus Accreditations

Fair Labor Association (FLA) Affiliate ID: 3198

Promotional Products Association International: PPAI 435161

Advertising Specialty Institute: ASI 166966



Fair Labor Association Registration Certificate

This is to confirm that **Consolidus** is registered with the Fair Labor Association as a **Licensee affiliate** with expiration date on **12/31/2023**.

Organization Name: Consolidus

Address:
526 S Main St Ste 804
Akron, OH
44311-4404
US

Affiliate ID: 3198

Notes about Company Registration and Affiliation:

*Registration renewals are required annually in order for companies to remain active. FLA registration operates on a calendar year basis (i.e. January - December). A company's FLA status is dependent on fulfillment of additional procedural and program requirements beyond registration. For more information about the FLA licensee categories and obligations or a company's FLA status, please check the FLA website at www.fairlabor.org or contact the FLA directly.

Fair Labor Association 2033 K Street, NW Suite 400
Washington, D.C. 20006
Tel: 202-898-1000
www.fairlabor.org



FLA Accredited Suppliers

- SanMar Corp

QCA Accredited Suppliers

- | | |
|----------------------------------|----------------------------|
| • Alpha Broder | • Hit Promotional Products |
| • Fey Promotional Products Group | • Spector and Company |
| • American Ad Bags | • Chameleon Like |
| • Garyline** | • iclick |
| • Primeline | • Starline |
| • Bag Makers* | • Crown Products |
| • Gemline | • Journalbooks |
| • Seville Gear | • Sweda Company |
| • Gordon Sinclair* | • Cutter & Buck |
| • Snugz | • Leed's |
| • Bulletline | • Logomark |

*Certified WBNEC

**Sources Union Made Products

The above lists are fluid and will change over time, especially given the dissolution of the QCA.

Insurance

Consolidus has a Certificate of Liability Insurance:

Seibert Keck Insurance Partners

2950 West Market Street

Akron, OH 44333

Agent: Kaleigh Romano

800-229-5266

Coverage:

Type: Commercial General Liability: \$2M

Policy #: Z2WJ087081 Effective: 7/20/2022

Type Umbrella Liability: \$1M

Policy #: Z2WJ087081 Effective: 7/7/2022

Consolidus Leadership and Staff

****Please see following page**

MEET OUR LEADERSHIP TEAM



CORPORATE SALES

SUPPORT TEAM



Our staff outside Senior Leadership includes:

- 15 Account Manager/Customer Service Reps (our Program Managers)
- 9 Graphic Designers
- 4 Order Processing Specialists
- 3 Full-time Software Developers

George Mason University will have a dedicated Program Manager/s servicing the contract based upon total spend. Knowing the numbers among our staff, we've identified that each Program Manager has a \$3M capacity.

Account Management/Capacity:

Our approach and coverage amongst our clients are based upon our known capacity in each Consolidus business unit.

- Program Managers \$3M per
- Order Fulfillment Specialists \$8M per
- Graphic Designers \$4M
- Dedicated IT Manager and Process Development Team
- Bookkeeping/Billing Manager

Business Experience and References

Case Study, Rutgers University Purchasing Department

Consolidus contracted with Rutgers University in 2020. In addition to the usual pain points, our client was addressing the problem of maverick buyers, unauthorized suppliers, and unapproved orders. Due to these issues, they were at major risk of jeopardizing their licensing and royalty arrangements due to mismanagement.

At our first annual review, their Director of Purchasing had this to say:

"For too many years at our university, by far the \$12 million promotional products spend was the cost category in the most disarray. First, we had no idea how much we were spending. Second, we had way too many vendors and as a result, major issues with brand management and royalty collections. We have now cut the number of vendors down drastically and with the help of Consolidus, their streamlined order platform and JAGGAER integration, we anticipate saving over \$4 million annually. Our program with Consolidus has become the **golden standard** for all other cost categories."

Case Study, University of North Florida Purchasing Department

Consolidus responded to a nationally solicited RFP for the University of North Florida in the fall of 2022. The reason that the University of North Florida went to RFP was to reduce the number of vendors, reign in "rouge spend", and better manage their branding. Consolidus was awarded the contract which included language making the cooperative contract adoptable across all institutions of higher learning in the United States.

As we were implementing <https://www.unfpromos.com> Eric Dickey, Chief of Procurement, stated the following:

“Our committee was made up of employees from different departments across campus who had previously done business with the local vendors in our community for years. I was fearful that they would be biased because of their history with our local vendors. However, in our case, the committee was also looking at moving us forward into a time that does not revolve around a lot of paper pushing or electronic email approvals. Consolidus was eager to assist and help us build out the configuration to ease some of our problems areas across campus. In fact, they went the extra mile and were able to get rid of their click thru language that was on their registration page that our General Counsel’s office did not particularly care for.”

“The team at Consolidus is extremely knowledgeable of their products and what they can do. Also, from what I have seen so far, they are willing to jump in the trenches with you to learn your procedures and earn your business.”

Each of our clients listed below have dedicated SmartSites for promotional products and branded apparel. Each has been customized and tailored to their specific brand standards, verbiage, and curated product offering.

[Rutgers University](#)

Rebecca Boucher, Senior Director Communications and Marketing

Address: 613 George Street

New Brunswick, NJ 08901

Phone: 848-932-0577

Email: r.boucher@rutgers.edu

Contract Start Date: 2020

Total Contract Value: \$7.9M

[University of Akron](#)

Matt Schafer, Director, Marketing & Creative Services

Address: 185 East Mill Street

Akron, OH 44325

Phone: 330-972-7679

Email: schafem@uakron.edu

Contract Start Date: 2010

Total Contract Value: \$6.5M

[Wright State University](#)

Annette McCoy, Marketing Program Manager

Address: 3640 Colonel Glenn Hwy 210 Medical Sciences

Fairborn, OH 45435

Phone: 937-775-3324

Email- annette.mccoy@wright.edu

Contract Start Date: 2018
Total Contract Value: \$1.5M

Ocean County Community College

Valarie Morris, Office Manager & Special Events Coordinator

Address: College Drive

Toms River, NJ 08754

Phone: 732-255-0400 ext. 2380

Email- vmorris@ocean.edu

Contract Start Date: 2021

Total Contract Value: \$1.1M

University of North Florida

Eric Dickey, Chief Procurement Officer

Address: Hicks Hall Bldg. 53 Suite 2950

4892 First Coast Technology Pkwy

Jacksonville, FL 3224

Phone: 904-620-2730

Email- eric.dickey@unf.edu

Contract Start Date: 2023

Total Contract Value: 600K a year

Specific Plan

Consolidus has built a proprietary process management solution that encompasses four key areas: SmartSites, SmartArt, OrderManage, and GroupOrder. These four key areas address our experience in collaboration, brand management and design, order management, samples, returns and our quality control processes.

SmartSite

- For every contracted customer, Consolidus creates a customer-facing online catalog, through which we can collect orders. To our customers, we refer to these as custom ordering portals. Internally, we call these SmartSites. These categories are reviewed on a regular basis and audited internally to keep pricing aligned with the contract.
- Each SmartSite is designed uniquely for the customer, populated with relevant, custom products, identifies unique categories, and functionality tailored to our customer's needs. All categories are customizable based upon the preference of the customer
- Additionally, they allow for e-procurement system integration, content management, pricing structure application and will enable each Account Manager to confidently handle \$3 million dollars of revenue by capturing and advancing the order through our other systems. If in fact George Mason University's spend is more than \$3 million, an additional Program Manager will be identified to work in tandem with the other PM to best service, the account.

SmartArt

- Our SmartArt system streamlines the imprint approval process, ensuring that each order is produced in accordance with the imprint specifications at the time of order and within George Mason University's approved brand guidelines.
- Our free graphic design services provide prompt and professional design assistance, along with guaranteed brand and licensing compliance.
- George Mason University's SmartSite will have its own Logo Bank
 - Store, manage and make pre-approved George Mason University's logos
 - Logos are vetted to follow George Mason University's brand standards
 - Available to all buyers through the online ordering portal
 - Logos will be added only after approval by the Marketing Department
 - Individual users can create a User Logo Bank of frequently used logos to simply checkout
 - Buyers will be able to engage with designers to change product and logo colors that adhere to George Mason University's Brand Standards/Guidelines
 - Stored logos allow for quick reorders
 - Customized subcategories such as recyclable items, recycled content material, and recycled packaging
 - Our SmartSites are licensed through CLC among other licensing company's
- Please view see the following examples of Higher Education SmartSites:
 - Inter-University Council - Purchasing Group – <http://iucshop.com>
 - University of Akron - <http://theuashop.com>
 - University of Cincinnati - <http://consolidusshop.com>
 - Wright State University - <http://wrightstatepromos.com>
 - Ohio University - <http://ohiopromoshop.com>
 - Youngstown State University - <http://theysushop.com>
 - Cuyahoga Community College - <http://tri-cshop.com>
 - John Carroll University - <http://thejcushop.com>
 - University of North Florida - <https://www.unfpromos.com>
 - Tennessee Tech University - <https://www.tntechpromos.com>

Consolidus has both a Standard Artwork Approval Process and a Dual Artwork Approval Process. The latter is a result of our customers' needs in higher education to provide the Communications and Marketing Departments with the ability to validate the branding. Typically, after a certain period this requirement is dropped due to our due diligence in adhering to the institution's brand standards coupled with our Program Managers and Graphic Designers vetting of all orders.

OUR STANDARD ARTWORK APPROVAL PROCESS:

The **Consolidus Model** ensures that every order represents your brand with dignity. Our experienced team of graphic designers use your organization's brand standards to avoid improper usage.

Our **SmartArt** system provides ease and transparency throughout your order process.



OUR DUAL ARTWORK APPROVAL PROCESS:

An additional option through **SmartArt** safeguards the integrity of your brand even further. A member of your marketing department can receive artwork proofs after the original user has approved.

This allows the **Dual Approval** contact to double check artwork details before the order goes to production.



OrderManage

- Our OrderManage system allows our Order Processing Specialists to monitor delivery dates, see artwork approval status, payment status, ordering department, purchase order number, quantity, product descriptions and shipping status of all orders. This functionality is done in real-time
- George Mason University will have the ability to approve artwork easily with all orders being routed as needed through our OrderManage system.
- Once artwork is approved, an Order Processing Specialist uses the system to send the order to the designated supplier with the click of a button.
- This action alerts the designers (through SmartArt) to send the print-ready file to the decorator (or supplier's art department).
- Once production is completed, we receive tracking information, which is posted into OrderManage, and the customer is notified via email that their order has shipped.
- OrderManage allows one Order Processing Specialist to process millions of dollars' worth of orders per year. George Mason University's personnel can access the "My Account" section on the online catalog to view invoices, production status, proofs, payment status, and shipment status in real-time. Our OrderManage system sends an automated email when the package has shipped and

includes detailed tracking information. Order Manage goes one step further featuring an Order Tracker, allowing you to track your orders progress from start to delivery.

- Order Tracker w/ color confirmation
 - Art Proof Sent
 - All Approvals Received
 - In Production
 - Estimated Ship Date Scheduled
 - Shipped
 - Delivery Confirmation
- OrderManage provides the ability to handle any unforeseen issues and disputes handled through our Director of Production in conjunction with your Program Manager

GroupOrder

- There are numerous times throughout an organization when various departments with similar needs can combine their buying power either to meet a minimum quantity or to drive savings with a higher quantity than an individual department would need on its own.
- Our Group Order feature allows a customer to invite select contacts, specific department(s), or the entire organization to join them on a single order, to purchase one or more designated products. As the total units rise, unit costs decrease, resulting in significant cost savings.
- Group Orders allow for a single shipment or individual drop shipments, in addition to a single payment or separate payments.
- Group Order consolidates total spending, saves time, and simplifies the buyer experience. Consolidus is committed to a 100% fill ratio. If a product ordered is unavailable, on back order, or out of stock, an alternative product will be recommended or made available at a comparable or reduced cost. Due to service agreements with our suppliers, they will often offer an alternative, higher quality product at the same price.

In addition to reduced materials costs, Consolidus leverages the consolidated volume of your organization to In Process improve services offered by suppliers/manufactures including free samples, product quality guarantees, reduced minimum quantities, and reduced production/fulfillment times. In addition, our automated OrderManage technology streamlines and reduces our costs/time associated with supply chain management further reducing the buyer's cost and time.

If a product arrives damaged or as agreed upon in the proofing process, we will immediately address it, including issuing a call tag and credit for damaged goods and shipping charges. Damaged goods will be destroyed or donated (per customer request). We are committed to resolving every issue in a timely manner and to the customer's satisfaction.

Additionally, our delivery services products are produced on demand, delivery/fulfillment times will vary depending on manufacturer/supplier and will always be specified on each product page online, as well as during checkout. Orders can often be expedited at no additional charge, however, the pricing schedule submitted shows a \$50 dollar average. The goal is always to have no additional costs but at times there are exceptions to this rule and would be identified upfront through your Program Manager. During online checkout, the buyer can designate an "in-hands" date which may be sooner than standard

production times. Our staff is immediately alerted of the expedited request and can immediately facilitate the order, as necessary. If the supplier/manufacturer requires an additional fee to expedite the order, these costs will be communicated to the buyer for approval prior to production.

Consolidus works with hundreds of manufacturers and suppliers of promotional products and apparel located the United States. Shipping is automatically calculated on-line at the time of order. Shipping costs are based on normal UPS ground rates from place of origin to destination. As an alternative, during the time of ordering, the customer can enter in a shipping account number which will be used to ship the order on the designated account.

Most shipping is done directly from our supplier partners to George Mason University's 4 campuses and is typically shipped via UPS. In addition to detailed tracking, our OrderManage system contains a dashboard of all orders managed by our order fulfillment team. Orders with designated delivery dates are color-coded for special attention to ensure they stand out until the order is delivered.

Brand Names

Consolidus offers a wide range of brand name products. As a top 3% Distributor, our offerings are built based upon the needs/wants of our customers. We work with several suppliers in the industry to ensure that our product offering is current, relevant, and trending with positive consumer feedback. We offer over 100K products and consistently reevaluate our offering. If there is a product of want your Program Manager will work to source the product through our vast network of suppliers. We carry all top name brand offerings and if your Program Manager cannot source the specific item of interest we'll provide a nearly identical substitute in design, color, and price point. Additionally, although we have over 100K worth of products, Consolidus' unique value is our ability to offer curated offerings specific to the needs of our customers.

Catalog

In addition to the name brands identified on the following 4 pages please see our full catalog below:

<https://www.promoplace.com/consolidus> is a full offering of products. These products are reviewed on a quarterly basis to ensure supply chain integrity, identified potential discontinued items, pricing, along with adding new trending items such as sustainability options and underserved supplier categories.

- A-B

- '47 Brand
- A4
- adidas
- All Sport
- Alleson Athletic
- Alpine Fleece
- Alstyle
- Alternative
- American Apparel
- Anvil
- Atlantis Headwear
- Augusta Sportswear
- Allmade
- Artic Zone
- Badger
- Bayside
- Bella + Canvas
- Brooks Brothers
- Boxercraft
- Bulwark
- Burnside

- C-D

- C2 Sport
- Cap America
- Carmel Towel Company
- Carhartt
- Champion
- Cool Gear
- Comfort Colors
- CornerStone
- Cotopaxi
- Camelbak
- Coleman
- Contigo
- Corkcicle
- Champion
- Chef Designs
- Classic Caps
- Code Five
- Colortone

- Columbia
- Comfort Colors
- ComfortWash
- Dickies
- Doggie Skins
- DRI DUCK
- Denik
- District
- Drinkware
- Dyenomite

- E-I

- Eddie Bauer
- Faribault Woolen Mills
- FeatherLite
- Flexfit
- Fruit Of The Loom
- Gaiter King
- Gildan
- H2go
- Harman Kardon
- Hanes
- Hardware
- Helen Jon
- Herschel
- High Sierra
- Hilton
- Holloway
- Horace Small
- Imperial
- Independent Trading Co.
- Infinity Her
- In Your Face
- IZOD

- J-M

- J. America
- Jansport
- JBL
- JERZEES
- Kastlfel
- Kati
- Kishigo
- Koozie
- LAT

- Legacy
- Liberty Bags
- Los Angeles Apparel
- M&O
- Maui And Sons
- Mega Cap
- Mercer+Mette
- Moleskin
- MV Sport

- N-R

- Next Level
- New Era
- Next Level Apparel
- Nike
- OAD
- Oakley
- OGIO
- OGIO Endurance
- Outdoor Cap
- Paragon
- PRIM + PREUX
- Puma
- Port & Company
- Port Authority
- Q-Tees
- Quikflip
- Rabbit Skins
- Red Kap
- Rabbit Skins
- Red House
- Red Kap
- Richardson
- Russell Outdoors
- Russell Athletic

- S-Z

- Sierra Pacific
- SOCCO
- SoftShirts
- Sportsman
- Sublivie
- Spacecraft

- Sport-Tek
- Spyder
- StormTech
- The Game
- The Stadium Chair
- Tommy Hilfiger
- The North Face
- Tommy Bahama
- TravisMathew
- Thermos
- Totes
- Tultex
- US Blanks
- Under Armour
- UNTUCKit
- Valucap
- Van Heusen
- Volunteer Knitwear
- WonderWink
- Weatherproof
- Yeti
- YP Classics

Returns

If there is an issue with the product, we ask that the buyer notify the Program Manager within thirty days of receiving the items. The Program Manager in conjunction with the Director of Production will identify steps to rectify the situation.

Product Recalls

Consolidus is committed to providing quality promotional products and branded apparel. We have open lines of communication with our suppliers in both the promotional products and branded apparel industry. When a recall is issued Consolidus communicate directly with the customer/s. Consolidus will pull those products from our offering and for those products purchased, our Order Process Team will communicate directly to the customer identifying in detail the recall and the course of action that is to be taken to address the recall. Our Technology allows us to identify the item, when purchased, and who purchased it. Consolidus will maintain a record of recalled products internally.

Launch of the program

Best practices suggest that a top-down approach works the best when launching a program. The best-case scenario when launching a program is to have the President, Provost, Procurement Director, and/or Department Heads to construct a letter introducing the new program to all buyers across locations, departments. We've found that introducing the new program via internal communications such as a digital newsletter, university purchasing portal, and a webinar for stakeholders is among best practices. Additionally, Consolidus has sent a welcome package to key members of the university introducing them to the new program. Introducing a new program is a collaboration between the university and Consolidus which will be discussed in depth at the implementation meeting.

Pricing Methodology/Detailed Pricing

Consolidus takes pride in our ability to provide our program clients with aggressively discounted pricing, low minimum quantities, and best product offerings. We do this based on our seamless process management system and preferred supplier network that has been established over the past sixteen years. We have the leveraged buying power of a distributor in the top 3% of our industry.

We recognize that pricing is a key component of any promotional product investment, and we strive to provide our program clients with the best value for their investment. We here at Consolidus routinely audit our pricing ensuring that our customers are receiving the best pricing possible.

Our prices to our program customers are discounted, per the range below, off manufacture list price with volume discounts and additional volume rebates:

- Apparel – 5% to 43% or more
- Drinkware – 12% to 31% or more
- Bags & Totes – 15% to 48% or more
- Awards & Plaques – 10% to 42% or more
- Writing Instruments – 15% to 51% or more
- Stationary – 12% to 48% or more
- Health & Fitness – 10% to 45% or more
- Technology – 13% to 35% or more

Our program pricing is clear with no “hidden fees.” Any relevant set-up and imprinting fees are clearly defined at the time of order. We do not assess any program management fees in our pricing.

Consolidus has contracted shipping rates through UPS that offer the best value for our customers based upon the overall volume that Consolidus ships through its customers. Orders can often be expedited at no additional charge, however, the pricing schedule submitted shows a \$50 dollar average. The goal is always to have no additional costs but at times there are exceptions to this rule and would be identified upfront through your Program Manager.

Consolidus offers free 30 minutes of graphic design if required. Our Graphic Designers are skilled and can take any concept and bring it to life. Typically, our Graphic Designers place the preapproved logos on both hard goods and branded apparel. Set up fees, embroidery fees, and screen print fees vary depending upon the items order and can at times be discounted based upon reorders. These are pass-through costs as Consolidus does not decorate promotional products or branded apparel. Your dedicated Program Manager will be responsible for working with buyers when discounts are available. Our pricing is transparent with zero hidden fees.

As a distributor we partner with decorators that provide decorating methods identified below.

- Screen Printing
- Deboss & Emboss
- Direct-to-Garment
- Dye Sublimation
- Embroidery
- Heat Transfer
- Laser Etching
- Pad Printing

Product Selection Methodology

We have taken great measures to ensure that our corporate responsibilities are executed beyond industry standards. Our sustainability, diversity, and green initiatives are implemented throughout our core areas of our business, and through our strategic partnerships. It shall be the policy of Consolidus to be an engaged corporate citizen. It is authentic to who we are, and we partner with intention, based on high ethical standards and integrity.

Our leadership team ensures these values are reflected through our strategic partnerships. This includes establishing, monitoring, and reporting on KPIs that focus on reducing our carbon footprint, ensuring

internal and external sustainability practices, and monitoring the growth of our sustainable product offerings.

Our preferred suppliers utilize compliance teams and third-party services to ensure anti-sweatshop initiatives are properly followed throughout their manufacturing facilities. Compliance is monitored by auditing factories to ensure safe, healthy environments. Audits also ensure business practices meet applicable legal requirements, including industry standards pertaining to employment and manufacturing.

We believe partnering with the industry's leading apparel suppliers is a responsibility and priority. For over 16 years, we have worked with apparel suppliers who understand their role in the industry and the responsibilities that come with it. We are intentional when it comes to our supply chain partnerships. Due to the "drop ship" nature of the branded merchandise industry, we provide eco-labels through various certified partners who exceed federally established regulations and carry a combination of accreditations/affiliations.

We carry a large assortment of environmentally friendly apparel, recycled content apparel, and organic apparel such as polos, t-shirts, outerwear, workwear, hats, socks, accessories, and more, which are clearly labeled within our custom online catalogs (when applicable).

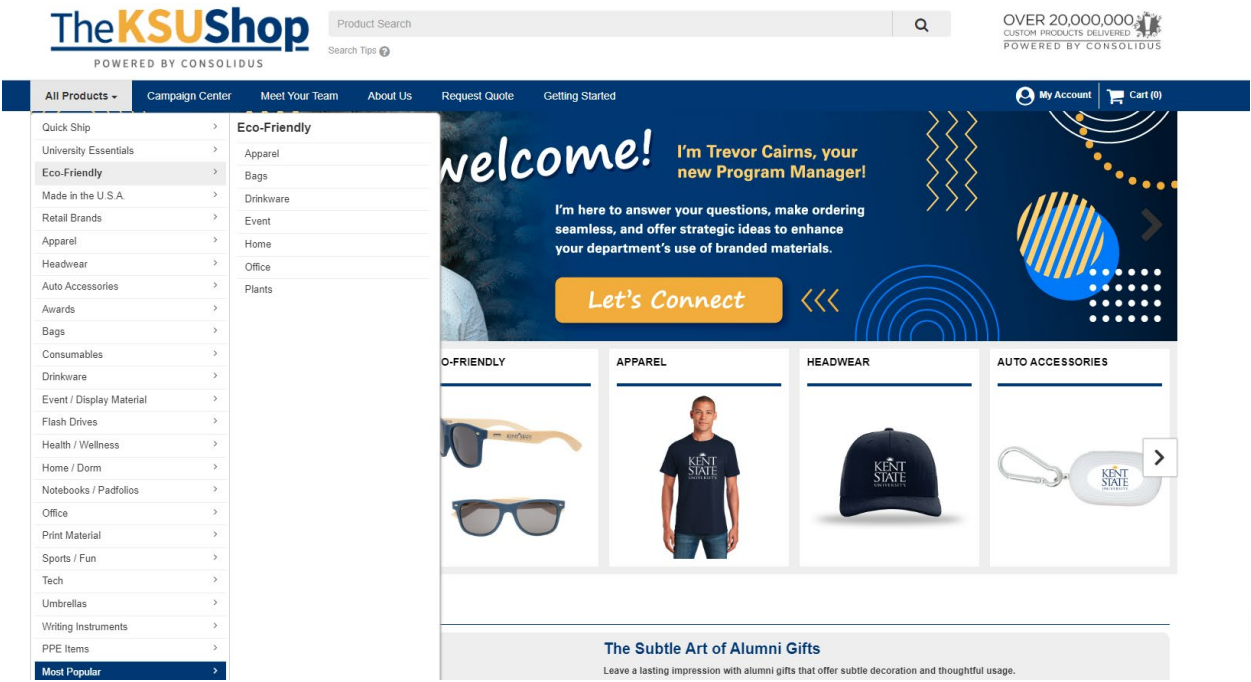
A complete list of suppliers, products, and product descriptions relevant to this category can be provided when requested. Additionally, details on the certifications and eco-labels each item qualifies for can be provided.

This includes accreditations by the Fair Labor Association (FLA), Quality Certification Alliance (QCA) which disbanded in 2020, CPSIA Certificates, and more. We also offer products that support various causes like building wells in areas without clean water, the US Army's Morale, Welfare and Recreation Program (MWR), and protecting the planet, 1% For the Planet.

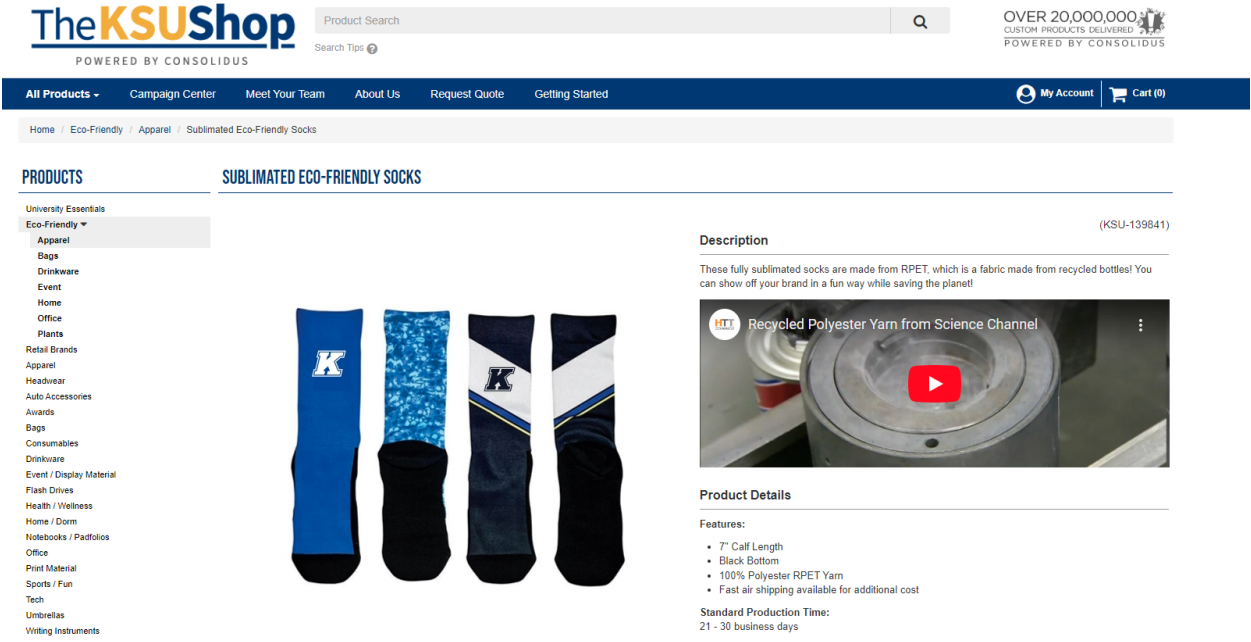
We have more information on our website:

- Sustainability Policy - https://www.consolidus.com/sustainability_policy.pdf
- Sustainability & Our Supply Chain Partners - <https://assets.consolidus.com/globalAssets/Stores/quickGuides/139/136.pdf>

The George Mason University's SmartSite is customizable which allows you to identify different categories specific to the school's needs. As an example, the George Mason University's SmartSite can have a drop-down category identifying PCW and Eco-Friendly Products. This represents just one of many products offered in this classification. Consolidus can also customize any category George Mason University would like to identify for its buyers. Below shows you a few examples of the drop-down categories and subcategories identifying Eco Friendly, Made in the USA, and Diversity Certified. Lastly, Consolidus can identify Virginia-based suppliers as well should a buyer be interested in purchasing from within the state.



Eco Friendly apparel item selected with description



Reporting

John Mercer, Executive Director – Strategic Sourcing and Accounts Payable, recently stated that “Data is a Superpower”. We at Consolidus agree and that is why we have created the ability for our customers to pull real-time reports. These reports can be customized to your needs providing George Mason University various data points to know and understand how your spend is performing. In addition to pulling your own reports through the George Mason SmartSite you’ll have the ability to have our Director of Finance pull more detailed reports upon request. Please see below a selection of fields available to you through our real-time reporting.

SELECT A REPORT

Sales report	>
Top buyers	>
Best sellers	>
Surveys	>

SALES REPORT OPTIONS

Show payment status: All ▾

- ☒ Weekly Date: 03/29/2023
- ☐ Monthly Month: 3 ▾ Year: 2023 ▾
- ☐ Quarterly Quarter: 1-3 ▾ Year: 2023 ▾
- ☐ Yearly Year: 2023 ▾
- ☐ Range mm/dd/yyyy to 03/29/2023

Generate sales report

TOP BUYERS REPORT OPTIONS

Show payment status: All ▾

- ☒ Weekly Date: 03/29/2023
- ☐ Monthly Month: 3 ▾ Year: 2023 ▾
- ☐ Quarterly Quarter: 1-3 ▾ Year: 2023 ▾
- ☐ Yearly Year: 2023 ▾
- ☐ Range mm/dd/yyyy to 03/29/2023

Generate report

BEST SELLERS REPORT

Report filters

☒ Weekly

Date: 03/29/2023

☐ Monthly

Month: 3

Year: 2023

☐ Quarterly

Quarter: 1-3

Year: 2023

☐ Yearly

Year: 2023

☐ Range

mm/dd/yyyy to 03/29/2023

Filter

Download Excel File

Procurement can see pending Orders and Quotes:

ORDERS: YOU HAVE 3 IMPRINTS AWAITING YOUR APPROVAL

Order	Date	Customer	Product	Imprint
74863	03/22/2023	Jacob Chacko - Washington University St. Louis	Tangle Junior Puzzle	Screen Printing / As Shown
74863	03/22/2023	Jacob Chacko - Washington University St. Louis	Clear Ultra Removable Circle Sticker - 2"	Digital Full Color / Sticker - Circle
74910	03/23/2023	Nat Hiltbrand - Washington University in St. Louis	Port & Company Tri-Blend Tee	Screen Printing / Left Chest

QUOTES: YOU HAVE 3 IMPRINTS AWAITING YOUR APPROVAL

Quote	Date	Customer	In-Hands Date	Product	Imprint
497985	03/28/2023	Cec Valdez - Washington University in St. Louis	---	Sawyer Computer Messenger Bag	Embroidery (up to 15K stitches) / Front pocket center
498156	03/28/2023	Krysti Horvat - Consolidus	---	C2 Sport - Mesh 7" Shorts	Screen Printing / Right Hip
421787	08/18/2022	Tina Markovich - Washington University in St. Louis	---	Alternative Vintage Jersey Keeper Ringer Tee	Screen Printing / Full Back

Consolidus can receive electronic purchase orders and/or send electronic invoices

Proposed Pricing

Responses

Success: All data is valid!

			Numeric	Numeric	Numeric	Numeric	Text	Numeric	Numeric	
Status	#	Order Quantity	Apparel Discount (percentage) [to include screen printing]	Embroidery Cost (per-thousand stitch)	Non Apparel Discount (percentage) [to include promo items]	Delivery Time (days)	Rush Delivery Available (Y/N)	Rush Delivery Available (Days) 1	Additional Cost for Rush Production	Rush Shipping cost
Success: All values provided	#Q-1	0-12	5	\$ 1.19	5	7	Y	3	\$ 50.00	\$ 50.00
Success: All values provided	#Q-2	13-48	5	\$ 0.83	5	7	Y	3	\$ 50.00	\$ 50.00
Success: All values provided	#Q-3	49-144	5	\$ 0.69	10	7	Y	3	\$ 50.00	\$ 50.00
Success: All values provided	#Q-4	145-576	8	\$ 0.49	10	7	Y	3	\$ 50.00	\$ 50.00
Success: All values provided	#Q-5	577-876	8	\$ 0.39	10	7	Y	3	\$ 50.00	\$ 50.00
Success: All values provided	#Q-6	877-1176	8	\$ 0.33	12	7	Y	3	\$ 50.00	\$ 50.00
Success: All values provided	#Q-7	1177-1476	10	\$ 0.30	12	7	Y	3	\$ 50.00	\$ 50.00
Success: All values provided	#Q-8	1477-1776	10	\$ 0.28	12	7	Y	3	\$ 50.00	\$ 50.00
Success: All values provided	#Q-9	1777-2076	12	\$ 0.26	15	7	Y	3	\$ 50.00	\$ 50.00
Success: All values provided	#Q-10	2077-2376+	12	\$ 0.25	15	7	Y	3	\$ 50.00	\$ 50.00

Legal

Consolidus is not involved in litigation with any party

Consolidus has not had any investigations in the last three years

Consolidus has not had any lawsuits in the last three years

Consolidus has not had any name change in the last 10 years

ATTACHMENT A
SMALL BUSINESS SUBCONTRACTING PLAN
TO BE COMPLETED BY OFFEROR

Offerors must advise any portion of this contract that will be subcontracted. All potential offerors are required to include this document with their proposal in order to be considered responsive.

Small Business: "Small business (including micro)" means a business which holds a certification as such by the Virginia Department of Small Business and Supplier Diversity (DSBSD) on the due date and time for proposals. This shall also include DSBSD certified women- owned and minority-owned businesses and businesses with DSBSD service disabled veteran owned status when they also hold a DSBSD certification as a small business on the proposal due date. Currently, DSBSD offers small business certification and micro business designation to firms that qualify.

Certification applications are available through DSBSD online at www.SBSD.virginia.gov (Customer Service).

Offeror Name: Consoliuds LLC.

Preparer Name: Todd Fitzwater **Date:** May 31, 2023

Who will be doing the work: ☐ I plan to use subcontractors ☒ I plan to complete all work

Instructions

- A. If you are certified by the DSBSD as a micro/small business, complete Section A of this form.
- B. If the "I plan to use subcontractors" box is checked, complete Section B of this form. For the proposal to be considered and the offeror to be declared responsive, the offeror shall identify the portions of the contract that will be subcontracted to any subcontractor, to include DSBSD certified small business for the initial contract period in relation to the offeror's total price for the initial contract period in Section B.

Section A

If your firm is certified by the DSBSD provide your certification number and the date of certification.

Certification Number: _____ Certification Date: _____

Section B

If the "I plan to use subcontractors" box is checked, populate the requested information below, per subcontractor to show your firm's plans for utilization of any subcontractor, to include DSBSD-certified small businesses, in the performance of this contract for the initial contract period in relation to the offeror's total price for the initial contract period. Certified small businesses include but are not limited to DSBSD-certified women-owned and minority-owned businesses and businesses with DSBSD service disabled veteran-owned status that have also received the DSBSD small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc. It is important to note that these proposed participation will be incorporated into the subsequent contract and will be a requirement of the contract. Failure to obtain the proposed participation dollar value or percentages may result in breach of the contract.

Plans for Utilization of Any subcontractor, to include DSBSD-Certified Small Businesses, for this Procurement

Subcontract #1

Company Name: _____ SBSD Cert #: _____
 Contact Name: _____ SBSD Certification: _____
 Contact Phone: _____ Contact Email: _____
 Value % or \$ (Initial Term): _____ Contact Address: _____
 Description of Work: _____

Subcontract #2

Company Name: _____ SBSD Cert #: _____
 Contact Name: _____ SBSD Certification: _____
 Contact Phone: _____ Contact Email: _____
 Value % or \$ (Initial Term): _____ Contact Address: _____
 Description of Work: _____

Subcontract #3

Company Name: _____ SBSD Cert #: _____
Contact Name: _____ SBSD Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____

Subcontract #4

Company Name: _____ SBSD Cert #: _____
Contact Name: _____ SBSD Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____

Subcontract #5

Company Name: _____ SBSD Cert #: _____
Contact Name: _____ SBSD Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____



Purchasing Department
4400 University Drive, Mailstop 3C5
Fairfax, VA 22030
Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>



REQUEST FOR PROPOSALS GMU-1857-23

ISSUE DATE: April 21, 2023

TITLE: Promotional Items, Screen Printing and Embroidery

PRIMARY PROCUREMENT OFFICER: Sara Siddall, Strategic Sourcing Manager

SECONDARY PROCUREMENT OFFICER: James F. Russell, Director

QUESTIONS/INQUIRIES: Submit all inquiries through [Mason's Bonfire Portal](#), no later than 4:00 PM Eastern Time (ET) on May 12, 2023. **All questions must be submitted through Mason's Bonfire portal.** For assistance with technical questions related to Bonfire, contact Support@GoBonfire.com or visit Bonfire's help forum at <https://vendorsupport.gobonfire.com/hc/en-us>. Responses to questions will be posted to Mason's Bonfire portal and on the [Mason Purchasing Website](#) by 5:00 PM ET on May 16, 2023

PROPOSAL DUE DATE AND TIME: June 1, 2023 @ 2:00 PM ET. ATTENTION: PROPOSALS WILL NOT BE ACCEPTED VIA EMAIL, MAIL OR IN PERSON. **SEE SECTION XV FOR DETAILS ON ELECTRONIC PROPOSAL SUBMISSION.**

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/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiations.

Name and Address of Firm:

Legal Name: Consolidus LLC.

Date: May 18, 2023

DBA: _____

Address: 526 South Main Street

By: Todd Fitzwater
Signature

Akron, OH 44311

FEI/FIN No. 20-5669637

Name: Todd J. Fitzwater

Fax No. N/A

Title: Corporate Sales Manager

Email: todd.f@consolidus.com

Telephone No. 330-510-4384

SWaM Certified: Yes: _____ No: X (See Section VII. SWaM CERTIFICATION for complete details).

SWaM Certification Number: N/A

This public body does not discriminate against faith-based organizations in accordance with the *Governing Rules*, § 36 or against a Bidder/Offeror because of race, religion, color, sex, national origin, age, disability, or any other prohibited by state law relating to discrimination in employment.



Purchasing Department
4400 University Drive, Mailstop 3C5
Fairfax, Va. 22030
Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>

RFP ADDENDUM NO. 1:

Date: May 2, 2023
Reference: RFP # GMU-1857-23
Title: Promotional Items, Screen Printing and Embroidery
RFP Issued: August 21, 2023
Proposal Due Date: June 1, 2023 @ 2:00 PM ET

The following changes are hereby incorporated into the aforementioned RFP:

Section XVII subsection G Late Bid/ Proposals, has been updated to read:

- G. LATE PROPOSALS: To be considered for selection, proposals must be received in Mason's Bonfire Portal by the designated date and hour. The official time used in the receipt of proposals is the proposal due date and hour in Mason's Bonfire Portal. Proposals submitted after the due date and time has expired will not be accepted nor considered. Mason is not responsible for any delays related to Bonfire's website or vendor registration process. It is the responsibility of the offeror to ensure that their proposal is submitted by the designated date and hour.

I hereby acknowledge receipt of RFP# GMU-1857-23, Promotional Items, Screen Printing and Embroidery

Consolidus LLC.

Name of Offeror/Firm

Todd J. Fitzwater

NAME (Print or typed)

Todd Fitzwater

Signature

May 18, 2023

Date



Purchasing Department
4400 University Drive, Mailstop 3C5
Fairfax, Va. 22030
Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>

RFP ADDENDUM NO. 2:

Date: May 16, 2023
Reference: RFP # GMU-1857-23
Title: Promotional Items, Screen Printing and Embroidery
RFP Issued: August 21, 2023
Proposal Due Date: June 1, 2023 @ 2:00 PM ET

The following changes are hereby incorporated into the aforementioned RFP:

Attachment B Contract; Section III Period of Contract:

III. **PERIOD OF CONTRACT:** Three years from the Effective Date with two (2) successive one-year renewal options.
(or as negotiated)

I hereby acknowledge receipt of RFP# GMU-1857-23, Promotional Items, Screen Printing and Embroidery

Consolidus LLC.

Name of Offeror/Firm

Todd J. Fitzwater

NAME (Print or typed)

Todd Fitzwater

Signature

May 18, 2023

Date

Responses

Success: All data is valid!

Status	#
Success: All values provided	#0-1
Success: All values provided	#0-2
Success: All values provided	#0-3
Success: All values provided	#0-4
Success: All values provided	#0-5
Success: All values provided	#0-6
Success: All values provided	#0-7
Success: All values provided	#0-8
Success: All values provided	#0-9

Success: All values provided	#0-10
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Order Quantity	Numeric
	Apparel Discount (percentage) [to include screen printing]
0-12	5
13-48	5
47-144	5
145-576	8
577-876	8
877-1176	8
1177-1476	10
1477-1776	10
1777-2076	12

2077-2376+	12
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Numeric	Numeric	Numeric	Text	Numeric
Embroidery Cost (per-thousand stitch)	Non Apparel Discount (percentage) [to include promo items]	Delivery Time (days)	Rush Delivery Available (Y/N)	Rush Delivery Available (Days) 1
\$ 1.19	5	7	Y	3
\$ 0.83	5	7	Y	3
\$ 0.69	10	7	Y	3
\$ 0.49	10	7	Y	3
\$ 0.39	10	7	Y	3
\$ 0.33	12	7	Y	3
\$ 0.30	12	7	Y	3
\$ 0.28	12	7	Y	3
\$ 0.26	15	7	Y	3

\$ 0.25	15	7	Y	3
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[illegible]

\$ 50.00	\$ 50.00
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