From: Meghan Reese
To: Erin Rauch
Subject: Re: Negotiations: RFP GMU-1555-19, Photography/Videography Services
Date: Thursday, April 4, 2019 11:47:36 AM

Erin,

Thank you for your time and thoughtful consideration. My responses to your questions are as follows:

1. RE: Offeror's Proposal, Proposed Pricing, page 15: George Mason University 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 reduced pricing per conference and per hour?

For the conferences, I can reduce the scale as follows:
2019, year 1- $6,000 per conference
2020, year 2 - $6,500 per conference
2021, year 3- $ 6,750 per conference

My per hour price is already a reduced rate, however, I can provide a flat rate of $500 for four hours and $800 for a full day.

2. RE: Offeror's Proposal, Proposed Pricing: Can you confirm your pricing includes a media rights waiver and any music rights?

I can confirm pricing includes a media rights waiver (worldwide, all media) along with any original music. For music for which I do not have rights, no conferral may occur.

3. Do you agree to sign Mason's Standard Contract (RFP Attachment B – Sample Contract) if awarded a contract?

I agree to sign Mason's Standard Contract with the only objection being Section Y Insurance. Specifically:
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, Workers' Compensation, and Commercial Automobile Liability Insurance.

As an individual, this type of liability waiver is well beyond my means and not reasonable relative to the size and scope of my work. It is my hope that we can discuss a manner in which we can forgo or amend this language.

Thank you again for your time and I hope to have the opportunity to work with Mason on this project.

Meghan

On Tue, Apr 2, 2019 at 9:59 AM Erin Rauch <erauch@gmu.edu> wrote:

> Good Morning,
>
> Please see the attached letter for your response.
>
> Thank you,
>
> Erin Rauch, CPPB, VCO, CUPO
>
> Assistant Director | Purchasing
>
> George Mason University
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