REQUEST FOR PROPOSAL

RFP No.: 12-13/18 IMPLEMENTATION AND CONFIGURATION OF DISTRICT-WIDE FINANCIAL AID SOLUTIONS

The Board of Trustees of the Peralta Community College District (PCCD), Oakland, California, through the Office of Purchasing, is hereby requesting proposals for the above mentioned project.

The successful vendor will be required to furnish all labor, material, equipment, supplies, applicable taxes, insurance, bonding, and licenses to complete this project.

Proposal Information

<table>
<thead>
<tr>
<th>Proposal Description</th>
<th>District-Wide Financial Aid Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proposal Type</td>
<td>Service</td>
</tr>
<tr>
<td>Proposal Number</td>
<td>12-13/18</td>
</tr>
<tr>
<td>Proposal Issued</td>
<td>March 13, 2013</td>
</tr>
<tr>
<td>Department</td>
<td>Purchasing Department</td>
</tr>
<tr>
<td>Mandatory Pre-proposal Meeting</td>
<td>March 27, 2013 at 10:00 AM Department of General Services (Conference Room 1) 333 East 8th Street Oakland, CA 94606</td>
</tr>
<tr>
<td>Scheduled Publication Dates</td>
<td>March 12, 2013; March 20, 2013</td>
</tr>
<tr>
<td>Proposal Due Date</td>
<td>April 23, 2013 at 11:00 a.m.</td>
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</tbody>
</table>

Instructions for Submitting Proposals

<table>
<thead>
<tr>
<th>Submittal Address</th>
<th>Peralta Community College District Purchasing Department Attn: Marie Hampton 501 5th Avenue Oakland, CA 94606</th>
</tr>
</thead>
<tbody>
<tr>
<td>Submittal Copies</td>
<td>One (1) Original copy clearly marked “Original” and two (2) Copies marked “copy”.</td>
</tr>
</tbody>
</table>
| Submittal Envelope Requirements | Proposal must be sealed and have the following information clearly marked and visible on the outside of the envelope:  
  - Proposal Number  
  - Name of Your Company  
  - Address  
  - Phone Number |
| Late Submittals   | Proposals received after the time and date stated above shall be returned unopened to the vendor. |
How to Obtain Proposal Documents

Copies of the Proposal documents may be obtained at:

<table>
<thead>
<tr>
<th>Available</th>
<th>Location</th>
</tr>
</thead>
</table>
| Yes       | Peralta Community College District  
Purchasing Department  
501 5th Avenue  
Oakland, CA 94606  
Monday through Friday 9:00 AM to 4:00 PM  
(510) 466-7225 |
| Yes       | Website: www.peralta.edu  
Click “Service Centers”, then click “Purchasing” and then click “List of Current RFPs/Bids” to download the bid packet. |
| No        | Ford Graphics  
2210 Magnolia Street  
Oakland, CA 94607  
Tel. 510-451-9060 Fax 510-595-2383  
www.fordgraphics.com  
Email: fgoakland@fordgraphics.com  
Attn: Christina |

Questions about the Proposal

Questions and or Requests for Information (RFI) must be submitted in writing and can be submitted by fax or email as follows:

| Primary Contact | Marie Hampton, Director of Purchasing Services  
Fax: 510-587-7873  
Email: mhampton@peralta.edu |
| Question/RFI Due Date | April 9, 2013 at 4:00 p.m.  
Please submit questions as soon as possible. No questions regarding the specifications will be responded to after the above date. All pertinent questions will be responded to and answered in writing no later than the Response Date listed below. |
| Response Date | April 15, 2013  
All pertinent questions will be responded to via addendum faxed (or emailed) to all prospective bidders, and placed on the District’s website. Proposer who did not receive a copy of the addendum should download it from the District’s website. See “How to Obtain Proposal Documents” section for our web address. All addendums must be acknowledged on the RFP Acknowledgement and Signature form. |
**Full Opportunity**

The Peralta Community College District hereby affirmatively ensures that Disadvantaged Business Enterprises (DBE), Small Local Business Enterprise (SLBE) and Small Emerging Local Business Enterprise (SELBE) shall be afforded full opportunity to submit bids in response to this notice and will not be discriminated against on the basis of race, color, national origin, ancestry, disability, gender, transgender status, political affiliation or religion in any consideration leading to the award of contract.

No qualified disabled person shall, on the basis of disability, be excluded from participating in, be denied the benefits of, or otherwise be subjected to discrimination in any consideration leading to the award.

Peralta Community College District reserves the right to reject any or all proposals, to waive any irregularities or informalities not affected by law, to evaluate the proposals submitted and to award the contract according to the proposal which best serves the interests of Peralta Community College District.

**Marie Hampton, Director of Purchasing Services**
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Attachments:

<table>
<thead>
<tr>
<th>Title</th>
<th>Must Be Returned with Proposal</th>
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<tbody>
<tr>
<td>1 Vendor Questionnaire and Certificate by Compliance</td>
<td>Yes</td>
</tr>
<tr>
<td>2 Environmentally Sustainable Procurement</td>
<td>Yes</td>
</tr>
<tr>
<td>3 Certificate Regarding Workers’ Compensation</td>
<td>Yes</td>
</tr>
<tr>
<td>4 Statement of Equal Employment Opportunity</td>
<td>Yes</td>
</tr>
<tr>
<td>5 Small Local Business Enterprise/Small Emerging Local Business Enterprise Program</td>
<td>Yes</td>
</tr>
<tr>
<td>6 SLBE/SELBE Self Certification Affidavit</td>
<td>Yes, If applicable</td>
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<tr>
<td>7 Non-Collusion Affidavit</td>
<td>Yes</td>
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<td>8 General Provisions</td>
<td></td>
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<tr>
<td>9 RFP Acknowledgement and Signature Form</td>
<td>Yes</td>
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<tr>
<td>10 PCCD Proposal Worksheet</td>
<td>Yes</td>
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</table>
I. Project Overview

The Peralta Community College District (PCCD) is accepting proposals and intends to enter into an agreement with a vendor that specializes in the implementation and configuration of PeopleSoft 9.0 Financial Aid / Campus Solutions (CS) Modules in accordance with the terms and conditions and requirements as set forth in this Request for Proposal. The successful proposer must have experience in the following areas:

1. **Multi Campus/ Multi Institution Experience:** The successful proposer must have served as a Prime Contractor for a multi-campus higher education institution within the past 5 years where the software was implemented across a multi-campus environment, and the installation must have used a single instance database for all of the campuses.

2. **PeopleSoft Financial Aid Integration Experience:** The successful proposer must demonstrate that it has the skills and experiences needed to create real-time or batch interfaces between the PeopleSoft Student Financial Aid software module and existing PeopleSoft Financials and Human Resources systems.

3. **California Community College Experience:** The successful proposer must identify where they have implemented a PeopleSoft Student Financial Aid module in at least one or more California Community Colleges within the past 5 years.

4. **California Community College Reporting Regulation Requirement:** The successful proposer System Implementers must agree to install all state regulatory updates that meet California Community College Chancellor's Office regulatory requirements; such as customizations that will support PCCD's Financial Aid MIS reporting, reporting to the California Student Aid Commission Cal Grant Awards, payment rosters and California Dream APP ISIRs, COD reporting (XML) for Pell and Direct Loans and FISAP.

5. **Quality Management Program:** PCCD considers the inclusion of strong Quality Management Program to be critical to the success of the project. The successful proposer must agree to provide a Quality Management Program that will support the overall success of this project.

The Peralta Community College District (PCCD) is composed of four separate community colleges: Berkeley City College; College of Alameda; Laney College; and Merritt College. Currently PCCD utilizes PeopleSoft as one institution that is comprised of the four campuses. Financial Aid will need to be setup as four individual campuses and utilize the four separate schools Office of Postsecondary Education Identification codes (OPEID) associated with them to ensure federal reporting associated with the correct school code. Once admitted, a student can register and take classes offered by any of the four schools. Students will be assigned a “Home” school based on admissions/registrar requirements and that “Home” school will process the financial aid.

This process will guide the implementation. PCCD processes currently have been customized in order to accommodate the Federal requirements and allow each school to act separately as individual locations under a single institution within PeopleSoft.
II. Scope of Services

PCCD is seeking assistance a qualified vendor to provide functional and technical consultants to assist with the implementation of PeopleSoft 9.0 Financial Aid module of the Campus Solutions (CS) application as subject matter experts. The PCCD implementation will include these major modules: Admissions, Student Records, Student Finance, HR (payroll) and Financial Aid. This is not exhaustive and other functional and technical needs may arise. PCCD will provide a Financial Aid functional lead and a steering committee.

Critical success factor deliverables required for the Financial Aid (CS) implementation is a proven System Development Lifecycle Methodology (SDLC), Project Charter, Project Requirements Document, Project Schedule, along with a detail Project Plan.

In addition, expert level system and business knowledge is critical to the success of the PCCD PeopleSoft 9.0 Financial Aid (CS) implementation. Functional and technical consultant(s) with working knowledge of each of the process areas will work closely with the functional lead, stakeholders, technical staff, and end-users from each of the functional areas to provide guidance and assistance in various formats to include, but not be limited to the following:

- The functional consultant will conduct Fit/Gap sessions, identify required customizations, assist with system configuration, write functional specifications for the customizations, do the setup and configuration for the module, conduct testing, training and knowledge transfer and provide support for the different Go-Live milestones.

- The technical consultant will develop the customizations requested based on the Functional Specifications, assist with system configuration, create an approach document for review and approval prior to starting each customization, assist with testing each customization, create a technical specification for each customization and provide knowledge transfer to the Peralta IT staff that will support the customizations after Go-Live.

The PCCD implementation will be a phased rollout with the following projected timelines to consider within the project plan:

- Projected Start Date: May 28, 2013
- Go Live for Aid Year 2014-2015 February 28, 2014

III. DETAILS OF SCOPE

The requirements listed below are not an all-inclusive “core requirements” list and need to be addressed to integrate within PCCD’s scope of work. Interested bidders may include additional findings within their proposed Statement of Work.

- Designate a home campus when Individual Student Information Record (ISIR) is loaded
- Sort/order ISIRs by student choice (separate into four campus locations)
- Ability to create a Prospect (potential student not yet officially applied for Admission but could be recruited by PCCD) record in Admissions module
- Track all required verification documents
- Automatically assign required documents based on a student’s ISIR Comment and/or Reject Codes as well as other additional documents required for PCCD-specific processing-the requirement is to assign documents in an automated process to a group of students, preferably following an ISIR load.
- Generate unlimited Tracking Letters and follow-up letters to inform students of required documents needed in order to complete the processing of the financial aid application. Letters should be produced either on demand for individual students or for groups of students
- Ability to have unique packaging processes and criteria at each campus
• Ability to have unique aid application and verification processes at each campus
• Ability to share student financial aid information between campuses; increasing student access to information and simplifying regulatory compliance.
• Establish standard weeks of instruction for each term within the aid year
• Lock a student’s budget
• Auto-package state grant funds according to delivered eligibility table
• Automate summer financial aid packaging, particularly Pell Grants
• Track Satisfactory Academic Progress (SAP), along with ability to have unique SAP standards and appeals processes at each campus
• Track Federal College Work Study earnings based on payroll information
• Process Pell Payment reporting via COD requirements, allowing each college to report funding separately
• Determine who requires a R2T4 calculation
• Calculate R2T4 in PeopleSoft for multiple students based on SR withdrawal and notify FA regarding refunds
• Process BOGG Tuition Waivers
• Process incoming state ISIRs
• Update all process pages, excluding setup pages, to reflect a Home Campus code that is based on an agreed-upon source for the campus code determinant
• Convert legacy FA holds and SAP flags

IV. Projected Time Line

The scheduled completion date for this project is 340 days from the District’s Notice to proceed.

V. Submission Requirements

PCCD has scheduled a Mandatory Pre-proposal meeting on the date indicated in the cover page of this RFP, to review the submission requirements.

Please respond to the following 7 submission requirements in a straightforward, concise delineation of your capabilities proposed to satisfy the requirement of the RFP. PCCD will use your responses to objectively determine your capabilities and experience. Please label your responses 1 through 7, in the order presented below. Please limit your total response to 16 pages (excludes the required attachment forms provided with this RFP).

Submittal Format:
Responses may not be longer than 16 pages (one sided or 8 pages double sided), printed on 8 ½” x 11” paper and formatted in no smaller than 11 point font. Each section shall be labeled according to the sections below. All submitted material must only be bound with only one staple in the upper left corner. Please no binders or any other type of spiral binding. Submittals must be able to fit into an 8 ½ x 11 inch folder.

1. Company Information: Provide the name of your company (including the name of any parent company), business address, email address, Federal Tax ID number, telephone and FAX numbers, and names and titles of key personnel and a brief history of your company. Provide a brief statement of who is authorized to submit the proposal on the behalf of your firm. Please make sure that person signs and dates the statement.

2. Knowledge and Experience: Provide three institutions where your firm served as the Prime Contractor of the implementation of PeopleSoft. Including the number of campuses, the number of instances, a description of the diagram of how the single instances were implemented and the start and end dates (month/year) of the implementation contract. Additional experience must be described in your RFP as follows:
a) Describe your experience in interfacing the PeopleSoft Student Financial Aid Software modules. Describe how your proposed team has the necessary skills required to successfully accomplish these interfaces.

b) Describe how your firm will successfully assist PCCD with implementation support for all State regulatory changes that require data element and/or reporting modifications. Provide a description for the process of monitoring State of California Financial Aid requirements.

c) Provide a detailed description of your Quality Management Program which must include review of project deliverables, processes, resources and budgets for quality, accuracy completeness and to take corrective action where needed to provide the desired results. Describe your firm’s Quality Management Program, specifying the scope and frequency of these reviews.

3. Clients: Provide names, addresses and contact information of three (3) current clients where your firm provided a substantial amount of the work in the installation of the PeopleSoft Student Financial Aid module.

4. Proposed Costs: Provide your cost for the Implementation and Configuration of Financial Aid Solutions on the sample PCCD Proposal Work Sheet and attach any proposed fee schedules. It is important that you provide your sample fee schedule so that PCCD can evaluate your RFP. The PCCD Proposal Work Sheet provides a way to compare the Functional and Technical bid amounts and is not considered to be the actual costs PCCD will award this project.

5. Debarment: Provide a statement that your company has not been debarred from providing services to any State or Federal Agency within the last five (5) years. Sign and Date your statement. If your firm has been debarred, you will need to provide background information and reason for the debarment. Provide the name and contact information for the Agency that debarred your firm. The District must review the reason and duration for the debarment before it can determine if your firm can be consider for this project.

6. Environmentally Sustainable Procurement: It is the policy of the Peralta Community College District (Board Policy 2.40, Environmental Sustainability), to purchase products or services that help to minimize the adverse effects on human health and the environment, when compared to other products and services that serve the same purpose with comparable efficacy. Does your product or service promote the District’s Environmentally Sustainable Procurement goal? Please use the attached Environmentally Sustainable Procurement form to describe how your product or service directly meets the District’s goal. If your product or service does not directly meet the District’s goal, then describe what initiatives your firm has taken to become more environmentally sustainable. The District will evaluate each response, and more points will be awarded to firms who products and services directly meet the District’s Environmentally Sustainable Procurement goal.

7. Required Forms: The Vendor must fill out all forms included in the RFP (listed in the attachments section) and return them with your proposals. Failure of the vendor to provide any information requested in the RFP, may result in rejection for non-responsiveness. (These required forms will not count against the 16 page maximum for your response.)
VI. Evaluation Criteria

Prior to contract award, the Peralta Community College District must be assured that the responder (vendor) selected has all of the resources required to successfully perform under the contract. This includes, but is not limited to, personnel with skills required, equipment/materials and financial resources sufficient to provide services called for under this contract. If during the evaluation process, the Peralta Community College District is unable to assure itself of the responder’s ability to perform under the contract, if awarded, the Peralta Community College District has the option of requesting from the responder, any information that the Peralta Community College District deems necessary to determine the responder’s capabilities. If such information is required, the responder will be notified and will be permitted five (5) working days to submit the requested information.

In awarding the contract, the district will evaluate a number of factors in combination. Please make sure you have submitted responses to all items listed in the Submission Requirements section, as your responses will be evaluated based on the weights (Points) listed below.

**Evaluation Criteria**

<table>
<thead>
<tr>
<th>Item</th>
<th>Criteria</th>
<th>Points</th>
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<tbody>
<tr>
<td>1</td>
<td>References, Resources, and Key Personnel</td>
<td>20</td>
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<td>Vendor’s capacity to provide professional service as evidenced by past</td>
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<td>performance, resources, and from list of key personnel. (Items 1, 3 and</td>
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<td>7 of Submission Requirements section.)</td>
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<td>2</td>
<td>Knowledge and Experience</td>
<td>40</td>
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<tr>
<td></td>
<td>Vendor’s knowledge and experience in implementation of PeopleSoft Financial</td>
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<td></td>
<td>Aid module evidence from your response to item 2 of Submission Requirements</td>
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<td>section.</td>
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<td>3</td>
<td>Client References</td>
<td>5</td>
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<tr>
<td></td>
<td>Provided 3 client references as evidence by past performance in Item 3.</td>
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<td>4</td>
<td>Proposed Costs, Functional and Technical</td>
<td>20</td>
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<td>As provided on the PCCD Proposal Specification Worksheet</td>
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<tr>
<td>5</td>
<td>Environmentally Sustainable Procurement</td>
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<tr>
<td></td>
<td>Does your service meet the District’s Environmentally Sustainability</td>
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<td>initiatives? (Item 6 of Submission Requirements section.)</td>
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<tr>
<td>6</td>
<td>Debarment or Suspension</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Has your firm been debarred from doing business with State and Federal</td>
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<td></td>
<td>Agencies?</td>
<td></td>
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<tr>
<td>7</td>
<td>SLBE</td>
<td>5</td>
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<tr>
<td></td>
<td>Does your company meet the District’s definition of an SLBE or SELBE?</td>
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<td></td>
<td>Total</td>
<td>100</td>
</tr>
</tbody>
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V. Selection Process

Selection of the Successful Offer submitted in response to this RFP by the Submittal Deadline will be made using the competitive process described below.

After the opening of the offers and upon completion of the initial review and evaluation of the offers submitted, selected respondents may be invited to participate in oral presentations. The selection of the Successful Offer may be made by PCCD on the basis of the offers initially submitted, without discussion, clarification or modification. In the alternative, selection of the Successful Offer may be made by PCCD on the basis of negotiation with any of the respondents. At PCCD’s sole option and discretion, it may discuss and negotiate all elements of the offers submitted by the selected respondent.
VI. Additional Requirements:

A. Cost of Participation in Selection Process
Costs for developing responses to this RFP are entirely the responsibility of the firm and shall not be chargeable to the District.

B. District Rights:
The District reserves the right to waive any irregularities or required formalities or to amend or cancel, in part or entirety, this request for information if it is in the best interest of the District.

C. Law Compliance
The Vendor must comply with all laws, ordinances, regulations and codes of the Federal, state, and local governments which may in any way affect the preparation of proposals or the performance of the contract.

D. Public Records:
Except for materials exempted from disclosure such as Trade Secrets (as defined in California Civil Code 3426.1) that are specifically marked “Confidential” or “Proprietary”, all material submitted in response to this RFP are deemed property of the District and public records upon submission to the District. The District is not liable or responsible for the disclosure of RFP Responses, or portion thereof, deemed to be public records, including those exempt from disclosure if disclosure is by law, by an order Court, or which occurs through inadvertence, mistake or negligence on the part of the District or its agents or representatives. If the District is required to defend or otherwise respond to any action or proceeding wherein request is made for the disclosure of the contents of any portion of a RFP Response deemed exempt from disclosure hereunder, by submitting a response to the RFP, each Respondent agrees to defend, indemnify and hold harmless the District in any action or proceeding from and against any liability, including without limitation attorneys’ fees arising there from. The party submitting materials sought by any other party shall be solely responsible for the cost and defense in any action or proceeding seeking to compel disclosure of such materials.

E. Proposal Considerations
PCCD has absolute discretion with regard to acceptance and rejection of proposals. In order to be considered the party submitting a proposal waives the right to bring legal proceedings challenging the Board’s choice of the award.

F. False Statements
False statements in a proposal will disqualify the proposal.

G. Legal Proceeding Waiver
The Vendor relationship to PCCD shall be that of independent contractor and not deemed to be agent of PCCD.

H. Taxes
The Vendor will be responsible for all Federal, State and Local taxes.

I. Grade of Service
The Vendor must provide professional service and maintain appropriate personnel to provide expedient and courteous service.

J. The Vendor’s Liability
The Contractor shall be responsible for any and all damages to the PCCD premises resulting from the negligent acts or willful misconduct of the Contractor agents or employees.

K. Contract Termination
PCCD may terminate the agreement with the Vendor on thirty day's notice for the failure of the Vendor to comply with any term(s) of the agreement between PCCD and the Vendor.

L. Award Consideration
Award of contract will be based on the information submitted as a result of this RFP.

M. Amendments
The Peralta Community College District may, at its sole discretion, issue amendments to this RFP at any time before the time set for receipt of proposals. The vendor's are required to acknowledge receipt of any amendments (addenda) issued to this RFP by acknowledging the Addendum in the space provided on the RFP Acknowledgement and Signature Form. The Peralta Community College District shall not be bound by any representations, whether oral or written, made at a pre-proposal, pre-contract, or site meeting, unless such representations are incorporated in writing as an amendment to the RFP or as part of the final contract. All questions or requests for clarification concerning material terms of the contract should be submitted in writing for consideration as an amendment.

N. Withdrawal or Modification of Offers
The Vendor may modify or withdraw an offer in writing at any time before the deadline for submission of an offer.

O. Acceptance
Any offer received shall be considered an offer which may be accepted or rejected, in whole or in part, by the District based on initial submission without discussions or negotiations.

The District reserves the right to reject any or all offers and to waive informalities, minor irregularities, or other requirements in offers received, and/or to accept any portion of the offer if deemed in the best interest of the District. Failure of the vendor to provide in its offer any information requested in the RFP may result in rejection for non-responsiveness. Failure of the vendor to meet or exceed any stated minimums in the RFP may also result in rejection for reasons of non-responsiveness.

P. Award and Length of Contract
The Board of Trustees shall not be bound to accept the lowest-quote fee. The Board will award the contract the firm selected through the competitive process outlined in this RFP and recommended by the Vice Chancellor of Finance.

Q. Representations
No representations or guarantees of any kind, either made orally, or expressed or implied, are made with regard to the matters contained in this document, including any attachments, letters of transmittal, or any other related documents. The Vendor's must rely solely on its own independent assessment as the basis for the submission of any offer made.
The following information is requested for information purposes only. It will not be used in determining bid award.

Date

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<thead>
<tr>
<th>Firm Name</th>
<th>Telephone</th>
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<td>_________________________</td>
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<tr>
<td>Business Fax</td>
<td>Email Address</td>
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<tr>
<td>Street Address</td>
<td>City/State</td>
</tr>
</tbody>
</table>

| Mailing Address | City/State | Zip Code + 4® |

Type of Organization (Check one)
- Individual
- Partnership
- Corporation

Name of Owner(s)    State of Incorporation (if applicable)

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<tr>
<th>Name of Partners</th>
<th>(I) Indicate (G) General (L) Limited</th>
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Local Address

Amount of Annual Business

The District is identifying vendor ownership as follows:

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<tr>
<th></th>
<th>Asian-American (Chinese, Japanese, Korean, Vietnamese)</th>
<th>Black or African-American</th>
<th>Latino other than Mexican or Mexican-American</th>
<th>Mexican or Mexican-American</th>
<th>Native-American</th>
<th>Pacific Islander, other Asian</th>
<th>White</th>
<th>Disabled</th>
<th>Veteran</th>
<th>Women</th>
<th>Subcontractor</th>
<th>Employee</th>
<th>Apprentice</th>
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The District is identifying vendor workforce as follows:

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<tr>
<th></th>
<th>Asian-American (Chinese, Japanese, Korean, Vietnamese)</th>
<th>Black or African-American</th>
<th>Latino other than Mexican or Mexican-American</th>
<th>Mexican or Mexican-American</th>
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</table>
% of assets

Explain whether current workforce is racially and ethnically proportionate to the area from which the workforce is drawn (national, state, or local). Use separate sheet if necessary.

Detail steps taken by vendor since inception to assure non-discriminatory recruiting, hiring, and apprenticeship, placement, promotion, demotion, layoff and termination practices. Use separate sheet if necessary.

What are you interested in providing the District? (e.g., construction, consulting, goods or services).

Main Headquarters Office(s) Address/Telephone

(List all as applicable)

1. 
2. 
3. 

Total # of Employees _____

Local Office(s) Address/Telephone

(List all as applicable)

1. 
2. 
3. 

Total # of Employees _____

Name and list residential zip code for each employee, subcontractor, or apprentice for awarded contract

(Please use the Zip+4®)

1. 
2. 
3. 
4. 
5. 
6.
ENVIRONMENTALLY SUSTAINABLE PROCUREMENT

It is the policy of the Peralta Community College District (Board Policy 2.40, Environmental Sustainability), to purchase products or services that help to minimize the adverse effects on human health and the environment, when compared to other products and services that serve the same purpose with comparable efficacy. The District recognizes that environmentally responsible purchasing will help create and sustain markets for environmentally sustainable products, and is committed to encouraging the procurement of environmentally sustainable products, such as products with high recycled content, remanufactured products, FSC certified lumber, Energy Star rated equipment, low and no VOC paints, low-toxicity cleaning supplies and Green Seal approved chemicals, locally sourced organic/sustainably grown foods, compostable utensils, non-polystyrene food containers, non-petroleum-based inks, and will promote contracting with businesses in close proximity, to reduce our carbon footprint and to promote the District's SLBE program.

The District’s formal Environmental Sustainability Policy 2.40 is available for download at: http://www.peralta.edu/projects/4/Purchasing%20Procedures/BP_2_40_Environmental_Sustainability_Policy_FINAL_3-31-08.pdf.

Vendor Statement and Signature

The long-term goal of the District is to purchase products with zero waste, high recycled content, produced and delivered in an environmentally sustainable manner. Does your product or service promote the District’s Environmentally Sustainable Procurement goal?

_______ Yes*  ______ No

*If yes, you are required to describe how your product or service that you are providing to the District will promote the District’s Environmentally Sustainable Procurement goal.

________________________________________________________________________________________
________________________________________________________________________________________
________________________________________________________________________________________
________________________________________________________________________________________
________________________________________________________________________________________
________________________________________________________________________________________
I certify (or declare) under penalty of perjury that the foregoing is true and correct.

Contractor Name: ________________________  Title: _______________________________

Authorized Signature: ___________________________________  Date: _________________
CERTIFICATE REGARDING WORKERS' COMPENSATION

Labor Code Section 3700 in relevant part provides:

"Every employer except the State shall secure the payment of compensation in one or more of the following ways:

(a)  By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in this State.

(b)  Be securing from the Director of Industrial Relations a certificate of consent to self-insure, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to his employees."

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this Contract and will require all subcontractors to do the same.

Contractor

By: ________________________________

(In accordance with Article 5 [commencing at Section 1860], Chapter 1, Part 7, Division 2 of the Labor Code, the above certificate must be signed and filed with the awarding body prior to performing any work under this Contract.)
Statement of Equal Employment Opportunity

I hereby certify that ______________________________________________________

(Legal Name of Vendor/Consultant/Contractor)

Will not discriminate against any employee or applicant for employment because of race, creed, sex, color or national origin and shall insure compliance with all provisions of Executive Order No. 11246 (as amended by Executive order No.11375).

The vendor’s questionnaire requests information for record keeping purposes only. The information requested will not be used as a basis for contract award.

However, after a contract is awarded to your company, the District requires your company to report:

   a. Actual racial, gender and residential workforce composition of your company for the contract work.
   b. Actual racial, gender and residential workforce composition of subcontractors for the contract work.
   c. Number of apprenticeship workforce for the contract work.

This report must be submitted to the District Department of General Services on a quarterly basis.

I declare under penalty of perjury under the laws of the state of California that the information I have provided herein is true and correct and is of my own personal knowledge.

BY: __________________________________________

Date

__________________________________________
Print Name
The District is committed to ensure equal opportunity and equitable treatment in awarding and managing its public contracts and has established an annual overall program goal of twenty-five percent participation for small local businesses. To facilitate opportunities for small local business, the District will use a maximum 5% bidding preference for SLBE and SELBE firms. The preference is only used for computation purposes to determine the winning bidder, the contract is awarded at the actual bid amount. Please review the following guidelines to see if your firm qualifies for the preference.

The 5% bidding preference for an SLBE and SELBE firms are for construction, personal and professional services, goods and services, maintenance, repairs, and operations where responsibility and quality are equal. The preference will be 5% of the bid amount of the lowest responsive responsible bidder, and may not exceed $50,000.00 for any bid.

A Non-SLBE/SELBE Prime Contractor who utilizes 25% of total bid amount, with SLBE or SELBE subcontractors (who meet the District’s Definition of an SLBE and SELBE), can also receive a maximum of 4% bidding preference, not to exceed $50,000.00 for any bid. (See below Subcontractor section.)

Definitions:

SLBE: A Small Local Business Enterprise is a business that has not exceeded gross annual revenue of 8.5 million dollars for a construction firm, or 6 million dollars for goods and non-professional services firm, or 3 million dollars for architecture, engineering and professional services firm, for the past three consecutive years and meets the below geographic location requirements.

SELBE: A Small Local Emerging Business Enterprise is a business that has not exceeded gross annual revenue of 1.5 million dollars for the past three consecutive years and meets the below geographic location requirements.

Commercially Useful Function: Shall mean a business is directly responsible for providing the materials, equipment, supplies or services to the District as required by the contract solicitation. The business performs work that is normal for its business services and carries out its obligation by actually performing, managing, or supervising the work involved. The business is not Commercially Useful if its role is limited to that of an extra participant in a transaction, contract, or project through which funds are passed in order to obtain the appearance of SLBE or SELBE participation.

Geographic Location Requirements:

- The business must be located at a fixed, established commercial address located in the District’s market area of Albany, Alameda, Berkeley, Emeryville, Oakland, or Piedmont, and not a temporary or movable office, a post office box, or a telephone answering service.

- If the business has an office outside of the District’s market area as well as an office within the market area, the office within the District’s market area must be staffed on a full time permanent basis with someone employed by the business.

- If requested, the business that has an office outside of the District’s market area must provide proof of one or more past contracts citing the business address (such as contracts to perform work, to rent space or equipment, or for other business services) was within the District’s market area at least one (1) year prior to the date of contract award. The one-
year requirement does not apply to businesses whose sole establishment is located within the District's market area.

**Subcontractors:**

Non-SLBE/SELBE Prime Contractors who use subcontractors, who meet the district definitions of SLBE and SELBE, may receive a maximum of 4% bidding preference if the following conditions are met:

1. 25% of total bid amount is with Subcontractors who meet the District's definition of an SLBE and SELBE. The Prime Contractor must list each Subcontractor on the Subcontractor List form, clearly identifying the SLBE and SELBE status and the Dollar Amount of work each subcontractor will perform.

2. The Subcontractors must provide a Commercially Useful Function.

3. The Prime Contractor must maintain the Subcontractor percentages (based on the quoted dollar amounts) indicated in the Subcontractor List form at the time the Contract is awarded and throughout the term of the Contract.

4. The Prime Contractor must fill out sign the SLBE/SELBE Self Certification Affidavit and return it with the bid documents, and 48 hours after the bid opening the Prime Contractor must submit signed SLBE/SELBE Self Certification Affidavit from each of the SLBE and SELBE subcontractors listed in the Subcontractor form. The Subcontractor must agree to provide the requested documentation to verify the SLBE/SELBE status.

5. No Substitutions can be made to the SLBE and SELBE subcontractor without the prior written approval of the District. The District will approve a subcontractor substitution on the following conditions:

   a. A written statement from the subcontractor agreeing to the substitution.

   b. When the subcontractor has been given a reasonable opportunity to execute the subcontract, yet fails to, or refuses to execute the subcontract, or refuses to satisfy contractual obligations.

   c. When the subcontractor becomes insolvent.

   d. When the District determines the work performed by the subcontractor is not in accordance with the contact agreement, or the subcontractor is substantially and unduly delaying or disrupting the progress of work.

Firms that meet the District criteria for an SLBE and SELBE can complete the below self-certification affidavit signed under penalty of perjury. Firms claiming SLBE and SELBE status in the self-certification affidavit will be required to submit proof of residency and revenue 48 hours after bid opening. Such proof shall consist of a copy of a contract to perform work, to rent space or equipment, or for other business services, executed from their local address, and the firm's tax returns for the past three consecutive years.
SLBE/ SELBE SELF CERTIFICATION AFFIDAVIT

I certify under penalty of perjury that my firm meets the District’s definition of a Small Local Business Enterprise or a Small Emerging Local Business Enterprise and resides in the geographic location of the District’s market area and qualifies for the below preference. The maximum preference will be five percent of the bid amount of the lowest responsible bidder, and may not exceed $50,000.00 for any bid. The preference is only used for computation purposes to determine the winning bidder; the contract is awarded at the actual bid amount. The District’s Contract Compliance Office will determine whether this requirement has been fulfilled. Bidders may only claim one of the below preferences.

<table>
<thead>
<tr>
<th>Certification Status</th>
<th>Preference</th>
<th>Preference Claimed (check only one)</th>
</tr>
</thead>
<tbody>
<tr>
<td>SLBE</td>
<td>5% of lowest bid</td>
<td></td>
</tr>
<tr>
<td>SELBE</td>
<td>5% of lowest bid</td>
<td></td>
</tr>
<tr>
<td>25% of Subcontractors are SLBE/SELBE</td>
<td>4% of lowest bid</td>
<td></td>
</tr>
<tr>
<td>Not Applicable</td>
<td>None</td>
<td></td>
</tr>
</tbody>
</table>

1. I acknowledge and am hereby advised that upon a finding of perjury with the claims made in this self-certification affidavit the District is authorized to impose penalties which may include any of the following:
   
   a) Refusal to certify the award of a contract
   b) Suspension of a contract
   c) Withholding of funds
   d) Revision of a contract for material breach of contract
   e) Disqualification of my firm from eligibility for providing goods and services to the Peralta Community College District for a period not to exceed five (5) years

2. I acknowledge and have been advised and hereby agree that my firm will be required to provide proof (and if applicable, my SLBE and SELBE Subcontractors will provide proof) of the status claimed on this self-certification affidavit 48 hours after bid opening. Proof of status claimed includes tax returns from the previous three years and past contracts to determine the size and geographical location of my firm.

3. I declare that the above provisions are attested to under penalty of perjury under the laws of the State of California.

Bid Number: _________________  Bid Name: ____________________________________

Signed ___________________________  Date ___________________________

Printed or typed name ___________________________  Title ___________________________
Peralta Community College District

NON-COLLUSION AFFIDAVIT
(To be executed by Vendor and submitted with RFP)

12-13/18 Implementation and Configuration of District-Wide Financial Aid Solutions

State of California, County of _______________

(Name) ____________________________________________, being first duly sworn, deposes and says that he or she is (title)______________________ of (company)____________________________ the party making the foregoing bid that the bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the bid is genuine and not collusive or sham; that the bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid, and has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or that anyone shall refrain from bidding; that the bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the bid are true; and, further, that the bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid.

I certify (or declare) under penalty of perjury that the foregoing is true and correct.

Date: ____________________ Signature: ____________________________________________
GENERAL PROVISIONS

Definition: The words Contractor means any Bidder, Vendor or Proposer who provides a good, service or construction to Peralta Community College District (PCCD).

1. ASSIGNMENT/DELEGATION: Neither party hereto shall assign, sublet or transfer any interest in this Agreement or any duty hereunder without written consent of the other, and no assignment shall be of any force or effect whatsoever unless and until the other party shall have so consented.

2. STATUS OF CONTRACTOR: The parties intend that CONTRACTOR, in performing the services herein specified, shall act as an independent contractor and shall have control of the work and the manner in which it is performed. CONTRACTOR is not to be considered an agent or employee of DISTRICT and is not entitled to participate in any pension plans, insurance, bonus or similar benefits DISTRICT provides its employees.

3. INDEMNIFICATION:
   (a) CONTRACTOR agrees to accept all responsibility for loss or damage to any person or entity, and to defend, indemnify, hold harmless and release DISTRICT, its officers, agents and employees, from and against any and all actions, claims, damages, disabilities or expenses including attorney's fees and witness costs that may be asserted by any person or entity, arising out of or in connection with the tortuous acts or errors or omissions of CONTRACTOR hereunder, whether or not there is concurrent passive or active negligence on the part of DISTRICT, but excluding liability due to the sole negligence or willful misconduct of DISTRICT. This indemnification obligation is not limited in any way by any limitation on the amount or type of damages or compensation payable to or for CONTRACTOR or its agents under workers' compensation acts, disability benefit acts, or other employee benefit acts.
   (b) CONTRACTOR shall be liable to DISTRICT for any loss or damage to DISTRICT property arising from or in connection with CONTRACTOR'S performance hereunder.

4. INSURANCE: With respect to the performance of work under this Agreement, CONTRACTOR shall maintain and shall require all of its subcontractors to maintain insurance as described below:
   (a) Worker's compensation insurance with statutory limits as required by the Labor Code or the State of California. Said policy shall be endorsed with the following specific language: "This policy shall not be canceled or materially changed without first giving thirty (30) days prior written notice to the DISTRICT".
   (b) Commercial or Comprehensive General Liability insurance covering bodily injury and property damage utilizing an occurrence policy form, in an amount no less than $1,000,000 combined single limit for each occurrence and $2,000,000 in the aggregate. Said insurance shall include, but not be limited to: premises and operations liability, independent contractor's liability, and personal injury liability.
   (c) Automobile liability insurance covering bodily injury and property damage in an amount no less than $1,000,000 combined single limit for each occurrence. Said insurance shall include coverage for owned, hired, and non-owned vehicles.
   (d) Each said comprehensive or commercial general liability and automobile liability insurance policy shall be endorsed with the following specific language:
(1) DISTRICT, its officers and employees, is named as additional insured for all liability arising out of the operations by or on behalf of the named insured in the performance of this Agreement.

(2) The inclusion of more than one insured shall not operate to impair the rights of one insured against another insured, and the coverage afforded shall apply as though separate policies had been issued to each insured, but the inclusion of more than one insured shall not operate to increase the limits of the company’s liability.

(3) The insurance provided herein is primary coverage to DISTRICT with respect to any insurance or self-insurance programs maintained by DISTRICT and no insurance held or owned by DISTRICT shall be called upon to contribute to a loss.

(4) This policy shall not be canceled or materially changed without first giving thirty (30) days prior written notice to DISTRICT.

(e) **Professional Liability (Errors & Omissions):** In the event any contract specifications require your firm to provide professional services, such as but not limited to, architectural, engineering, construction management, surveying, design, etc., a certificate of insurance must be provided prior to commencing work evidencing such coverage with a limit of not less than $1,000,000. Any material change in limits, coverage or loss of aggregate limit due to outstanding claims must be reported to the District within 30 days of any such event.

(f) **Documentation:** The following documentation shall be submitted to the DISTRICT:

(1) Properly executed Certificates of Insurance clearly evidencing all coverage’s, limits, and endorsements required above. Said certificates shall be submitted prior to the execution of this Agreement.

(2) Signed copies of the specified endorsements for each policy. Said endorsement copies shall be submitted within thirty (30) days of execution of this Agreement.

(3) Upon DISTRICT’S written request, certified copies of insurance policies. Said policy copies shall be submitted within thirty (30) days of DISTRICT’S request.

(g) **Policy Obligations:** CONTRACTOR’S indemnity and other obligations shall not be limited by the foregoing insurance requirements.

(h) **Material Breach:** If CONTRACTOR, for any reason, fails to maintain insurance coverage that is required pursuant to this Agreement; the same shall be deemed a material breach of contract. DISTRICT, at its sole option, may terminate this Agreement and obtain damages from the CONTRACTOR resulting from said breach. Alternatively, DISTRICT may purchase such required insurance coverage, and without further notice to CONTRACTOR, County may deduct from sums due to CONTRACTOR any premium costs advanced by DISTRICT for such insurance. These remedies shall be in addition to any other remedies available to DISTRICT.

5. **METHOD AND PLACE OF GIVING NOTICE, SUBMITTING BILLS AND MAKING PAYMENTS:**

A purchase order number must appear on all invoices and notices, bills and payments. All notices, bills and payments shall be made in writing and may be given by personal delivery or by mail. Notice, bills and payments sent by mail shall be addressed as follows:
6. **MERGER**: This writing is intended both as the final expression of the Agreement between the parties hereto with respect to the included terms and as a complete and exclusive statement of the terms of the Agreement. No modification of this Agreement shall be effective unless and until such modification is evidenced by a writing signed by both parties.

8. **TRANSFER OF RIGHTS**: CONTRACTOR assigns to DISTRICT all rights throughout the work in perpetuity in the nature of copyright, trademark, patent, right to ideas, in and to all versions of the plans and specifications now or later prepared by CONTRACTOR in connection with the project, if any. CONTRACTOR agrees to take such actions as are necessary to protect the rights assigned to DISTRICT in this Agreement, and to refrain from taking any action which would impair those rights. CONTRACTOR’s responsibilities under this contract include, but are not limited to, placing proper notice of copyright on all versions of the plans and specifications as CONTRACTOR may direct, and refraining from disclosing any versions of the plans and specifications to any third party without first obtaining written permission of DISTRICT.

9. **NONDISCRIMINATION**: CONTRACTOR shall comply with all applicable federal, state and local laws, rules and regulations in regard to nondiscrimination in employment because of race, color, ancestry, national origin, religion, sex, sexual orientation, marital status, age, medical condition, disability, transgender status or other prohibited basis. All nondiscrimination rules or regulations required by law to be included in this Agreement are incorporated by this reference.

10. **EXTRA (CHANGED) WORK**: Only the Chancellor or designee may authorize extra (and/or changed) work. The parties expressly recognize that DISTRICT and College personnel are without authorization to either order extra (and/or changed) work or waive contract requirements. Failure of the CONTRACTOR to secure proper authorization for extra work shall constitute a waiver of any and all right to adjustment in the contract price or contract time due to such unauthorized extra work and the CONTRACTOR thereafter shall be entitled to no compensation whatsoever for the performance of such work.

11. **CONFLICT OF INTEREST**: CONTRACTOR represents that it presently has no interest which would conflict in any manner or degree with the performance of services contemplated by this Agreement. CONTRACTOR further represents that in the performance of this Agreement, no person having such interest will be employed.

12. **OWNERSHIP OF WORK PRODUCT**: DISTRICT shall be the owner of and shall be entitled to immediate possession of accurate reproducible copies of any design computations, plans, correspondence or other pertinent data and information gathered or computed by CONTRACTOR prior to termination of this Agreement by DISTRICT or upon completion of the work pursuant to this Agreement.
13. **CONTRACTOR’S WARRANTY:** DISTRICT has relied upon the professional ability and training of CONTRACTOR as a material inducement to enter into this Agreement. CONTRACTOR hereby warrants that all its work will be performed in accordance with generally accepted professional practices and standards as well as the requirements of applicable federal, state and local laws, it being understood that acceptance of CONTRACTOR'S work by DISTRICT shall not operate as a waiver or release.

14. **TAXES:** CONTRACTOR agrees to file federal and state tax returns and pay all applicable state and federal taxes on amounts paid pursuant to this Agreement. In case DISTRICT is audited for compliance regarding any applicable taxes, CONTRACTOR agrees to furnish DISTRICT with proof of payment of taxes on those earnings.

15. **DUE PERFORMANCE:** Each party to this Agreement undertakes the obligation that the other's expectation of receiving due performance will not be impaired. When reasonable grounds for insecurity arise with respect to the performance of either party, the other may, in writing, demand adequate assurance of due performance and until such written assurance is received may, if commercially reasonable, suspend any performance for which the agreed return has not been received.

16. **NO THIRD-PARTY BENEFICIARIES:** There are no intended third-party beneficiaries of this Agreement.

17. **NO WAIVER OF BREACH:** The waiver by DISTRICT of any breach of any term or promise contained in this Agreement shall not be deemed to be a waiver of such term or promise or any subsequent breach of the same or any other term or promise contained in this Agreement.

End of Section
RFP Acknowledgement and Signature Form

12-13/18 Implementation and Configuration of District-Wide Financial Aid Solutions

The undersigned having carefully examined the location of the proposed work, the local conditions of the place where the work is to be done, the Invitation, the General Conditions, the Specifications and all of the documents for this project, and accurately completed the Bidder’s Questionnaire, proposes to enter into a contract with Peralta Community College District to perform the work listed in this RFP, including all of its component parts, and to furnish any and all required labor, materials, equipment, insurance, bonding, taxes, transportation and services required for this project in strict conformity with the plans and specifications prepared, including any Addenda, within the time specified.

Addendum Acknowledgement

The following addendum(s) are acknowledged in this RFP: _________________________

Acknowledgement and Signature:

1. No Proposal is valid unless signed in ink by the person authorized to make the proposal.
2. I have carefully read, understand and agree to the terms and conditions on all pages of this proposal. The undersigned agrees to furnish the services stipulated on this proposal.

Vendor Name: ____________________ Title: ________________________________

Contact Person:____________________________________________________________

Address: __________________________________________________________________

Telephone: _____________________________ Fax: ______________________________

Contractor License #: _____________________ Expiration Date: ______________________

Federal Tax Identification Number: _____________________

Authorized Signature: ____________________________ Date: ________________________

Decline Proposal:

We do not wish to submit a Proposal on this Project. Please state your reason below. Please also indicate if you would like to remain on our vendor list.

Reason: _____________________________________________________________________

Company: __________________________ Address: ______________________________
Peralta Community College District

Proposal Work Sheet

12-13/18 Implementation and Configuration of District-Wide Financial Aid Solutions

The PCCD Bid Work Sheet is a sample of the technical implementation methodology that PCCD has utilized in the past. It is only used to provide a way to compare bid amounts and is not considered to be the actual implantation method that PCCD will be using in the future. Please provide pricing for the sample cost deliverables and enclose your proposed fee schedule for all phases of the project.

Sample Cost Deliverables:

<table>
<thead>
<tr>
<th>Phase</th>
<th>Cost to Deliver</th>
<th>Target Completion Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Initialization &amp; Planning</strong></td>
<td>50,000</td>
<td>6/30/2013</td>
</tr>
<tr>
<td>Project Charter</td>
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<tr>
<td>Business Process Overview</td>
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<tr>
<td>Project Work Plan</td>
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<tr>
<td>Business Process/Requirements</td>
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<tr>
<td>Fit/Gap Report</td>
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<tr>
<td>Process Mapping</td>
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<tr>
<td>Quality Deliverable Report (signoff)</td>
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<tr>
<td><strong>Analysis &amp; Design</strong></td>
<td>100,000</td>
<td>7/30/2013</td>
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<tr>
<td>Architect System Infrastructure</td>
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<tr>
<td>Develop Preliminary Prototype</td>
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<tr>
<td>Prepare Technical Plan</td>
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<tr>
<td>Apply Functional Specifications</td>
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<tr>
<td>Develop Preliminary Test Plans</td>
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<tr>
<td>Quality Deliverable Report (signoff)</td>
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<tr>
<td><strong>Develop/Configure/Execute</strong></td>
<td>200,000</td>
<td>9/30/2013</td>
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<td>Technical Design/Plan</td>
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<td>Data Conversation</td>
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<td>Customizations/Retrofit</td>
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<tr>
<td>Detail Configuration/Setup</td>
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<tr>
<td>Work Breakdown Structure (WBS)</td>
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<tr>
<td>Extended Prototype</td>
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<tr>
<td>Develop Final Test Plan</td>
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<tr>
<td>Build Test Scripts</td>
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<tr>
<td>Develop Training Material</td>
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<tr>
<td>Quality Deliverable Report (signoff)*</td>
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<tr>
<td><strong>Test/Train/Monitor</strong></td>
<td>100,000</td>
<td>11/30/2013</td>
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<td>Validate/Update Infrastructure</td>
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<td>Conduct Testing Processes</td>
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<td>Unit Testing Process</td>
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<td>Integration Testing Process</td>
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<td>Functional Testing Process</td>
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<td>Performance Testing Process</td>
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<td>User Acceptance Testing Process</td>
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<tr>
<td>Validate/Develop Cutover Plan</td>
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<tr>
<td>Provide End User Training &amp; Documentation</td>
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<tr>
<td>Quality Deliverable Report (signoff)*</td>
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**Deploy/ Optimize/ Closeout**  
50,000  
1/30/2014

<table>
<thead>
<tr>
<th>Milestone Signoff *</th>
</tr>
</thead>
</table>

**Sample Cost:**

**Other Charges:**

Hour Rate for technical Service:  
- Project Manager: $______________
- Functional Consultant: $______________
- Technical Consultant: $______________
- Other: $______________

Per Trip Transportation Charge: $______________

Vendor Name: ____________________  Title: __________________________________________

Contact Person: ____________________

Authorized Signature: ____________________  Date: _________________