



April 17, 2026

**NO AWARD NOTICE
ON-SITE PHARMACY SERVICES
RFP #001-0-2026/SB**

This solicitation, RFP #001-0-2026/SB is hereby cancelled in its entirety and may be resolicited at a future date.

Thank you,

Shannon Bailey, VCO, VCCO
Director of Procurement
757-591-4560
shannon.bailey1@nn.k12.va.us



REQUEST FOR PROPOSALS

Newport News Public Schools
ISSUING OFFICE:

DATE: July 29, 2025

PURCHASING DEPARTMENT
12465 WARWICK BOULEVARD
NEWPORT NEWS, VA 23606-3041
TELEPHONE: (757) 591-4525
FAX: (757) 591-4634

Attention of Offeror is Directed To Section
2.2-4367 to 2.2-4377 Code of Virginia
(Ethics In Public Contracting)

RFP ITEM NO. 001-0-2026/SB
PROCUREMENT OFFICER Shannon Bailey VCCO, VCO
CLOSING DATE August 27, 2025
CLOSING TIME 2:00 PM
PREPROPOSAL CONFERENCE Non-Mandatory DATE: August 6, 2025 TIME: 10:00 AM

ELECTRONIC PROPOSALS: All proposals shall be submitted electronically online via eVA until Closing Date and Closing Time as specified in this solicitation including any addenda issued by this office using Offerors' established eVA Supplier Account. The entire response including any /all attachments and any/all addenda must be submitted electronically via eVA no later than the closing date and time stated in the solicitation posting. Faxed/emailed proposals will not be accepted. Newport News Public Schools is not responsible for late electronic delivery. Offerors are highly encouraged to anticipate and plan for technical or heavy email transmission traffic at the last minute. **All inquiries for information regarding this Request for Proposal should be directed to Shannon Bailey at shannon.bailey1@nn.k12.va.us or 757-591-4560.**

COMMODITY: Pharmaceutical Services **NIGP CODE: 94872, 94807, 95856, 97138, 26972, 46575, 47569**

PLEASE FILL IN OFFEROR'S NAME & ADDRESS
IN THE SPACES PROVIDED BELOW:

THIS IS NOT AN ORDER

THE SCHOOL BOARD OF THE CITY OF NEWPORT NEWS, HEREAFTER REFERRED TO AS NEWPORT NEWS PUBLIC SCHOOLS (NNPS), RESERVES THE RIGHT TO ACCEPT OR REJECT ANY AND ALL PROPOSALS IN WHOLE OR IN PART AND WAIVE ANY INFORMALITIES IN THE COMPETITIVE NEGOTIATIONS PROCESS. FURTHER, NNPS RESERVES THE RIGHT TO ENTER INTO ANY CONTRACT DEEMED TO BE IN ITS BEST INTEREST. THE ENTIRE CONTENTS OF THE REQUEST FOR PROPOSALS, ANY ADDENDA, OFFEROR'S PROPOSAL AND NEGOTIATED CHANGES SHALL BE INCORPORATED BY REFERENCE INTO ANY RESULTING CONTRACT.

NNPS DOES NOT DISCRIMINATE AGAINST FAITH-BASED ORGANIZATIONS.

DESCRIPTION OF GOODS/SERVICES

On-Site Pharmacy Services

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1___ #2___ #3___ #4___ (Please Initial)

IN COMPLIANCE WITH THIS SOLICITATION AND TO ALL THE CONDITIONS IMPOSED HEREIN, THE UNDERSIGNED AGREES TO PERFORM ANY CONTRACT AWARDED AS A RESULT OF THIS SOLICITATION. THE FOLLOWING SECTION SHALL BE SIGNED BY AN AGENT AUTHORIZED TO BIND THE COMPANY. FAILURE TO EXECUTE THIS PORTION MAY RESULT IN PROPOSAL REJECTION.

Authorized Agent:	_____	_____	_____
	Signature		Type or Print Name
_____	_____	_____	_____
Email Address	Telephone Number	Fax Number	Company FEI/FIN#

Table of Contents

I. PURPOSE.....	4
II. BACKGROUND.....	4
III. STATEMENT OF NEEDS	7
IV. SPECIAL INSTRUCTIONS TO THE OFFEROR	8
V. GENERAL TERMS AND CONDITIONS	14
VI. SPECIAL TERMS AND CONDITIONS.....	23

Attachment A: Floor Plan of Pharmacy Space

I. PURPOSE

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from highly qualified firms to establish a contract for management services for an onsite pharmacy to be available for eligible employees and retirees of Newport News Public Schools (NNPS). This pharmacy will dispense retail prescriptions and provide over-the-counter medications. The tentative award date of the new contract will be March 1, 2026, with the anticipated date of clinic opening January 1, 2027. The objectives and intent of this RFP are:

1. To provide eligible employees and retirees with a quality onsite pharmacy responsive to the diverse needs of employees.
2. To provide excellent customer service.
3. To have a positive impact on cost reduction while improving clinical outcomes; and
4. To responsibly utilize taxpayer dollars.

All proposals are to be NET OF COMMISSIONS.

II. BACKGROUND

Newport News Public Schools, hereinafter referred to as “NNPS” is the ninth largest school division in the Commonwealth with approximately 26,500 students. NNPS is an urban school system educating children in 3 early childhood centers, 24 elementary schools, 1 middle/high school combination, a virtual learning academy and 5 high schools. NNPS also provides programs for at-risk students in addition to special education programs. A listing of NNPS facilities and its locations may be accessed via NNPS’ official web site at <http://sbo.nn.k12.va.us/schools> . NNPS employees approximately 4,688 employees in a variety of educational, managerial, professional, technical, clerical, service and maintenance positions.

Newport News Public Schools sponsors a group medical and prescription drug plan for full-time employees and eligible retirees of Newport News Public Schools. There are currently 2,756 active employees and 50 retirees covered under this plan. NNPS intends to implement an onsite pharmacy to perform and provide onsite pharmacy services that will provide participants of the group medical and prescription drug program with convenient access to affordable prescription medicines.

A. General Information

Employer:	Newport News Public Schools
Administrative Office Address:	12507 Warwick Boulevard Newport News, VA 23606
Physical Location of the Onsite Pharmacy	TBD
Hours of Operation	Monday-Thursday 9:00 am – 6:00 pm Friday 9:00 am – 4:00 pm Saturday 9:00 am – 2:00 pm
Number of Employees:	2,806 enrolled

Eligibility: For prescriptions: All Full-Time employees and Non-Medicare retirees who are covered under the employer-sponsored group health plan. Additionally, spouses and children who are covered under a NNPS sponsored medical plan may access care at the onsite pharmacy. For over-the-counter medications: All employees of NNPS are eligible.

Industry: Schools System

Coverage to be Quoted: Management Services including staffing for onsite pharmacy (retail only, no mail order); Successful vendor will hold the license and will submit claims to any insurance including the group pharmacy plan administered by Carelon Rx.

Current Administrator: None – New Service

Proposed Contract award Date: March 1, 2026

Deviations: If there are any deviations in the specifications, please detail the differences in writing.

Commissions: 0% commissions

Rate Guarantees: All rates and/or fees must be guaranteed for at least three years. Multi-year rate guarantees are an important component of Newport News Public Schools’ decision-making process and are preferable.

B. Current Group Medical Plans effective January 1, 2026

	Sentara Health Plans Equity 3500/0%		Sentara Health Plans Vantage 35/50	Sentara Health Plans POS 1000/40/30%	
Benefits Coverage	In-Network Benefits	Out-of- Network Benefits	In-Network Only	In-Network Benefits	Out-of- Network Benefits
Annual Deductible					
Individual	\$3,500	\$3,500	\$0	\$1,000	\$3,000
Family	\$7,000	\$7,000	\$0	\$2,000	\$6,000
Coinsurance	0%	30%	10% (complex radiology)	30%	40%
Maximum Out-of-Pocket*					
Individual	\$4,500	\$6,500	\$4,750	\$4,750	\$6,000
Family	\$9,000	\$13,000	\$9,000	\$9,000	\$12,000
Physician Office Visit					
Primary Care	0% after deductible	30% after deductible	\$35 copay	\$40 copay	40% after deductible
Specialty Care	0% after deductible	30% after deductible	\$50 copay	\$60 copay	40% after deductible
Preventive Care					

Adult Periodic Exams	Covered at 100%	30% after deductible	Covered at 100%	Covered at 100%	40% after deductible
	Sentara Health Plans Equity 3500/0%		Sentara Health Plans Vantage 35/50	Sentara Health Plans POS 1000/40/30%	
Well-Child Care	Covered at 100%	30% after deductible	Covered at 100%	Covered at 100%	40% after deductible
Benefits Coverage	In-Network Benefits	Out-of-Network Benefits	In-Network Only	In-Network Benefits	Out-of-Network Benefits
Diagnostic Services					
X-ray and Lab Tests	0% after deductible	30% after deductible	\$50 copay	30% after deductible	40% after deductible
Complex Radiology	0% after deductible	30% after deductible	10% after deductible	30% after deductible	40% after deductible
Urgent Care Facility	0% after deductible	30% after deductible	\$50 copay	\$60 copay	40% after deductible
Emergency Room Facility Charges	0% after deductible	0% after deductible	\$300 copay	30% after deductible	30% after deductible
Facility Charges					
Inpatient Facility Charges	0% after deductible	30% after deductible	\$350 copay per day	30% after deductible	40% after deductible
Outpatient Facility and Surgical Charges	0% after deductible	30% after deductible	\$500 copay	30% after deductible	40% after deductible
Skilled Nursing	0% after deductible, limit 100 days	30% after deductible	20% coinsurance, limited to 100 days per year	30% after deductible, limited to 100 days per yr.	40% after deductible
Maternity Care					
Pre/Post Natal Care	0% after deductible	30% after deductible	\$400 copay global	\$500 copay global	40% after deductible
Inpatient Hospital Delivery Charges	0% after deductible	30% after deductible	\$350 copay per day	30% after deductible	50% after deductible
Mental Health & Substance Abuse					
Inpatient	0% after deductible	30% after deductible	\$350 copay per day	30% after deductible	50% after deductible
Outpatient	0% after deductible	30% after deductible	\$35 copay	\$40 copay	50% after deductible
Other Services					
Ambulance	0% after deductible	30% after deductible	\$100 per transport	30% after deductible	40% after deductible
Durable Medical Equipment	30% after deductible	30% after deductible	No charge	30% after deductible	40% after deductible
Chiropractic	0% after deductible; 30 visits per year	30% after deductible; 30 visits per year	\$35 copay	30% after deductible; 30 visits per year	40% after deductible; 30 visits per year

	Sentara Health Plans Equity 3500/0%		Sentara Health Plans Vantage 35/50	Sentara Health Plans POS 1000/40/30%	
Benefits Coverage	In-Network Benefits	Out-of- Network Benefits	In-Network Only	In-Network Benefits	Out-of- Network Benefits
Retail Pharmacy (30 Day Supply) – Administered by Carelon Rx					
Prescription Deductible	Subject to Annual Deductible, Certain Preventive Medications are paid at 100% by the plan before Annual Deductible		\$150 per calendar year, Tier 2 & 3 only	\$150 per calendar year, Tier 2 & 3 only	
Generic (Tier 1)	\$10 copay	\$10 copay	\$15 copay	\$15 copay	\$15 copay
Preferred (Tier 2)	\$30 copay	\$30 copay	\$40 copay	\$40 copay	\$40 copay
Non-Preferred (Tier 3)	\$50 copay	\$50 copay	\$75 copay	\$75 copay	\$75 copay
Mail Order Pharmacy (90 Day Supply) – Administered by Carelon Rx					
Generic (Tier 1)	\$20 copay	Not covered	\$30 copay	\$30 copay	Not covered
Preferred (Tier 2)	\$60 copay	Not covered	\$80 copay	\$80 copay	Not covered
Non-Preferred (Tier 3)	\$100 copay	Not covered	\$150 copay	\$150 copay	Not covered

III. STATEMENT OF NEEDS

A. Minimum Services to Be Performed by the Offeror

The following is a list of minimum service requirements, performance standards and guarantees that the Offeror should meet to fulfill NNPS’ objectives as stated in Section 1 of this RFP. Offerors should outline in writing if and how these minimum service requirements, performance standards and guarantees are proposed to be met. Offerors are encouraged to provide additional services which will enhance their ability to meet the stated objectives.

1. Prepare, dispense and deliver medications prescribed to eligible patients through an onsite pharmacy;
2. Order drugs from designated distributor;
3. Staff pharmacy;
4. Provide a system to monitor inventory and ensure sufficient supplies of medications to meet the needs of the eligible population;
5. Assist NNPS in the build out of onsite pharmacy by providing recommendations for fixtures and equipment;
6. Submit claims to NNPS’ PBM and to other insurance (i.e., Medicare and Medicaid) as available;
7. Provide monthly clinical, financial and statistical reports as well as data and integration with appropriate, NNPS program partners;
8. Provide utilization and compliance tracking to prevent the dispensing of covered drugs to individuals who are not eligible patients; and
9. Provide coaching, counseling and compliance services to eligible patients.
10. Address overall maintenance of the space, cleanliness and general light maintenance.
11. Add additional vaccine support for flu, covid
12. Prepared to address costs for selling self-administered covid and flu tests at discounted price or cost of

- NNPS covering the costs of these items.
13. Technology for Rx renewals: app or automated refill
 14. Offer drugs at a competitive discount, lowering copays for covered members
 15. OTC products: focus on medications, supplements, medical supplies, feminine products
 16. Security of the space (cameras, access, etc.)

B. Additional Specific Conditions

Transfer of data and records: The offeror must agree that at termination or expiration of the contract, all data and records shall be transferred to the new contractor within thirty (30) days of NNPS' request. Such a transfer may be accomplished by file transfer, the layout will be based upon the mutual agreement between the outgoing contractor and NNPS.

IV. SPECIAL INSTRUCTIONS TO THE OFFEROR

A. Definitions:

Issuing Office:

Wherever used in this Request for Proposal, Issuing Office will be:

Shannon Bailey, VCCO, VCO
Director of Procurement
Newport News Public Schools
12465 Warwick Boulevard
Newport News, VA 23606-3041
Phone: (757) 591-4560
Fax: (757) 591-4593
Email: shannon.bailey1@nn.k12.va.us

NNPS Contract Administrator:

Wherever used in this Request for Proposal and for purposes of any notices under this contract, the NNPS Contract Administrator will be:

JoAnn Armstrong, Benefits Supervisor
Newport News Public Schools
Newport News, VA 23606-3041
Phone: (757) 881-5061 ext. 11112
Email: joann.armstrong@nn.k12.va.us

B. Request for Electronic Copies of RFP Data

Attachments are available electronically that will provide the information needed to submit a proposal. These attachments include census data, plan experience, current plan documents, provider information, and cost exhibits. This information will be made available by contacting NNPS' consultant USI Consulting Services for this RFP, Brooke Barnes, brooke.barnes@usi.com with copy to Shannon Bailey, shannon.bailey1@nn.k12.va.us

C. Contact with NNPS Staff, Representatives, and/or Agents:

Direct contact with NNPS staff, representatives, and/or agents other than Purchasing Department staff on the subject of this RFP or any subject related to this RFP is expressly prohibited except with the prior knowledge and permission of the Purchasing Agent.

D. Preproposal Conference (Non-mandatory)

A Pre-Proposal conference will be held virtually on **August 6, 2025 at 10:00 a.m.** to answer any questions regarding this RFP at the following Zoom link. Any changes determined necessary as a result of this conference or any other source that may affect the responses to the Proposal will be formally addressed by the Issuing Office via addenda. Attending this conference is not mandatory but is advisable.

Topic: On-Site Pharmacy Pre-Proposal Conference

Time: Aug 6, 2025 10:00 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://nn-k12-va-us.zoom.us/j/85164329782?pwd=vbmumYRKACcs0e9A2gEgQf88iEHoVb.1>

Meeting ID: 851 6432 9782

Passcode: 210580

E. Offerors of Record:

Offerors receiving a copy of this RFP from a source other than the Issuing Office via www.eva.virginia.gov must contact the Issuing Office and provide Offeror's name, address, contact person, telephone and fax number, and the RFP Item Number.

F. Questions:

Offerors must submit questions regarding the Request For Proposal in writing to the Issuing Office at shannon.bailey1@nn.k12.va.us and brooke.barnes@usi.com no later than **3:00 PM EST, August 13, 2025**. Necessary replies will be issued to all Offerors of record as addenda that shall become part of the contract documents. Oral instructions do not form a part of the Proposal documents. Offeror is responsible for checking the www.eva.virginia.gov web site, NNPS Purchasing webpage, or contacting the Issuing Office within 48 hours prior to Proposal closing to secure any addenda issued for this RFP.

G. Changes or Modifications:

Changes or modifications to this Request for Proposals made prior to the date and time of closing will be addressed by addenda from the Issuing Office. Offerors are to acknowledge receipt of addenda in the space provided on the cover page of this Request for Proposal. Oral communications are not a part of the Proposal documents. This RFP and any addenda shall be incorporated, by reference, into any resulting contract.

H. RFP Closing:

Offeror shall ensure its Proposal is time stamped by the Issuing Office no later than the Closing Date and Time shown on the cover page of this Information for Proposal. Proposals received after the specified date and time (time stamped 2:01 P.M. or later) will not be considered.

I. Proposal Submittal Requirements:

1) Each Proposal submission shall be submitted to the Issuing Office and shall include the following documents:

- a. The cover page of this Request for Proposal, which will contain:
 - 1) Original signature of an agent authorized to bind the company.
 - 2) Contact information requested.
 - 3) Company FEI/TIN number; and,
 - 4) Acknowledgment of any addenda on page one (1);
- b. Completed and signed anti-collusion/nondiscrimination clauses on page 2;

2) Proposals must be submitted utilizing the following requirements:

Per the VPPA § 2.2-4303. (Effective January 1, 2025) Methods of Procurement, Newport News Public Schools will now provide an option to submit electronic copies of the requested bid/proposal through electronic means. All bids/proposals shall be submitted electronically online via eVA using the Bidder's established eVA Supplier Account. The entire bid/proposal response including any / all attachments and any / all addenda must be submitted electronically via eVA no later than the closing date and time stated in the solicitation posting. Faxed or emailed bids will not be accepted.

To learn how to submit an online bid/proposal in eVA please refer to the online supplier training page at: <https://eva.virginia.gov/supplier-training-materials.html>

The link to the video “Viewing and Responding to Solicitations” can be found on the Supplier Training Materials page at: <https://www.youtube.com/watch?v=KSxcAkOekW0>

It is the responsibility of the Bidder/Offeror to ensure all required attachments are properly completed, readable and uploaded to eVA by the date and time deadline stated on the electronic solicitation posting.

Bidders/Offerors should allow sufficient time to account for any technical difficulties they may encounter during online submission or uploading of documents. In the event of technical difficulties, suppliers should contact eVA Customer Care at 1-866-289-7367 or via email at eVACustomerCare@DGS.Virginia.gov.

- 3) Include a statement setting forth the basis for protection of proprietary information, if any, as detailed in the “Proprietary Information/Disclosure” section.
- 4) Proposals are to be organized in the following tabs:

Tab I	Signature Sheet. Executive Summary. Table of Contents. Addenda The offeror’s acceptance of the Special Terms and Conditions provided in Section III of this RFP. List each term and condition in Section II and indicate acceptance of each. An outline of the offeror’s ability and commitment to meet the Minimum Required Services provided in Section 2 of this RFP. List each requirement and indicate ability to meet that requirement.
Tab II	Description of services. Listing of all deviations from requested services (Attachment D).
Tab IV	Sample implementation schedule, Sample utilization reports

J. Program Specifications

The offeror is requested to submit a proposal for the services outlined in the Scope of Services.

Descriptions of all services must be included in TAB II of your proposal.

K. Evaluation of Proposals:

1. After the proposal opening, NNPS will rank and select for further consideration two or more Offerors deemed to be fully qualified and best suited among those submitting proposals based on Offerors’ responses to the initial responses and with emphasis on professional competence, to provide the required services. Repetitive informal interviews shall be permissible. The offerors shall be encouraged to elaborate on their qualifications and performance data or staff expertise pertinent to the proposed project, as well as alternative concepts. The Request for Proposal does not request that offerors furnish estimates of man-hours or cost for services. At the discussion stage, the public body may discuss nonbinding estimates of total project costs, including, but not limited to, life-cycle costing, and where appropriate, nonbinding estimates of price for services. In accordance with § [2.2-4342](#), proprietary information from competing offerors shall not be disclosed to the public or to competitors.

At the conclusion of discussion, NNPS shall select in the order of preference two or more offerors whose professional qualifications and proposed services are deemed most meritorious.

Negotiations shall then be conducted, beginning with the offeror ranked first. If a contract satisfactory and advantageous to the public body can be negotiated at a price considered fair and reasonable and pursuant to contractual terms and conditions acceptable to the public body, the award shall be made to that offeror. Otherwise, negotiations with the offeror ranked first shall be formally terminated and negotiations conducted with the offeror ranked second, and so on until such a contract can be negotiated at a fair and reasonable price.

The following criteria will be used in the initial evaluation process.

CRITERIA	PERCENTAGES
Services offered	30%
Demonstrated Experience and References	25%
Quality of Administration, Services and Website	20%
Staffing Model	15%
Quality of Proposal and Overall Responsiveness of Offeror	10%

2. Based on the initial evaluation, NNPS may request the selected Offerors make oral presentations. Thereafter, NNPS will conduct negotiations with each of the selected shortlisted Offerors. Individuals representing the Offeror during negotiations shall have the authority to negotiate and contractually bind the company to a contract.
3. After negotiations are completed, NNPS will select the Offeror who, in NNPS's opinion, has made the best proposal and shall award the contract to that Offeror (referred to in this RFP as the Successful Offeror). Should NNPS determine in writing and in its sole discretion that only one Offeror is fully qualified, or that one Offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that Offeror.
4. NNPS is not required to furnish a statement of the reason(s) why a proposal was not deemed to be the most advantageous.

L. Presentation/Demonstration:

If in NNPS's opinion, vendor presentations or demonstrations of the Offeror's proposed system's features and capabilities are warranted, NNPS will notify the appropriate vendors. Such a presentation or demonstration will either be at an NNPS site or virtual (to be determined) at a date and time mutually agreed to between NNPS and Offeror and will be at the Offeror's expense.

M. Preparation of Proposals:

In presenting their proposals, Offerors are encouraged to be thorough in addressing the *Statement of Needs*, the *Preparation of Proposal* guidelines, and the *Proposal Submittal Requirements* as outlined in this RFP.

To facilitate the NNPS's evaluation of Offeror's proposal, Offeror is to number all pages of its proposal and provide tabs listing the evaluation criteria indicated above.

Offerors should be completely responsive to this RFP, be able to conform to the terms and conditions provided herein and provide responses to the evaluation criteria outlined below. Offeror should not incorporate its standard contract document into its proposal, by reference or in full text, without listing each exception it represents to the terms and conditions of this RFP, as described in the Exceptions/Alternatives section of this paragraph.

Offerors are encouraged to provide thorough and detailed information regarding the product and services being offered, based on the details provided below.

To facilitate the NNPS's evaluation of the Offeror's proposal, Offeror must number all pages of its proposal and provide tabs as indicated above. Offeror must fully address each of the following items and submit proposals using the following format:

1. **Demonstrated Experience and References** - Provide a concise description of all work experiences as they relate to the scope of work outlined herein. Said description should include, but not be limited to:
 - a. Offeror's established experience record in providing comparable services to organizations similar to NNPS.
 - Number and types of customers the Offeror has served with comparable services.
 - Number of years Offeror has been providing these types of services.
 - b. A minimum of five (5) references for which Offeror has completed services comparable to those described in this RFP. Include references for work performed in an environment comparable to NNPS's. For each reference, detail:
 - Name of firm;
 - Address of firm;
 - Name, title, address, e-mail address, and phone and fax number of a contact for the firm;
 - Number of years Offeror has served the firm; and
 - Summary of scope of services provided.
 - c. Other available documentation to verify the Offeror's experience.
 - d. A statement detailing why the Offeror is the best candidate to provide the NNPS with the services requested in this RFP.

2. **Quality of Administration, Services and website** - Describe the qualifications and skills of the organization to provide the services. Said description should provide, but not be limited to, the following information:
 - a. Background information about the organization, e.g., philosophy, ownership, size, facilities and locations, etc.
 - Offeror's management structure of the firm -- e.g. organization chart of the firm, project team, etc.
 - Size and location of the office that will serve the NNPS;
 - b. Offeror's qualifications to perform the services, including all resources available to Offeror for the performance of the contract.
 - c. Qualifications and resumes of the assigned NNPS account team and other employees who will be managing and performing the services under this contract.
 - d. Name, title, address, e-mail address, phone and fax numbers, and work hours of the Offeror's Contract Representative for the following functions:
 - Contact for prompt contract administration upon award of the contract;
 - Contact during the period of evaluation;
 - Authorized agent to accept any notices provided for in this contract.
 - e. Indicate the type of organization you represent, i.e. individual, partnership or corporation. If the Offeror is a corporation, list the names of the President, Vice-President, Secretary, Treasurer and all principals. If the Offeror is a partnership, include the names of all principals or partners.
 - f. A detailed history of all mergers or acquisitions, as well as any anticipated future mergers or acquisitions.

- g. A copy of the certificate verifying the firm is registered to do business in the Commonwealth of Virginia.
 - h. A detailed list of contractor licenses held, including license class and number.
 - i. Offeror's current financial condition. Provide a copy of the offeror's Dunn and Brad Street financial report and any other supporting documentation, such as audited annual reports for the past three (3) years. Include any financial ratings held by the firm.
 - j. If Offeror intends to subcontract any part of the work under this contract, indicate services to be subcontracted and subcontractor(s) to provide said services.
3. ***Services offered*** - Provide a detailed description of the services to be provided under this contract. Said description must address, at a minimum:
- a. An introduction - An overview of the Offeror's understanding of the scope of work and services to be provided.
 - b. Best practice approaches to providing services to the NNPS that enhance efficiency and effectiveness. Innovative solutions will be considered by the NNPS.
 - c. EACH of the General Requirements and Specific Requirements set forth under the Scope of Work specified in this RFP.
 - d. A detail of any assistance, equipment, or other items the Offeror will require the NNPS to furnish under this contract.
 - e. A statement explaining why the Offeror's proposed solution would be the most advantageous to the NNPS.
 - f. Describe the one attribute that places the Offeror ahead of the competition.
4. ***Staffing Model*** – Detail sample staffing model to support the demographics of this population as it pertains to size. Detail process implemented when primary staffing model cannot be utilized, such as vacation and sick leave.
5. ***Quality of Proposal and Overall Responsiveness of Offeror*** – Proposal will be evaluated based on offerors ability to respond to all aspects of the proposal. Please provide details of performance guarantees on responsiveness to issue escalations, service requests and service issues.
6. ***Exceptions/Alternatives*** - Detail any exceptions taken to the Statement of Needs and Terms and Conditions sections of this RFP. For each exception, specify the RFP page number, section number, and the exception taken. Offeror shall not incorporate its standard contract document into its proposal, by reference or in full text, without listing each exception it represents to the terms and conditions of this RFP, as described in the Exceptions/Alternatives section of this RFP.

N. Cost of Responding:

This solicitation does not commit NNPS to pay any costs incurred by the Offeror or any other party in the preparation and/or submission of proposals or in making necessary studies or designs for the preparation thereof, nor is NNPS obligated to procure or contract for such services.

V. GENERAL TERMS AND CONDITIONS

A. Contract Document:

This RFP, its addenda, Successful Offeror's proposal, any additional information requested, and negotiated changes and will constitute the final contract hereafter referred to as this "contract". These documents will be incorporated by reference into the NNPS purchase order awarding this contract. This contract shall be governed by the contract documents in the following order of precedence:

This RFP document.

Any negotiated changes to the foregoing documents

Offeror's proposal

B. Proposal Binding for One-hundred Twenty (120) Days:

Offeror agrees that its Proposal shall be binding and may not be withdrawn for a period of one hundred (120) calendar days after the scheduled closing date of this Request For Proposals.

C. Proprietary Information/Non-Disclosure:

Offeror is advised that the Virginia Public Procurement Act (Section 2.2-4342, Code of Virginia, 1950 as amended) shall govern public inspection of all records submitted by Offeror. Specifically, if Offeror seeks to protect any proprietary data or materials, pursuant to Section 2.2-4342, Offeror shall:

1. Invoke the protections of this section prior to or upon submission of the data or other materials,
2. Provide a statement that identifies the data or other materials to be protected and that states the reasons why protection is necessary.
3. Submit trade secrets or other proprietary information under separate cover in a sealed envelope clearly marked "**PROPRIETARY**".
4. Information submitted that does not meet the above requirements will be considered public information in accordance with State statutes.
5. NNPS reserves the right to submit such information to the NNPS attorney for concurrence of the Offeror's claim that it is in fact proprietary.
6. References to the proprietary information may be made within the body of the Proposal; however, all information contained within the body of the Proposal shall be public information in accordance with State statutes.
7. Trade secrets or proprietary information submitted by an Offeror in conjunction with this RFP is not subject to public disclosure under the Virginia Freedom of Information Act (VFOIA).
8. Information submitted that does not meet the above requirements will be considered public information in accordance with the VFOIA.
9. An all-inclusive statement that the entire Proposal is proprietary is unacceptable. A statement that Offeror's costs and/or Proposal pricing are to be protected is unacceptable. Offeror will be requested to remove any such statement(s) to be eligible for further consideration.

D. Contract Modification(s):

After award, all modifications to this contract shall be mutually agreed to by both parties, in writing, and authorized by the NNPS Purchasing Agent or his designee via issuance of a change order (purchase order).

E. Offeror Obligation:

Offeror shall carefully examine the contents of this Request for Proposals and any subsequent addenda. Failure to do so shall not relieve the Successful Offeror of its obligation to fulfill the requirements of any contract awarded as a result of this RFP.

F. Conditions of Work:

Offeror shall inform itself fully of the conditions relating to services required herein. Failure to do so will not relieve a Successful Offeror of the obligation to furnish all goods and/or services necessary to carry out the provisions of this contract.

G. Prime Contractor:

If in its performance of this contract, Successful Offeror supplies goods or services by or through another

party or subcontractor, Successful Offeror agrees that:

1. Successful Offeror shall act as the prime contractor for the goods and services provided under contract and shall be the sole point of contact regarding all obligations under this contract.
2. Successful Offeror represents and warrants that Successful Offeror has made third parties or subcontractors aware of the proposed use and disposition of the other party's products or services, and that such other party has agreed in writing that it has no objection and that NNPS is not liable to such third parties or subcontractors for any work performed under this contract.
3. The use of subcontractors and the work they perform must receive the prior written approval of NNPS. NNPS will designate a Contract Administrator to approve such work.
4. Successful Offeror shall be solely responsible for all work performed and materials provided by subcontractors.
5. Successful Offeror shall be responsible for the liability of subcontractors for the types and limits required of the Successful Offeror under this contract.

H. Subcontractors:

Contractors' use of subcontractors and the work they are to perform must receive written approval from the Contract Administrator at least ten (10) calendar days prior to the work being performed. The contractor shall be solely responsible for all work performed and materials provided by subcontractors. Contractor shall be responsible for the liability of subcontractors for the types and limits required of the Contractor.

I. Non-Assignment:

Successful Offeror shall not assign its rights and duties under this Agreement without the prior written consent of the NNPS Contract Administrator.

J. Antitrust:

Any perceived anti-trust violation will be reported to the State Attorney General for possible enforcement of anti-trust laws.

K. Anti-collusion/Nondiscrimination Requirements Form:

The attached "Anti-collusion/Nondiscrimination Requirements" form, on page 2 of this RFP, shall be executed by Offeror and is to be submitted with Offeror's Proposal. The requirements set forth on said form shall be considered to be binding terms and conditions in any contract resulting from this RFP. A contract will not be awarded to an Offeror who has not signed the anti-collusion/nondiscrimination statement.

L. Hold Harmless/Indemnification:

It is understood and agreed that Successful Offeror hereby assumes the entire responsibility and liability for any and all material damages to persons or property caused by or resulting from or arising out of any act or omission on the part of Successful Offeror, its subcontractors, agents or employees under or in connection with this Contract or the performance or failure to perform any work required by this Contract. Successful Offeror agrees to indemnify and hold harmless NNPS and its agents, volunteers, servants, employees and officials from and against any and all claims, losses, or expenses, including reasonable attorney's fees and litigation expenses suffered by any indemnified party or entity as the result of claims or suits due to, arising out of or in connection with (a) any and all such damages, real or alleged, (b) the violation of any law applicable to this Contract, and (c) the performance of the work by Successful Offeror or those for whom Successful Offeror is legally liable. Upon a written demand by NNPS, Successful Offeror shall assume and defend at Successful Offeror's sole expense all such suits or defense of claims made against NNPS, its agents, volunteers, servants, employees or officials.

M. Notices:

All notices, requests, demands, and elections under this contract, other than routine operational communications, shall be in writing and shall be deemed to have been duly given on the date when hand-delivered, or on the date of the confirmed facsimile transmission, or on the date received when delivered by courier that has a reliable system for tracking delivery, or six (6) NNPS business days after the date of mailing when mailed by United States mail, registered or certified mail, return receipt requested, postage

prepaid. All notices shall be addressed to the following individuals:

To NNPS: NNPS Contract Administrator as designated in this RFP.

To Successful Offeror: Successful Offeror's Contract Administrator as defined in Successful Offeror's Proposal.

Either party may from time to time change the individual(s) to receive notices and/or its address for notification purposes by giving the other party written notice as provided above.

N. Non-Performance:

1. Delivery Delays: NNPS reserves the right to procure goods and/or services to be provided under this contract from other sources in the event Successful Offeror fails to deliver such goods and/or service deliverables in accordance with delivery dates and time frames set forth in this contract.
2. Unacceptable Deliveries (Rejections): Upon notification by NNPS that goods and/or service deliverables provided by the Successful Offeror under this contract are damaged and/or not of the quality specified by NNPS, such goods and/or service deliverables will be rejected. Successful Offeror shall replace such rejected goods and/or service deliverables immediately or within a reasonable time as determined by NNPS.
3. Successful Offeror shall remove all rejected materials, equipment or supplies from the premises of NNPS within ten (10) days of notification. Rejected goods and/or service deliverables not removed from NNPS' premises within ten (10) days will be regarded as abandoned, shall become the property of NNPS, and NNPS shall have the right to dispose of such items.
4. NNPS reserves the right to authorize immediate purchase from other sources against rejections.
5. Liability: Successful Offeror shall be liable to NNPS for all costs incurred by NNPS as a result of Successful Offeror's failure to perform in accordance with the contract. Successful Offeror's liability shall include, but not be limited to:
 - a. Damages and other delay costs, to include costs to procure goods/services from alternate suppliers.
 - b. Increased costs of performance, such as extended overhead and increased performance costs resulting from performance delays caused by Successful Offeror and/or rejections of Successful Offeror's goods and/or service deliverables.
 - c. Warranty and rework costs, liability to third party, excess costs, attorney fees and related costs incurred by NNPS due to non-responsive performance of Successful Offeror.

O. Termination Without Cause:

NNPS may at any time, and for any reason, terminate this Contract by written notice to Successful Offeror specifying the termination date, which shall be not less than thirty (30) days from the date such notice is mailed. Notice shall be given to Successful Offeror by certified mail/return receipt requested, addressed to the Successful Offeror's Contract Administrator. In the event of such termination, Successful Offeror shall be paid such amount as shall compensate Successful Offeror for the work satisfactorily completed, and accepted by NNPS, at the time of termination. If the event NNPS terminates this Contract, Successful Offeror shall withdraw its personnel and equipment, cease performance of any further work under this Contract, and turn over to NNPS any work completed or in process for which payment has been made.

P. Termination with Cause/Breach:

In the event that Successful Offeror shall for any reason or through any cause be in default of the terms of this Contract, NNPS may give Successful Offeror written notice of such default by certified mail/return receipt requested, addressed to the Successful Offeror's Contract Administrator. Unless otherwise provided, Successful Offeror shall have ten (10) days from the date such notice is mailed in which to cure the default. Upon failure of the Successful Offeror to cure the default, NNPS may immediately cancel and terminate this Contract as of the mailing date of the default notice. Upon termination, Successful Offeror shall withdraw its personnel and equipment, cease performance of any further work under the Contract, and turn over to NNPS any work in process for which payment has been made. In the event of violations of law, safety or health standards and regulations, this Contract may be immediately cancelled and terminated by NNPS and provisions herein with respect to opportunity to cure default shall not be applicable.

Q. Breach of Contract:

Successful Offeror shall be deemed in breach of this contract if the Successful Offeror:

Fails to comply with any terms of this contract;

Fails to cure such noncompliance within ten (10) calendar days from the date of the NNPS written notice or such other time frame, greater than ten (10) calendar days, specified by the NNPS Contract Administrator in the notice.

Fails to submit a written response to NNPS's notification of noncompliance within ten (10) calendar days after the date of the NNPS notice.

All notices under this contract shall be submitted, either by fax or certified mail, return-receipt requested, to the respective contract administrator. Successful Offeror shall not be in breach of this contract as long as its default was due to causes beyond reasonable control of and occurred without any fault or negligence on the part of both the Successful Offeror and its subcontractors. Such causes may include, but are not restricted to, acts of God or of the public enemy, acts of NNPS in its sovereign capacity, fires, floods, epidemics, strikes, freight embargoes, and unusually severe catastrophic weather such as hurricanes.

R. Applicable Law:

This Contract shall be deemed to be a Virginia contract and shall be governed as to all matters whether of validity, interpretations, obligations, performance or otherwise exclusively by the laws of the Commonwealth of Virginia, and all questions arising with respect thereto shall be determined in accordance with such laws. Regardless of where actually delivered and accepted, this Contract shall be deemed to have been delivered and accepted by the parties in the Commonwealth of Virginia.

S. Compliance With All Laws:

Successful Offeror shall comply with all federal, state and local statutes, ordinances, and regulations now in effect or hereafter adopted, in the performance of this contract. Successful Offeror represents that it possesses all necessary licenses and permits required to conduct its business and/or will acquire any additional licenses and permits necessary for the performance of this contract prior to the initiation of work. If the Successful Offeror is a corporation, Successful Offeror expressly represents that it is a corporation of good standing in the Commonwealth of Virginia and will remain in good standing throughout the term of the contract and any extensions. All City of Newport News business license, personal property, real estate and other applicable tax requirements shall be met by Successful Offeror.

T. Venue:

Venue shall be in the Circuit Court of the City of Newport News, Virginia, and the United States District Court for the Eastern District of Virginia, Norfolk Division, compliant with applicable laws and regulations, as deemed appropriate by NNPS.

U. Severability:

If any provision of this contract is found by any court of competent jurisdiction to be invalid or unenforceable, the invalidity of such provision shall not affect the other provisions of this contract, and all other provisions of this contract shall remain in full force and effect.

V. Non-Appropriation of Funds:

It is understood and agreed between the parties herein that NNPS shall be bound hereunder only to the extent that the funds shall have been appropriated. In the event no funds or insufficient funds are appropriated, NNPS shall immediately notify the Successful Offeror of such occurrence, and this Contract shall terminate on the last day funds are available without penalty or expense to NNPS of any kind whatsoever.

W. Tax Exemption:

NNPS is exempt from federal excise tax and from all State and local taxes. Successful Offeror shall not include such taxes in any invoices under this agreement. Upon request, NNPS will furnish the Successful Offeror with tax exemption certificates or the NNPS tax exempt number.

X. Vendor's Invoices:

Successful Offeror submit to NNPS all invoices promptly upon completion of the requirements for installation, delivery, and acceptance of the Products and Services required under this contract. Invoices shall not include any costs other than those identified in the executed NNPS purchase order awarding this contract or any subsequent change orders issued by the NNPS Purchasing Division. All shipping costs are the Successful Offeror's responsibility, except to the extent such charges are identified in the executed NNPS purchase order or change orders. Successful Offeror's invoices shall provide at a minimum:

- Type and description of the Product or Service installed, delivered and accepted;
- Serial numbers, if any;
- Quantity delivered;
- Charge for each item;
- Extended total (unit costs x quantity);
- This RFP number and the NNPS Purchase Order Number.

Y. Contractual Disputes:

Any dispute concerning a question of fact because of a contract with NNPS which is not disposed of by agreement shall be decided by the NNPS Purchasing Agent, who shall reduce his decision to writing and mail or otherwise forward a copy thereof to the contractor within thirty (30) days. The decision of the NNPS Purchasing Agent shall be final and conclusive unless the contractor appeals within six (6) months of the date of the final written decision by instituting legal action as provided in the Code of Virginia. A contractor may not institute legal action prior to receipt of the public body's decision on the claim, unless the public body fails to make such a decision within the time specified. Contractual claims, whether for money or other relief, shall be submitted in writing no later than sixty days after final payment; however, written notice of the contractor's intention to file such claim shall have been 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.

Z. Warranty/Guarantee:

Successful Offeror guarantees against defective or faulty material or workmanship for at least one (1) year or for the manufacturer's standard warranty period, whichever is greater, from date of acceptance by NNPS. To furnish adequate protection from damage for all work and to repair damages of any kind for which Successful Offeror or Successful Offeror's workmen are responsible, to the building or equipment, to Successful Offeror's own work, or to the work of others. Any merchandise or service provided under the contract which is or becomes defective during the warranty period shall be replaced by the Successful Offeror free of charge with the specific understanding that all replacements shall carry the same guarantee as the original equipment or service (one year or manufacturer's standard warranty period, whichever is greater, from the date of acceptance of the replacement). Successful Offeror shall make such replacement immediately upon receiving notice from NNPS.

AA. Payment Terms:

To be eligible for payment, all labor, equipment and materials covered under Successful Offeror's invoice must be completed and accepted by NNPS. NNPS agrees to make payments under this contract within thirty (30) days after receiving a correct invoice for such payment. Where payment is made by mail, the date of postmark shall be deemed to be the date of payment. Any amounts due NNPS under the terms of this or any other agreement may be applied against Successful Offeror's invoices with documentation for the basis of the adjustment attached. In no event shall any interest penalty or late fee accrue when payment is delayed because of disagreement between NNPS and Successful Offeror regarding the quantity, quality, time of delivery, or other noncompliance with the contract requirements for any Product or Service or the accuracy or correctness of any invoice. Payment terms offering a "prompt payment discount" of 20 days or greater will be considered in the evaluation of Proposals. All other payment terms shall be net thirty (30) calendar days or greater. Payment terms not specified by Offeror shall be Net 45 days.

Special Educational or Promotional Discounts

Successful Offeror should extend any special educational or promotional sale prices or discounts immediately to NNPS during the term of the contract. Such notice should also advise the duration of the specific sale or discount price.

BB. Prompt Payment:

NNPS will promptly pay for completed, delivered goods or services accepted under this Contract by the payment date established. The required payment date will be either: (i) the date on which payment is due under the terms of this Contract for the provision of the goods or services; or (ii) if a date is not established by this Contract, not more than forty-five (45) days after goods or services are received or not more than forty-five (45) days after the invoice is rendered, whichever is later.

Within twenty (20) days after the receipt of the invoice or goods or services, NNPS shall notify the supplier of any defect or impropriety that would prevent payment by the payment date. Should NNPS fail to pay the Contractor by the pay date, finance charges may be assessed by the Contractor. Unless otherwise provided under the terms of this Contract, interest will accrue at the rate of one percent (1%) per month. This will not apply to late payment provisions in any public utility tariffs or public utility negotiated Contracts. Contractor shall 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.

In cases where payment to Contractor is made by mail, the date of postmark shall be deemed to be the date payment is made for purposes of this Contract.

Individual Contractors shall provide to NNPS their social security numbers and proprietorships, partnerships, and corporations to provide their federal employer identification numbers.

Within seven (7) days after Contractor receives payment from NNPS, Contractor shall take one or more of the following actions:

1. Pay all subcontractors for the proportionate share of the total payment received from NNPS attributable to the work performed by the subcontractors under this Contract;
2. Notify NNPS and all affected subcontractors, in writing, of Contractor's intention to withhold all or a part of each affected subcontractor's payment including the reason for nonpayment.
3. Pay interest to the subcontractor on all amounts owed by the Contractor that remain unpaid after (7) seven days following receipt by the Contractor of payment from NNPS for work performed by the subcontractor under that Contract, except for amounts withheld, as allowed in #2 above.

A Contractor's obligation to pay an interest charge to a subcontractor pursuant to the payment clause in this section shall not be construed to be an obligation of NNPS. A Contract modification will not be made for the purpose of providing reimbursement by NNPS for interest charges owed by Contractor. A cost reimbursement claim to NNPS shall not include any amounts for reimbursement of interest charges owed by Contractor.

CC. Payment by Electronic Funds Transfer (EFT)

Method of payment.

All payments by Newport News Public Schools (NNPS) under this contract shall be made by electronic funds transfer (EFT) except as provided in paragraph (a)(2) of this clause. As used in this clause, the term "EFT" refers to the funds transfer and may also include the payment information transfer.

In the event NNPS is unable to release one or more payments by EFT, the Contractor agrees to either— Accept payment by check or some other mutually agreeable method of payment; or (ii) Request NNPS to extend payment due dates until such time NNPS makes payment by EFT (but see paragraph (d) of this clause).

Mandatory submission of Contractor's EFT information.

The Contractor is required to provide NNPS with the information required to make payment by EFT (see paragraph (j) of this clause). The Contractor shall provide this information directly to the NNPS Accounting Department (hereafter referred to as “Accounting”) no later than 15 days prior to submission of the first request for payment. In the event that the EFT information changes, the Contractor shall be responsible for providing the updated information to the Accounting.

If the Contractor provides EFT information applicable to multiple contracts, the Contractor shall specifically state the applicability of this EFT information in terms acceptable to Accounting.

Mechanisms for EFT payment. NNPS may make payment by EFT through the Automated Clearing House (ACH) network, subject to the rules of the National Automated Clearing House Association

Suspension of payment.

The NNPS is not required to make any payment under this contract until after receipt, by Accounting, of the correct EFT payment information from the Contractor. Until receipt of the correct EFT information, any invoice or contract financing request shall be deemed not to be a proper invoice for the purpose of prompt payment under this contract.

If the EFT information changes after submission of correct EFT information, NNPS shall begin using the changed EFT information no later than 30 days after its receipt by Accounting to the extent payment is made by EFT. However, the Contractor may request that no further payments be made until the updated EFT information is implemented by Accounting. If such suspension would result in a late payment under the prompt payment terms of this contract, the Contractor’s request for suspension shall extend the due date for payment by the number of days of the suspension.

Liability for uncompleted or erroneous transfers.

If an uncompleted or erroneous transfer occurs because NNPS used the Contractor’s EFT information incorrectly, NNPS remains responsible for—

Making a correct payment;

Paying any prompt payment penalty due; and

Recovering any erroneously directed funds.

If an uncompleted or erroneous transfer occurs because the Contractor’s EFT information was incorrect, or was revised within 30 days of NNPS’ release of the EFT payment transaction, and—

If the funds are no longer under the control of Accounting, NNPS is deemed to have made payment and the Contractor is responsible for recovery of any erroneously directed funds; or

If the funds remain under the control of Accounting, NNPS shall not make payment and the provisions of paragraph (d) shall apply.

EFT and prompt payment. A payment shall be deemed to have been made in a timely manner in accordance with the prompt payment terms of this contract if, in the EFT payment transaction instruction released to the Federal Reserve System, the date specified for settlement of the payment is on or before the prompt payment due date, provided the specified payment date is a valid date under the rules of the Federal Reserve System.

EFT and assignment of claims. If the Contractor assigns the proceeds of this contract as provided for in the assignment of claims terms of this contract, the Contractor shall require as a condition of any such assignment, that the assignee shall provide the EFT information required by paragraph (j) of this clause to Accounting and shall be paid by EFT in accordance with the terms of this clause. In all respects, the requirements of this clause shall apply to the assignee as if it were the Contractor. EFT information that shows the ultimate recipient of the transfer to be other than the Contractor, in the absence of a proper assignment of claims acceptable to NNPS, is incorrect EFT information within the meaning of paragraph (d) of this clause.

Liability for change of EFT information by financial agent. NNPS is not liable for errors resulting from changes to EFT information provided by the Contractor's financial agent.

Payment information. Accounting shall forward to the Contractor available payment information that is suitable for transmission as of the date of release of the EFT instruction to the Federal Reserve System. NNPS may request the Contractor to designate the desired format and method(s) for delivery of payment information from a list of formats and methods Accounting is capable of executing. However, NNPS does not guarantee that any particular format or method of delivery is available and retains the latitude to use the format and delivery method most convenient to NNPS. If NNPS makes payment by check in accordance with paragraph (a) of this clause, NNPS shall mail the payment information to the remittance address in the contract.

EFT information. The Contractor shall provide the following information to Accounting. The Contractor may supply this data for this or multiple contracts (see paragraph (b) of this clause). The Contractor shall designate a single financial agent per contract capable of receiving and processing the EFT information using the EFT methods described in paragraph (c) of this clause.

The contract number (or other procurement identification number).

The Contractor's name and remittance address, as stated in the contract(s).

The signature (manual or electronic, as appropriate), title, and telephone number of the Contractor official authorized to provide this information.

The name, address, and 9-digit Routing Transit Number of the Contractor's financial agent.

The Contractor's account number and the type of account (checking, saving, or lockbox).

If applicable, the Fedwire Transfer System telegraphic abbreviation of the Contractor's financial agent.

If applicable, the Contractor shall also provide the name, address, telegraphic abbreviation, and 9-digit Routing Transit Number of the correspondent financial institution receiving the wire transfer payment if the Contractor's financial agent is not directly on-line to the Fedwire Transfer System; and, therefore, not the receiver of the wire transfer payment.

NNPS Accounting Department Designated Contact:
Accounting Department
NNPS Administration Building 12465 Warwick Blvd.

DD. Audits:

NNPS shall have the right to audit all books and records (in whatever form they may be kept, whether written, electronic or other) relating or pertaining to this Contract (including any and all documents and other materials, in whatever form they may be kept, which support or underlie those books and records), kept by or under the control of Successful Offeror, including, but not limited to those kept by Successful Offeror, its employees, agents, assigns, successors and subcontractors. Successful Offeror shall maintain such books and records, together with such supporting or underlying documents and materials, for the duration of this Contract and for at least three years following the completion of this Contract, including any and all renewals thereof. The books and records, together with the supporting or underlying documents and materials shall be made available, upon request, to NNPS, through its employees, agents, representatives, contractors or other designees, during normal business hours at Successful Offeror's office or place of business in Newport News, Virginia. In the event that no such location is available, then the books and records, together with the supporting or underlying documents and records, shall be made available for audit at a time and location in Newport News, Virginia, which is convenient for NNPS. This paragraph shall not be construed to limit, revoke, or abridge any other rights, powers, or obligations relating to audit which NNPS may have by state, city, or federal statute, ordinance, regulation, or agreement, whether those rights, powers, or obligations are express or implied.

EE. Notice of Award:

Any contract resulting from this RFP will be publicly posted for inspection in the NNPS Purchasing Department, 12465 Warwick Boulevard, Newport News, Virginia.

FF. Award:

NNPS intends to award a contract to a fully qualified Offeror submitting the best proposal based on the criteria set forth herein and as determined by NNPS in its sole discretion. At NNPS' sole discretion, NNPS may reject any or all proposals in whole or in part if such action is determined to be in NNPS' best interest. NNPS reserves the right to enter into any contract deemed to be in its best interest, including the award of this contract to more than one contractor.

GG. Disposition of Proposals:

All materials submitted in response to this RFP will become the property of the NNPS. One (1) copy of each proposal will be retained for official files, will become a matter of public record after award of the contract, and will be open to public inspection subject to the *Proprietary Information/Disclosure* section of this RFP.

HH. Exclusivity:

Any contract resulting from this RFP shall be exclusive with the following exceptions:

- NNPS reserves the right to procure goods/services under this contract from a third party in the event of the following:
- The contractor is unable to provide the required services within the required delivery time.
- Contract is unable to provide the required services requested.
- NNPS volume demands exceed the original intent of the contract.

VI. SPECIAL TERMS AND CONDITIONS

A. Contract Term:

This contract term shall be for **one (1) years**, effective January 1, 2027.

B. Contract Extension:

This contract may be extended upon mutual agreement of both parties for **seven (7) additional, one-year (1) periods**, upon the same prices, terms, and conditions set forth in the negotiated contract resulting from

this RFP.

C. Time is of the Essence:

Time is of the essence in this Contract. Successful Offeror expressly acknowledges that in the performance of its obligations, NNPS is relying on timely performance and will schedule operations and incur obligations to third parties in reliance upon timely performance by Successful Offeror and may sustain substantial losses by reason of untimely performance.

D. Insurance:

1. Contractor shall submit to the NNPS Contract Administrator certificates of insurance, prior to beginning work under the Contract and no later than ten (10) days after award of the Contract.
2. All policies of insurance required herein shall be written by insurance companies licensed to conduct the business of insurance in Virginia, and acceptable to Owner, and shall carry the provision that the insurance will not be cancelled or materially modified without thirty days (30) prior written notice to the Owner or to the extent permitted by Virginia law.
3. The certificates of insurance shall list NNPS, 12465 Warwick Boulevard, Newport News, Virginia, 23606-0130, as the additional insured for the specified project as outlined in this IFB. Copies of actual endorsements to the policy shall be required to confirm any special request, such as, additional insurance status. A COI shall not be issued or delivered that gives the impression there are coverage terms the referenced policy does not specifically provide.

IT IS THE RESPONSIBILITY OF THE CONTRACTOR TO IMMEDIATELY NOTIFY THE OWNER SHOULD ANY POLICY BE CANCELLED. FAILURE TO NOTIFY THE OWNER SHALL CONSTITUTE A MATERIAL BREACH OF THE CONTRACT.

Forms	Limits
Workers' Compensation	Statutory
Automobile Liability	\$1,000,000 Combined Single Limit
Commercial General Liability, including Contractual Liability and Products and Completed Operations Coverage	\$1,000,000 Combined Single Limit
Umbrella/Excess Liability	\$5,000,000

The establishment of minimum limits of insurance by NNPS does not reduce or limit the liability or responsibilities of the Successful Offeror.

E. Unauthorized Disclosure of Information:

Successful Offeror shall assume the entire responsibility and liability for all damages caused by or resulting from or arising out of the negligent or willful unauthorized disclosure of confidential information on the part of the Successful Offeror, its subcontractors, agents or employees under or in connection with this contract. The Successful Offeror shall save harmless and indemnify NNPS and its agents, volunteers, servants, employees and officers from and against any and all claims, losses or expenses, including but not limited to attorney's fees, which either or both of them may suffer, pay or incur as the result of claims or suits due to, arising out of or in connection with, any and all such unauthorized disclosures, real or alleged. The Successful Offeror shall, upon written demand by NNPS, assume and defend, at the Successful Offeror's sole expense, any and all such suits or defense of claims alleging unauthorized disclosures of confidential information.

Any negligent or willful unauthorized disclosure of confidential information on the part of the Successful Offeror, its subcontractors, agents or employees under or in connection with this contract shall constitute a breach of the terms of this contract. NNPS may proceed by appropriate court action, including seeking injunctive relief, to prevent continuing unauthorized disclosures, and Successful Offeror shall save harmless and indemnify NNPS for court costs, litigation expenses and attorney's fees that it may pay or incur as the result of seeking to prevent or stop any and all unauthorized disclosures of confidential information.

F. CERTIFICATION REGARDING DEBARMENT

This is to certify that this person/firm/corporation is not now debarred by the Federal Government or by the Commonwealth of Virginia or by any other state, or by any town, city, or county, from submitting bids/proposals on covered by this solicitation, nor are they an agent of any person or entity that is now so debarred.

Name of Official

Title

Firm or Corporation

Date

G. Data Security Clauses

1. Network Security. Vendors always agree to maintain network security that at a minimum includes: network firewall provisioning, intrusion detection, and regular (three or more annually) third party vulnerability assessments. Likewise, Vendor agrees to maintain network security that conforms to generally recognized industry standards.
2. Data Security. Vendor agrees to preserve the confidentiality, integrity and accessibility of NNPS data with administrative, technical and physical measures that conform to generally recognized industry standards (see “11. Industry Standards”) and best practices that Vendor then applies to its own processing environment. Maintenance of a secure processing environment includes but is not limited to the timely application of patches, fixes and updates to operating systems and applications as provided by vendor or open source support.
3. Data Storage. Vendor agrees that any and all NNPS data will be stored, processed, and maintained solely on designated target servers and that no NNPS data at any time will be processed on or transferred to any portable or laptop computing device or any portable storage medium, unless that device or storage medium is in use as part of the Vendor's designated backup and recovery processes and encrypted in accordance with “5. Data Encryption”.
4. Data Transmission. Vendor agrees that any and all electronic transmission or exchange of system and application data with NNPS and/or any other parties expressly designated by NNPS shall take place via secure means (using HTTPS or SFTP or equivalent) and solely in accordance with “7. Data Re-Use”.
5. Data Encryption. Vendor agrees to store all NNPS backup data as part of its designated backup and recovery processes in encrypted form, using a commercially supported encryption solution. Vendor further agrees that any and all NNPS data defined as personally identifiable information under current legislation or regulations stored on any portable or laptop computing device or any portable storage medium be likewise encrypted. Encryption solutions will be deployed with no less than a 128-bit key for symmetric encryption and a 1024 (or larger) bit key length for asymmetric encryption.
6. Data Re-Use. The vendor agrees that all data exchanged shall be used expressly and solely for the purposes enumerated in the Current Agreement and this Addendum. Data shall not be distributed, repurposed or shared across other applications, environments, or business units of Vendor. Vendor further agrees that no NNPS data of any kind shall be transmitted, exchanged or otherwise passed to

other vendors or interested parties except on a case-by-case basis as specifically agreed to in writing by Newport News Public Schools.

7. End of Agreement Data Handling. Vendor agrees that upon termination of this Agreement it shall erase, destroy, and render unrecoverable all NNPS data and certify in writing that these actions have been completed within 30 days of the termination of this Agreement or within 7 days of the request of an agent of NNPS, whichever shall come first. At a minimum, a “Clear” media sanitization is to be performed according to the standards enumerated by the National Institute of Standards, Guidelines for Media Sanitization, SP800-88, Appendix A -see <http://csrc.nist.gov/>.
8. Security Breach Notification. Vendor agrees to comply with all applicable laws that require the notification of individuals in the event of unauthorized release of personally identifiable information or other event requiring notification. In the event of a breach of any of Vendor’s security obligations, or other event requiring notification under applicable law, Vendor agrees to:
 - a. Notify NNPS by telephone and e-mail of such an event within 24 hours of discovery, and;
 - b. Assume responsibility for informing all such individuals in accordance with applicable law, and;
 - c. Indemnify, hold harmless and defend NNPS and its trustees, officers, and employees from and against any claims, damages, or other harm related to such Notification Event.
9. Right to Audit. Newport News Public Schools, or an appointed audit firm (Auditors), has the right to audit the Vendor and the Vendor’s sub-vendors or affiliates that provide a service for the processing, transport or storage of Newport News Public Schools’ data. Newport News Public Schools will announce their intent to audit the Vendor by providing at a minimum two weeks (10 business days) notice to the Vendor. This notice will go to the Vendor that this contract is executed with. A scope document along with a request for deliverables will be provided at the time of notification of an audit. If the documentation requested cannot be removed from the Vendor’s premises, the Vendor will allow the Auditors access to their site. Where necessary, the Vendor will provide a personal site guide for the Auditors while on site. The Vendor will provide private accommodation on site for data analysis and meetings; the accommodation will allow for a reasonable workspace, with appropriate lighting, electrical, a printer and Internet connection. The Vendor will make necessary employees or contractors available for interviews in person or on the phone during the time frame of the audit. In lieu of NNPS or its appointed audit firm performing their own audit, if the Vendor has an external audit firm that performs a certified SSAE16 SOC Type II review, NNPS has the right to review the controls tested as well as the results, and has the right to request additional controls to be added to the certified SSAE16 SOC Type II review for testing the controls that have an impact on NNPS data. Audits will be at Newport News Public Schools's sole expense, except where the audit reveals material noncompliance with contract specifications, in which case the cost will be borne by the vendor.
10. Industry Standards. Generally recognized industry standards include but are not limited to the current standards and benchmarks set forth and maintained by the:

Center for Internet Security -see <http://www.cisecurity.org>

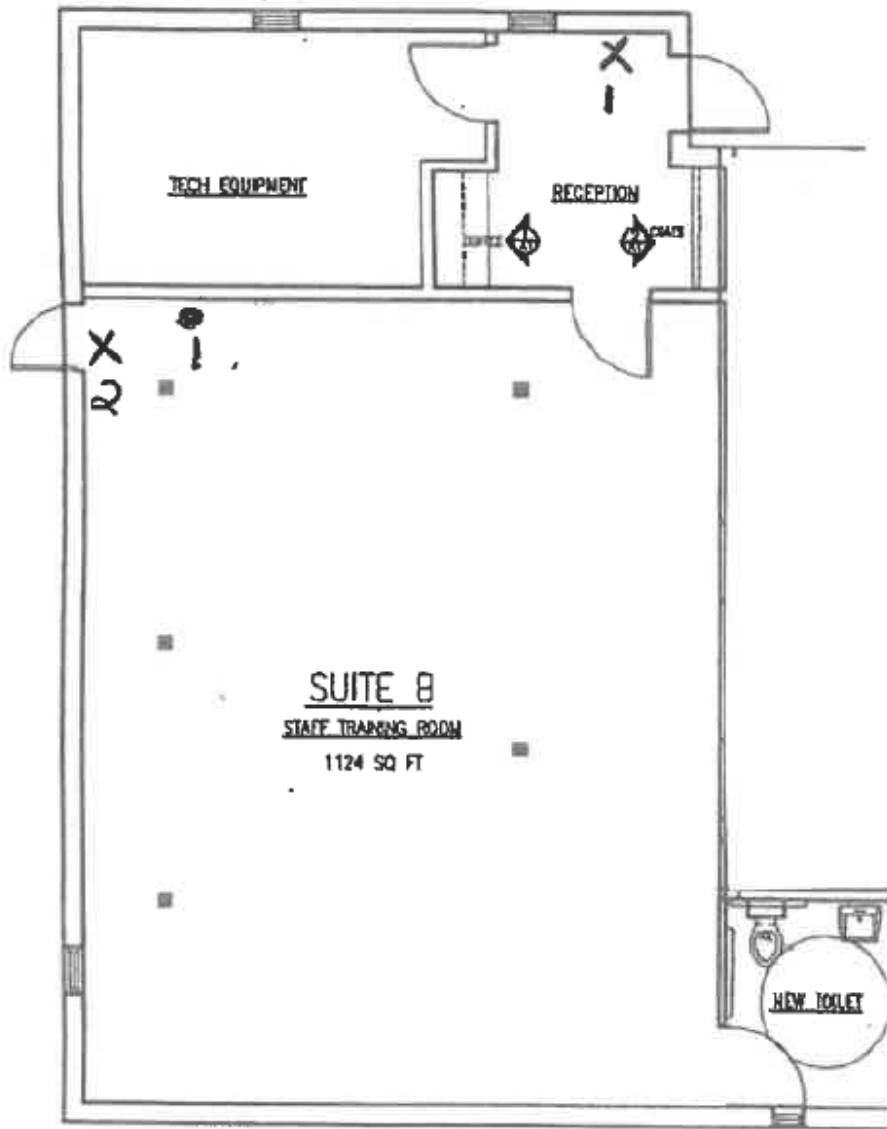
Payment Card Industry/Data Security Standards (PCI/DSS) -see
<http://www.pcisecuritystandards.org/>
National Institute for Standards and Technology -see <http://csrc.nist.gov>
Federal Information Security Management Act (FISMA) -see <http://csrc.nist.gov>
ISO/IEC 27000-series -see <http://www.iso27001security.com/>
Organization for the Advancement of Structured Information Standards (OASIS) -see
<http://www.oasis-open.org/>

11. Vendor agrees to provide SSAE 16 (SOC 1) Standard Type II reports to NNPS Contract Administrator annually which document verification of controls tested. Annual date determined to be thirty (30) days prior to the established contract renewal date.

H. Copyright/Patent Indemnity:

Successful Offeror shall pay all royalty and license fees relating to the items covered by this contract. In the event any third party shall claim that the manufacture, use and sales of the goods supplied under this contract constitute an infringement of any copyright, trademark, or patent, the Successful Offeror shall indemnify NNPS and hold NNPS harmless from any cost, expense, damage or loss incurred in any manner by NNPS on account of any such alleged or actual infringement.

Attachment A: Floor Plan of Pharmacy Space





**August 14, 2025
Addendum #1
FOR IMMEDIATE ATTENTION**

ADDENDUM NO. 1 TO ALL OFFERORS:

Reference – Request for Proposal: RFP 001-0-2026/SB On-Site Pharmacy Services
For Delivery To: Newport News Public Schools
Proposals Due: August 27, 2025 at 2:00 PM EST

The above is hereby changed to read:

a. Change to VI. Special Terms and Conditions, Letter D. Insurance: Insurance requirements are hereby changed to the following:

Forms	Limits
Workers' Compensation	Statutory Virginia Limits
Automobile Liability	\$1,000,000 each accident - Combined Single Limit
Commercial General Liability	\$1,000,000 – each occurrence including contractual liability
General Aggregate (other than products/completed operations)	\$2,000,000
General Liability – products/completed operations	\$2,000,000
Personal and Advertising Injury	\$1,000,000
Fire Damage Legal Liability	\$100,000
Umbrella/Excess Liability	\$2,000,000 per occurrence and in the aggregate
Professional Liability/Malpractice	\$2,000,000 per occurrence (or limit in accordance with statute for Medical Professionals)
Cyber Liability	\$2,000,000 per occurrence
Abuse & Molestation Coverage	\$1,000,000 per occurrence (required if pharmacy dispenses medication to a minor where one on one contact or consultation is to be provided)

b. Pre-Proposal Questions and Responses:

1. What is the address of the proposed pharmacy location?
12507 Warwick Boulevard, Newport News, VA, 23606
2. How many employees, spouses, dependents and pre-65 retirees are eligible to use the pharmacy
 - a. 8173 people will have eligibility
 - i. 2756 employees
 - ii. 5367 spouses and dependents
 - iii. 50 pre-65 retirees
 - b. Are spouses and dependents eligible? **Yes**
3. Confirming that post-65 (Medicare) will not be eligible? **That is our understanding at this time, yes.**

4. Would Newport News Public Schools be open to alternate models of Pharmacy Services which also include access to Direct Primary Care for employees/spouses/dependents on the health plan? **Yes, per Section K. Evaluation of Proposals #6, on page 13, Offerors may submit alternative models.**
5. As a follow up, would it be possible if we could be provided with the following information to better provide a response to your RFP:
 - a. A deidentified census file with home address for Employees on the health plan. **USI will provide through secure link; no identifiable information (home addresses) will be included in the file. It is acceptable to provide city and zip code but not street addresses.**
 - b. 1 or 2 years of medical claims data **USI will provide through secure link.**
 - c. 1 year PBM (pharmacy benefits manager) data **USI will provide through secure link**
 - d. Total number of employees, spouses, dependents on the health plan. **This response is addressed in question #2.**
6. Are there any other languages in which you would prefer services to be offered? **Newport News Public Schools would also like to offer print services in Spanish. Access to interpretive services would be welcomed. Please address any language interpreting services that your firm offers in your proposal response.**
7. PBMs often bill insurers higher prices than they reimburse pharmacies, keeping the difference. With PBMs like Caremark (which manages Carelon Rx) facing scrutiny and investigations for inflating drug prices, underpaying independent pharmacies, and steering members to their own pharmacies such as CVS, what guarantees do we have that NNPS's PBM will support our partnership and treat our independent pharmacy fairly and not use similar tactics that threaten our partnership's financial operations? **Carelon Rx is aware of this onsite pharmacy RFP and provides its full support. The consultants facilitating the RFP with Newport News public schools also employs a pharmacy consulting team, who work with the PBM to ensure a successful partnership is maintained.**
8. Since this is a zero commission RFP, will your team consider using a pass-through PBM to promote pricing transparency, ensure fair reimbursement for pharmacy providers, and help maintain low drug costs and benefits for NNPS members? **Newport News Public Schools intent is to utilize the current PBM, however, Offeror may provide an alternative proposal to provide additional information about their PBM and how this would work with NNPS' current Rx provider.**
9. Could you please provide me with access to the information needed to submit the proposal (ie census data, plan experience, current plan documents, provider information, and cost exhibit). **USI provided through secure link to requester.**
10. For email submission, what is the file size limit? **Emailed proposal submissions shall not be accepted. Please refer to page 1 of the RFP, Electronic Submission. The Commonwealth of Virginia Department of General Services (DGS) manages the eVA website and all proposals shall be submitted through eVA. For questions, please contact eVA Customer Care at 1-866-289-7367 or via email at eVACustomerCare@DGS.Virginia.gov. If your firm is not registered, eVA will provide assistance.**
11. Will NNPS accept electronic signature in lieu of a wet signature? **Yes, NNPS will accept electronic signatures.**
12. What is the expected award date for this RFP? **Please refer to the RFP, Section I. Purpose, page 4.**
13. The RFP states respondents need to provide deviations from requested services (attachment D), but there isn't an attachment D in the RFP or on eVA. Where will we find attachment D? **Please provide any alternate proposal under separate cover/tab II in your proposal submission. "Attachment D" is hereby deleted.**
14. On page 10, Tab 1, there is a reference to our ability to meet the Minimum Required Services provided in Section 2, but the Minimum Required Services are listed in Section III, please clarify. **Page 10, Tab 1: Minimum Required Services is hereby deleted and replaced with Section II: Background and Section III: Statement of Needs.**
15. On page 10 of RFP, Tab 1 states to list each term and condition in Section II but Section II is "Background." Please clarify. **In the event the Offeror takes exception to Terms and Conditions, those exceptions shall be listed in accordance with the RFP, Letter M. Preparation of Proposal #6, Exceptions/Alternatives on page 13.**

c. Pre-Proposal Conference Agenda and Attendees:

See below.



Optional Pre-Proposal Conference Agenda

August 6, 2025 at 10:00 AM EST

RFP #001-0-2026/SB On-Site Pharmacy Services

Location: Zoom Virtual Meeting

Introductions:

Shannon Bailey, Director of Procurement (facilitator)

Scarlett Minto, Chief Financial Officer

Rusty Fairheart, Chief Operations Officer

JoAnn Armstrong, Supervisor Compensation & Benefits

Dr. Nina Farrish, Director of Human Resources

Dr. Yvette Smith, Executive Director of Human Resources

Cathy Alexander, Executive Director of Child Nutrition

Brooke Barnes, USI Consulting – Account Executive

Sharon Nickens, Benefits Coordinator

Prospective Offerors on the Zoom Call:

OnSite Rx – Josh Sanders

OnSite Rx - Michelle Woodruff

Potomac Health Care Solutions – Robert Askew

Sentara Health – Sunil Patel

Sentara Health - Mark DeAngelo

Asthenis – Eugenio Fernandez

Optional Pre-Proposal Conference: This conference is held to answer any questions regarding the RFP. Any changes determined necessary as a result of this conference will be formally addressed by the issuance of an addendum on eVA and the NNPS Purchasing webpage. Attending is not mandatory, but it is advisable.

- 1. Purpose:** The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from highly qualified firms for management services for an onsite pharmacy to be available for eligible employees and retirees of Newport News Public Schools (NNPS). This pharmacy will dispense retail prescriptions and provide over-the-counter medications. The tentative award date of the new contract will be March 1, 2026, with the anticipated date of clinic opening January 1, 2027. The objectives and intent of this RFP are:
 1. To provide eligible employees and retirees with a quality onsite pharmacy responsive to the diverse needs of employees.
 2. To provide excellent customer service.
 3. To have a positive impact on cost reduction while improving clinical outcomes; and
 4. To responsibly utilize taxpayer dollars.

NNPS invites any qualified Offeror to submit a proposal. Offerors responding to this request must be responsible, regularly and practically engaged in providing the services requested in this RFP and possess ample resources for doing this work.



2. **Contact with NNPS Staff:** Direct contact with NNPS staff, representatives, and/or agents other than Purchasing Department staff on the subject of this RFP or any subject related to this RFP is expressly **prohibited** except with the prior knowledge and permission of the Purchasing Agent. All questions and communication shall only be made with the Procurement Officer facilitating the RFP.

3. **RFP Deadline:** Offeror shall ensure its Proposal is time stamped by the Issuing Office no later than the Closing Date and Time shown on the cover page of this Information for Proposal. Proposals received after the specified date and time (time stamped 2:01 P.M. or later) will not be considered and will be retained in the Purchasing Office and marked "Late". **Proposals are due August 27, 2025 at 2:00 PM EST, unless otherwise changed in a subsequent addendum.**

4. **Deadline for Questions:** Offerors must submit questions regarding the Request for Proposal in writing to the Issuing Office to Brooke.barnes@usi.com with copy to Shannon.bailey1@nn.k12.va.us no later than **August 13, 2025 at 3:00 pm EST**. Necessary replies will be issued to all Offerors of record as addenda that shall become part of the contract documents. Oral discussions do not form a part of the Proposal documents.

5. **RFP Submission:** Per the VPPA § 2.2-4303. (Effective January 1, 2025) Methods of Procurement, Newport News Public Schools now provides an option to submit electronic copies of the requested proposal through electronic means. All proposals must be submitted electronically online via eVA using the Bidder's established eVA Supplier Account. The entire proposal response including any / all attachments and any / all addenda must be submitted electronically via eVA no later than the closing date and time stated in the solicitation posting. Faxed or emailed bids will not be accepted.

If you wish to redact any information, submit trade secrets or other proprietary information under separate cover in a sealed envelope clearly marked "PROPRIETARY" or your firm can submit a redacted version of your proposal submission marked "REDACTED."

6. Evaluation of Proposals:

CRITERIA	PERCENTAGES
Services offered	30%
Demonstrated Experience and References	25%
Quality of Administration, Services and Website	20%
Staffing Model	15%
Quality of Proposal and Overall Responsiveness of Offeror	10%



7. **Terms and Conditions:** Please review and pay close attention to the General and Special Terms and Conditions of the RFP.

8. **Turn over to USI Consulting and take questions from Prospective Offerors**

End of Addendum #1

All other provisions of the RFP shall remain unchanged.

Sincerely,

Shannon Bailey, VCCO, VCO
Director of Procurement
shannon.bailey1@nn.k12.va.us
757-591-4560 x10752

Name of Firm

Signature/Title

Date