

STATE OF MICHIGAN  
 DEPARTMENT OF TECHNOLOGY MANAGEMENT AND BUDGET      January 19, 2012  
 PROCUREMENT  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

**CHANGE NOTICE NO. 3**  
**TO**  
**CONTRACT NO. 071B8200080**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

|   |  |
|---|--|
| NAME & ADDRESS OF VENDOR<br><b>Forestech Consulting Inc.</b><br><b>d.b.a. LandMark Systems</b><br><b>3059 Highland Oaks Terrace</b><br><b>Tallahassee, FL 32301</b><br><br><b>mmilligan@landmarksystems.com</b> | TELEPHONE <b>Mark Milligan</b><br><b>(850) 385-3667 x 3940</b> |
|   | VENDOR NUMBER/MAIL CODE  |
|   | BUYER/CA (517) 373-3993<br><b>Joe Kelly</b>                    |
| Contract Compliance Inspector: Pete Devlin<br><p style="text-align: center;"><b>DIT/DNR Data Records/GPS</b></p>  |  |
| CONTRACT PERIOD:                      From: <b>December 20, 2007</b> To: <b>December 19, 2012</b>   |  |
| TERMS<br><p style="text-align: center;"><b>N/A</b></p>  | SHIPMENT<br><p style="text-align: center;"><b>N/A</b></p>      |
| F.O.B.<br><p style="text-align: center;"><b>N/A</b></p>   | SHIPPED FROM<br><p style="text-align: center;"><b>N/A</b></p>  |
| MINIMUM DELIVERY REQUIREMENTS<br><p style="text-align: center;"><b>N/A</b></p>  |  |
| MISCELLANEOUS INFORMATION:  |  |

**NATURE OF CHANGE(S):**

Effective immediately, this contract is hereby **EXTENDED** to December 19, 2012. All other terms, conditions and pricing remain the same.

**AUTHORITY/REASON(S):**

Per vendor and DTMB Procurement agreement.

**TOTAL ESTIMATED CONTRACT VALUE REMAINS:      \$600,000.00**

STATE OF MICHIGAN  
 DEPARTMENT OF TECHNOLOGY MANAGEMENT AND BUDGET      December 2, 2010  
 PURCHASING OPERATIONS  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

**CHANGE NOTICE NO. 2**  
**TO**  
**CONTRACT NO. 071B8200080**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

|   |  |
|---|--|
| NAME & ADDRESS OF VENDOR<br><b>Forestech Consulting Inc.</b><br><b>d.b.a. LandMark Systems</b><br><b>3059 Highland Oaks Terrace</b><br><b>Tallahassee, FL 32301</b><br><br><b>mmilligan@landmarksystems.com</b> | TELEPHONE <b>Mark Milligan</b><br><b>(850) 385-3667 x 3940</b> |
|   | VENDOR NUMBER/MAIL CODE  |
|   | BUYER/CA (517) 241-7233<br><b>Joann Klasko</b>                 |
| Contract Compliance Inspector: Pete Devlin<br><p style="text-align: center;"><b>DIT/DNR Data Records/GPS</b></p>  |  |
| CONTRACT PERIOD:                      From: <b>December 20, 2007</b> To: <b>December 19, 2011</b>   |  |
| TERMS<br><p style="text-align: center;"><b>N/A</b></p>  | SHIPMENT<br><p style="text-align: center;"><b>N/A</b></p>      |
| F.O.B.<br><p style="text-align: center;"><b>N/A</b></p>   | SHIPPED FROM<br><p style="text-align: center;"><b>N/A</b></p>  |
| MINIMUM DELIVERY REQUIREMENTS<br><p style="text-align: center;"><b>N/A</b></p>  |  |
| MISCELLANEOUS INFORMATION:  |  |

**NATURE OF CHANGE(S):**

Effective immediately, this contract is hereby **EXTENDED** to December 19, 2011. All other terms, conditions and pricing remain the same.

**AUTHORITY/REASON(S):**

Per DTMB and vendor concurrence.

**TOTAL ESTIMATED CONTRACT VALUE REMAINS:      \$600,000.00**

STATE OF MICHIGAN  
DEPARTMENT OF MANAGEMENT AND BUDGET  
PURCHASING OPERATIONS  
P.O. BOX 30026, LANSING, MI 48909  
OR  
530 W. ALLEGAN, LANSING, MI 48933

January 29, 2008

**CHANGE NOTICE NO. 1**  
**TO**  
**CONTRACT NO. 071B8200080**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

|   |  |
|---|--|
| NAME & ADDRESS OF VENDOR<br><b>Forestech Consulting Inc.</b><br><b>d.b.a. LandMark Systems</b><br><b>3059 Highland Oaks Terrace</b><br><b>Tallahassee, FL 32301</b><br><b>mmilligan@landmarksystems.com</b> | TELEPHONE <b>Mark Milligan</b><br><b>(850) 385-3667 x 3940</b> |
|   | VENDOR NUMBER/MAIL CODE  |
|   | BUYER/CA (517) 241-7233<br><b>Joann Klasko</b>                 |
| Contract Compliance Inspector: Pete Devlin<br><b>DIT/DNR Data Records/GPS</b>   |  |
| CONTRACT PERIOD: From: <b>December 20, 2007</b>   | To: <b>December 19, 2010</b>                                   |
| TERMS<br><b>N/A</b>   | SHIPMENT<br><b>N/A</b>   |
| F.O.B.<br><b>N/A</b>  | SHIPPED FROM<br><b>N/A</b>                                     |
| MINIMUM DELIVERY REQUIREMENTS<br><b>N/A</b>   |  |
| MISCELLANEOUS INFORMATION:  |  |

**NATURE OF CHANGE(S):**

**This change is to add: Pricing for SOLO Office – Forest Edition - \$425.00 per desktop. See Section 1.104 Work & Deliveries, Specific Technical Requirements, 3, Software for specifics. All other terms, conditions and pricing remain the same.**

**AUTHORITY/REASON(S):**

**Per DMB and vendor concurrence.**

**Estimated Contract Value Remains: \$600,000.00**

**STATE OF MICHIGAN**  
**DEPARTMENT OF MANAGEMENT AND BUDGET**  
**PURCHASING OPERATIONS**  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

**CONTRACT NO. 071B8200080**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

|  |   |
|--|---|
| NAME & ADDRESS OF VENDOR<br><b>Forestech Consulting Inc.</b><br><b>d.b.a. LandMark Systems</b><br><b>3059 Highland Oaks Terrace</b><br><b>Tallahassee, FL 32301</b><br><br><p style="text-align: right;">mmilligan@landmarksystems.com</p>   | TELEPHONE <b>Mark Milligan</b><br><b>(850) 385-3667 x 3940</b><br><hr/> VENDOR NUMBER/MAIL CODE<br><hr/> BUYER/CA (517) 241-7233<br><b>Joann Klasko</b> |
| Contract Compliance Inspector: Patty Bogard<br><p style="text-align: center;"><b>DIT/DNR Data Records/GPS</b></p>  |   |
| CONTRACT PERIOD: From: <b>December 20, 2007</b> To: <b>December 19, 2010</b>   |   |
| TERMS <span style="float: right;"><b>N/A</b></span>  | SHIPMENT <span style="float: right;"><b>N/A</b></span>  |
| F.O.B. <span style="float: right;"><b>N/A</b></span>   | SHIPPED FROM <span style="float: right;"><b>N/A</b></span>  |
| MINIMUM DELIVERY REQUIREMENTS<br><p style="text-align: center;"><b>N/A</b></p>   |   |
| MISCELLANEOUS INFORMATION:<br><b>The terms and conditions of this Contract are enclosed. In the event of any conflicts between the specifications, terms and conditions indicated by the State and those indicated by the vendor, those of the State take precedence.</b><br><b>Estimated Contract Value: \$600,000.00</b> |   |

**THIS IS NOT AN ORDER:** The terms and conditions of this contract are enclosed. In the event of any conflicts between the specifications, terms and conditions indicated by the State and those indicated by the vendor, those of the State take precedence. Original contract was awarded on the basis of our inquiry bearing the req. No. 084R7200260

|   |   |
|---|---|
| <p><b>FOR THE VENDOR:</b></p> <p style="text-align: center;"><b>Forestech Consulting, Inc.</b></p> <hr/> <p style="text-align: center;">Firm Name</p> <hr/> <p style="text-align: center;">Authorized Agent Signature</p> <hr/> <p style="text-align: center;">Authorized Agent (Print or Type)</p> <hr/> <p style="text-align: center;">Date</p> | <p><b>FOR THE STATE:</b></p> <hr/> <p style="text-align: center;">Signature</p> <p style="text-align: center;"><b>Greg Faremouth, Director</b></p> <hr/> <p style="text-align: center;">Name</p> <p style="text-align: center;"><b>IT Division</b></p> <hr/> <p style="text-align: center;">Title</p> <hr/> <p style="text-align: center;">Date</p> |
|---|---|



**STATE OF MICHIGAN  
Department of Management and Budget  
Purchasing Operations**

**Contract 071B8200080  
MDIT/MDNR Data Recorders/GPS**

Buyer Name: Joann Klasko  
Telephone Number: (517)241-7233  
E-Mail Address: KlaskoJ@michigan.gov

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**APPENDICES**

- Appendix A – DNR Locations Key Personnel Resume
- Appendix B – Key Personnel Resume
- Appendix C – Training Coordinator Resume
- Appendix D – Additional Personnel Resume

**Article 1 – Statement of Work (SOW)**

**1.0 Project Identification**

**1.001 PROJECT REQUEST**

The State of Michigan (State), through the Michigan Department of Management & Budget (MDMB), with assistance of the Michigan Department of Information Technology (MDIT), has issued this contract for the purpose of obtaining handheld data recorders with Global Positioning System (GPS) capabilities, software, peripherals, and service for the Michigan Department of Natural Resources (DNR) Forest, Mineral and Fire Management Division (FMFM). This contract is specifically being issued to obtain 6 test units to be tested by the DNR staff to determine if the units are sufficient to replace the aging GPS units that are currently being use. Once the units have been tested following the State’s requirements and met the acceptance criteria, the State will accept the Contractor’s solution (data recorders/software) as the products for the contract. A total of 150 units can be ordered from this contract.

The contract will have a maximum term of three (3) years, with two (2) one-year extensions possible.

**1.002 BACKGROUND**

The Department of Natural Resources Forest, Mineral and Fire Management Division is responsible for managing 3.9 million acres of State forest lands, 6.3 million acres of State-owned minerals, providing forest fire protection and control on 20 million acres of forest and wild lands; administering forest insect and disease control programs; providing opportunities and leadership in developing dispersed recreation resources; and for providing assistance to private forest landowners and associated industries which affect forest resources. Michigan has the largest State forest system in the United States. Michigan's State forests occupy one-fifth of the total forest area in the State. Only seven organizations, both private and public in the United States, manage larger acreages of land. The mission of FMFM is to provide for the protection, integrated management, and responsible use of a healthy, productive, and undiminished forest resource base for the social, recreational, environmental, and economic benefit of the people of the State of Michigan. Additionally, to manage State-owned minerals in a manner that protects and enhances the public trust by providing for development in an orderly manner, this optimizes revenue and is consistent with other public interest and natural resource values.

FMFM is in the process of transitioning from current inventory/forest prescription processes to newer methods using current technology. There are two major software applications that have been under development for multiple years that will incorporate this technology. They are: (1) the Integrated Forest Mapping Assessment and Prescription (IFMAP) and (2) the Vegetative Management System (VMS). Both systems incorporate GPS handheld data recorder units, and the data collected by them. Data collected is used by FMFM for inventory tracking, road systems, timber sales administration, trespass sales, and sales exchange.

**Development of Technical Specifications**

The technical requirements stated in this document are the result of a focused effort by FMFM to identify current technology available to more effectively and efficiently perform the business operations of the Division. A FMFM GPS Technical Committee was formed with 12 members. The members are a combination of field staff from the Northern Lower and Upper Peninsulas, Specialists, and Lansing Program staff.

The Committee sent a survey to FMFM staff requesting information about equipment they have used (both for DNR and outside sources), and anything they could envision using GPS and data recorders for. Different Program areas were interviewed regarding their needs, including IFMAP, VMS, Forest Resource Management, Resource Protection, Recreation and Trails, and DNR airplane pilots. The Committee also did a literature, Internet, and contact search to research the type of equipment



available, and where technology is heading in the near future. A brief outline was then developed containing general specifications that would meet the needs of all parties.

From this outline, the Committee compiled a list of potential equipment and software to perform further research. A second survey was sent to a variety of Contractors to determine whether they marketed a product that would meet the general specifications. If a Contractor marketed such a product, they were requested to provide the specific specifications for their equipment and software, as well as a description of their customer service program.

In order to develop the needed antenna specifications, a surveyed GPS test course was built at the old State Nursery grounds across from North Higgins Lake State Park. This course has established benchmark points (OPUS points) and set surveyed pins, in both under-canopy cover and clear sky locations. [NOTE: OPUS = Online Positioning User Service. These are points put in by surveyors and used as static control points to establish an official survey using survey grade GPS. Surveyors must use these and base a survey off of them or tie into a registered survey corner. These points remain as established bench marks and can be used by anyone.]

The course was set up along part of the exercise hiking trail and the centerline for the trail was surveyed. The course was then used to test several different GPS antennas for accuracy and satellite "grabs" in both open sky and canopy cover situations. The antenna specifications were written based upon the results of these tests.

## **1.1 Scope of Work and Deliverables**

### **1.101 IN SCOPE**

The number of units that are the subject of this contract has been determined by the rollout of IFMAP at present. IFMAP is being implemented in Michigan's FMFM offices in Traverse City, Kalkaska, Cadillac, Baraga, and Naubinway. The requested units will be used by the staff at these locations to collect inventory data, develop prescriptions, collect GPS data, etc. This project will consist of the testing of 6 units, which will be used to determine if the units are sufficient to replace aging GPS units and to replace paper copies with electronic information, reducing the opportunity for error by repeatedly handling the data (e.g., entering on paper, reviewing for accuracy, key punching, data validation). The vision is for the units to collect the data in the field, and to synchronize that data upon return to the work location. If the test of the purchase of 6 units is successful, purchase of additional units will be considered.

Acquisition of these units will begin the process of moving to the next generation of data collection and management, utilizing software for State use. It will reduce errors and streamline data collection. This equipment acquisition will continue over subsequent years until all of the required equipment is in place as FMFM implements this effort statewide.

The test will consist of:

- The contractor's 6 data recorders with GPS
- State Staff to test units located in Traverse City, Kalkaska, Cadillac, Baraga, Naubinway
- Data Records will collect inventory data, develop prescriptions,
- Data Recorders will be able to replace paper copies with electronic information
- Contractor's Data Recorders will up-load the data to the workstation upon return to the work location
- Evaluation phase will consist of 21 Calendar days for State to test 6 units of variable configurations to determine how to fill the remaining order of 144 units.
- After the testing of Data Recorders/software by the State Staff is completed and approved by the DIT and DNR project managers, payment will be approved

The Contractor will provide hardware (e.g., GPS handheld data recorders), accompanying software and peripherals, training, and customer support/service for the complete and successful implementation of a live, production GPS system providing the functionality required for the State’s business operations for the Michigan Department of Natural Resources Forest, Mineral, and Fire Management Division, at statewide locations for the term of the contract.

The State seeks to have services begin immediately after the contract has been signed.

**NOTE: The order of 6 data recorders must be installed and fully operational within 60 days after contract has been signed.**

A more complete description of the supplies and/or services sought for this project is provided in Section 1.104, Work and Deliverables

**Estimated Size of Project**

The following table provides an estimate of the size of the project, if successful and the State authorizes continuation:

| ITEM  | LIFE OF CONTRACT<br>(3 year term) |
|---|-----------------------------------|
| Handheld Data Recorders   | 150 units                         |
| Field GIS Mapping Software (data collection and verification)   | 150 units                         |
| Field Inventory Software able to integrate with the Field GIS Mapping Software  | 150 units                         |
| 1 - 3 Meter GPS Antenna   | 150 units                         |
| Administrative Software, if not part of the Field GIS Mapping Software, that allows easy manipulation, transfer, download and printing of collected data. | 25 units                          |
| Less than 1 Meter GPS Antenna   | 25 units                          |
| Training  | 100 hours                         |

**1.102 OUT OF SCOPE**

The following are out of the scope of this Request for Proposals:

- Business process reengineering services
- Desktop upgrades, if required;
- Application design and development not related to the services described in this contract
- Gap Analysis
- Requirements Gathering
- Development of Interfaces to the applications

**1.103 ENVIRONMENT**

The Contractor is advised that the State has methods, policies, standards and guidelines that have been developed over the years that the contractor must follow. The Contractor awarded the contract must request any exception to State IT policies and standards in accordance with MDIT processes. It will be the responsibility of the State to deny the exception request or to seek a policy or standards exception.

The links below will provide information on the State’s Enterprise IT policies, standards and procedures which includes security policy and procedures, IT strategic plan and the State’s Project Management Methodology.

**Contractor is required to review all applicable links provided below.**

**Enterprise IT Policies, Standards and Procedures:**

<http://www.michigan.gov/dit/0,1607,7-139-34305---,00.html>

All software and hardware items provided by the Contractor must run on and be compatible with the MDIT Standard Information Technology Environment. Additionally, the State must be able to maintain software and other items produced as the result of the Contract. Therefore, non-standard development tools may not be used unless approved by MDIT. The Contractor must request, in writing, approval to use non-standard software development tools, providing justification for the requested change and all costs associated with any change. The State's Project Manager and MDIT must approve any tools, in writing, before use on any information technology project.

It is recognized that technology changes rapidly. The Contractor may request, in writing, a change in the standard environment, providing justification for the requested change and all costs associated with any change. Any changes must be approved, in writing, by the State's Project Manager and MDIT, before work may proceed based on the changed environment.

The Contractor and its subcontractors shall comply with all security standards and the security access requirements for individual State facilities.

**IT Security Policy and Procedures:**

<http://www.michigan.gov/dit/0,1607,7-139-34305-108216--,00.html>

The State's security environment includes:

- MDIT Single Login.
- MDIT provided SQL security database.
- Secured Socket Layers.
- SecureID (State Security Standard for external network access and high risk Web systems)

MDIT requires that its single - login security environment be used for all new client-server software development. Where software is being converted from an existing package, or a client-server application is being purchased, the security mechanism must be approved in writing by the State's Project Manager and MDIT's Office of Enterprise Security.

**IT Strategic Plan:**

<http://www.michigan.gov/dit/0,1607,7-139-30637-135173--,00.html>

**The State's Project Management Methodology (PMM) must be followed:**

[http://www.michigan.gov/dit/0,1607,7-139-30637\\_31101-58009--,00.html](http://www.michigan.gov/dit/0,1607,7-139-30637_31101-58009--,00.html)

**The State's System Engineering Methodology (SEM) must be followed:**

<http://www.michigan.gov/suite>

DNR-FMFM's current technical environment includes:

- Windows 2000 Operating system
- Dell GX620 Workstations
- Migration to Windows XP is currently underway
- No administrators on PCs

A list of field offices is attached to this Contract – **see Appendix C**

**1.104 WORK AND DELIVERABLE**

The Contractor shall provide hardware (e.g., GPS handheld data recorders), accompanying software and peripherals, training, and customer support/service and maintenance, and otherwise do all things necessary for or incidental to the performance of work, as set forth below.

**I. Requirements**



## A. General Technical Requirements

1. The system once installed, will be fully self-contained and capable of being operated by State staff with no dependency on the Contractor's services for routine operation. The contractor's solution will include COTS software.
2. Software licenses are for perpetual use at a fixed fee without additional royalties or service fees, except for ongoing software maintenance.
3. All equipment supplied and/or supported under this contract is configured in the most optimal manner and in conformance with MDIT standards.
4. All data recorders and applications operate in a secure manner and comply with State and federal security standards and regulations including the DIT 1350 Enterprise Security Policy and the 1410.7 Michigan State Government Network Security Policy as found on the websites listed in Section 1.103 Environment.
5. The software operates in a recognized industry standard operating environment. The Contractor is using industry standard COTS software, such as T-Cruise, SOLOForest and the RTI solution.
6. The software allows the State, from PC workstations, to access and update all necessary information to complete a record. The Contractor's solution will be installed on individual PC workstations within FMFM and from these workstations; users will be able to access and update information to complete a record, providing the user has a role with the appropriate update privileges. T-Cruise and TCWinCE as well as SOLO are standalone software applications and allow a central database to be updated locally or remotely over a local area or TCP/IP network.
7. The software allows for the accurate and timely input and extraction of State data. The Contractor's solution would allow for the timely and accurate input of data by syncing the GPS data collector directly with PC workstations. Extraction of data and information from the synced data files will be quick and efficient from the PC workstation. Extraction of data from the current and legacy applications (e.g. IFMAP, VMS, etc.) will be dependent on the performance of those applications and the network.
8. The software provides an interface that is intuitive and user-friendly.
9. The Data Recorders system supports paperless processing through the use of data transfer directly from handheld unit to desktop. The Contractor's solution will accomplish this requirement via Microsoft ActiveSync.
10. The software provides the capability of transferring data to and from the desktop to other software packages for further processing.
11. The Contractor's system provides the capability for expansion in order to take advantage of developing technology. The Contractor's solution provides multiple opportunities for expansion. First, the COTS software that would be delivered is capable of being configured to provide for the addition of attributes, features, as well as other data types that may be desired to be collected in the future. Second, the COTS is scalable to any size and can take advantage of any new technologies because the Microsoft Windows System Development Kit (SDK) is directly accessible from the Microsoft Foundation Classes. Third, the data collectors are shipped with Microsoft Mobile software for Pocket PC, which



would allow for the use of mobile web applications on the devices if the FMFM chooses to use that technology in the future.

12. The Contractor will provide the most current versions of hardware and software, as well as updates to the same during the life of the contract. Upgrades will be made available only if maintenance for the State of Michigan is current as defined by this contract.
13. All equipment components and systems will have Federal Communications Commission (FCC) certification.

## **B. Specific Technical Requirements**

### **1. Data Recorder**

- a. Handheld (Primary unit)
  - i. Operate on Pocket PC
  - ii. Windows Mobile software for Pocket PC
  - iii. Marvell PXA320 XScale CPU 806 MHz
  - iv. 128 MB DDR SDRAM
  - v. 512 MB to 1 GB nonvolatile Flash Storage
  - vi. Expansion Memory, CompactFlash (CF) (Type II) slot, Secure Digital (SDIO) Slot
  - vii. Full VGA display, Sunlight-readable color TFT 480 x 640 pixel
  - viii. Integrated Bluetooth wireless communications
  - ix. Standard 9-pin (male) D-shell RS-232 serial and USB ports
  - x. Integrated battery system w/AC & DC charging adapters
  - xi. Li-Ion rechargeable pack, 3800 mAh
  - xii. Passive finger or stylus touch-screen
  - xiii. Rugged Waterproof design
    1. Operating Temp: -30 to 60 C
    2. Waterproof
      - a. IP67, 1 m for 30 minutes
      - b. MIL-STD-810F, Method 512.4 Procedure I
    3. Drop resistance
      - a. MIL-STD-810F, Method 516.5, Procedure IV
      - b. 4 feet onto plywood over concrete
    4. Sand & Dust
      - a. IP67 MIL-STD-810F, Method 510.4, Procedures I & II
    5. Vibration: MIL-STD-810F, Method 514.5, Procedure I, Fig 17 & 18
  - xiv. Carry case with belt and neck strap
  - xv. Stylus lanyard
  - xvi. 2 Secure Digital cards (2 Gig per card)

The Contractor's solution will provide the following to meet the above requirements:

The Tripod Data Systems' (TDS) Nomad handheld;

2 2GB Secure Digital cards in addition to the TDS Nomad in order for all specifications to be met;

There are two options of the Nomad handheld that meet the requirements, one with a PDA keypad (item no: EGL-MYP2GEB) and another with a Numeric keypad (item no: EGL-MYN2GEB). Either handheld meets full specifications and can be supplied at the same price. Michigan DNR will need to specify which handheld better suits their needs.

### **2. Antenna**

- a. One per Handheld (State choice)
  - i. Option 1 (16/17/18 GPS receiver)
    1. 1-3 Meter, 2RMS stated accuracy
    2. WAAS enabled; 12 parallel channel GPS receiver



3. 9 pin female serial connection; asynchronous input compatible with RS-232 or TTI voltage levels, RS 232 polarity
  4. Waterproof to IPX7 for IE529 rating
  5. Integrated magnetic base
  6. Operating temperature: -30 to 60 C
- ii. Option 2 (10 GPS receiver)
    1. 1-3 Meter, 2RMS stated accuracy
    2. WAAS enabled; 12 parallel channel GPS receiver
    3. Waterproof to IEC 60529 IPX7 standards
    4. Bluetooth wireless technology connect to Pocket PC device
    5. Size: 1.77" W x 3.46"H x .75"D
    6. Operating temperature: -30 to 60 C
- b. One per Forest Management Unit (FMU) and District Offices
    - i. Sub-meter, (<1m, 95% DGPS)
    - ii. WAAS enabled; 12 parallel channel GPS receiver
    - iii. -30 to 70 C operating temperature
    - iv. L1, C/A code, with carrier phase smoothing
    - v. Small backpack carry case with power source
    - vi. Bluetooth wireless technology connect to Pocket PC device
  - c. Battery option for Antenna / Bluetooth technology
    - i. Capacity: 22Wh+
    - ii. Out Voltage: 11V one port, 8.4V/5V optional second port
    - iii. Battery Gauge: Multi-stage charge level indicator
    - iv. Charge Current: 1500mA

The Contractor solution will provide as follows:

Features 1 - There are two antennas suggested for option 1: 16 and 18. The 16 does not have an integrated magnetic base, although it does meet the requirement specifications for accuracy. Although custom magnets will developed for the 16 it is usually mounted on a pole bracket and part of a backpack solution. The Contractor will develop a magnetic solution for a 16 GPS antenna and/or configure it with a backpack solution. The 18 is a GPS unit that meets all specifications listed above and can be provided by the Contractor.

Features 2 - The 10 GPS receiver, is a product that can be provided by the Contractor meeting all stated requirements.

One per Forest Management Unit (FMU) and District Offices

- Sub-meter, (<1m, 95% DGPS)
- WAAS enabled; 12 parallel channel GPS receiver
- -30 to 70 C operating temperature
- L1, C/A code, with carrier phase smoothing
- Small back pack carry case with power source
- Bluetooth wireless technology connect to Pocket PC device

The Contractor will provide a GPS system to meet these requirements. The unit to be provided is a 60cm unit meeting the sub-meter requirements.

Battery option for Antenna / Bluetooth technology

- Capacity: 22Wh+
- Out Voltage: 11V one port, 8.4V/5V optional second port
- Battery Gauge: Multi-stage charge level indicator
- Charge Current: 1500mA



The Contractor will provide the PowerMark Battery that meets the battery requirements specified.

### 3. Software

- a. Field GIS Mapping and Forest Inventory Software (Solo Forest, TCruiseWinCE and RTI), data collection and verification (one per Handheld unit).
  - The data recorder software, out of the box, will accomplish all of the specifications listed in this section. FieldGPS/GIS software is SOLO Forest while the office Administrative software is SOLO Office – Forest Edition.
  - SOLO Forest is an easy-to-use filed GPS/GIS data collection software designed specifically for forestry applications and natural resource managers. This software is compatible with a variety of GPS antennas and can output collected GPS data in industry standard formats such as .txt., shp and .dxf.
  - SOLO Forest is integrated with the forest filed inventory software, TCruiseWinCE, also referred to as TCruise field, through custom integration (RTI – defined in section c). TCruiseWinCE is a powerful data collection program that allows range and cross validation of field data. Cruise data files created by TCWinCE are quickly uploadable to TCruise Desktop in either binary or ascii text files. All data, standard and custom, are collectable on data recorders supported by the software. TCWinCE will run on PocketPC 3.X, all version of Windows Mobile, and old Windows HPC2000 machines. Both TCruise Desktop and TCWinCE support administrative and user levels of security. Additional security levels will be provided on request.
  - The custom information designer within TCruise Desktop allows the user to create add-on fields for the collection of non-timber cruise data (ecological, soils, etc) at the stand, stratum, plot, and tree levels. This TCruise feature along with the ability to rename the standard fields in TCruise allows any type of information to be collected in the field with TCruise WinCE or entered via TCruise desktop.
  - TCruise Desktop is completely template based. Once cruise parameters are specified they can be used over and over. These desktop templates can then be exported as codes and parameter files to be used by TCruise Windows CE for field data collection while containing the cruise parameters and custom fields relevant to the desktop template. TCWinCE codes and parameters files are also reusable.
  - Audit and remeasurement cruises can be created from existing cruises. The quality of contract cruisers can be monitored by viewing the security listing which provides a detail report of time spent on plots and where (latitude/longitude) a plot's data was entered.
  - Version 6 of TCruise will support stratified and non-stratified cluster and two-stage sampling. The two stage sampling module will support equal and probability proportional to size sub-sampling. Version 6 will also allow the user to have unlimited numbers of specialty tree products classes and assign latitude and longitude values at the tree level.
- b. Administrative Software (Timber Cruise Desktop and SOLO Office – Forest Edition) if not part of the Field GIS Mapping Software, that allows easy manipulation, transfer, download and printing of collected data. (one per FMU or District depending on overall cost)
  - SOLO Office – Forest Edition (SOFE) is a desktop project management tool for GPS/GIS field data collection using SOLO Forest. SOFE allows a manager to establish cruise grids, crop and compress imagery, create custom coordinate



zone files, and package projects for easy distribution to field users. Field data collected using SOLO Forest can also be uploaded and analyzed using SOFE. SOFE is a project management tool that prepares the project for field data collection or prepares collected data for migration into an existing GIS application.

- Timber Cruise Desktop (TCruise) is a forest inventory data processor software that runs on Microsoft Windows 2000/XP/Vista Premium operating systems. TCruise Desktop is capable of processing a single stand/tract or combining any number stands/tracts as a stratified sample. Hence, TCruise can handle 1 or 1,000,000+ acre inventories. There is no limit on the number of strata that can be processed in a single run.
  - TCruise will process plot, point, double point samples, or timber trespass cruises, stratified or non-stratified. All cruises can be grown forward or backward in time using standard stand table projection methods.
  - Sampling errors and numbers of samples required to achieve stated level of statistical precision and confidence levels can be obtained for all cruising method, stratified or non-stratified.
  - All cruise data, and results (volumes/weights) can be exported to any database, and users can either use standard reports generated by the system, or they can opt to have a custom report created directly in the form of a Microsoft Excel spreadsheet via a TCruise dynamic link library (dll) export procedure. Or, they may choose to use a third party reporter such as the one provided by the Contractor, or they may develop their own from the exported database.
  - Volumes in TCruise can be obtained from profile functions, taper tables (Mesavage and Girard are built-in), volume equations, tariff numbers, or imported volume tables. Custom profile equations, volume equations, and volume tables can be quickly added using TCruises' profile import dll procedure.
- c. RealTime Inventory Solution for Microsoft Windows Mobile Software for Pocket PC  
Plot locations (latitude/longitude), identification, stratum, and cruiser information are dynamically captured in the field from Tripod Data Systems (TDS) SoloField or SoloForest Microsoft Windows CE devices and transferred to TCruiseWinCE without requiring user input.
- d. Field Inventory Software (TCruise Field) able to integrate with the Field GIS Mapping Software with customization link, GPS to field data collection.
- Field inventory software must allow GPS and data recording software to communicate and identify point name with GPS location/ID (Real Time Inventory software).
  - The integration between the field inventory software and the field GIS software is what is marketed as the Contractor's patented Real-Time Inventory (RTI) solution. This solution also comes with a number of utilities and optional software extensions to further the ability of the system to process and analyze forest inventory data. The software package provides all of the GPS and GIS metadata and formats specified, will communicate with a wide variety of databases (computed and raw data exported into MS Access format).
  - The Contractor's Real Time Inventory System is fully supported by TCruise.
- e. All GPS software must meet industry standards for inventory grade GPS, including LAT, LONG, PDOP, HDOP, SNR, Satellites, and how data was collected (GPS or manual).



- i. GPS fields collected must record quality control and assurance (PDOP, HDOP, SNR, etc.) data and allow thresholds to be set by user and lockable by technical administrator(s).
- ii. GPS data must be able to be differentially corrected and WAAS compatible.

f. Exported data must be in Michigan Geo Reference format and/or convertible to Michigan Geo Reference through provided software.

g. Data recorded must be accessible in Microsoft Excel, and Microsoft Access.

h. Unit must communicate with States database.

i. File format must have the ability to port data gathered from handheld device to existing enterprise MS SQL Server databases. Data porting ability should take advantage of industry standard practices, such as using basic CSV or tab-delimited files, rather than proprietary solutions, and should lend itself to integration with MS SQL Server tools, especially Data Transformation Services (DTS).

### C. General System Requirements

The Contractor will provide the following:

1. **Customer Service/Support** - The Contractor will provide the following:
  - a. The Contractor will provide 3 direct contacts for 4 State of Michigan, DNR, FMFM employees (trained to provide in-house training and support)
  - b. Support hours – Monday through Friday, 8 a.m. to 5 p.m. EST.
2. **Equipment/Software Warranties**
  - a. If the Contractor is not the manufacturer of the equipment to be used in this contract, the Contractor shall insure that the equipment is under warranty and enter into a maintenance agreement to include equipment repair with the manufacturer at the Contractor's expense.
  - b. If the Contractor is the manufacturer of the equipment, it shall provide extended warranty and routine maintenance and repair of its equipment with no additional cost.
  - c. The warranty provision for the products and services resulting from this Contract start from the date that the project deliverables are fully operational.
  - d. 18 month warranty on parts and labor to start when handheld units are deployed to the field at the initial training on the Unit.
  - e. All configurations are covered by the manufacturer's standard warranty.
  - f. Warranty commences on the date products are accepted by the State.
  - g. All applicable third party warranties for deliverables are assigned to the State.
  - h. Any upgrades of the software made during the maintenance period are supplied at no additional cost.
3. **Delivery Requirements**
  - a. For all orders placed by the State during the term of this Contract, delivery will be made within thirty (30) days of order. (Elapsed delivery time will be measured from the time an order is accepted, either verbally or in writing by the Contractor, to the time product is delivered to the site identified in the purchase order.)
  - b. The deliverables shall be shipped F.O.B. Destination, freight prepaid and allowed, directly to each entity, unless otherwise requested, and to the exact locations shall be specified in the purchase order.
  - c. If, during the term of the Agreement, the Contractor enters into a contract with any other customer for substantially the same quantity, equipment, software and services, terms and conditions for a lower cost, the Contractor will offer the same decrease in rated to the State.



#### 4. **Software Packaging and Warranty**

- a. Contractor shall supply manufacturer's software in original manufacturer packaging with complete manufacturer documentation, manuals, disk(s) or CD ROM and standard warranty enclosed.
  - i. A manufacturer's standard warranty is considered the basic warranty that comes with a software title and is included in the software title price (i.e. one year warranty to replace defective software for no cost).
- b. Products will be warranted from the date of installation.
- c. The products provided will be free from defects in materials and workmanship, given normal use and care, over the period of the publisher warranty.
- d. The terms of this contract will supersede any language to the contrary on purchase orders, invoices or other documents produced by the Contractor.
- e. The Contractor will repair and/or immediately replace without charge any product thereof which proves to be defective or fails within the warranty period as specified, unless the failure or defect is cause by Customer abuse.

## II. **Services to be Provided**

The Contractor will provide services identified in Section 1.101, In Scope, and 1.104, Work & Deliverables, Requirements, for the complete and successful implementation of the GPS handheld data recorder units that will be providing the data collected to two major software applications that incorporate this technology for inventory tracking, road systems, timber sales administration, trespass sales, and sales exchange. The Contractor will provide the following:

### A. **Project Plan**

The Contractor will provide a comprehensive Project Plan including the necessary time frames and deliverables for the various stages of the project and the responsibilities and obligations of both the Contractor and the State within 7 days of contract signing.

The implementation plan is to be inclusive of the following elements and deliverables:

- a. An overview of the proposed deployment plan
  - i. The plan must incorporate the testing of 6 units with software, with a period for State review and acceptance of the equipment and software.

### B. **Training**

Contractor will provide training for identified staff for both the hardware and software within 60 days after contract award.

1. Train-the-Trainer course at Ralph A MacMullen Center, Roscommon, Mi. for up to 4-5 persons.
  - a. Training to the advanced user level including intermediate product service and troubleshooting skills. Technical and administration training for State individuals who will be working with the services Contractor to configure the applications including establishing databases and interfaces, data conversion, and the personnel who will be responsible for ongoing maintenance and administration of the system, including security.
  - a. Training must be conducted in person.
  - b. Contractor to assist the State trained personnel with one 2-day training (or up to 3 days per contractor solution) at Ralph A MacMullen Center, Roscommon, MI.
2. Provide all training manuals, training plans and other documentation to the State. The State may reproduce and distribute all training materials provided. All training manuals, training plans, and other documentation provided become the property of the State.



Documentation to include a minimum of two (2) copies provided in an electronic format and in hard copy of the following documentation:

- User and Technical Manuals
- Data Element Dictionary
- Operations Manual

Provide all updates of documentation during the term of the Contract, software license, and maintenance agreement and upgrades and new versions to the system that affect end-user functionality include training at no additional cost (e.g. classroom or online training, training flier, release features, etc.).

3. Additional Training details:

The Contractor will provide the training according to the specifications listed above and as follows:

- A Train-the-Trainer course will be conducted within 60 days of the contract signing, at the Ralph A. MacMullen Center in Roscommon, Michigan. Up to 4-5 persons will be accommodated for this training for up to three days, though the requirements states only a two day session. The purpose will be to provide advanced end-user training that will delve into the back-office, administrative and managerial aspects of the software and hardware solution. A full array of help files, manuals, etc., will be provided to the attendees. The Contractor will be assisted in this effort by Kevin Burns, Field Applications Training Coordinator, of Forest Resource Services based in Frederic, Michigan.
- The Contractor's Team will also be available over the next three week period to assist the MDNR with field testing, technical support, troubleshooting and help desk issues.

4. Knowledge Transfer

- a. The Contractor shall provide mentoring and training of State staff in preparation for transitioning the operation and support to the State of Michigan staff within 60 days after contract award.
- The Contractor will partner with Forest Resource Services, LLC, headquartered in Gaylord, MI to provide mentoring and training to the State of Michigan staff. This will provide local support to staff members.

**C. Maintenance**

- SOFTWARE MAINTENANCE is defined as providing replacement copies or correction services to correct any error, malfunction or defect in the software; updated versions of the software that are improvements, extensions, maintenance releases and updates; error corrections or other changes that are logical improvements or extensions of the original software supplied to the State; documentation updates; and access to remote technical support. It does not include professional services to modify, customize, or enhance software functionality to meet specific State business requests.
- HARDWARE MAINTENANCE consists of remedial maintenance, preventive maintenance, replacement parts, and engineering changes necessary to keep equipment in good operating condition, as defined by the manufacturer's then-current customer-level documentation. The proposal should clearly specify the terms, such as whether maintenance will be provided on-site, the party responsible for shipping costs, the response time for service, and the level of technical support provided.



- “Loaner” units for hardware when units are being repaired for the life of the contract from date of purchase.
- Turnaround time to receive loaner unit is to be one week or less.
- A Loaner is to be made available for entire time period that unit is being repaired.
- The unit requiring repair or replacement will be shipped to Contractor in same packaging that loaner is sent in.

Additional maintenance details:

- a. Maintenance programs commence at the end of the warranty period.
- b. All maintenance is performed by qualified personnel familiar with the equipment.
- c. Maintenance is available on an annually renewable contract.
- d. Calls for service will be returned within a one-business-day timeframe.
- e. Guaranteed parts availability within the service response window at all times.
- f. Support is provided for superseded releases and back releases still in use by the State.
- g. For the first year and all subsequent Contract years, the following services are provided for the current version and one previous version of any Software provided with the deliverables, commencing upon installation of the deliverables or delivery of the Software:
  - Error Correction. Upon notice by State of a problem with the Software (which problem can be verified), reasonable efforts to correct or provide a working solution for the problem.
  - Material Defects. The State will be notified of any material errors or defects in the deliverables known, or made known, to Contractor from any source during the Contract term that could cause the production of inaccurate, or otherwise materially incorrect, results and shall initiate actions as may be commercially necessary or proper to effect corrections of any such errors or defects.
  - Updates. All new releases and bug fixes (collectively referred to as “Changes”) for any software deliverable developed or published by Contractor and made generally available to its other customers at no additional charge will be provided to the State at no additional charge.

The Contractor will provide maintenance per the requirements listed above and the following:

The Contractor agrees to provide software and GPS hardware maintenance for the software and GPS units, not to exceed 5 years from date of purchase. The Contractor also agrees to provide maintenance for the handheld and GPS batteries for a period not to exceed 36 months from the date of purchase. This maintenance will commence at the end of the hardware warranty. If the Maintenance option is exercised by The State of Michigan, user will be responsible for shipping costs to the Contractor and the Contractor will be responsible for shipping cost to user. Repair cost, hardware and/or labor for software, GPS, handheld and/or battery units will be covered under the maintenance agreement. These costs do not cover abuse to GPS units, handhelds and/or batteries. Upon receiving the unit to be repaired, the Contractor agrees to provide the end user with a "loaner" unit within one week of receiving the original unit until unit is repaired. The maximum number of loaner units at one time will be seven (7). All software errors and defects will be corrected in a reasonable time frame. All software updates, which carry no charge and are made generally available, will be made available to the State at no additional charge.

#### D. Delivery

- a. For all orders placed by the State during the term of this Contract, delivery will be made within thirty (30) days of order. (Elapsed delivery time will be measured from the time an order is accepted, either verbally or in writing by the Contractor, to the time product is delivered to the site identified in the purchase order.)



- b. The deliverables shall be shipped F.O.B. Destination, freight prepaid and allowed, directly to each entity, unless otherwise requested, and to the exact locations shall be specified in the purchase order.
- c. If, during the term of the Agreement, the Contractor enters into a contract with any other customer for substantially the same quantity, equipment, software and services, terms and conditions for a lower cost, the Contractor will offer the same decrease in rates to the State.

#### **E. Testing**

The Contractor will test the equipment and software to ensure that the requirements are satisfied within 60 days.

- a. The Contractor will correct all test errors, implement corrections, and re-execute tests in their entirety.
- b. The Contractor will request the State's project manager approval of the content and completeness of the test scripts.
- c. The Contractor will accept all errors and is responsible to correct and request a re-test until the State is satisfied with the results.
- d. During testing, the State and the Contractor will work together to measure response time.

### **1.2 Roles and Responsibilities**

#### **1.201 CONTRACTOR STAFF, ROLES, AND RESPONSIBILITIES**

The Contractor will be required to perform work at DNR - FMFM offices statewide in Michigan.

The Contractor's staff must be able to pass a security clearance check conducted by the Contractor. Contractor must present certifications evidencing satisfactory background checks and drug tests for all staff identified for assignment to this project. Contractor is responsible for any costs associated with ensuring their staff meets all requirements.

The Contractor will provide, and update when changed, an organization chart indicating lines of authority for personnel involved in performance of this Contract and relationships of this staff to other programs or functions of the firm. This chart must also show lines of authority to the next senior level of management and indicate who within the firm will have prime responsibility and final authority for the work.

The Contractor has provided resumes for staff, including subcontractors, who will be assigned to the Contract, indicating the responsibilities and qualifications of such personnel, and stating the amount of time each will be assigned to the project. The Contractor will commit that staff identified will actually perform the assigned work. Any staff substitution must have the prior approval of the State

The Contractor has identified **Mark Milligan as the Contract Administrator**. The duties of the Contract Administrator shall include, but not be limited to: i) supporting the management of the Contract, ii) facilitating dispute resolution, and iii) advising the State of performance under the terms and conditions of the Contract.

The Contractor will provide a project manager to work closely with the designated personnel from the State to insure a smooth transition to the new system. The project manager will coordinate all of the activities of the Contractor personnel assigned to the project and create all reports required by State.

The **Project Manager, Brian Holley, will be considered Key Personnel**

Contractor's project manager responsibilities include, at a minimum:

- Manage all defined Contractor responsibilities in this Scope of Services.
- Manage Contractor's subcontractors, if any
- Develop the project plan and schedule, and update as needed
- Serve as the point person for all project issues
- Coordinate and oversee the day-to-day project activities of the project team

- Assess and report project feedback and status
- Escalate project issues, project risks, and other concerns
- Review all project deliverables and provide feedback
- Proactively propose/suggest options and alternatives for consideration
- Utilize change control procedures
- Prepare project documents and materials
- Manage and report on the project’s budget

The Contractor will also provide a trainer who will:

- Conduct user training
- Provide end user training
- Provide training to technical staff

The **Training Coordinator, Kevin Burns, will be considered Key Personnel**.

**Note:** At least one member of the Contractor’s staff assigned to this project should possess a four-year degree in a Natural Resources field, with four years of experience in Forestry in the Great Lakes region (Michigan, Wisconsin, Minnesota, Illinois, Indiana, Ohio, and Ontario). **This person will also be considered key staff and is Kevin Burns.**

The Contractor organization chart is included in Article 1, Attachment B.

The Contractor will insure that the staff named in the organization chart are committed to this project and have successfully worked with the Contractor on at least one project in the past, with most having worked for a number of projects over several years. The contractor will provide a resume of the proposed staff for the State’s approval (**see Appendix C**). The Contractor will provide sufficient qualified staffing to satisfy the deliverables of this Statement of Work.

The Contract Administrator is Mark Milligan, and Mike Berzinis, who has worked as a project and contract manager, will serve as a Contract Manager. Brian Holley, has been educated in forestry/wildlife and many years of experience in providing application solutions to land managers. Kevin Burns has trained hundreds of foresters in the Lake States region and will serve as the Field Applications Training Coordinator. Kevin is from Forest Resource Services, LLC a subcontractor of Forestech Consulting.

## 1.202 STATE STAFF, ROLES, AND RESPONSIBILITIES

The State project team will consist of the following members, with the identified responsibilities:

- DNR FMFM - GPS Technical Committee Members
  - Perform testing of equipment/software
- Agency Project Manager
  - Act as DNR representative on project
  - Approve the project schedule
  - Authorize modifications to scope, resources, and budget of the project
  - Ensure senior management commitment to the project
  - Approve and sign off on invoices

MDIT’s Project Manager is responsible for the State’s infrastructure and will:

- Provide State facilities, as needed
- Coordinate the State resources necessary for the project
- Resolve project issues
- Escalate outstanding/high priority issues
- Utilize change control procedures



- Conduct regular and ongoing review of the project to confirm that it meets original objectives and requirements
- Document and archive of all important project decisions
- Arrange, schedule and facilitate State staff attendance at all project meetings
- Review bi-weekly reports
- Approve and sign off on invoices

The MDIT Project Manager, Sam Roberts, and the Agency Project Manager, Joseph Taylor, will act jointly as the final arbiters on proposed changes that significantly affect the business interests of the State.

MDIT shall provide a Contract Administrator, Patty Bogard, whose duties shall include but not be limited to supporting the management of the Contract.

## 1.203 OTHER ROLES AND RESPONSIBILITIES

Reserved

### 1.3 Project Plan

#### 1.301 PROJECT PLAN MANAGEMENT

##### A. Orientation Meeting

1. Upon ten (10) calendar days from execution of the Contract, the Contractor will be required to attend an orientation meeting to discuss the content and procedures of the Contract.
2. The meeting will be held in Lansing, Michigan, at a date and time mutually acceptable to the State and the Contractor.
3. The State shall bear no cost for the time and travel of the Contractor for attendance at the meeting.

##### B. Performance Review Meetings

1. The State will require the Contractor to attend monthly meetings, at a minimum, to review the Contractor's performance under the Contract.
2. The meetings will be held in Lansing, Michigan, or by teleconference, as mutually agreed by the State and the Contractor.
3. The State shall bear no cost for the time and travel of the Contractor for attendance at the meeting.

##### C. Project Control

1. The Contractor will carry out this project under the direction and control of the FMFM and MDIT.
2. Within five (5) working days of the award of the Contract, the Contractor will submit a work plan to the State project manager(s) for final approval.
  - a. This work plan must be in agreement with section 1.1 Work and Deliverables, and must include the following:
    - i. The Contractor's project organizational structure.
    - ii. The Contractor's staffing table with names and title of personnel assigned to the project. This must be in agreement with staffing of accepted proposal. Necessary substitutions due to change of employment status and other unforeseen circumstances may only be made with prior approval of the State.
    - iii. The project breakdown (work plan) showing sub-projects, activities and tasks, and resources required and allocated to each.
    - iv. The time-phased plan in the form of a graphic display, showing each event, task, and decision point in the work plan.
3. The Contractor will manage the project in accordance with the PMBOK® (Project Management Body of Knowledge from the Project Management Institute) and the state's Project Management Methodology (PMM). Methodology is available at [http://www.michigan.gov/dit/0,1607,7-139-30637\\_31101-58009--,00.html](http://www.michigan.gov/dit/0,1607,7-139-30637_31101-58009--,00.html)



4. The Contractor will use an automated tool for planning, monitoring, and tracking the Contract's progress and the level of effort of any Vendor personnel spent performing Services under the Contract.
  - a. The Contractor shall use automated project management tools, as reasonably necessary, in order to perform the cited Services, which shall include, through the end of the Contract, the capability to produce:
    - i. Staffing tables with names of personnel assigned to Contract tasks.
    - ii. Project plans showing tasks, subtasks, deliverables, and the resources required and allocated to each (including detailed plans for all Services to be performed within the next sixty (60) calendar days, updated semi-monthly).
    - iii. Updates must include actual time spent on each task and a revised estimate to complete.
    - iv. Graphs showing critical events, dependencies and decision points during the course of the Contract.
  - c. Any tool(s) used by Contractor for such purposes must produce information of a type and in a manner and format that will support reporting in compliance with the State's standard to the extent such standard is described with reasonable detail in the Statement of Work.

**1.302 REPORTS**

Reporting formats must be submitted to the State's Project Managers for approval within ten (10) business days after the effective date of the contract. Once both parties have agreed to the format of the report, it shall become the standard to follow for the duration of the contract.

A bi-weekly progress report must be submitted jointly to the MDIT Project Manager and the Agency Project Manager throughout the life of this project. This report may be submitted with the billing invoice. Each bi-weekly progress report must contain the following:

- Hours: Indicate the number of training hours provided during the past two weeks, and the cumulative total to date for the project. Also state whether the remaining hours are sufficient to complete the project.
- Accomplishments: Indicate the work that was accomplished during the current reporting period.

**1.4 Project Management**

**1.401 ISSUE MANAGEMENT**

An issue is an identified event that if not addressed may affect schedule, scope, quality, or budget.

The Contractor shall maintain an issue log for issues relating to the provision of services under this Contract. The issue management log must be communicated to the State's Project Managers on an agreed upon schedule, with email notifications and updates. The issue log must be updated and must contain the following minimum elements:

- Description of issue
- Issue identification date
- Responsibility for resolving issue.
- Priority for issue resolution (to be mutually agreed upon by the State and the Contractor)
- Resources assigned responsibility for resolution
- Resolution date
- Resolution description

**1.402 RISK MANAGEMENT**



A risk is an unknown circumstance or event that, if it occurs, may have a positive or negative impact on the Contract. Risk management generally involves (1) identification of the risk, (2) assigning a level of priority based on the probability of occurrence and impact to the project, (3) definition of mitigation strategies, and (4) monitoring of risk and mitigation strategy.

### 1.403 CHANGE MANAGEMENT

Change management is defined as the process to communicate, assess, monitor, and control all changes to system resources and processes. The State also employs change management in its administration of the Contract.

If a proposed contract change is approved by the Agency, the Contract Administrator will submit a request for change to the Department of Management and Budget, Purchasing Operations Buyer, who will make recommendations to the Director of Purchasing Operations regarding ultimate approval/disapproval of change request. If the DMB Purchasing Operations Director agrees with the proposed modification, and all required approvals are obtained (including State Administrative Board), the Purchasing Operations Buyer will issue an addendum to the Contract, via a Contract Change Notice. **Contractors who provide products or services prior to the issuance of a Contract Change Notice by the DMB Office of Purchasing Operations, risk non-payment for the out-of-scope/pricing products and/or services.**

The Contractor will employ the change control methodologies to justify changes in the processing environment, and to ensure those changes will not adversely affect performance or availability.

## 1.5 Acceptance

### 1.501 CRITERIA

Deliverables will not be considered complete until the DIT and the Agency Project Manager has formally accepted them. The following criteria will be used by the State to determine Acceptance of the services and/or deliverables provided under this SOW.

#### A. Deliverables

- a. All tasks listed in Section 1.104 - Work and Deliverable are completed.
- b. Training for users and administrators is complete and to the State Project Manager's satisfaction.
- c. Knowledge transfer to agency staff has been completed and they are fully prepared to move the project ahead.
- d. No significant material defects exist that would prohibit the successful use of any function.
- e. Payment to the Contractor will be made upon the completion and acceptance of the milestone, not to exceed contractual costs of the phase. A milestone is defined as complete when all of the deliverables within the milestone have been completed.

#### B. Software Deliverables

Testing must be sufficiently detailed to demonstrate compliance with the requirements of the contract. At a minimum, the testing will confirm the following:

- a. Functional - the capabilities of the system with respect to the functions and features described in the contract.
- b. Performance - the ability of the system to perform the workload throughput requirements. All problems should be completed satisfactorily within the allotted time frame.

#### C. Service Deliverables



Services include, but are not limited to, maintenance, training and support. The following criteria apply to service deliverables:

- a. The services will be accepted in accordance with the requirements of this contract
- b. State staff is properly trained and supplied documentation to support and use the software in accordance with the requirements of this contract.

D. Document Deliverables - Documents include, but are not limited to plans, design documents, project schedules, user guides, and procedure manuals.

- a. Documents are dated and in electronic format, compatible with State of Michigan software.
- b. Requirements documents are reviewed and updated throughout the development process to assure requirements are delivered in the final product.
- c. Draft documents are not accepted as final deliverables.
- d. The documents will be reviewed and accepted in accordance with the requirements of the Contract.
- e. MDNR and MDIT will review business documents within a mutually agreed upon timeframe.
- f. Approvals will be written and signed by both the MDIT and Agency Project Managers.
- g. Unacceptable issues will be documented and submitted to the Contractor.
- h. After issues are resolved or waived, the Contractor will resubmit documents for approval within 30 days of receipt.
- i. Both MDIT and MDNR Project Managers will review technical documents within a mutually agreed upon timeframe.
  1. Approvals will be written and signed by both the Agency and MDIT Project Managers.
  2. Unacceptable issues will be documented and submitted to the Contractor.
  3. After issues are resolved or waived, the Contractor will resubmit documents for approval within 30 days of receipt.
- j. Both the MDNR and MDIT Project Managers will review project documents within a mutually agreed upon timeframe.

## **1.502 FINAL ACCEPTANCE**

Final acceptance is expressly conditioned upon completion of all deliverables, completion of all tasks in the project plan as approved, completion of all applicable inspection and/or testing procedures, and the certification by the State that the Contractor has met the defined requirements.

## **1.6 Compensation and Payment**

### **1.601 COMPENSATION AND PAYMENT**

The State shall pay Contractor an amount not to exceed Six Hundred Thousand dollars (\$600,000.00) for the performance of all activities necessary for or incidental to the performance of work as set forth in this contract. Authorized Services and Price List follows (see Article 1, Attachment A, for the price schedules.)

The Contractor agrees that all the prices, terms, warranties, and benefits provided in this Contract are comparable to or better than the terms presently being offered by the Contractor to any other governmental entity purchasing the same quantity under similar terms. If, during the term of this Contract, the Contractor shall enter into contracts with any other governmental entity providing greater benefits or more favorable terms than those provided by this Contract, The Contractor shall be obligated to provide the same to the State for subsequent purchases.

### **Payment**



The Contractor will submit properly itemized invoices to the “bill to” address included on the purchase order release document. Invoices shall include, as applicable:

- Contract number;
- Purchase Order number
- Contractor name, address, phone number, and Federal Tax Identification Number;
- Description of any commodities/equipment, including quantity ordered;
- Date(s) of delivery and/or date(s) of installation and set up;
- Price for each item, or Contractor’s list Price for each item and applicable discounts;
- Maintenance charges;
- Net invoice Price for each item;
- Shipping costs;
- Other applicable charges;
- Total invoice Price; and
- Payment terms including any available prompt payment discounts.

A payment schedule will be agreed upon after contract award with approval by the DIT & Agency Project Managers. Invoices will be approved and paid after each deliverable is completed and accepted per the acceptance criteria stated in Section 1.501.

Incorrect or incomplete invoices will be returned to the Contractor for correction and reissue.

## **1.7 Additional Terms and Conditions Specific to this SOW**

### **1.701 ADDITIONAL TERMS AND CONDITIONS SPECIFIC TO THIS SOW**

Reserved



**Article 1, Attachment A  
Pricing**

| No. | Cost Categories   | Unit Cost     | Total Cost  | Comments  |
|-----|---|---------------|-------------|---|
|     | <b>Equipment:</b>   |               |             |   |
| a.  | <b>Data Recorders – Handheld Primary Unit</b>   | \$1964.00 ea. | \$68,740.00 | Total Cost provided here is for 35 units.   |
| b.  | <b>Data Recorders – Handheld Optional Unit</b>  | N/A           | N/A         |   |
| c.  | <b>Antennas - one per handheld Option 1 - (16/18 GPS receiver)</b>  | \$1092.00 ea. | \$38,220.00 | Total Cost provided here is for 35 units.   |
| d.  | <b>Antennas - one per handheld Option 2 - (10 GPS receiver)</b>   | \$365.00 ea.  | \$12,775.00 | Total Cost provided here is for 35 units.   |
| e.  | <b>Antennas – for Forest Mgmt Unit &amp; District Offices; Total units = 15;</b>                                | \$2,700 ea.   | \$13,500.00 | Total Cost provided here is for 5 units.  |
| f.  | <b>Battery option for antenna / Bluetooth technology</b>  | \$115 ea.     | \$4,025.00  | Total Cost provided here is for 35 units.   |
|     |   |               |             |   |
|     | <b>Software / Services</b>  |               |             |   |
| 1.  | <b>Project Management / Project Implementation Efforts</b>  | N/A           | N/A         |   |
| 2.  | <b>Software: COTS Package</b><br>One time cost of Contractor's proposed COTS package.                           | \$1,775 ea.   | \$62,125    | Total Cost provided here is for 35 units.   |
| 3.  | <b>Customization of COTS Package</b><br>Cost of modification of the COTS package to meet business requirements. | N/A           | N/A         |   |
| 4.  | <b>Application Development</b><br>Required only if an Offeror is not proposing a COTS package.                  | N/A           | N/A         |   |
| 5.  | <b>Software Tools - Licenses</b><br>(including Server Software licenses – if applicable)                        | \$1095 ea.    | \$6,570.00  | TCruise Desktop and RTI Office in 6 offices   |
| 6.  | <b>Project Implementation</b>   |               |             |   |
| 7.  | <b>Training and Documentation</b>   | \$3,500.00    | \$7,000     | Train-the-Trainer two-day course. Price is a per day price for 2 trainers for 2 days and all custom training. |
| 8.  | <b>Warranty, Maintenance &amp; Support</b>  | \$400         | \$14,000    | Annual price for 35 units after the warranty period expires (18 months)                                       |
| 9.  | <b>Other</b>  |               |             |   |
|     | <b>Total Cost (1 thru 9)</b>  |               | \$227,830   |   |

| Training cost and Documentation   | Cost (\$)                     | Comments  |
|---|-------------------------------|---|
| 1) Train-the-Trainer training and assisting with the one 2-day training for end-users           | \$6,000                       | Includes two trainers on-site   |
| 2) Train-the-Trainer & End-User training documentation  | \$500                         |   |
| 3) Operational management training to include knowledge transfer for transitioning to the State | Per hour rates as appropriate |   |
| 4) Operational management training documentation  | \$500                         | Documentation for Operational Management Training (training manuals)          |
| 5) Daily rate for future training   | \$3,000                       | Per day rate for 2 instructors on-site at a specified location by the MI DNR. |
| Other (List):<br>6) .....<br>7) .....   |                               |   |
| <b>Total Cost of Training &amp; Documentation</b>   | <b>\$6,500</b>                |   |

| Cost Categories  | Cost (\$) | Comments  |
|--|-----------|---|
| <b>COTS/Application software update cost (Includes licensing and updates each year)</b>  |           | Software Update and licensing cost is per software license per year |
| 1. First Year (after 18 months warranty)   | \$250     |   |
| 2. Second Year   | \$250     |   |
| 3. Third Year  | \$250     |   |
| 4. Fourth Year   | \$250     |   |
| 5. Fifth Year  | \$250     |   |
| Other Charges - list   |           |   |
| <b>Total Cost:</b>   |           |   |
| <b>Maintenance and support cost (includes all programming and DB administration functions for implementing future business requirements)</b> |           | Hardware Maintenance Cost are a per unit cost annually.             |
| 1. First Year (after warranty period)  |           |   |
| 2. Second Year   |           |   |
| 3. Third Year  |           |   |
| 4. Fourth Year   |           |   |
| 5. Fifth Year  |           |   |
| Other charges - list   |           |   |
| <b>Total Cost:</b>   |           |   |
| <b>Hardware Maintenance and support cost (includes Loaner units)</b>   |           | Hardware Maintenance Cost are a per unit cost annually.             |
| 1. First Year (after warranty period)  | \$150     |   |
| 2. Second Year   | \$150     |   |
| 3. Third Year  | \$150     |   |
| 4. Fourth Year   | \$150     |   |
| 5. Fifth Year  | \$150     |   |
| Other charges - list   |           |   |
| <b>Total Cost:</b>   |           |   |

**Article 1, Attachment A  
Detailed Hardware and Software Pricing Specifications**

**Data Recorder Price: \$1964.00 ea.**

Handheld (Primary unit)

- Operate on Pocket PC
- Windows Mobile software for Pocket PC
- Marvell PXA320 XScale CPU 806 MHz
- 128 MB DDR SDRAM
- 512 MB to 1 GB nonvolatile Flash Storage
- Expansion Memory, CompactFlash (CF) (Type II) slot, Secure Digital (SDIO) Slot
- Full VGA display, Sunlight-readable color TFT 480 x 640 pixel
- Integrated Bluetooth wireless communications
- Standard 9-pin (male) D-shell RS-232 serial and USB ports
- Integrated battery system w/AC & DC charging adapters
- Li-Ion rechargeable pack, 3800 mAh
- Passive finger or stylus touch-screen
- Rugged Waterproof design
  - Operating Temp: -30 to 60 C
  - Waterproof
    - IP67, 1 m for 30 minutes
    - MIL-STD-810F, Method 512.4 Procedure I
  - Drop resistance
    - MIL-STD-810F, Method 516.5, Procedure IV
    - 4 feet onto plywood over concrete
  - Sand & Dust
    - IP67
    - MIL-STD-810F, Method 510.4, Procedures I & II
  - Vibration: MIL-STD-810F, Method 514.5, Procedure I, Fig 17 & 18
- Carry case with belt and neck strap
- Stylus lanyard
- 2 Secure Digital cards (2 Gig per card)
- 2 year warranty

**1-3 Meter Antenna Pricing**

**Option 1 (16/17 GPS receiver) Price: \$1,092.00 ea.**

- 1-3 Meter, 2RMS stated accuracy
- WAAS enabled; 12 parallel channel GPS receiver
- 9 pin female serial connection; asynchronous input compatible with RS-232 or TTI voltage levels, RS 232 polarity
- Waterproof to IPX7 for IE529 rating
- Operating temperature: -30 to 60 C
- Bluetooth Serial Port for Wireless Communications
- Antenna Pole and Mount
- Forester's Backpack
- Rugged Carry Case for GPS System
- 2 year warranty

**Option 2 (10 GPS receiver) Price: \$365 ea.**

- 1-3 Meter, 2RMS stated accuracy
- WAAS enabled; 12 parallel channel GPS receiver
- Waterproof to IEC 60529 IPX7 standards
- Bluetooth wireless technology connect to Pocket PC device
- Size: 1.77" W x 3.46"H x .75"D
- Operating temperature: -30 to 60 C

Extended Cap for TDS Nomad handheld  
 LandMark Systems GPS Hat  
 2 year warranty

**Sub-Meter Antenna Pricing: \$2,700.00 ea.**

One per Forest Management Unit (FMU) and District Offices  
 Sub-meter, (<1m, 95% DGPS) – Rated 60cm accuracy  
 WAAS enabled; 12 parallel channel GPS receiver  
 -30 to 70 C operating temperature  
 L1, C/A code, with carrier phase smoothing  
 Small backpack carry case with power source  
 Bluetooth wireless technology connect to Pocket PC device  
 Light indicators for tracking and DGPS notifications  
 Rugged Carrying Case for GPS System  
 2 year warranty

**Battery option for Antenna / Bluetooth technology Pricing: \$115.00 ea.**

Capacity: 22Wh+  
 Out Voltage: 11V one port, 8.4V/5V optional second port  
 Battery Gauge: Multi-stage charge level indicator  
 Charge Current: 1500mA  
 2 year warranty

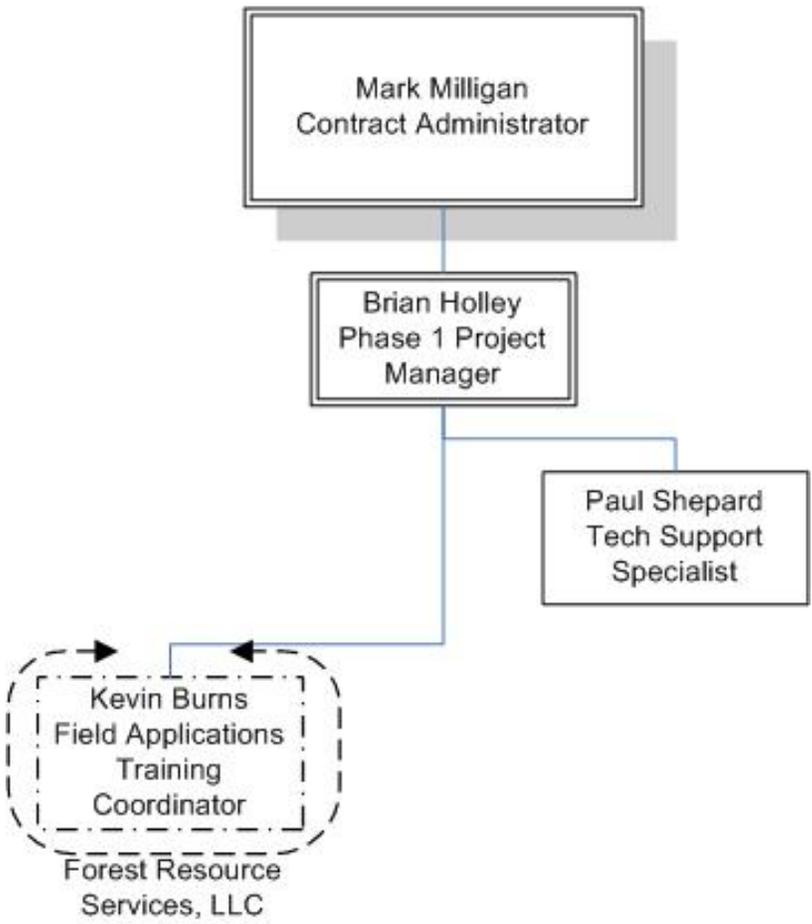
**SOLOForest GPS/GIS mapping & Forest Inventory Software Pricing - \$1,775.00 ea.**

Field GIS Mapping Software (data collection and verification) (one per Handheld unit)  
 Administrative Software, if not part of the Field GIS Mapping Software, that allows easy manipulation, transfer, download and printing of collected data. (one per FMU or District depending on overall cost)  
 Microsoft Windows Mobile Software for Pocket PC  
 Field Inventory Software able to integrate with the Field GIS Mapping Software with customization link, GPS to field data collection.  
 Field inventory software must allow GPS and data recording software to communicate and identify point name with GPS location/ID.  
 All GPS software must meet industry standards for inventory grade GPS, including LAT, LONG, PDOP, HDOP, SNR, Satellites, and how data was collected (GPS or manual).  
 GPS fields collected must record quality control and assurance (PDOP, HDOP, SNR, etc.) data and allow thresholds to be set by user and lockable by technical administrator(s).  
 GPS data must be able to be differentially corrected and WAAS compatible.  
 f. Exported data must be in Michigan Geo Reference format and/or convertible to Michigan Geo Reference through provided software.  
 g. Data recorded must be accessible in Microsoft Excel, Microsoft Access or in the customized software provided by the Contractor.  
 h. Unit must communicate with States database.  
 I. File format must have the ability to port data gathered from handheld device to existing enterprise MS SQL Server databases. Data porting ability should take advantage of industry standard practices, such as using basic CSV or tab-delimited files, rather than proprietary solutions, and should lend itself to integration with MS SQL Server tools, especially Data Transformation Services (DTS).

Article 1, Attachment B

Organizational Chart, including Key Personnel

LandMark Systems Project Team  
MDIT/MDNR Data Recorders/GPS  
Org Chart



**Article 1, Attachment C**  
Labor Rates

**RESERVED**

**Article 1, Attachment D**  
**Deliverables**

Data Recorders/Software

- i. Real-Time Inventory Field Computers/GPS systems as specified by MDIT/MDNR
- ii. Configuration of up to two cruise templates, GPS settings, data pick lists, and feature list
- iii. Training as specified in this response
- iv. Manuals as specified
- v. Maintenance and tech support



## Article 1, Attachment E Project Plan

This Preliminary Project Plan addresses time frames, deliverables for various stages of the project, and outlines responsibilities and obligations of both parties for the successful implementation of this project. Please refer to the previous implementation plan section for specific timeframes, but they will be generally referred to here.

During the initial project, a total of 6 data recorders/GPS units with the RTI system will be delivered to the State of Michigan. Specific configurations will need to be determined by MDNR staff. The Contractor's Team will stand ready to assist in this effort. If need be, several configurations could be provided during testing in able to best determine the optimal one(s) for field forestry staff.

A Train-the-Trainer course will be conducted within 60 days of the contract signing, at the Ralph A. MacMullen Center in Roscommon, Michigan. Up to 4-5 persons will be accommodated for this training for up to three days. The purpose will be to provide advanced end-user training that will delve into the back-office, administrative and managerial aspects of the software and hardware solution. A full array of help files, manuals, videos, etc., will be provided to the attendees. The Contractor will be assisted in this effort by Kevin Burns, Field Applications Training Coordinator. His company has been heavily involved with these systems over a number of years and they have trained many foresters in the Lake States region.

The Contractor's Team will also be available over the next three week period to assist the MDNR with field testing, technical support, troubleshooting and help desk issues. Once the system is given a final test and given the go-ahead, the MDIT will approve payment to LandMark Systems. All of the above will happen within 60 days of the signing of the contract.

A full maintenance and ongoing technical support program will then be implemented according to previous sections of this document. All specifications in this contract will be addressed and are covered in this program of services.

**ARTICLE 1**  
**ATTACHMENT G**  
**(ON FOLLOWING PAGE)**





## Article 2 – General Terms and Conditions

### 2.010 Contract Structure and Administration

#### 2.011 Definitions

Capitalized terms used in this Contract (including its Exhibits) shall have the meanings given below, unless the context requires otherwise:

- (a) “Days” means calendar days unless otherwise specified.
- (b) “24x7x365” means 24 hours a day, seven days a week, and 365 days a year (including the 366th day in a leap year).
- (c) “Additional Service” means any Services/Deliverables within the scope of the Contract, but not specifically provided under any Statement of Work, that once added will result in the need to provide the Contractor with additional consideration. “Additional Service” does not include New Work.
- (d) “Amendment Labor Rates” means the schedule of fully-loaded hourly labor rates attached as **Article 1, Attachment C**.
- (e) “Audit Period” has the meaning given in **Section 2.111**.
- (f) “Business Day,” whether capitalized or not, shall mean any day other than a Saturday, Sunday or State-recognized legal holiday (as identified in the Collective Bargaining Agreement for State employees) from 8:00am EST through 5:00pm EST unless otherwise stated.
- (g) “Incident” means any interruption in Services.
- (h) “Business Critical” means any function identified in any Statement of Work as Business Critical.
- (i) “Deliverable” means physical goods and/or commodities as required or identified by a Statement of Work
- (j) “Key Personnel” means any Personnel designated in **Article 1, Section 1.201 and/or Attachment B**, as Key Personnel.
- (k) “New Work” means any Services/Deliverables outside the scope of the Contract and not specifically provided under any Statement of Work, that once added will result in the need to provide the Contractor with additional consideration. “New Work” does not include Additional Service.
- (l) “Services” means any function performed for the benefit of the State.
- (m) “State Location” means any physical location where the State performs work. State Location may include state-owned, leased, or rented space.
- (n) “Subcontractor” means a company Contractor delegates performance of a portion of the Services to, but does not include independent contractors engaged by Contractor solely in a staff augmentation role.
- (o) “Work in Process” means a Deliverable that has been partially prepared, but has not been presented to the State for Approval.

#### 2.012 Attachments and Exhibits

All Attachments and/or Exhibits attached to any, and all Statement(s) of Work, attached to, or referencing this Contract, are incorporated in their entirety into, and form part of, this Contract.

#### 2.013 Statements of Work

(a) The parties agree that the Services/Deliverables to be rendered by Contractor pursuant to this Contract (and any future amendments of it) will be defined and described in detail in Statements of Work or Purchase Orders (PO) executed under this Contract. Contractor shall not be obliged or authorized to commence any work to implement a Statement of Work until authorized via a PO issued against this Contract, or an amendment to this Contract (see 2.106). Contractor shall perform in accordance with this Contract, including the Statements of Work/Purchase Orders executed under it.



(b) Unless otherwise agreed by the parties, each Statement of Work (as defined in Article 1) will include, or incorporate by reference to the appropriate Contract Article 1 Attachment containing, the following information:

- a description of the Services to be performed by Contractor under the Statement of Work;
- a project schedule (including the commencement and completion dates for all tasks, subtasks (for all projects of sufficient duration and complexity to warrant sub task breakdown), and Deliverables;
- a list of the Deliverables to be provided, if any, including any particular specifications and acceptance criteria for such Deliverables, and the dates on which the Deliverables are scheduled to be completed and delivered to the State;
- all Deliverable price schedules and other charges associated with the Statement of Work, the overall fixed price for such Statement of Work and any other appropriate pricing and payment terms;
- a specification of Contractor's and the State's respective performance responsibilities with respect to the performance or completion of all tasks, subtasks and Deliverables;
- a listing of any Key Personnel of Contractor and/or its Subcontractors for that Statement of Work and any future Statements of Work;
- any other information or provisions the parties agree to include.

(c) Reserved.

(d) The initial Statements of Work, as of the Effective Date, are attached to this Contract.

## 2.014 Issuing Office

This Contract is issued by the Department of Management and Budget, Office of Purchasing Operations ("PURCHASING OPERATIONS") and Department of Information Technology (DIT) and Department of Natural Resources (DNR) (collectively, including all other relevant State of Michigan departments and agencies, the "State"). PURCHASING OPERATIONS is the sole point of contact in the State with regard to all procurement and contractual matters relating to the Contract.

**PURCHASING OPERATIONS is the only State office authorized to change, modify, amend, alter or clarify the prices, specifications, terms and conditions of this Contract.** The Contractor Administrator within the Office of Acquisition Services for this Contract is:

Joann Klasko  
 Purchasing Operations  
 Department of Management and Budget  
 Mason Bldg, 2nd Floor  
 530 W. Allegan  
 Lansing, MI 48933  
 KlaskoJ@michigan.gov  
 (517)241-7233

## 2.015 Contract Compliance Inspector

Upon receipt at PURCHASING OPERATIONS of the properly executed Contract, it is anticipated that the Director of DMB Purchasing Operations, in consultation with (insert the end using agency), will direct that the person named below, or any other person so designated, be authorized to monitor and coordinate the activities for the Contract on a day-to-day basis during its term. However, monitoring of this Contract implies **no authority to change, modify, clarify, amend, or otherwise alter the prices, terms, conditions and specifications of such Contract as that authority is retained by the Office of Purchasing Operations.** The Contract Compliance Inspector for this Contract is:

Patty Bogard  
 Department of Information Technology  
 Constitution Hall, 1<sup>st</sup> Floor, North  
 525 W. Allegan St.  
 Lansing, MI 48933  
 BogardP@michigan.gov  
 (517)335-4051

**2.016 Project Managers**

The following individuals will oversee the project:

For DIT:  
 Sam Roberts  
 Department of Information Technology  
 530 West Allegan  
 Lansing, MI 48933  
[robertss1@michigan.gov](mailto:robertss1@michigan.gov)  
 Phone: (517) 373-6521

For DNR:  
 Joe Taylor  
 Department of Natural Resources  
 530 West Allegan  
 Lansing, Michigan 48933  
[Taylorjj@michigan.gov](mailto:Taylorjj@michigan.gov)  
 Phone: (517)241-3208

**2.020 Contract Objectives/Scope/Background**

**2.021 Background**

See section 1.002.

**2.022 Purpose**

The purpose of this request for proposal is to obtain a contract to provide a global positioning system for the Department of Natural Resources Forest, Mineral and Fire Management Division (FMFM). FMFM is in the process of transitioning from current inventory/forest prescription processes to newer methods using current technology. The data collected is used by FMFM for inventory tracking, road systems, timber sales, administration, trespass sales, and sales exchange.

**2.023 Objectives and Scope**

See Section 1.101

**2.024 Interpretation**

Sections 2.021 through 2.023 are intended to provide background and context for this Contract and are not intended to expand the scope of the obligations under this Contract or to alter the plain meaning of the terms and conditions of this Contract. However, to the extent the terms and conditions of this Contract are unclear or otherwise ambiguous, such terms and conditions are to be interpreted and construed in light of the provisions of this Section.

**2.025 Form, Function and Utility**

If the Contract is for use of more than one State agency and if the Deliverable/Service does not meet the form, function, and utility required by that State agency, that agency may, subject to State purchasing policies, procure the Deliverable/Service from another source.

**2.030 Legal Effect and Term**

**2.031 Legal Effect**

Except as otherwise agreed in writing by the parties, the State assumes no liability for costs incurred by Contractor or payment under this Contract, until Contractor is notified in writing that this Contract (or



Change Order) has been approved by the State Administrative Board (if required), approved and signed by all the parties, and a Purchase Order against the Contract has been issued.

### 2.032 Contract Term

This Contract is for a period of three (3) years commencing on the date that the last signature required to make the Contract enforceable is obtained. All outstanding Purchase Orders shall also expire upon the termination (cancellation for any of the reasons listed in 2.210) of the Contract, unless otherwise extended pursuant to the Contract. Absent an early termination for any reason, Purchase Orders issued but not expired, by the end of the Contract's stated term, will remain in effect for the balance of the fiscal year for which they were issued.

### 2.033 Renewal(s)

This Contract may be renewed in writing by mutual agreement of the parties not less than thirty (30) days before its expiration. The Contract may be renewed for up to two (2) additional one (1) year periods. Successful completion of negotiations surrounding the terms of the extension, will be a pre-requisite for the exercise of any option year.

## 2.040 Contractor Personnel

### 2.041 Contractor Personnel

(a) Personnel Qualifications. All persons assigned by Contractor to the performance of Services under this Contract shall be employees of Contractor or its majority-owned (directly or indirectly, at any tier) subsidiaries (or a State-approved Subcontractor) and shall be fully qualified to perform the work assigned to them. Contractor shall include a similar provision in any subcontract entered into with a Subcontractor. For the purposes of this Contract, independent contractors engaged by Contractor solely in a staff augmentation role shall be treated by the State as if they were employees of Contractor for this Contract only; however, the State understands that the relationship between Contractor and Subcontractor is an independent contractor relationship.

#### (b) Key Personnel

(i) In discharging its obligations under this Contract, Contractor shall provide the named Key Personnel on the terms indicated. **Article 1, Attachment B** provides an organization chart showing the roles of certain Key Personnel, if any.

(ii) Key Personnel shall be dedicated as defined in **Article 1, Attachment B** to the Project for its duration in the applicable Statement of Work with respect to other individuals designated as Key Personnel for that Statement of Work.

(iii) The State will have the right to recommend and approve in writing the initial assignment, as well as any proposed reassignment or replacement, of any Key Personnel. Before assigning an individual to any Key Personnel position, Contractor will notify the State of the proposed assignment, will introduce the individual to the appropriate State representatives, and will provide the State with a resume and any other information about the individual reasonably requested by the State. The State reserves the right to interview the individual before granting written approval. In the event the State finds a proposed individual unacceptable, the State will provide a written explanation including reasonable detail outlining the reasons for the rejection. Additionally, the State's request shall be based on legitimate, good-faith reasons. Proposed alternative for the individual denied, shall be fully qualified for the position.

(iv) Contractor shall not remove any Key Personnel from their assigned roles or the Contract without the prior written consent of the State. If the Contractor does remove Key Personnel without the prior written consent of the State, it shall be considered an unauthorized removal ("Unauthorized Removal"). It shall not be considered an Unauthorized Removal if Key Personnel must be replaced for reasons beyond the reasonable control of Contractor, including illness, disability, leave of absence, personal emergency circumstances, resignation or for cause termination of the Key Personnel's employment. It shall not be considered an



Unauthorized Removal if Key Personnel must be replaced because of promotions or other job movements allowed by Contractor personnel policies or Collective Bargaining Agreement(s) as long as the State receives prior written notice before shadowing occurs and Contractor provides thirty (30) days of shadowing unless parties agree to a different time period. The Contractor with the State shall review any Key Personnel replacements, and appropriate transition planning will be established. Any Unauthorized Removal may be considered by the State to be a material breach of the Contract, in respect of which the State may elect to exercise its rights under **Section 2.210**.

(v) It is acknowledged that an Unauthorized Removal will interfere with the timely and proper completion of the Contract, to the loss and damage of the State, and that it would be impracticable and extremely difficult to fix the actual damage sustained by the State as a result of any Unauthorized Removal. Therefore, Contractor and the State agree that in the case of any Unauthorized Removal in respect of which the State does not elect to exercise its rights under **Section 2.210**, the State may assess liquidated damages against Contractor as specified below.

For the Unauthorized Removal of any Key Personnel designated in the applicable Statement of Work, the liquidated damages amount shall be \$25,000.00 per individual provided Contractor identifies a replacement approved by the State pursuant to **Section 2.041** and assigns the replacement to the Project to shadow the Key Personnel s/he is replacing for a period of at least thirty (30) days prior to such Key Personnel's removal.

If Contractor fails to assign a replacement to shadow the removed Key Personnel for at least thirty (30) days, in addition to the \$25,000.00 liquidated damages for an Unauthorized Removal, Contractor shall pay the amount of \$833.33 per day for each day of the thirty (30) day shadow period that the replacement Key Personnel does not shadow the removed Key Personnel, up to \$25,000.00 maximum per individual. The total liquidated damages that may be assessed per Unauthorized Removal and failure to provide thirty (30) days of shadowing shall not exceed \$50,000.00 per individual.

(c) Re-assignment of non-Key Personnel. Prior to re-deploying to other projects, at the completion of their assigned tasks on the Project, teams of its non-Key Personnel who are performing Services on-site at State facilities or who are otherwise dedicated primarily to the Project, Contractor will give the State at least ten (10) Business Days notice of the proposed re-deployment to give the State an opportunity to object to the re-deployment if the State reasonably believes such team's Contract responsibilities are not likely to be completed and approved by the State prior to the proposed date of re-deployment.

(d) Re-assignment of Personnel at the State's Request. The State reserves the right to require the removal from the Project of Contractor personnel found, in the judgment of the State, to be unacceptable. The State's request shall be written with reasonable detail outlining the reasons for the removal request. Additionally, the State's request shall be based on legitimate, good-faith reasons. Replacement personnel for the removed person shall be fully qualified for the position. If the State exercises this right, and the Contractor cannot immediately replace the removed personnel, the State agrees to an equitable adjustment in schedule or other terms that may be affected by the State's required removal. If any such incident with removed personnel results in delay not reasonable anticipatable under the circumstances and which is attributable to the State, the applicable SLAs for the affected Service will not be counted in **Section 2.076** for a time as agreed to by the parties.

(e) Staffing Levels.

(i) All staff requirements not specified in the applicable Statement of Work or State-approved project plan as State personnel will be supplied by Contractor. This includes secretarial, clerical and Contract administration support staff necessary for Contractor to perform its obligations hereunder.



(ii) Contractor shall provide sufficient personnel resources for the completion of Contract tasks indicated in Contractor's project plan approved by the State. If the level of personnel resources is insufficient to complete any Contractor Contract tasks in accordance with the Contract time schedule as demonstrated by Contractor's failure to meet mutually agreed to time schedules, Contractor shall promptly add additional qualified personnel resources to the performance of the affected tasks, at no additional charge to the State, in an amount sufficient to complete performance of Contractor's tasks in accordance with the Contract time schedule.

(f) Personnel Turnover. The Parties agree that it is in their best interests to keep the turnover rate of employees of Contractor and its Subcontractors who are performing the Services to a reasonable minimum. Accordingly, if the State determines that the turnover rate of such employees is excessive and so notifies Contractor, Contractor will meet with the State to discuss the reasons for the turnover rate and otherwise use commercially reasonable efforts to minimize such turnover rate. If requested to do so by the State, Contractor will submit to the State its proposals for reducing the turnover rate to an acceptable level. In any event, notwithstanding the turnover of personnel, Contractor remains obligated to perform the Services without degradation and in accordance with the State-approved Contract schedule.

(g) Location. All staff assigned by Contractor to work on the Contract will perform their duties either primarily at Contractor's offices and facilities or at State facilities. Without limiting the generality of the foregoing, Key Personnel will, at a minimum, spend at least the amount of time on-site at State facilities as indicated in the applicable Statement of Work. Subject to availability, selected Contractor personnel may be assigned office space to be shared with State personnel. The Project Manager has been identified as Key Personnel on this contract.

#### **2.042 Contractor Identification**

Contractor employees shall be clearly identifiable while on State property by wearing a State-issued badge, as required. Contractor employees are required to clearly identify themselves and the company they work for whenever making contact with State personnel by telephone or other means.

#### **2.043 Cooperation with Third Parties**

Contractor agrees to cause its personnel and the personnel of any Subcontractors to cooperate with the State and its agents and other contractors including the State's Quality Assurance personnel, and, as reasonably requested by the State, to provide to the State's agents and other contractors with reasonable access to Contractor's Project personnel, systems and facilities to the extent they relate to activities specifically associated with this Contract and will not interfere or jeopardize the safety or operation of the systems or facilities and provided Contractor receives reasonable prior written notice of such request. The State acknowledges that Contractor's time schedule for the Contract is very specific and agrees not to unnecessarily or unreasonably interfere with, delay or otherwise impeded Contractor's performance under this Contract with such requests for access.

#### **2.044 Subcontracting by Contractor**

(a) Contractor shall have full responsibility for the successful performance and completion of all of the Services and Deliverables. The State will consider Contractor to be the sole point of contact with regard to all contractual matters under this Contract, including payment of any and all charges for Services and Deliverables.

(b) Contractor shall not delegate any duties under this Contract to a Subcontractor unless the Department of Management and Budget, Office of Purchasing Operations has given written consent to such delegation. The State shall have the right of prior written approval of all Subcontractors and to require Contractor to replace any Subcontractors found, in the reasonable judgment of the State, to be unacceptable. The State's request shall be written with



reasonable detail outlining the reasons for the removal request. Additionally, the State's request shall be based on legitimate, good-faith reasons. Replacement Subcontractor(s) for the removed Subcontractor shall be fully qualified for the position. If the State exercises this right, and the Contractor cannot immediately replace the removed Subcontractor, the State will agree to an equitable adjustment in schedule or other terms that may be affected by the State's required removal. If any such incident with a removed Subcontractor results in delay not reasonable anticipatable under the circumstances and which is attributable to the State, the applicable SLAs for the affected Work will not be counted in **Section 2.076** for a time agreed upon by the parties.

(c) In any subcontracts entered into by Contractor for the performance of the Services, Contractor shall require the Subcontractor, to the extent of the Services to be performed by the Subcontractor, to be bound to Contractor by the terms of this Contract and to assume toward Contractor all of the obligations and responsibilities that Contractor, by this Contract, assumes toward the State. The State reserves the right to receive copies of and review all subcontracts, although Contractor may delete or mask any proprietary information, including pricing, contained in such contracts before providing them to the State. The management of any Subcontractor will be the responsibility of Contractor, and Contractor shall remain responsible for the performance of its Subcontractors to the same extent as if Contractor had not subcontracted such performance. Contractor shall make all payments to Subcontractors or suppliers of Contractor. Except as otherwise agreed in writing by the State and Contractor, the State will not be obligated to direct payments for the Services other than to Contractor. The State's written approval of any Subcontractor engaged by Contractor to perform any obligation under this Contract shall not relieve Contractor of any obligations or performance required under this Contract. Attached as **Exhibit A** is a list of the Subcontractors, if any, approved by the State as of the execution of this Contract, together with a copy of the applicable subcontract.

(d) Except where specifically approved in writing by the State on a case-by-case basis, Contractor shall flow down the obligations in **Sections 2.040, 2.110, 2.150, 2.160, 2.171(c), 2.172(b), 2.180, 2.260, 2.276, 2.297** in all of its agreements with any Subcontractors.

(e) The Contractor shall select subcontractors (including suppliers) on a competitive basis to the maximum practical extent consistent with the objectives and requirements of the Contract.

#### **2.045 Contractor Responsibility for Personnel**

Contractor shall be responsible for all acts and omissions of its employees, as well as the acts and omissions of any other personnel furnished by Contractor to perform the Services.

#### **2.050 State Standards**

#### **2.051 Existing Technology Standards**

The Contractor will adhere to all existing standards as described within the comprehensive listing of the State's existing technology standards at [http://www.michigan.gov/dit/0,1607,7-139-30639\\_30655---.00.html](http://www.michigan.gov/dit/0,1607,7-139-30639_30655---.00.html).

#### **2.052 PM Methodology Standards**

The State has adopted a standard documented Project Management Methodology (PMM) for use on all Information Technology (IT) based projects. See the State's PMM website at <http://www.michigan.gov/projectmanagement>.

The Contractor shall use the State's PPM to manage this Contract. If the Contractor requires training on the PMM, those costs shall be the responsibility of the Contractor, unless otherwise stated.

**2.053 Adherence to Portal Technology Tools**

The State has adopted the following tools for its Portal Technology development efforts:

- Vignette Content Management and personalization Tool
- Inktomi Search Engine
- E-Pay Payment Processing Module
- Websphere Commerce Suite for e-Store applications

Unless otherwise stated, Contractor must use the Portal Technology Tools to implement web content management and deployment efforts. Tools used for web-based application development must work in conjunction with Vignette and Inktomi. The interaction with Vignette and Inktomi must be coordinated with DIT, Enterprise Application Services Office, e-Michigan Web Development team.

Contractors that are compelled to use alternate tools must have received an exception from DIT, Enterprise Application Services Office, e-Michigan Web Development team, before this Contract is effective.

**2.054 Acceptable Use Policy**

To the extent that Contractor has access to the State computer system, Contractor must comply with the State’s Acceptable Use Policy, see <http://www.michigan.gov/ditservice/0,1607,7-179-25781-73760--00.html>. All Contractor employees must be required, in writing, to agree to the State’s Acceptable Use Policy before accessing the State system. The State reserves the right to terminate Contractor’s access to the State system if a violation occurs.

**2.060 Deliverables**

**2.061 Ordering**

(a) Any Services/Deliverables to be furnished under this Contract shall be ordered by issuance of written Purchase Orders/Blanket Purchase Order by the State after approval by the Contract Administrator or his/her designee. All orders are subject to the terms and conditions of this Contract. In the event of conflict between an order and this Contract, the Contract shall take precedence as stated in **Section 2.293**. In no event shall any additional terms and conditions contained on a Purchase Order/Blanket Purchase Order be applicable, unless specifically contained in that Purchase Order/Blanket Purchase Order’s accompanying Statement of Work.

(b) DIT will continue to oversee the use of this Contract by End Users. DIT may, in writing, delegate to agencies the authority to submit requests for certain services directly to the Contractor. DIT may also designate, in writing, some services as non-delegated and require DIT review and approval before agency acquisition. DIT will use Contractor provided management reports and periodic random agency audits to monitor and administer contract usage for delegated services.

**2.062 Software**

**Section 1.101, IIB Specific Technical Requirements, 3 Software** lists the items of software the State is required to purchase for execution the Contract. The list includes all software required to complete the Contract and make the Deliverables operable; if any additional software is required in order for the Deliverables to meet the requirements of this Contract, such software shall be provided to the State by Contractor at no additional charge (except where agreed upon and specified in a Statement of Work or Contract Change Notice).

**2.063 Hardware**



Exhibit B lists the items of hardware the State is required to purchase for execution the Contract. The list in Exhibit B includes all hardware required to complete the Contract and make the Deliverables operable; if any additional hardware is required in order for the Deliverables to meet the requirements of this Contract, such hardware shall be provided to the State by Contractor at no additional charge (except where agreed upon and specified in a Contract Change Notice). Exhibit B also identifies certain items of hardware to be provided by the State.

#### **2.064 Equipment to be New and Prohibited Products**

(a) Equipment to be New

If applicable, all equipment provided under this Contract by Contractor shall be new where Contractor has knowledge regarding whether the equipment is new or assembled from new or serviceable used parts that are like new in performance or has the option of selecting one or the other. Equipment that is assembled from new or serviceable used parts that are like new in performance is acceptable where Contractor does not have knowledge or the ability to select one or other, unless specifically agreed otherwise in writing by the State.

(b) Prohibited Products

The State will not accept salvage, distressed, outdated or discontinued merchandise. Shipping of such merchandise to any State agency, as a result of an order placed against the Contract, shall be considered default by the Contractor of the terms and conditions of the Contract and may result in cancellation of the Contract by the State. The brand and product number offered for all items shall remain consistent for the term of the Contract, unless Purchasing Operations has approved a change order pursuant to **Section 2.106**.

#### **2.070 Performance**

##### **2.071 Performance, In General**

The State engages Contractor to execute the Contract and perform the Services/provide the Deliverables, and Contractor undertakes to execute and complete the Contract in its entirety in accordance with the terms and conditions of this Contract and with the participation of State representatives as specified in this Contract.

##### **2.072 Time of Performance**

(a) Contractor shall use commercially reasonable efforts to provide the resources necessary to complete all Services and Deliverables in accordance with the time schedules contained in the Statements of Work and other Exhibits governing the work, and with professional quality.

(b) Without limiting the generality of **Section 2.072(a)**, Contractor shall notify the State in a timely manner upon becoming aware of any circumstances that may reasonably be expected to jeopardize the timely and successful completion of any Deliverables/Services on the scheduled due dates in the latest State-approved delivery schedule and, in such event, shall inform the State of the projected actual delivery date.

(c) If Contractor believes that a delay in performance by the State has caused or will cause Contractor to be unable to perform its obligations in accordance with specified Contract time periods, Contractor shall notify the State in a timely manner and shall use commercially reasonable efforts to perform its obligations in accordance with such Contract time periods notwithstanding the State's failure. Contractor will not be in default for a delay in performance to the extent such delay is caused by the State.

##### **2.073 Liquidated Damages**

**RESERVED**

**2.074 Bankruptcy**

If Contractor shall file for protection under the bankruptcy laws, or if an involuntary petition shall be filed against Contractor and not removed within thirty (30) days, or if the Contractor becomes insolvent, be adjudicated bankrupt, or if it should make a general assignment for the benefit of creditors, or if a receiver shall be appointed due to its insolvency, and Contractor and/or its affiliates are unable to provide reasonable assurances that Contractor and/or its affiliates can deliver the services provided herein, the State may, without prejudice to any other right or remedy, terminate this Contract, in whole or in part, and, at its option, may take possession of the “Work in Process” and finish such Works in Process by whatever appropriate method the State may deem expedient. Contractor will fix appropriate notices or labels on the Work in Process to indicate ownership by the State. To the extent reasonably possible, materials and Work in Process shall be stored separately from other stock and marked conspicuously with labels indicating ownership by the State.

To secure the State’s progress payments before the delivery of any services or materials Contractor may subcontract in the support of the performance of its obligations hereunder, title shall vest in the State to the extent the State has made progress payments hereunder.

**2.075 Time is of the Essence**

**RESERVED**

**2.076 RESERVED**

**2.080 Delivery and Acceptance of Deliverables**

**2.081 Delivery of Deliverables**

**Article 1, Attachment D** contains a list of the Deliverables to be prepared and delivered by Contractor including, for each Deliverable, the scheduled delivery date and a designation of whether the Deliverable is a document (“Written Deliverable”) or a Custom Software Deliverable. All Deliverables shall be completed and delivered for State review and written approval and, where applicable, installed in accordance with the State-approved delivery schedule and any other applicable terms and conditions of this Contract.

Prior to delivering any Deliverable to the State, Contractor will first perform all required quality assurance activities, and, in the case of Custom Software Deliverables, System Testing to verify that the Deliverable is complete and in conformance with its specifications. Before delivering a Deliverable to the State, Contractor shall certify to the State that (1) it has performed such quality assurance activities, (2) it has performed any applicable testing, (3) it has corrected all material deficiencies discovered during such quality assurance activities and testing, (4) the Deliverable is in a suitable state of readiness for the State’s review and approval, and (5) the Deliverable/Service has all

Critical Security patches/updates applied.

In discharging its obligations under this Section, Contractor shall be at all times (except where the parties agree otherwise in writing) in compliance with Level 3 of the Software Engineering Institute’s Capability Maturity Model for Software (“CMM Level 3”) or its equivalent.

**2.082 Contractor System Testing**

Contractor will be responsible for System Testing each Custom Software Deliverable in Contractor’s development environment prior to turning over the Custom Software Deliverable to the State for User Acceptance Testing and approval. Contractor’s System Testing shall include the following, at a minimum, plus any other testing required by CMM Level 3 or Contractor’s system development methodology:

Contractor will be responsible for performing Unit Testing and incremental Integration Testing of the components of each Custom Software Deliverable.

Contractor's System Testing will also include Integration Testing of each Custom Software Deliverable to ensure proper inter-operation with all prior software Deliverables, interfaces and other components that are intended to inter-operate with such Custom Software Deliverable, and will include Regression Testing, volume and stress testing to ensure that the Custom Software Deliverables are able to meet the State's projected growth in the number and size of transactions to be processed by the Application and number of users, as such projections are set forth in the applicable Statement of Work. Contractor's System Testing will also include Business Function Testing and Technical Testing of each Application in a simulated production environment. Business Function Testing will include testing of full work streams that flow through the Application as the Application will be incorporated within the State's computing environment. The State shall participate in and provide support for the Business Function Testing to the extent reasonably requested by Contractor. Within ten (10) days before the commencement of Business Function Testing pursuant to this Section, Contractor shall provide the State for State review and written approval Contractor's test plan for Business Function Testing. Within five (5) Business Days following the completion of System Testing pursuant to **Section 2.080**, Contractor shall provide to the State a testing matrix establishing that testing for each condition identified in the System Testing plans has been conducted and successfully concluded. To the extent under this Section as the State may elect.

**2.083 Approval of Deliverables, In General**

All Deliverables (Written Deliverables and Custom Software Deliverables) require formal written approval by the State, in accordance with the following procedures. Formal approval by the State requires that the Deliverable be confirmed in writing by the State to meet its specifications which, in the case of Custom Software Deliverables, will include the successful completion of State User Acceptance Testing, to be led by the State with the support and assistance of Contractor. The parties acknowledge that the approval process set forth herein will be facilitated by ongoing consultation between the parties, visibility of interim and intermediate Deliverables and collaboration on key decisions.

State in a timely manner, the State will nevertheless use commercially reasonable efforts to complete its review or testing within the applicable State Review Period.

Before commencement of its review or testing of a Deliverable, the State may inspect the Deliverable to confirm that all components of the Deliverable (e.g., software, associated documentation, and other materials) have been delivered. If the State determines that the Deliverable is incomplete, the State may refuse delivery of the Deliverable without performing any further inspection or testing of the Deliverable. Otherwise, the review period will be deemed to have started on the day the State receives the Deliverable and the applicable certification by Contractor in accordance with **Section 2.080**.

The State will approve in writing a Deliverable upon confirming that it conforms to and, in the case of a Custom Software Deliverable, performs in accordance with, its specifications without material deficiency. The State may, but shall not be required to, conditionally approve in writing a Deliverable that contains material deficiencies if the State elects to permit Contractor to rectify them post-approval. In any case, Contractor will be responsible for working diligently to correct within a reasonable time at Contractor's expense all deficiencies in the Deliverable that remain outstanding at the time of State approval.

If, after three (3) opportunities (the original and two repeat efforts), Contractor is unable to correct all deficiencies preventing State approval of a Deliverable, the State may: (i) demand that Contractor cure the failure and give Contractor additional time to cure the failure at the sole expense of Contractor; or (ii) keep this Contract in force and do, either itself or through other parties, whatever Contractor has failed to do, in which event Contractor shall bear any excess expenditure incurred by the State in so doing beyond the contract price for such Deliverable and will pay the State an additional sum equal to ten percent (10%) of such excess expenditure to cover the State's general expenses without the need to furnish proof in substantiation of such general expenses; or (iii) terminate this Contract for default, either in whole or in part by notice to Contractor (and without the need to afford Contractor any further opportunity to cure). Notwithstanding the foregoing, the State shall not use, as a



basis for exercising its termination rights under this Section, deficiencies discovered in a repeat State Review Period that could reasonably have been discovered during a prior State Review Period.

The State, at any time and in its own discretion, may halt the UAT or approval process if such process reveals deficiencies in or problems with a Deliverable in a sufficient quantity or of a sufficient severity as to make the continuation of such process unproductive or unworkable. In such case, the State may return the applicable Deliverable to Contractor for correction and re-delivery prior to resuming the review or UAT process and, in that event, Contractor will correct the deficiencies in such Deliverable in accordance with the Contract, as the case may be.

Approval in writing of a Deliverable by the State shall be provisional; that is, such approval shall not preclude the State from later identifying deficiencies in, and declining to accept, a subsequent Deliverable based on or which incorporates or inter-operates with an approved Deliverable, to the extent that the results of subsequent review or testing indicate the existence of deficiencies in the subsequent Deliverable, or if the Application of which the subsequent Deliverable is a component otherwise fails to be accepted pursuant to **Section 2.080**.

#### **2.084 Process for Approval of Written Deliverables**

The State Review Period for Written Deliverables will be the number of days set forth in the applicable Statement of Work following delivery of the final version of the Written Deliverable (failing which the State Review Period, by default, shall be five (5) Business Days for Written Deliverables of one hundred (100) pages or less and ten (10) Business Days for Written Deliverables of more than one hundred (100) pages). The duration of the State Review Periods will be doubled if the State has not had an opportunity to review an interim draft of the Written Deliverable prior to its submission to the State. The State agrees to notify Contractor in writing by the end of the State Review Period either stating that the Written Deliverable is approved in the form delivered by Contractor or describing any deficiencies that must be corrected prior to approval of the Written Deliverable (or at the State's election, subsequent to approval of the Written Deliverable). If the State delivers to Contractor a notice of deficiencies, Contractor will correct the described deficiencies and within five (5) Business Days resubmit the Deliverable in a form that shows all revisions made to the original version delivered to the State. Contractor's correction efforts will be made at no additional charge. Upon receipt of a corrected Written Deliverable from Contractor, the State will have a reasonable additional period of time, not to exceed the length of the original State Review Period, to review the corrected Written Deliverable to confirm that the identified deficiencies have been corrected.

#### **2.085 Process for Approval of Custom Software Deliverables**

The State will conduct UAT of each Custom Software Deliverable in accordance with the following procedures to determine whether it meets the criteria for State approval – i.e., whether it conforms to and performs in accordance with its specifications without material deficiencies. Within thirty (30) days (or such other number of days as the parties may agree to in writing) prior to Contractor's delivery of any Custom Software Deliverable to the State for approval, Contractor shall provide to the State a set of proposed test plans, including test cases, scripts, data and expected outcomes, for the State's use (which the State may supplement in its own discretion) in conducting UAT of the Custom Software Deliverable. Contractor, upon request by the State, shall provide the State with reasonable assistance and support during the UAT process.

For the Custom Software Deliverables listed in **Article 1, Attachment D** the State Review Period for conducting UAT will be as indicated in **Section 1.101 In Scope and 1.101 Services to Be Provided, E Testing**. For any other Custom Software Deliverables not listed in **Article 1, Attachment D**, the State Review Period shall be the number of days agreed in writing by the parties (failing which it shall be forty-five (45) days by default). The State Review Period for each Custom Software Deliverable will begin when Contractor has delivered the Custom Software Deliverable to the State accompanied by the certification required by **Section 2.080** and the State's inspection of the Deliverable has confirmed that all components of it have been delivered.



The State's UAT will consist of executing test scripts from the proposed testing submitted by Contractor, but may also include any additional testing deemed appropriate by the State. If the State determines during the UAT that the Custom Software Deliverable contains any deficiencies, the State will notify Contractor of the deficiency by making an entry in an incident reporting system available to both Contractor and the State. Contractor will modify promptly the Custom Software Deliverable to correct the reported deficiencies, conduct appropriate System Testing (including, where applicable, Regression Testing) to confirm the proper correction of the deficiencies and re-deliver the corrected version to the State for re-testing in UAT. Contractor will coordinate the re-delivery of corrected versions of Custom Software Deliverables with the State so as not to disrupt the State's UAT process. The State will promptly re-test the corrected version of the Software Deliverable after receiving it from Contractor.

Within three (3) business days after the end of the State Review Period, the State will give Contractor a written notice indicating the State's approval or rejection of the Custom Software Deliverable according to the criteria and process set out in this **Section 2.080**.

## **2.086 Final Acceptance**

"Final Acceptance" shall be considered to occur when the Custom Software Deliverable to be delivered has been approved by the State and has been operating in production without any material deficiency for fourteen (14) consecutive days. If the State elects to defer putting a Custom Software Deliverable into live production for its own reasons, not based on concerns about outstanding material deficiencies in the Deliverable, the State shall nevertheless grant Final Acceptance of the Project.

## **2.090 Financial**

### **2.091 Pricing**

#### (a) Fixed Prices for Services/Deliverables

Each Statement of Work/PO issued under this Contract shall specify (or indicate by reference to the appropriate Contract Exhibit) the firm, fixed prices for all Services/Deliverables, and the associated payment milestones and payment amounts. To the extent the parties agree that certain specific Services will be provided on a time and materials basis, such Services shall be provided at the Amendment Labor Rates (**Article 1, Attachment C**). The State may make progress payments to the Contractor when requested as work progresses, but not more frequently than monthly, in amounts approved by the Contract Administrator, after negotiation. Contractor must show verification of measurable progress at the time of requesting progress payments.

#### (b) Adjustments for Reductions in Scope of Services/Deliverables

If the scope of the Services/Deliverables under any Statement of Work issued under this Contract is subsequently reduced by the State, the parties shall negotiate an equitable reduction in Contractor's charges under such Statement of Work commensurate with the reduction in scope, using the rates in **Article 1, Attachment C** unless specifically identified in an applicable Statement of Work.

#### (c) Services/Deliverables Covered

For all Services/Deliverables to be provided by Contractor (and its Subcontractors, if any) under this Contract, the State shall not be obligated to pay any amounts in addition to the charges specified in this Contract.

#### (d) Labor Rates

All time and material charges will be at the rates specified in **Article 1, Attachment C**.

### **2.092 Invoicing and Payment Procedures and Terms**

#### (a) Invoicing and Payment – In General

(i) Each Statement of Work issued under this Contract shall list (or indicate by reference to the appropriate Contract Exhibit) the prices for all Services/Deliverables, equipment



and commodities to be provided, and the associated payment milestones and payment amounts.

(ii) Each Contractor invoice will show details as to charges by Service/Deliverable component and location at a level of detail reasonably necessary to satisfy the State's accounting and charge-back requirements. The charges for Services billed on a time and materials basis shall be determined based on the actual number of hours of Services performed, at the applicable Labor Rates specified in **Article 1, Attachment C**. Invoices for Services performed on a time and materials basis will show, for each individual, the number of hours of Services performed during the billing period, the billable skill/labor category for such person and the applicable hourly billing rate. Prompt payment by the State is contingent on the Contractor's invoices showing the amount owed by the State minus any holdback amount to be retained by the State in accordance with **Section 2.094**.

(iii) Correct invoices will be due and payable by the State, in accordance with the State's standard payment procedure as specified in 1984 Public Act No. 279, MCL 17.51 et seq., within forty-five (45) days after receipt, provided the State determines that the invoice was properly rendered.

(b) Taxes (See Section 2.305 and Article 3, Section 3.022-3.024 for additional )

The State is exempt from Federal Excise Tax, State and Local Sales Taxes, and Use Tax with respect to the sale to and use by it of tangible personal property. Such taxes shall not be included in Contract prices as long as the State maintains such exemptions. Copies of all tax exemption certificates shall be supplied to Contractor, if requested.

(c) Out-of-Pocket Expenses

Contractor acknowledges that the out-of-pocket expenses that Contractor expects to incur in performing the Services/ providing the Deliverables (such as, but not limited to, travel and lodging, document reproduction and shipping, and long distance telephone) are included in Contractor's fixed price for each Statement of Work. Accordingly, Contractor's out-of-pocket expenses are not separately reimbursable by the State unless, on a case-by-case basis for unusual expenses, the State has agreed in advance and in writing to reimburse Contractor for such an expense at the State's current travel reimbursement rates. See [http://www.mi.gov/dmb/0,1607,7-150-9141\\_13132---,00.html](http://www.mi.gov/dmb/0,1607,7-150-9141_13132---,00.html) for current rates.

(d) Pro-ration

To the extent there are any Services that are to be paid for on a monthly basis, the cost of such Services shall be pro-rated for any partial month.

(e) Antitrust Assignment

The Contractor assigns to the State any claim for overcharges resulting from antitrust violations to the extent that those violations concern materials or services supplied by third parties to the Contractor, toward fulfillment of this Contract.

(f) Final Payment

The making of final payment by the State to Contractor does not constitute a waiver by either party of any rights or other claims as to the other party's continuing obligations under the Contract, nor will it constitute a waiver of any claims by one party against the other arising from unsettled claims or failure by a party to comply with this Contract, including claims for Services and Deliverables not reasonably known until after acceptance to be defective or substandard. Contractor's acceptance of final payment by the State under this Contract shall constitute a waiver of all claims by Contractor against the State for payment under this Contract, other than those claims previously filed in writing on a timely basis and still unsettled.

**2.093 State Funding Obligation**

The State's obligation under this Contract is payable only and solely from funds appropriated for the purpose of this Contract. Contractor acknowledges and agrees that all funds for payments after the end of the current fiscal year are subject to the availability of a legislative appropriation for the purpose of this Contract. Events of non-appropriation are addressed further in **Section 2.210** of this Contract.

**2.094 Holdback**

Reserved

**2.095 Electronic Payment Availability**

Public Act 533 of 2004 requires that payments under this contract be processed by electronic funds transfer (EFT). Contractor is required to register to receive payments by EFT at the Contract & Payment Express website ([www.cpexpress.state.mi.us](http://www.cpexpress.state.mi.us)).

**2.100 Contract Management**

**2.101 Contract Management Responsibility**

(a) Contractor shall have overall responsibility for managing and successfully performing and completing the Services/Deliverables, subject to the overall direction and supervision of the State and with the participation and support of the State as specified in this Contract. Contractor's duties will include monitoring and reporting the State's performance of its participation and support responsibilities (as well as Contractor's own responsibilities) and providing timely notice to the State in Contractor's reasonable opinion if the State's failure to perform its responsibilities in accordance with **Article 1, Attachment E** (Project Plan) is likely to delay the timely achievement of any Contract tasks.

(b) The Services/Deliverables will be provided by the Contractor either directly or through its affiliates, subsidiaries, subcontractors or resellers. Regardless of the entity providing the Service/Deliverable, the Contractor will act as a single point of contact coordinating these entities to meet the State's need for Services/Deliverables. Nothing in this Contract, however, shall be construed to authorize or require any party to violate any applicable law or regulation in its performance of this Contract.

**2.102 Problem and Contract Management Procedures**

Problem Management and Contract Management procedures will be governed by the Contract and the applicable Statements of Work.

**2.103 Reports and Meetings**

Within thirty (30) days after the Effective Date, the parties shall determine an appropriate set of periodic reports to be issued by Contractor to the State. Such reports may include:

- (i) separately address Contractor's performance in each area of the Services;
- (ii) for each area of the Services, assess the degree to which Contractor has attained or failed to attain the pertinent objectives in that area, including on-time completion and delivery of Deliverables;
- (iii) explain the reasons for any failure to achieve on-time completion and delivery of Deliverables and include a plan for corrective action where appropriate;
- (iv) describe any circumstances that Contractor anticipates will impair or prevent on-time completion and delivery of Deliverables in upcoming reporting periods;
- (v) include plans for corrective action or risk mitigation where appropriate and describe the status of ongoing problem resolution efforts;



(vi) provide reports setting forth a comparison of actual hours spent by Contractor (including its augmented personnel and Subcontractors) in performing the Project versus hours budgeted by Contractor.

(vii) set forth a record of the material personnel changes that pertain to the Services and describe planned changes during the upcoming month that may affect the Services.

(viii) include such documentation and other information may be mutually agreed to verify compliance with, and meeting the objectives of, this Contract.

(ix) set forth an updated schedule that provides information on the status of upcoming Deliverables, expected dates of delivery (or redelivery) of such Deliverables and estimates on timing for completion of the Project.

(b) Meetings.

Within thirty (30) days after the Effective Date, the parties shall determine an appropriate set of meetings to be held between representatives of the State and Contractor. Contractor shall prepare and circulate an agenda sufficiently in advance of each such meeting to give participants an opportunity to prepare for the meeting. Contractor shall incorporate into such agenda items that the State desires to discuss. At the State's request, Contractor shall prepare and circulate minutes promptly after a meeting.

**2.104 System Changes**

Contractor is not responsible for and not authorized to make changes to any State systems without written authorization from the State. Any changes Contractor makes to State systems with the State's approval shall be done in accordance with applicable State procedures, including security, access and configuration management procedures.

**2.105 Reserved**

**2.106 Change Requests**

The State reserves the right to request from time to time, any changes to the requirements and specifications of the Contract and the work to be performed by the Contractor under the Contract. During the course of ordinary business, it may become necessary for the State to discontinue certain business practices or create Additional Services/Deliverables. At a minimum, to the extent applicable, the State would like the Contractor to provide a detailed outline of all work to be done, including tasks necessary to accomplish the services/deliverables, timeframes, listing of key personnel assigned, estimated hours for each individual per task, and a complete and detailed cost justification.

If the State requests or directs the Contractor to perform any Services/Deliverables that are outside the scope of the Contractor's responsibilities under the Contract ("New Work"), the Contractor must notify the State promptly, and before commencing performance of the requested activities, that it believes the requested activities are New Work. If the Contractor fails to notify the State before commencing performance of the requested activities, any such activities performed before notice is given by the Contractor shall be conclusively considered to be in-scope Services/Deliverables, not New Work.

If the State requests or directs the Contractor to perform any services or provide deliverables that are consistent with and similar to the Services/Deliverables being provided by the Contractor under the Contract, but which the Contractor reasonably and in good faith believes are not included within the Statements of Work, then before performing such services or providing such deliverables, the Contractor shall notify the State in writing that it considers the services or deliverables to be an Additional Service/Deliverable for which the Contractor should receive additional compensation. If the Contractor does not so notify the State, the Contractor shall have no right to claim thereafter that it is entitled to additional compensation for performing that service or providing that deliverable. If the



Contractor does so notify the State, then such a service or deliverable shall be governed by the Change Request procedure in this Section.

In the event prices or service levels are not acceptable to the State, the Additional Services or New Work shall be subject to competitive bidding based upon the specifications.

(a) Change Requests

(i) State Requests

If the State should require Contractor to perform New Work, Additional Services or make changes to the Services that would affect the Contract completion schedule or the amount of compensation due Contractor (a "Change"), the State shall submit a written request for Contractor to furnish a proposal for carrying out the requested Change (a "Change Request").

(ii) Contractor Recommendations Contractor shall be entitled to propose a Change to the State, on its own initiative, should it be of the opinion that this would benefit the Contract.

(iii) Upon receipt of a Change Request or on its own initiative, Contractor shall examine the implications of the requested Change on the technical specifications, Contract schedule and price of the Deliverables and Services and shall submit to the State without undue delay a written proposal for carrying out the Change. Contractor's proposal will include any associated changes in the technical specifications, Contract schedule and price and method of pricing of the Services. If the Change is to be performed on a time and materials basis, the Amendment Labor Rates shall apply to the provision of such Services. If Contractor provides a written proposal and should Contractor be of the opinion that a requested Change is not to be recommended, it shall communicate its opinion to the State but shall nevertheless carry out the Change as specified in the written proposal if the State directs it to do so.

(iv) By giving Contractor written notice within a reasonable time, the State shall be entitled to accept a Contractor proposal for Change, to reject it or to reach another agreement with Contractor. Should the parties agree on carrying out a Change, a written Contract Change Notice shall be prepared and issued under this Contract, describing the Change and its effects on the Services and any affected components of this Contract (a "Contract Change Notice").

(v) No proposed Change shall be performed until the proposed Change has been specified in a duly executed Contract Change Notice issued by the Department of Management and Budget, Office of Purchasing Operations.

(vi) If the State requests or directs Contractor to perform any activities that Contractor believes constitute a Change, Contractor must notify the State that it believes the requested activities are a Change prior to commencing the performance of the requested activities. If Contractor fails to so notify the State prior to commencing performance of the requested activities, such activities shall be considered to be performed gratuitously by Contractor, and Contractor shall not have any right thereafter to assert any claim for additional compensation or time for the performance of such activities. If Contractor commences performance of gratuitous services outside the scope of this Contract and subsequently elects to stop performing such out-of-scope services, Contractor must, at the request of the State, back out or reverse any changes resulting from such performance that would adversely affect the Contract.

## 2.107 Management Tools

Contractor will use an automated tool for planning, monitoring and tracking the Contract's progress. In addition, Contractor shall use automated project management tools as reasonably necessary to perform the Services, which tools shall include the capability to produce through the end of the Contract: (i) staffing tables with names of personnel assigned to Contract tasks, (ii) project plans showing tasks, subtasks, Deliverables and the resources required and allocated to each (including detailed plans for all Services to be performed within the next sixty (60) days, updated semi-monthly)



and (iii) graphs showing critical events, dependencies and decision points during the course of the Contract. Any tool(s) used by Contractor for such purposes must produce information of a type and in a manner and format that will support reporting in compliance with the State's standard to the extent such information is described with reasonable detail in the Statements of Work and to the extent the related work is of sufficient project complexity and duration to warrant such reporting.

## **2.110 Records and Inspections**

### **2.111a Records and Inspections**

(a) Inspection of Work Performed. The State's authorized representatives shall at all reasonable times and with ten (10) days prior written request, have the right to enter Contractor's premises, or any other places, where the Services are being performed, and shall have access, upon reasonable request, to interim drafts of Deliverables or work-in-progress. Upon ten (10) Days prior written notice and at all reasonable times, the State's representatives shall be allowed to inspect, monitor, or otherwise evaluate the work being performed and to the extent that such access will not reasonably interfere or jeopardize the safety or operation of the systems or facilities. Contractor must provide all reasonable facilities and assistance for the State's representatives.

(b) Examination of Records. Contractor agrees that the State, including its duly authorized representatives, until the expiration of seven (7) years following the creation of the material (collectively, the "Audit Period"), shall, upon twenty (20) days prior written notice, have access to and the right to examine and copy any of Contractor's books, records, documents and papers pertinent to establishing Contractor's compliance with the Contract and with applicable laws and rules, including the State's procurement rules, regulations and procedures, and actual performance of the Contract for the purpose of conducting an audit, examination, excerpt and/or transcription but the State shall not have access to any information deemed confidential to Contractor to the extent such access would require such confidential information to become publicly available. This electronic form, of any parent, affiliated or subsidiary organization of Contractor, or any Subcontractor of Contractor performing services in connection with the Contract.

(c) Retention of Records. Contractor shall maintain at least until the end of the Audit Period all pertinent financial and accounting records (including time sheets and payroll records, and information pertaining to the Contract and to the Services, equipment, and commodities provided under the Contract) pertaining to the Contract in accordance with generally accepted accounting principles and other procedures specified in this Section. Financial and accounting records shall be made available, upon request, to the State at any time during the Audit Period. If an audit, litigation, or other action involving Contractor's records is initiated before the end of the Audit Period, the records must be retained until all issues arising out of the audit, litigation, or other action are resolved or until the end of the Audit Period, whichever is later.

(d) Audit Resolution. If necessary, the Contractor and the State shall meet to review each audit report promptly after issuance. The Contractor will respond to each audit report in writing within thirty (30) days from receipt of such report, unless a shorter response time is specified in such report. The Contractor and the State shall develop, agree upon and monitor an action plan to promptly address and resolve any deficiencies, concerns, and/or recommendations in such audit report.

### **2.112 Errors**

(a) If the audit demonstrates any errors in the statements provided to the State, then the amount in error shall be reflected as a credit or debit on the next invoice and in subsequent invoices until the amount is paid or refunded in full. However, a credit or debit may not be carried for more than four (4) quarterly statements. If a balance remains after four (4) quarterly statements, then the remaining amount will be due as a payment or refund within forty-five (45) days of the last quarterly statement that the balance appeared on or termination of the contract, whichever is earlier.

(b) In addition to other available remedies, the difference between the payment received and the correct payment amount is greater than ten percent (10%), then the Contractor shall pay all of the reasonable costs of the audit.

**2.120 State Responsibilities**

**2.121 State Performance Obligations**

(a) **Equipment and Other Resources.** To facilitate Contractor's performance of the Services/Deliverables, the State shall provide to Contractor such equipment and resources as identified in the Statements of Work or other Contract Exhibits as items to be provided by the State.

(b) **Facilities.** The State shall designate space as long as it is available and as provided in the Statement of Work, to house Contractor's personnel whom the parties agree will perform the Services/Deliverables at State facilities (collectively, the "State Facilities"). Contractor shall have reasonable access to, and unless agreed otherwise by the parties in writing shall observe and comply with all rules and regulations relating to, each of the State Facilities (including hours of operation) used by Contractor in the course of providing the Services. Contractor agrees that it will not, without the prior written consent of the State, use any State Facilities or access any State information systems provided for Contractor's use, or to which Contractor otherwise gains access in the course of performing the Services, for any purpose other than providing the Services to the State.

(c) **Return.** Contractor shall be responsible for returning to the State any State-furnished equipment, facilities and other resources when no longer required for the Contract in the same condition as when provided by the State, reasonable wear and tear excepted.

(d) Except as otherwise provided in **Section 2.220**, the State's failure to perform its responsibilities as set forth in this Contract shall not be deemed to be grounds for termination by Contractor. However, Contractor will not be liable for any default or delay in the performance of its obligations under this Contract to the extent such default or delay is caused by nonperformance of the State's obligations under this Contract, provided Contractor provides the State with reasonable written notice of such nonperformance and Contractor uses commercially reasonable efforts to perform notwithstanding the State's failure to perform. In addition, if the State's nonperformance of its responsibilities under this Contract materially increases the time required for Contractor's performance or Contractor's cost of performance, Contractor shall be entitled to seek an equitable extension via the Change Request process described in **Section 2.106**.

**2.130 Security**

**2.131 Background Checks**

The Contractor shall authorize the investigation of its personnel proposed to have access to State facilities and systems on a case by case basis. The scope of the background check is at the discretion of the State and the results will be used to determine Contractor personnel eligibility for working within State facilities and systems. Such investigations will include Michigan State Police Background checks (ICHAT) and may include the National Crime Information Center (NCIC) Finger Prints. Proposed Contractor personnel may be required to complete and submit an RI-8 Fingerprint Card for the NCIC Finger Print Check. Any request for background checks will be initiated by the State and will be reasonably related to the type of work requested.

All Contractor personnel will also be expected to comply with the State's security and acceptable use policies for State IT equipment and resources. See <http://www.michigan.gov/ditservice/0,1607,7-179-25781-73760--,00.html>. Furthermore, Contractor personnel will be expected to agree to the State's security and acceptable use policies before the Contractor personnel will be accepted as a resource to perform work for the State. It is expected the Contractor will present these documents to the prospective employee before the Contractor presents the individual to the State as a proposed resource. Contractor staff will be expected to comply with all Physical Security procedures in place within the facilities where they are working.

**2.140 Reserved**

**2.150 Confidentiality**

**2.151 Freedom of Information**

All information in any proposal submitted to the State by Contractor and this Contract is subject to the provisions of the Michigan Freedom of Information Act, 1976 Public Act No. 442, as amended, MCL 15.231, et seq (the "FOIA").

**2.152 Confidentiality**

Contractor and the State each acknowledge that the other possesses and will continue to possess confidential information that has been developed or received by it. As used in this Section, "Confidential Information" of Contractor shall mean all non-public proprietary information of Contractor (other than Confidential Information of the State as defined below) which is marked confidential, restricted, proprietary or with a similar designation. "Confidential Information" of the State shall mean any information which is retained in confidence by the State (or otherwise required to be held in confidence by the State pursuant to applicable federal, state and local laws and regulations) or which, in the case of tangible materials provided to Contractor by the State pursuant to its performance under this Contract, is marked as confidential, proprietary or with a similar designation by the State. In the case of information of either Contractor or the State "Confidential Information" shall exclude any information (including this Contract) that is publicly available pursuant to the Michigan FOIA.

**2.153 Protection of Confidential Information**

The State and Contractor will each use at least the same degree of care to prevent disclosing to third parties the Confidential Information of the other as it employs to avoid unauthorized disclosure, publication or dissemination of its own confidential information of like character, but in no event less than reasonable care. Neither Contractor nor the State will (i) make any use of the Confidential Information of the other except as contemplated by this Contract, (ii) acquire any right in or assert any lien against the Confidential Information of the other, or (iii) if requested to do so, refuse for any reason to promptly return the other party's Confidential Information to the other party. Each party will limit disclosure of the other party's Confidential Information to employees and Subcontractors who must have access in order to fulfill the purposes of this Contract. Disclosure to, and use by, a Subcontractor is permissible where (A) use of a Subcontractor is authorized under this Contract, (B) such disclosure is



necessary or otherwise naturally occurs in connection with work that is within such Subcontractor's scope of responsibility, and (C) Contractor obligates the Subcontractor in a written Contract to maintain the State's Confidential Information in confidence. At the State's request, any employee of Contractor and of any Subcontractor having access or continued access to the State's Confidential Information may be required to execute an acknowledgment that the employee has been advised of Contractor's and the Subcontractor's obligations under this Section and of the employee's obligation to Contractor or Subcontractor, as the case may be, to protect such Confidential Information from unauthorized use or disclosure.

#### **2.154 Exclusions**

Notwithstanding the foregoing, the provisions of this Section will not apply to any particular information which the State or Contractor can demonstrate (i) was, at the time of disclosure to it, in the public domain; (ii) after disclosure to it, is published or otherwise becomes part of the public domain through no fault of the receiving party; (iii) was in the possession of the receiving party at the time of disclosure to it without an obligation of confidentiality; (iv) was received after disclosure to it from a third party who had a lawful right to disclose such information to it without any obligation to restrict its further disclosure; or (v) was independently developed by the receiving party without reference to Confidential Information of the furnishing party. Further, the provisions of this Section will not apply to any particular Confidential Information to the extent the receiving party is required by law to disclose such Confidential Information, provided that the receiving party (i) promptly provides the furnishing party with notice of the legal request, and (ii) assists the furnishing party in resisting or limiting the scope of such disclosure as reasonably requested by the furnishing party.

#### **2.155 No Implied Rights**

Nothing contained in this Section shall be construed as obligating a party to disclose any particular Confidential Information to the other party, or as granting to or conferring on a party, expressly or impliedly, any right or license to the Confidential Information of the other party.

#### **2.155 Remedies**

Each party acknowledges that, if it breaches (or attempts or threatens to breach) its obligations under this Section, the other party may be irreparably harmed. Accordingly, if a court of competent jurisdiction should find that a party has breached (or attempted or threatened to breach) any such obligations, the non-breaching party shall be entitled to seek an injunction preventing such breach (or attempted or threatened breach).

#### **2.156 Security Breach Notification**

In the event of a breach of this Section, Contractor shall take (i) prompt corrective action to cure any such deficiencies and (ii) any action pertaining to such unauthorized disclosure required by applicable federal and state laws and regulations. Contractor and the State will cooperate to mitigate, to the extent practicable, the effects of any breach, intrusion, or unauthorized use or disclosure. Contractor shall report to the State in writing any use or disclosure of Confidential Information, whether suspected or actual, other than as provided for by the Contract within ten (10) days of becoming aware of such use or disclosure or such shorter time period as is reasonable under the circumstances.

#### **2.157 Survival**

The parties' respective obligations under this Section shall survive the termination or expiration of this Contract for any reason.

#### **2.158 Destruction of Confidential Information**

Promptly upon termination or cancellation of the Contract for any reason, Contractor shall certify to the State that Contractor has destroyed all State Confidential Information.

#### **2.160 Proprietary Rights**

**2.161c License**

Contractor grants to the State a non-exclusive, royalty-free, site-wide, irrevocable, transferable license to use the Software and related documentation according to the terms and conditions of this Contract and related software End User’s License Agreement (EULA). For the purposes of this license, “site-wide” includes any State of Michigan office regardless of its physical location.

The State may modify the Software and may combine such with other programs or materials to form a derivative work. The State will own and hold all copyright, trademark, patent and other intellectual property rights in any derivative work, excluding any rights or interest in Software other than those granted in this Contract.

The State will make and maintain no more than one archival copy of each item of Software, and each copy will contain all legends and notices and will be subject to the same conditions and restrictions as the original. The State may also make copies of the Software in the course of routine backups of hard drive(s) for the purpose of recovery of hard drive contents.

In the event that the Contractor shall, for any reason, cease to conduct business, or cease to support the Software, the State shall have the right to convert these licenses into perpetual licenses, with rights of quiet enjoyment, but subject to payment obligations not to exceed the then current rates.

**2.162 Source Code  
RESERVED**

**2.163 Rights in Data**

(a) The State will be and remain the owner of all data made available by the State to Contractor or its agents, Subcontractors or representatives pursuant to the Contract. Contractor will not use the State’s data for any purpose other than providing the Services, nor will any part of the State’s data be disclosed, sold, assigned, leased or otherwise disposed of to the general public or to specific third parties or commercially exploited by or on behalf of Contractor, nor will any employee of Contractor other than those on a strictly need to know basis have access to the State’s data. Contractor will not possess or assert any lien or other right against the State’s data. Without limiting the generality of this Section, Contractor shall only use personally identifiable information as strictly necessary to provide the Services and shall disclose such information only to its employees who have a strict need to know such information. Contractor shall comply at all times with all laws and regulations applicable to such personally identifiable information.

(b) The State is and shall remain the owner of all State-specific data pursuant to the Contract. The State may use the data provided by the Contractor for any purpose. The State will not possess or assert any lien or other right against the Contractor’s data. Without limiting the generality of this Section, the State shall only use personally identifiable information as strictly necessary to utilize the Services and shall disclose such information only to its employees who have a strict need to know such information, except as provided by law. The State shall comply at all times with all laws and regulations applicable to such personally identifiable information. Other material developed and provided to the State shall remain the State’s sole and exclusive property.

**2.164 Ownership of Materials**

State and Contractor will continue to own their respective proprietary technologies developed before entering into the Contract. Any hardware bought through the Contractor by the State, and paid for by the State, will be owned by the State. Any software licensed through the Contractor and sold to the State, will be licensed directly to the State.

**2.165 RESERVED**

**2.166 RESERVED**

**2.167 General Skills**

Notwithstanding anything to the contrary in this Section, each party, its Subcontractors and their personnel shall be free to use and employ its and their general skills, know how and expertise, and to use, disclose and employ any generalized ideas, concepts, know-how, methods, techniques or skills gained or learned during the course of performing the Services, so long as it or they acquire and apply the foregoing without disclosure of any confidential or proprietary information of the other party.

**2.170 Warranties And Representations**

**2.171 Warranties and Representations**

The Contractor represents and warrants:

(a) It is capable in all respects of fulfilling and shall fulfill all of its obligations under this Contract. The performance of all obligations under this Contract shall be provided in a timely, professional, and workman-like manner and shall meet the performance and operational standards required under this Contract.

(b) The Contract Appendices, Attachments and Exhibits identify the equipment and software and services necessary for the Deliverable(s) to perform and Services to operate in compliance with the Contract's requirements and other standards of performance.

(c) It is the lawful owner or licensee of any Deliverable licensed or sold to the State by Contractor or developed by Contractor under this Contract, and Contractor has all of the rights necessary to convey to the State the ownership rights or licensed use, as applicable, of any and all Deliverables. None of the Deliverables provided by Contractor to the State under this Contract, nor their use by the State, will infringe the patent, copyright, trade secret, or other proprietary rights of any third party.

(d) If, under this Contract, Contractor procures any equipment, software or other Deliverable for the State (including equipment, software and other Deliverables manufactured, re-marketed or otherwise sold by Contractor under Contractor's name), then in addition to Contractor's other responsibilities with respect to such items in this Contract, Contractor shall assign or otherwise transfer to the State or its designees, or afford the State the benefits of, any manufacturer's warranty for the Deliverable.

(e) The contract signatory has the power and authority, including any necessary corporate authorizations, necessary to enter into this Contract, on behalf of Contractor.

(f) It is qualified and registered to transact business in all locations where required.

(g) Neither the Contractor nor any Affiliates, nor any employee of either, has, shall have, or shall acquire, any contractual, financial, business, or other interest, direct or indirect, that would conflict in any manner or degree with Contractor's performance of its duties and responsibilities to the State under this Contract or otherwise create an appearance of impropriety with respect to the award or performance of this Agreement. Contractor shall notify the State within two (2) days of any such interest that may be incompatible with the interests of the State.

(h) Neither Contractor nor any Affiliates, nor any employee of either has accepted or shall accept anything of value based on an understanding that the actions of the Contractor or Affiliates or employee on behalf of the State would be indirect offer of anything of value.

(i) Neither Contractor nor any Affiliates, nor any employee of either has paid or agreed to pay any person, other than bona fide employees and consultants working solely for Contractor or such Affiliate, any fee, commission, percentage, brokerage fee, gift, or any other consideration, contingent upon or resulting from the award or making of this Contract.



(j) The prices proposed by Contractor were arrived at independently, without consultation, communication, or agreement with any other bidder for the purpose of restricting competition; the prices quoted were not knowingly disclosed by Contractor to any other bidder; and no attempt was made by Contractor to induce any other person to submit or not submit a proposal for the purpose of restricting competition.

(k) All financial statements, reports, and other information furnished by Contractor to the State as part of its response to the RFP or otherwise in connection with the award of this Contract fairly and accurately represent the business, properties, financial condition, and results of operations of Contractor as of the respective dates, or for the respective periods, covered by such financial statements, reports, other information. Since the respective dates or periods covered by such financial statements, reports, or other information, there have been no material adverse change in the business, properties, financial condition, or results of operations of Contractor.

(m) All written information furnished to the State by or behalf of Contractor in connection with this Contract, including its bid, is true, accurate, and complete, and contains no untrue statement of material fact or omits any material fact necessary to make such information not misleading.

(n) It is not in material default or breach of any other contract or agreement that it may have with the State or any of its departments, commissions, boards, or agencies. Contractor further represents and warrants that it has not been a party to any contract with the State or any of its departments that was terminated by the State or such department within the previous five (5) years for the reason that Contractor failed to perform or otherwise breached an obligation of such contract.

## 2.172 Software Warranties

### (a) Performance Warranty

The Contractor represents and warrants that Deliverables, after Final Acceptance, will perform and operate in compliance with the requirements and other standards of performance contained in this Contract (including all descriptions, specifications and drawings made a part of the Contract) for a period of ninety (90) days. In the event of a breach of this warranty, Contractor will promptly correct the affected Deliverable(s) at no charge to the State.

### (b) No Surreptitious Code Warranty

The Contractor represents and warrants that no copy of licensed Software provided to the State contains or will contain any Self-Help Code or any Unauthorized Code as defined below. This warranty is referred to in this Contract as the "No Surreptitious Code Warranty."

As used in this Contract, "Self-Help Code" means any back door, time bomb, drop dead device, or other software routine designed to disable a computer program automatically with the passage of time or under the positive control of a person other than the licensee of the software. Self-Help Code does not include Software routines in a computer program, if any, designed to permit an owner of the computer program (or other person acting by authority of the owner) to obtain access to a licensee's computer system(s) (e.g. remote access via modem) for purposes of maintenance or technical support.

As used in this Contract, "Unauthorized Code" means any virus, Trojan horse, spyware, worm or other Software routines or components designed to permit unauthorized access to disable, erase, or otherwise harm software, equipment, or data; or to perform any other such actions. The term Unauthorized Code does not include Self-Help Code. Unauthorized Code does not include Software routines in a computer program, if any, designed to permit an owner of the computer program (or other person acting by authority of the owner) to obtain access to a licensee's computer system(s) (e.g. remote access via modem) for purposes of maintenance or technical support.

In addition, Contractor will use up-to-date commercial virus detection software to detect and remove any viruses from any software prior to delivering it to the State.



(c) Calendar Warranty

The Contractor represents and warrants that all software for which the Contractor either sells or licenses to the State of Michigan and used by the State prior to, during or after the calendar year 2000, includes or shall include, at no added cost to the State, design and performance so the State shall not experience software abnormality and/or the generation of incorrect results from the software, due to date oriented processing, in the operation of the business of the State of Michigan.

The software design, to insure calendar year rollover compatibility, shall include, but is not limited to: data structures (databases, data files, etc.) that provide 4-digit date century; stored data that contain date century recognition, including, but not limited to, data stored in databases and hardware device internal system dates; calculations and program logic (e.g., sort algorithms, calendar generation, event recognition, and all processing actions that use or produce date values) that accommodates same century and multi-century formulas and date values; interfaces that supply data to and receive data from other systems or organizations that prevent non-compliant dates and data from entering any State system; user interfaces (i.e., screens, reports, etc.) that accurately show 4 digit years; and assurance that the year 2000 shall be correctly treated as a leap year within all calculation and calendar logic.

(d) Third-party Software Warranty

The Contractor represents and warrants that it will disclose the use or incorporation of any third-party software into the Deliverables. At the time of Delivery, the Contractor shall provide in writing the name and use of any Third-party Software, including information regarding the Contractor's authorization to include and utilize such software. The notice shall include a copy of any ownership agreement or license that authorizes the Contractor to use the Third-party Software.

### **2.173 Equipment Warranty**

To the extent Contractor is responsible under this Contract for maintaining equipment/system(s), Contractor represents and warrants that it will maintain such equipment/system(s) in good operating condition and will undertake all repairs and preventive maintenance in accordance with the applicable manufacturer's recommendations for the period specified in this Contract.

The Contractor represents and warrants that the equipment/system(s) shall be in good operating condition and shall operate and perform to the requirements and other standards of performance contained in this Contract, when installed, at the time of Final Acceptance by the State, and for a period of 18 months commencing upon the first day following Final Acceptance.

Within seven business days of notification from the State, the Contractor shall adjust, repair or replace all equipment that is defective or not performing in compliance with the Contract. The Contractor shall assume all costs for replacing parts or units and their installation including transportation and delivery fees, if any.

The Contractor shall provide a toll-free telephone number to allow the State to report equipment failures and problems to be remedied by the Contractor.

The Contractor agrees that all warranty service it provides under this Contract shall be performed by original equipment manufacturer (OEM) trained, certified and authorized technicians.

The Contractor shall act as the sole point of contact for warranty service. The Contractor warrants that it shall pass through to the State any and all warranties obtained or available from the original equipment manufacturer, including any replacement, upgraded, or additional equipment warranties.

All warranty work shall be performed on the State of Michigan worksite(s) or authorized manufacturer repair center.

### **2.174 Physical Media Warranty**

(a) Contractor represents and warrants that each licensed copy of the Software provided by the Contractor is free from physical defects in the media that tangibly embodies the copy. This



warranty does not apply to defects discovered more than thirty (30) days after that date of Final Acceptance of the Software by the State. This warranty does not apply to defects arising from acts of Excusable Failure. If the Contractor breaches this warranty, then the State shall be entitled to replacement of the non-compliant copy by Contractor, at Contractor's expense (including shipping and handling).

**2.175a DISCLAIMER**

THE FOREGOING EXPRESS WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES AND EACH PARTY EXPRESSLY DISCLAIMS ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, BY OPERATION OF LAW OR OTHERWISE, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

**2.175b Standard Warranties**

(a) Warranty of Merchantability

Deliverables shall be merchantable. All Deliverables shall be of good quality within the description given by the State, shall be fit for their ordinary purpose, shall be adequately contained and packaged within the description given by the State, shall conform to the agreed upon specifications, and shall conform to the affirmations of fact made by the Contractor on the container or label.

(b) Warranty of fitness for a particular purpose

When Contractor has reason to know or knows any particular purpose for which the Deliverables are required, and when the State is relying on the Contractor's skill or judgment to select or furnish suitable Deliverables, the Contractor warrants that the Deliverables are fit for such purpose.

(c) Warranty of title

Contractor shall convey good title in those Deliverables, whose transfer is right and lawful. All Deliverables provided by Contractor shall be delivered free from any security interest, lien, or encumbrance. Deliverables shall be delivered free of any rightful claim of any third person of ownership, interest, lien or encumbrance.

**2.176 Consequences For Breach**

In addition to any remedies available in law, if the Contractor breaches any of the warranties contained in this section, such breach may be considered as a default in the performance of a material obligation of this Contract.

**2.180 Insurance**

**2.181 Liability Insurance**

(a) Liability Insurance

The Contractor is required to provide proof of the minimum levels of insurance coverage as indicated below. The purpose of this coverage shall be to protect the State from claims which may arise out of or result from the Contractor's performance of services under the terms of this Contract, whether such services are performed by the Contractor, or by any subcontractor, or by anyone directly or indirectly employed by any of them, or by anyone for whose acts they may be liable.

The Contractor waives all rights against the State of Michigan, its departments, divisions, agencies, offices, commissions, officers, employees and agents for recovery of damages to the extent these damages are covered by the insurance policies the Contractor is required to maintain pursuant to this Contract.

All insurance coverages provided relative to this Contract/Purchase Order are PRIMARY and NON-CONTRIBUTING to any comparable liability insurance (including self-insurances) carried by the State.

The insurance shall be written for not less than any minimum coverage specified in this Contract or required by law, whichever is greater.

The insurers selected by Contractor shall have an A.M. Best rating of A or better, or as otherwise approved in writing by the State, or if such ratings are no longer available, with a comparable rating from a recognized insurance rating agency. All policies of insurance required in this Contract shall be issued by companies that have been approved to do business in the State.

See [http://www.mi.gov/cis/0.1607.7-154-10555\\_22535---.00.html](http://www.mi.gov/cis/0.1607.7-154-10555_22535---.00.html).

Where specific limits are shown, they are the minimum acceptable limits. If Contractor's policy contains higher limits, the State shall be entitled to coverage to the extent of such higher limits.

Before the Contract is signed by both parties or before the purchase order is issued by the State, the Contractor must furnish to the Director of Purchasing Operations, certificate(s) of insurance verifying insurance coverage ("Certificates"). The Certificate must be on the standard "accord" form or equivalent. **THE CONTRACT OR PURCHASE ORDER NO. MUST BE SHOWN ON THE CERTIFICATE OF INSURANCE TO ASSURE CORRECT FILING.** All Certificate(s) are to be prepared and submitted by the Insurance Provider. All Certificate(s) shall contain a provision indicating that coverages afforded under the policies WILL NOT BE CANCELLED, MATERIALLY CHANGED, OR NOT RENEWED without THIRTY (30) days prior written notice, except for ten (10) days for non-payment of premium, having been given to the Director of Purchasing Operations, Department of Management and Budget. The notice must include the Contract or Purchase Order number affected and be mailed to: Director, Purchasing Operations, Department of Management and Budget, P.O. Box 30026, Lansing, Michigan 48909. Failure to provide evidence of coverage, may, at the State's sole option, result in this Contract's termination.

The Contractor is required to pay for and provide the type and amount of insurance checked  below:

- 1. Commercial General Liability with the following minimum coverage:  
 \$2,000,000 General Aggregate Limit other than Products/Completed Operations  
 \$2,000,000 Products/Completed Operations Aggregate Limit  
 \$1,000,000 Personal & Advertising Injury Limit  
 \$1,000,000 Each Occurrence Limit  
 \$250,000 Fire Damage Limit (any one fire)

The Contractor must list the State of Michigan, its departments, divisions, agencies, offices, commissions, officers, employees and agents as ADDITIONAL INSURED(S) on the Commercial General Liability certificate. The Contractor also agrees to provide evidence that insurance policies contain a waiver of subrogation by the insurance company.

- 2. If a motor vehicle is used to provide services or products under this Contract, the Contractor must have vehicle liability insurance on any auto including owned, hired and non-owned vehicles used in Contractor's business for bodily injury and property damage as required by law.

The Contractor must list the State of Michigan, its departments, divisions, agencies, offices, commissions, officers, employees and agents as ADDITIONAL INSURED(S) on the vehicle liability certificate. The Contractor also agrees to provide evidence that insurance policies contain a waiver of subrogation by the insurance company.



3. Workers' compensation coverage must be provided in accordance with applicable laws governing the employees and employers work activities in the state of the Contractor's domicile. If the applicable coverage is provided by a self-insurer, proof must be provided of approved self-insured authority by the jurisdiction of domicile. For employees working outside of the state of qualification, Contractor must provide appropriate certificates of insurance proving mandated coverage levels for the jurisdictions where the employees' activities occur.

Any certificates of insurance received must also provide a list of states where the coverage is applicable.

The Contractor also agrees to provide evidence that insurance policies contain a waiver of subrogation by the insurance company. This provision shall not be applicable where prohibited or limited by the laws of the jurisdiction in which the work is to be performed.

4. Employers liability insurance with the following minimum limits:

- \$100,000 each accident
- \$100,000 each employee by disease
- \$500,000 aggregate disease

5. Employee Fidelity, including Computer Crimes, insurance naming the State as a loss payee, providing coverage for direct loss to the State and any legal liability of the State arising out of or related to fraudulent or dishonest acts committed by the employees of Contractor or its Subcontractors, acting alone or in collusion with others, in a minimum amount of one million dollars (\$1,000,000.00) with a maximum deductible of fifty thousand dollars (\$50,000.00).

6. Umbrella or Excess Liability Insurance in a minimum amount of ten million dollars (\$10,000,000.00), which shall apply, at a minimum, to the insurance required in Subsection 1 (Commercial General Liability) above.

7. Professional Liability (Errors and Omissions) Insurance with the following minimum coverage: three million dollars (\$3,000,000.00) each occurrence and three million dollars (\$3,000,000.00) annual aggregate.

8. Fire and Personal Property Insurance covering against any loss or damage to the office space used by Contractor for any reason under this Contract, and the equipment, software and other contents of such office space, including without limitation, those contents used by Contractor to provide the Services to the State, up to the replacement value thereof, where such office space and its contents are under the care, custody and control of Contractor. Such policy shall cover all risks of direct physical loss or damage, including without limitation, flood and earthquake coverage and coverage for computer hardware and software. The State shall be endorsed on the policy as a loss payee as its interests appear.

(b) Subcontractors

Except where the State has approved in writing a Contractor subcontract with other insurance provisions, Contractor shall require all of its Subcontractors under this Contract to purchase and maintain the insurance coverage as described in this Section for the Contractor in connection with the performance of work by those Subcontractors. Alternatively, Contractor may include any Subcontractors under Contractor's insurance on the coverage required in this Section. Subcontractor(s) shall fully comply with the insurance coverage required in this Section. Failure of Subcontractor(s) to comply with insurance requirements does not limit Contractor's liability or responsibility.



(c) Certificates of Insurance and Other Requirements

Contractor shall furnish to the Office of Purchasing Operations certificate(s) of insurance verifying insurance coverage or providing satisfactory evidence of self-insurance as required in this Section (the "Certificates"). Before the Contract is signed, and not less than 20 days before the insurance expiration date every year thereafter, the Contractor shall provide evidence that the State and its agents, officers and employees are listed as additional insureds under each commercial general liability and commercial automobile liability policy. In the event the State approves the representation of the State by the insurer's attorney, the attorney may be required to be designated as a Special Assistant Attorney General by the Attorney General of the State of Michigan.

Contractor shall maintain all required insurance coverage throughout the term of the Contract and any extensions thereto and, in the case of claims-made Commercial General Liability policies, shall secure tail coverage for at least three (3) years following the expiration or termination for any reason of this Contract. The minimum limits of coverage specified above are not intended, and shall not be construed, to limit any liability or indemnity of Contractor under this Contract to any indemnified party or other persons. Contractor shall be responsible for all deductibles with regard to such insurance. If Contractor fails to pay any premium for required insurance as specified in this Contract, or if any insurer cancels or significantly reduces any required insurance as specified in this Contract without the State's written consent, at the State's election (but without any obligation to do so) after the State has given Contractor at least thirty (30) days written notice, the State may pay such premium or procure similar insurance coverage from another company or companies; and at the State's election, the State may deduct the entire cost (or part thereof) from any payment due Contractor, or Contractor shall pay the entire cost (or any part thereof) upon demand by the State.

## **2.190 Indemnification**

### **2.191 Indemnification**

(a) General Indemnification

To the extent permitted by law, the Contractor shall indemnify, defend and hold harmless the State from liability, including all claims and losses, and all related costs and expenses (including reasonable attorneys' fees and costs of investigation, litigation, settlement, judgments, interest and penalties), accruing or resulting to any person, firm or corporation that may be injured or damaged by the Contractor in the performance of this Contract and that are attributable to the negligence or tortious acts of the Contractor or any of its subcontractors, or by anyone else for whose acts any of them may be liable.

(b) Code Indemnification

To the extent permitted by law, the Contractor shall indemnify, defend and hold harmless the State from any claim, loss, or expense arising from Contractor's breach of the No Surreptitious Code Warranty.

(c) Employee Indemnification

In any and all claims against the State of Michigan, its departments, divisions, agencies, sections, commissions, officers, employees and agents, by any employee of the Contractor or any of its subcontractors, the indemnification obligation under the Contract shall not be limited in any way by the amount or type of damages, compensation or benefits payable by or for the Contractor or any of its subcontractors under worker's disability compensation acts, disability benefit acts or other employee benefit acts. This indemnification clause is intended to be comprehensive. Any overlap in provisions, or the fact that greater specificity is provided as to some categories of risk, is not intended to limit the scope of indemnification under any other provisions.

(d) Patent/Copyright Infringement Indemnification

To the extent permitted by law, the Contractor shall indemnify, defend and hold harmless the State from and against all losses, liabilities, damages (including taxes), and all related costs and expenses (including reasonable attorneys' fees and costs of investigation, litigation,



settlement, judgments, interest and penalties) incurred in connection with any action or proceeding threatened or brought against the State to the extent that such action or proceeding is based on a claim that any piece of equipment, software, commodity or service supplied by the Contractor or its subcontractors, or the operation of such equipment, software, commodity or service, or the use or reproduction of any documentation provided with such equipment, software, commodity or service infringes any United States patent, copyright, trademark or trade secret of any person or entity, which is enforceable under the laws of the United States.

In addition, should the equipment, software, commodity, or service, or its operation, become or in the State's or Contractor's opinion be likely to become the subject of a claim of infringement, the Contractor shall at the Contractor's sole expense (i) procure for the State the right to continue using the equipment, software, commodity or service or, if such option is not reasonably available to the Contractor, (ii) replace or modify to the State's satisfaction the same with equipment, software, commodity or service of equivalent function and performance so that it becomes non-infringing, or, if such option is not reasonably available to Contractor, (iii) accept its return by the State with appropriate credits to the State against the Contractor's charges and reimburse the State for any losses or costs incurred as a consequence of the State ceasing its use and returning it.

Notwithstanding the foregoing, the Contractor shall have no obligation to indemnify or defend the State for, or to pay any costs, damages or attorneys' fees related to, any claim based upon (i) equipment developed based on written specifications of the State; or (ii) use of the equipment in a configuration other than implemented or approved in writing by the Contractor, including, but not limited to, any modification of the equipment by the State; or (iii) the combination, operation, or use of the equipment with equipment or software not supplied by the Contractor under this Contract.

## **2.192 Continuation of Indemnification Obligations**

The Contractor's duty to indemnify pursuant to this Section continues in full force and effect, notwithstanding the expiration or early cancellation of the Contract, with respect to any claims based on facts or conditions that occurred prior to expiration or cancellation.

## **2.193 Indemnification Procedures**

The procedures set forth below shall apply to all indemnity obligations under this Contract.

(a) After receipt by the State of notice of the action or proceeding involving a claim in respect of which it will seek indemnification, the State shall promptly notify Contractor of such claim in writing and take or assist Contractor in taking, as the case may be, any reasonable action to avoid the imposition of a default judgment against Contractor. No failure to notify Contractor shall relieve Contractor of its indemnification obligations except to the extent that Contractor can demonstrate damages attributable to such failure. Within ten (10) days following receipt of written notice from the State relating to any claim, Contractor shall notify the State in writing whether Contractor agrees to assume control of the defense and settlement of that claim (a "Notice of Election"). After notifying Contractor of a claim and prior to the State receiving Contractor's Notice of Election, the State shall be entitled to defend against the claim, at Contractor's expense, and Contractor will be responsible for any reasonable costs incurred by the State in defending against the claim during such period.

(b) If Contractor delivers a Notice of Election relating to any claim: (i) the State shall be entitled to participate in the defense of such claim and to employ counsel at its own expense to assist in the handling of such claim and to monitor and advise the State about the status and progress of the defense; (ii) Contractor shall, at the request of the State, demonstrate to the reasonable satisfaction of the State, Contractor's financial ability to carry out its defense and indemnity obligations under this Contract; (iii) Contractor shall periodically advise the State about the status and progress of the defense and shall obtain the prior written approval of the State before entering into any settlement of such claim or ceasing to defend against such claim



and (iv) to the extent that any principles of Michigan governmental or public law may be involved or challenged, the State shall have the right, at its own expense, to control the defense of that portion of such claim involving the principles of Michigan governmental or public law. Notwithstanding the foregoing, the State may retain control of the defense and settlement of a claim by written notice to Contractor given within ten (10) days after the State's receipt of Contractor's information requested by the State pursuant to clause (ii) of this paragraph if the State determines that Contractor has failed to demonstrate to the reasonable satisfaction of the State Contractor's financial ability to carry out its defense and indemnity obligations under this Section. Any litigation activity on behalf of the State of Michigan, or any of its subdivisions pursuant to this Section, must be coordinated with the Department of Attorney General. In the event the insurer's attorney represents the State pursuant to this Section, the insurer's attorney may be required to be designated as a Special Assistant Attorney General by the Attorney General of the State of Michigan.

(c) If Contractor does not deliver a Notice of Election relating to any claim of which it is notified by the State as provided above, the State shall have the right to defend the claim in such manner as it may deem appropriate, at the cost and expense of Contractor. If it is determined that the claim was one against which Contractor was required to indemnify the State, upon request of the State, Contractor shall promptly reimburse the State for all such reasonable costs and expenses.

## **2.200 Limits of Liability and Excusable Failure**

### **2.201 Limits of Liability**

The Contractor's liability for damages to the State shall be limited to two times the value of the Contract or \$200,000 (for low risk contracts – Select a higher amount for moderate to high risk contracts) which ever is higher. The foregoing limitation of liability shall not apply to claims for infringement of United States patent, copyright, trademarks or trade secrets; to claims for personal injury or damage to property caused by the gross negligence or willful misconduct of the Contractor; to claims covered by other specific provisions of this Contract calling for liquidated damages; or to court costs or attorney's fees awarded by a court in addition to damages after litigation based on this Contract.

The State's liability for damages to the Contractor shall be limited to the value of the Contract.

Neither the Contractor nor the State shall be liable to each other, regardless of the form of action, for consequential, incidental, indirect, or special damages. This limitation of liability shall not apply to claims for infringement of United States patent, copyright, trademark or trade secrets; to claims for personal injury or damage to property caused by the gross negligence or willful misconduct of the Contractor; to claims covered by other specific provisions of this Contract calling for liquidated damages; or to court costs or attorney's fees awarded by a court in addition to damages after litigation based on this Contract.

### **2.202 Excusable Failure**

Neither party will be liable for any default, damage or delay in the performance of its obligations under the Contract to the extent such default, damage or delay is caused by government regulations or requirements (executive, legislative, judicial, military or otherwise), power failure, electrical surges or current fluctuations, lightning, earthquake, war, water or other forces of nature or acts of God, delays or failures of transportation, equipment shortages, suppliers' failures, or acts or omissions of common carriers, fire; riots, civil disorders; strikes or other labor disputes, embargoes; injunctions (provided the injunction was not issued as a result of any fault or negligence of the party seeking to have its default or delay excused); or any other cause beyond the reasonable control of such party; provided the non-performing party and its Subcontractors are without fault in causing such default or delay, and such default or delay could not have been prevented by reasonable precautions and cannot reasonably be



circumvented by the non-performing party through the use of alternate sources, workaround plans or other means, including disaster recovery plans.

In such event, the non-performing party will be excused from any further performance or observance of the obligation(s) so affected for as long as such circumstances prevail and such party continues to use its commercially reasonable efforts to recommence performance or observance whenever and to whatever extent possible without delay and provided further that such party promptly notifies the other party in writing of the inception of the excusable failure occurrence, and also of its abatement or cessation.

If any of the above-enumerated circumstances substantially prevent, hinder, or delay Contractor's performance of the Services/provision of Deliverables for more than ten (10) Business Days, and the State determines that performance is not likely to be resumed within a period of time that is satisfactory to the State in its reasonable discretion, then at the State's option: (a) the State may procure the affected Services/Deliverables from an alternate source, and the State shall not be liable for payment for the unperformed Services/ Deliverables not provided under the Contract for so long as the delay in performance shall continue; (b) the State may terminate any portion of the Contract so affected and the charges payable there under shall be equitably adjusted to reflect those Services/Deliverables terminated; or (c) the State may terminate the affected Statement of Work without liability to Contractor as of a date specified by the State in a written notice of termination to Contractor, except to the extent that the State shall pay for Services/Deliverables provided through the date of termination.

Contractor will not have the right to any additional payments from the State as a result of any Excusable Failure occurrence or to payments for Services not rendered/Deliverables not provided as a result of the Excusable Failure condition. Defaults or delays in performance by Contractor which are caused by acts or omissions of its Subcontractors will not relieve Contractor of its obligations under the Contract except to the extent that a Subcontractor is itself subject to an Excusable Failure condition described above and Contractor cannot reasonably circumvent the effect of the Subcontractor's default or delay in performance through the use of alternate sources, workaround plans or other means.

### **2.203 Disaster Recovery**

Contractor and the State recognize that the State provides essential services in times of natural or man-made disasters. Therefore, except as so mandated by Federal disaster response requirements, Contractor personnel dedicated to providing Services/Deliverables under this Contract will provide the State with priority service for repair and work around in the event of a natural or manmade disaster.

### **2.210 Termination/Cancellation by the State**

The State may terminate this Contract without further liability or penalty to the State, its departments, divisions, agencies, offices, commissions, officers, agents and employees for any of the following reasons:

### **2.211 Termination for Cause**

(a) In the event that Contractor breaches any of its material duties or obligations under this Contract (including a Chronic Failure to meet any particular SLA as defined in **Section 2.076**), which are either not capable of or subject to being cured, or are not cured within the time period specified in the written notice of breach provided by the State (such time period not to be less than thirty (30) days), or pose a serious and imminent threat to the health and safety of any person, or the imminent loss, damage or destruction of any real or tangible personal property, the State may, having provided written notice of termination to Contractor, terminate this Contract in whole or in part, for cause, as of the date specified in the notice of termination.

(b) In the event that this Contract is terminated for cause, in addition to any legal remedies otherwise available to the State by law or equity, Contractor shall be responsible for all costs incurred by the State in terminating this Contract, including but not limited to, State



administrative costs, reasonable attorneys' fees and court costs, and any reasonable additional costs the State may incur to procure the Services/Deliverables required by this Contract from other sources. Re-procurement costs shall not be considered by the parties to be consequential, indirect or incidental damages, and shall not be excluded by any other terms otherwise included in this Contract, provided such costs are not in excess of fifty percent (50%) more than the prices for such Service/Deliverables provided under this Contract.

(c) In the event the State chooses to partially terminate this Contract for cause, charges payable under this Contract will be equitably adjusted to reflect those Services/Deliverables that are terminated and the State shall pay for all Services/Deliverables for which Final Acceptance has been granted provided up to the termination date. Services and related provisions of this Contract that are terminated for cause shall cease on the effective date of the termination.

(d) In the event this Contract is terminated for cause pursuant to this Section, and it is determined, for any reason, that Contractor was not in breach of contract pursuant to the provisions of this section, that termination for cause shall be deemed to have been a termination for convenience, effective as of the same date, and the rights and obligations of the parties shall be limited to that otherwise provided in this Contract for a termination for convenience.

## **2.212 Termination for Convenience**

The State may terminate this Contract for its convenience, in whole or part, if the State determines that such a termination is in the State's best interest. Reasons for such termination shall be left to the sole discretion of the State and may include, but not necessarily be limited to (a) the State no longer needs the Services or products specified in the Contract, (b) relocation of office, program changes, changes in laws, rules, or regulations make implementation of the Services no longer practical or feasible, (c) unacceptable prices for Additional Services or New Work requested by the State, or (d) falsification or misrepresentation, by inclusion or non-inclusion, of information material to a response to any RFP issued by the State. The State may terminate this Contract for its convenience, in whole or in part, by giving Contractor written notice at least thirty (30) days prior to the date of termination. If the State chooses to terminate this Contract in part, the charges payable under this Contract shall be equitably adjusted to reflect those Services/Deliverables that are terminated. Services and related provisions of this Contract that are terminated for cause shall cease on the effective date of the termination.

## **2.213 Non-Appropriation**

(a) Contractor acknowledges that, if this Contract extends for several fiscal years, continuation of this Contract is subject to appropriation or availability of funds for this Contract. If funds to enable the State to effect continued payment under this Contract are not appropriated or otherwise made available, the State shall have the right to terminate this Contract and all affected Statements of Work, in whole or in part, at the end of the last period for which funds have been appropriated or otherwise made available by giving written notice of termination to Contractor. The State shall give Contractor at least thirty (30) days advance written notice of termination for non-appropriation or unavailability (or such time as is available if the State receives notice of the final decision less than thirty (30) days before the funding cutoff).

(b) If funding for the Contract is reduced by law, or funds to pay Contractor for the agreed-to level of the Services or production of Deliverables to be provided by Contractor are not appropriated or otherwise made available, the State may, upon thirty (30) days written notice to Contractor, reduce the level of the Services or the change the production of Deliverables in such manner and for such periods of time as the State may elect. The charges payable under this Contract will be equitably adjusted to reflect any equipment, services or commodities not provided by reason of such reduction.

(c) In the event the State terminates this Contract, eliminates certain Deliverables, or reduces the level of Services to be provided by Contractor pursuant to this Section, the State shall pay Contractor for all Work-in-Process performed through the effective date of the termination or reduction in level, as the case may be and as



determined by the State, to the extent funds are available. For the avoidance of doubt, this Section will not preclude Contractor from reducing or stopping Services/Deliverables and/or raising against the State in a court of competent jurisdiction, any claim for a shortfall in payment for Services performed or Deliverables finally accepted before the effective date of termination.

#### **2.214 Criminal Conviction**

The State may terminate this Contract immediately and without further liability or penalty in the event Contractor, an officer of Contractor, or an owner of a 25% or greater share of Contractor is convicted of a criminal offense incident to the application for, or performance of, a State, public or private Contract or subcontract; convicted of a criminal offense, including any of the following: embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, attempting to influence a public employee to breach the ethical conduct standards for State of Michigan employees; convicted under State or federal antitrust statutes; or convicted of any other criminal offense which in the sole discretion of the State reflects upon Contractor's business integrity.

#### **2.215 Approvals Rescinded**

The State may terminate this Contract without further liability or penalty in the event any final administrative or judicial decision or adjudication disapproves a previously approved request for purchase of personal services pursuant to Constitution 1963, Article 11, § 5, and Civil Service Rule 7-1. Termination may be in whole or in part and may be immediate as of the date of the written notice to Contractor or may be effective as of the date stated in such written notice.

#### **2.216 Rights and Obligations Upon Termination**

(a) If this Contract is terminated by the State for any reason, Contractor shall (a) stop all work as specified in the notice of termination, (b) take any action that may be necessary, or that the State may direct, for preservation and protection of Deliverables or other property derived or resulting from this Contract that may be in Contractor's possession, (c) return all materials and property provided directly or indirectly to Contractor by any entity, agent or employee of the State, (d) in the event that the Contractor maintains title in Deliverables that is intended to be transferred to the State at the termination of the Contract, Contractor will transfer title in, and deliver to, the State, unless otherwise directed, all Deliverables intended to be transferred to the State at the termination of the Contract and which are resulting from the Contract (which shall be provided to the State on an "As-Is" basis except to the extent the amounts paid by the State in respect of such items included compensation to Contractor for the provision of warranty services in respect of such materials), and (e) take any action to mitigate and limit any potential damages, or requests for Contractor adjustment or termination settlement costs, to the maximum practical extent, including terminating or limiting as otherwise applicable those subcontracts and outstanding orders for material and supplies resulting from the terminated Contract.

(b) In the event the State terminates this Contract prior to its expiration for its own convenience, the State shall pay Contractor for all charges due for Services provided prior to the date of termination and, if applicable, as a separate item of payment pursuant to this Contract, for Work In Process, on a percentage of completion basis at the level of completion determined by the State. All completed or partially completed Deliverables prepared by Contractor pursuant to this Contract shall, at the option of the State, become the State's property, and Contractor shall be entitled to receive equitable fair compensation for such Deliverables. Regardless of the basis for the termination, the State shall not be obligated to pay, or otherwise compensate, Contractor for any lost expected future profits, costs or expenses incurred with respect to Services not actually performed for the State.

(c) Upon a good faith termination, the State shall have the right to assume, at its option, any and all subcontracts and agreements for services and deliverables provided under this Contract, and may further pursue completion of the Services/Deliverables under this



Contract by replacement contract or otherwise as the State may in its sole judgment deem expedient.

### 2.217 Reservation of Rights

Any termination of this Contract or any Statement of Work issued under it by a party shall be with full reservation of, and without prejudice to, any rights or remedies otherwise available to such party with respect to any claims arising prior to or as a result of such termination.

### 2.218 Contractor Transition Responsibilities

In the event this contract is terminated, for convenience or cause, dissolved, voided, rescinded, nullified, expires or is otherwise rendered unenforceable, the Contractor agrees to comply with direction provided by the State to assist in the orderly transition of equipment, services, software, leases, etc. to the State or a third party designated by the State. In the event of termination or the expiration of this Contract, the Contractor agrees to make all reasonable efforts to effect an orderly transition of services within a reasonable period of time that in no event will exceed ninety (90) days. These efforts shall include, but are not limited to, the following:

(a) Personnel - The Contractor shall work with the State, or a specified third party, to develop a transition plan setting forth the specific tasks and schedule to be accomplished by the parties, to effect an orderly transition. The Contractor shall allow as many personnel as practicable to remain on the job to help the State, or a specified third party, maintain the continuity and consistency of the services required by this Contract. In addition, during or following the transition period, in the event the State requires the Services of the Contractor's subcontractors or Contractors, as necessary to meet its needs, Contractor agrees to reasonably, and with good-faith, work with the State to use the Services of Contractor's subcontractors or Contractors. Contractor will notify all of Contractor's subcontractors of procedures to be followed during transition.

(b) Information - The Contractor agrees to provide reasonable detailed specifications for all Services/Deliverables needed by the State, or specified third party, to properly provide the Services/Deliverables required under this Contract. The Contractor will provide the State with asset management data generated from the inception of this Contract through the date on which this Contractor is terminated in a comma-delineated format unless otherwise requested by the State. The Contractor will deliver to the State any remaining owed reports and documentation still in Contractor's possession subject to appropriate payment by the State.

(d) Software. - The Contractor shall reasonably assist the State in the acquisition of any Contractor software required to perform the Services/use the Deliverables under this Contract. This shall include any documentation being used by the Contractor to perform the Services under this Contract. If the State transfers any software licenses to the Contractor, those licenses shall, upon expiration of the Contract, transfer back to the State at their current revision level. Upon notification by the State, Contractor may be required to freeze all non-critical changes to

(e) Payment - If the transition results from a termination for any reason, reimbursement shall be governed by the termination provisions of this Contract. If the transition results from expiration, the Contractor will be reimbursed for all reasonable transition costs (i.e. costs incurred within the agreed period after contract expiration that result from transition operations) at the rates specified by **Article 1, Attachment C**. The Contractor will prepare an accurate accounting from which the State and Contractor may reconcile all outstanding accounts.

### 2.219 State Transition Responsibilities

In the event that this Contract is terminated, dissolved, voided, rescinded, nullified, or otherwise rendered unenforceable, the State agrees to perform the following obligations, and any others upon which the State and the Contractor agree:

(a) Reconciling all accounts between the State and the Contractor;



- (b) Completing any pending post-project reviews.

## **2.220 Termination by Contractor**

### **2.221 Termination by Contractor**

If the State materially breaches its obligation to pay Contractor undisputed amounts due and owing under this Contract in accordance with **Section 2.090**, or if the State breaches its other obligations under this Contract to an extent that makes it impossible or commercially impractical for Contractor to perform the Services, and if the State does not cure the breach within the time period specified in a written notice of breach provided to the State by Contractor (such time period not to be less than thirty (30) days), then Contractor may terminate this Contract, in whole or in part based on Statement of Work for cause, as of the date specified in the notice of termination; provided, however, that Contractor must discharge its obligations under **Section 2.250** before any such termination.

## **2.230 Stop Work**

### **2.231 Stop Work Orders**

The State may, at any time, by written stop work order to Contractor, require that Contractor stop all, or any part, of the work called for by the Contract for a period of up to ninety (90) calendar days after the stop work order is delivered to Contractor, and for any further period to which the parties may agree. The stop work order shall be specifically identified as such and shall indicate that it is issued under this **Section 2.230**. Upon receipt of the stop work order, Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the stop work order during the period of work stoppage. Within the period of the stop work order, the State shall either: (a) cancel the stop work order; or (b) terminate the work covered by the stop work order as provided in **Section 2.210**.

### **2.232 Cancellation or Expiration of Stop Work Order**

If a stop work order issued under this **Section 2.230** is canceled or the period of the stop work order or any extension thereof expires, Contractor shall resume work. The parties shall agree upon an equitable adjustment in the delivery schedule, the Contract price, or both, and the Contract shall be modified, in writing, accordingly, if: (a) the stop work order results in an increase in the time required for, or in Contractor's costs properly allocable to, the performance of any part of the Contract; and (b) Contractor asserts its right to an equitable adjustment within thirty (30) calendar days after the end of the period of work stoppage; provided that, if the State decides the facts justify the action, the State may receive and act upon a Contractor proposal submitted at any time before final payment under the Contract. Any adjustment will conform to the requirements of **Section 2.106**.

### **2.233 Allowance of Contractor Costs**

If the stop work order is not canceled and the work covered by the stop work order is terminated for reasons other than material breach, such termination shall be deemed to be a termination for convenience under **Section 2.212**, and the State shall allow reasonable costs resulting from the stop work order in arriving at the termination settlement. For the avoidance of doubt, the State shall not be liable to Contractor for loss of profits because of a stop work order issued under this **Section 2.230**.

## **2.240 Reserved**

## **2.250 Dispute Resolution**

### **2.251 In General**



Any claim, counterclaim, or dispute between the State and Contractor arising out of or relating to the Contract or any Statement of Work shall be resolved as follows. For all Contractor claims seeking an increase in the amounts payable to Contractor under the Contract, or the time for Contractor's performance, Contractor shall submit a letter executed by Contractor's Contract Administrator or his designee certifying that (a) the claim is made in good faith, (b) the amount claimed accurately reflects the adjustments in the amounts payable to Contractor or the time for Contractor's performance for which Contractor believes the State is liable and covers all costs of every type to which Contractor is entitled from the occurrence of the claimed event, and (c) the supporting data provided with such an affidavit are current and complete to Contractor's best knowledge and belief.

## 2.252 Informal Dispute Resolution

(a) All operational disputes between the parties shall be resolved under the Contract Management procedures developed pursuant to **Section 2.100**. If the parties are unable to resolve any disputes after compliance with such processes, the parties shall meet with the Director of Purchasing Operations, DMB, or designee, for the purpose of attempting to resolve such dispute without the need for formal legal

(i) The representatives of Contractor and the State shall meet as often as the parties reasonably deem necessary in order to gather and furnish to each other all information with respect to the matter in issue which the parties believe to be appropriate and germane in connection with its resolution. The representatives shall discuss the problem and negotiate in good faith in an effort to resolve the dispute without the necessity of any formal proceeding.

(ii) During the course of negotiations, all reasonable requests made by one party to another for non-privileged information reasonably related to the Contract will be honored in order that each of the parties may be fully advised of the other's position.

(iii) The specific format for the discussions will be left to the discretion of the designated State and Contractor representatives, but may include the preparation of agreed upon statements of fact or written statements of position.

(iv) Following the completion of this process within sixty (60) calendar days, the Director of Purchasing Operations, DMB, or designee, shall issue a written opinion regarding the issue(s) in dispute within thirty (30) calendar days. The opinion regarding the dispute shall be considered the State's final action and the exhaustion of administrative remedies.

(b) This **Section 2.250** will not be construed to prevent either party from instituting, and a party is authorized to institute, formal proceedings earlier to avoid the expiration of any applicable limitations period, to preserve a superior position with respect to other creditors, or pursuant to **Section 2.253**.

(c) The State will not mediate disputes between the Contractor and any other entity, except state agencies, concerning responsibility for performance of work pursuant to the Contract.

## 2.253 Injunctive Relief

The only circumstance in which disputes between the State and Contractor will not be subject to the provisions of **Section 2.252** is where a party makes a good faith determination that a breach of the terms of the Contract by the other party is such that the damages to such party resulting from the breach will be so immediate, so large or severe and so incapable of adequate redress after the fact that a temporary restraining order or other immediate injunctive relief is the only adequate remedy.

## 2.254 Continued Performance

Each party agrees to continue performing its obligations under the Contract while a dispute is being resolved except to the extent the issue in dispute precludes performance (dispute over payment shall not be deemed to preclude performance) and without limiting either party's right to terminate the Contract as provided in **Section 2.210** and **2.220**, as the case may be.

**2.260 Federal and State Contract Requirements**

**2.261 Nondiscrimination**

In the performance of the Contract, Contractor agrees not to discriminate against any employee or applicant for employment, with respect to his or her hire, tenure, terms, conditions or privileges of employment, or any matter directly or indirectly related to employment, because of race, color, religion, national origin, ancestry, age, sex, height, weight, marital status, physical or mental disability. Contractor further agrees that every subcontract entered into for the performance of this Contract or any purchase order resulting from this Contract will contain a provision requiring non-discrimination in employment, as specified here, binding upon each Subcontractor. This covenant is required pursuant to the Elliot Larsen Civil Rights Act, 1976 PA 453, MCL 37.2101, *et seq.*, and the Persons with Disabilities Civil Rights Act, 1976 PA 220, MCL 37.1101, *et seq.*, and any breach of this provision may be regarded as a material breach of the Contract.

**2.262 Unfair Labor Practices**

Pursuant to 1980 PA 278, MCL 423.231, *et seq.*, the State shall not award a Contract or subcontract to an employer whose name appears in the current register of employers failing to correct an unfair labor practice compiled pursuant to section 2 of the Act. This information is compiled by the United States National Labor Relations Board. A Contractor of the State, in relation to the Contract, shall not enter into a contract with a Subcontractor, manufacturer, or supplier whose name appears in this register. Pursuant to section 4 of 1980 PA 278, MCL 423.324, the State may void any Contract if, subsequent to award of the Contract, the name of Contractor as an employer or the name of the Subcontractor, manufacturer or supplier of Contractor appears in the register.

**2.263 Workplace Safety and Discriminatory Harassment**

In performing Services for the State, the Contractor shall comply with the Department of Civil Services Rule 2-20 regarding Workplace Safety and Rule 1-8.3 regarding Discriminatory Harassment. In addition, the Contractor shall comply with Civil Service regulations and any applicable agency rules provided to the Contractor. For Civil Service Rules, see <http://www.mi.gov/mdcs/0.1607.7-147-6877---.00.html>.

**2.270 Litigation**

**2.271 Disclosure of Litigation**

(a) Disclosure. Contractor must disclose any material criminal litigation, investigations or proceedings involving the Contractor (and each Subcontractor) or any of its officers or directors or any litigation, investigations or proceedings under the Sarbanes-Oxley Act. In addition, each Contractor (and each Subcontractor) must notify the State of any material civil litigation, arbitration or proceeding which arises during the term of the Contract and extensions thereto, to which Contractor (or, to the extent Contractor is aware, any Subcontractor hereunder) is a party, lves: (i) disputes that might reasonably be expected to adversely affect the viability or financial stability of Contractor or any Subcontractor hereunder; or (ii) a claim or written allegation of fraud against Contractor or, to the extent Contractor is aware, any Subcontractor hereunder by a governmental or public entity arising out of their business dealings with governmental or public entities. Any such litigation, investigation, arbitration or other proceeding (collectively, "Proceeding") must be disclosed in a written statement to the Contract Administrator within thirty (30) days of its occurrence. Details of settlements which are prevented from disclosure by the terms of the settlement may be annotated as such. Information provided to the State from Contractor's publicly filed documents referencing its material litigation will be deemed to satisfy the requirements of this Section.



(b) Assurances. In the event that any such Proceeding disclosed to the State pursuant to this Section, or of which the State otherwise becomes aware, during the term of this Contract would cause a reasonable party to be concerned about:

- (i) the ability of Contractor (or a Subcontractor hereunder) to continue to perform this Contract in accordance with its terms and conditions, or
- (ii) whether Contractor (or a Subcontractor hereunder) in performing Services for the State is engaged in conduct which is similar in nature to conduct alleged in such Proceeding, which conduct would constitute a breach of this Contract or a violation of Michigan law, regulations or public policy, then Contractor shall be required to provide the State all reasonable assurances requested by the State to demonstrate that:

(A) Contractor and/or its Subcontractors hereunder will be able to continue to perform this Contract and any Statements of Work in accordance with its terms and conditions, and

(B) Contractor and/or its Subcontractors hereunder have not and will not engage in conduct in performing the Services which is similar in nature to the conduct alleged in such Proceeding.

(c) Contractor shall make the following notifications in writing:

(1) Within thirty (30) days of Contractor becoming aware that a change in its ownership or officers has occurred, or is certain to occur, or a change that could result in changes in the valuation of its capitalized assets in the accounting records, Contractor shall notify the Office of Purchasing Operations.

(2) Contractor shall also notify the Office of Purchasing Operations within thirty (30) days whenever changes to asset valuations or any other cost changes have occurred or are certain to occur as a result of a change in ownership or officers.

(3) Contractor shall also notify Purchasing Operations within thirty (30) days whenever changes to company affiliations occur.

### **2.272 Governing Law**

The Contract shall in all respects be governed by, and construed in accordance with, the substantive laws of the State of Michigan without regard to any Michigan choice of law rules that would apply the substantive law of any other jurisdiction to the extent not inconsistent with, or pre-empted by federal law.

### **2.273 Compliance with Laws**

Contractor shall comply with all applicable state, federal, and local laws and ordinances ("Applicable Laws") in providing the Services/Deliverables.

### **2.274 Jurisdiction**

Any dispute arising from the Contract shall be resolved in the State of Michigan. With respect to any claim between the parties, Contractor consents to venue in Ingham County, Michigan, and irrevocably waives any objections it may have to such jurisdiction on the grounds of lack of personal jurisdiction of such court or the laying of venue of such court or on the basis of forum non conveniens or otherwise. Contractor agrees to appoint agents in the State of Michigan to receive service of process.

### **2.280 Environmental Provision**

### **2.281 Environmental Provision**

For the purposes of this Section, "Hazardous Materials" is a generic term used to describe asbestos, ACBMs, PCBs, petroleum products, such construction materials as paint thinners, solvents, gasoline, oil, etc., and any other material the manufacture, use, treatment, storage, transportation or disposal of



which is regulated by the federal, state or local laws governing the protection of the public health, natural resources or the environment. This includes, but is not limited to, materials such as batteries and circuit packs, and other materials that are regulated as (1) "Hazardous Materials" under the Hazardous Materials Transportation Act, (2) "chemical hazards" under the Occupational Safety and Health Administration standards, (3) "chemical substances or mixtures" under the Toxic Substances Control Act, (4) "pesticides" under the Federal Insecticide Fungicide and Rodenticide Act, and (5) "hazardous wastes" as defined or listed under the Resource Conservation and Recovery Act. This Contract does not cover the handling, removal, or disposal of all Hazardous Materials.

(a) The Contractor shall use, handle, store, dispose of, process, transport and transfer any material considered a Hazardous Material in accordance with all federal, State and local laws. The State shall provide a safe and suitable environment for performance of Contractor's Work. Prior to the commencement of Work, the State shall advise Contractor of the presence at the work site of any Hazardous Material to the extent that the State is aware of such Hazardous Material. If the Contractor encounters material reasonably believed to be a Hazardous Material and which may present a substantial danger, the Contractor shall immediately stop all affected Work, give written notice to the State of the conditions encountered, and take appropriate health and safety precautions.

(b) Upon receipt of a written notice, the State will investigate the conditions. If (a) the material is a Hazardous Material that may present a substantial danger, and (b) the Hazardous Material was not brought to the site by the Contractor, or does not result in whole or in part from any violation by the Contractor of any laws covering the use, handling, storage, disposal of, processing, transport and transfer of Hazardous Materials, the State shall order a suspension of Work in writing. The State shall proceed to have the Hazardous Material removed or rendered harmless. In the alternative, the State shall terminate the affected Work for the State's convenience.

(c) Once the Hazardous Material has been removed or rendered harmless by the State, the affected Work shall be resumed as directed in writing by the State. A determination by the Michigan Department of Community Health and/or the Michigan Department of Environmental Quality (whichever is applicable) that the Hazardous Material has either been removed or rendered harmless shall be binding upon the State and Contractor for the purposes of resuming the Work. If any such incident with Hazardous Material results in delay not reasonable anticipatable under the circumstances and which is attributable to the State, the applicable SLAs for the affected work will not be counted in **Section 2.076** for a time as mutually agreed by the parties.

(d) If the Hazardous Material was brought to the site by the Contractor, or results in whole or in part from any violation by the Contractor of any laws covering the use, handling, storage, disposal of, processing, transport and transfer of Hazardous Material, or from any other act or omission within the control of the Contractor, the Contractor shall bear its proportionate share of the delay and costs involved in cleaning up the site and removing and rendering harmless the Hazardous Material in accordance with Applicable Laws to the condition approved by applicable regulatory agency(ies). If the Contractor fails to take appropriate action pursuant to Applicable Laws and consistent with the State requirements, then the State may take appropriate action.

## **2.290 General**

### **2.291 Amendments**

The Contract may not be modified, amended, extended, or augmented, except by a writing executed by the parties.

**2.292 Assignment**

(a) Neither party shall have the right to assign the Contract, or to assign or delegate any of its duties or obligations under the Contract, to any other party (whether by operation of law or otherwise), without the prior written consent of the other party; provided, however, that the State may assign the Contract to any other State agency, department, division or department without the prior consent of Contractor and Contractor may assign the Contract to an affiliate so long as such affiliate is adequately capitalized and can provide adequate assurances that such affiliate can perform the Contract. Any purported assignment in violation of this Section shall be null and void. It is the policy of the State of Michigan to withhold consent from proposed assignments, subcontracts, or novations when such transfer of responsibility would operate to decrease the State's likelihood of receiving performance on the Contract or the State's ability to recover damages.



(b) Contractor may not, without the prior written approval of the State, assign its right to receive payments due under the Contract. In the event of any such permitted assignment, Contractor shall not be relieved of its responsibility to perform any duty imposed upon it herein, and the requirement under the Contract that all payments shall be made to one entity shall continue.

### **2.293 Entire Contract; Order of Precedence**

(a) The Contract, including any Statements of Work and Exhibits, to the extent not contrary to the Contract, each of which is incorporated for all purposes, constitutes the entire agreement between the parties with respect to the subject matter and supersedes all prior agreements, whether written or oral, with respect to such subject matter and as additional terms and conditions on the purchase order shall apply as limited by **Section 2.061**.

(b) In the event of any inconsistency between the terms of the Contract and a Statement of Work, the terms of the Statement of Work will take precedence (as to that Statement of Work only); provided, however, that a Statement of Work may not modify or amend the terms of **Sections 2.110 through 2.220** of the Contract, which may be modified or amended only by a formal Contract amendment.

### **2.294 Headings**

Captions and headings used in the Contract are for information and organization purposes. Captions and headings, including inaccurate references, do not, in any way, define or limit the requirements or terms and conditions of the Contract.

### **2.295 Relationship of the Parties (Independent Contractor Relationship)**

The relationship between the State and Contractor is that of client and independent Contractor. No agent, employee, or servant of Contractor or any of its Subcontractors shall be or shall be deemed to be an employee, agent or servant of the State for any reason. Contractor will be solely and entirely responsible for its acts and the acts of its agents, employees, servants and Subcontractors during the performance of the Contract.

### **2.296 Notices**

(a) Any notice given to a party under the Contract shall be deemed effective, if addressed to such party as addressed below, upon: (i) delivery, if hand delivered; (ii) receipt of a confirmed transmission by facsimile if a copy of the notice is sent by another means specified in this Section; (iii) the third (3rd) Business Day after being sent by U.S. mail, postage pre-paid, return receipt requested; or (iv) the next Business Day after being sent by a nationally recognized overnight express courier with a reliable tracking system.

State:  
 State of Michigan  
 Office of Purchasing Operations  
 Attention: Joann Klasko  
 PO Box 30026  
 530 West Allegan  
 Lansing, Michigan 48933

with a copy to:  
 State of Michigan  
 Department of Information Technology  
 Attention: Patty Bogard  
 525 West Allegan  
 Constitution Hall, 1<sup>st</sup> Floor, North  
 Lansing, Michigan 48933

Contractor(s):  
Forestech Consulting Inc.  
Attention: Mark Milligan  
3059 Highland Oaks Terrace  
Tallahassee, FL 32301

Either party may change its address where notices are to be sent by giving notice in accordance with this Section.

(b) Binding Commitments

Representatives of Contractor identified in **Article 1, Attachment B** shall have the authority to make binding commitments on Contractor's behalf within the bounds set forth in such table. Contractor may change such representatives from time to time upon written notice.

**2.297 Media Releases and Contract Distribution**

(a) Media Releases

Neither Contractor nor the State will make any news releases, public announcements or public disclosures, nor will they have any conversations with representatives of the news media, pertaining to the Contract, the Services or the Contract without the prior written approval of the other party, and then only in accordance with explicit written instructions provided by that party. In addition, neither Contractor nor the State will use the name, trademarks or other proprietary identifying symbol of the other party or its affiliates without such party's prior written consent. Prior written consent of the Contractor must be obtained from authorized representatives.

(b) Contract Distribution

Purchasing Operations shall retain the sole right of Contract distribution to all State agencies and local units of government unless other arrangements are authorized by Purchasing Operations.

**2.298 Reformation and Severability**

Each provision of the Contract shall be deemed to be severable from all other provisions of the Contract and, if one or more of the provisions of the Contract shall be declared invalid, the remaining provisions of the Contract shall remain in full force and effect.

**2.299 Consents and Approvals**

Except as expressly provided otherwise in the Contract, if either party requires the consent or approval of the other party for the taking of any action under the Contract, such consent or approval shall be in writing and shall not be unreasonably withheld or delayed.

**2.300 No Waiver of Default**

The failure of a party to insist upon strict adherence to any term of the Contract shall not be considered a waiver or deprive the party of the right thereafter to insist upon strict adherence to that term, or any other term, of the Contract.

**2.301 Survival**

Any provisions of the Contract that impose continuing obligations on the parties including the parties' respective warranty, indemnity and confidentiality obligations, shall survive the expiration or termination of the Contract for any reason. Specific references to survival in the Contract are solely for identification purposes and not meant to limit or prevent the survival of any other section.

**2.302 Covenant of Good Faith**

Each party agrees that, in its dealings with the other party or in connection with the Contract, it shall act reasonably and in good faith. Unless stated otherwise in the Contract, the parties will not unreasonably delay, condition or withhold the giving of any consent, decision or approval that is either requested or



reasonably required of them in order for the other party to perform its responsibilities under the Contract.

### **2.303 Permits**

Contractor shall obtain and pay any associated costs for all required governmental permits, licenses and approvals for the delivery, installation and performance of the Services. The State shall pay for all costs and expenses incurred in obtaining and maintaining any necessary easements or right of way.

### **2.304 Website Incorporation**

State expressly states that it will not be bound by any content on the Contractor's website, even if the Contractor's documentation specifically referenced that content and attempts to incorporate it into any other communication, unless the State has actual knowledge of such content and has expressly agreed to be bound by it in a writing that has been manually signed by an authorized representation of the State.

### **2.305 Taxes**

Contractors are expected to collect and pay all applicable federal, state, and local employment taxes, including the taxes defined in Section 3.022 for all persons involved in the resulting Contract.

The State may refuse to award a contract to any Contractor who has failed to pay any applicable State taxes. The State may refuse to accept Contractor's bid, if Contractor has any outstanding debt with the State. Prior to any award, the State will verify whether Contractor has any outstanding debt with the State.

### **2.306 Prevailing Wage**

The rates of wages and fringe benefits to be paid each class of individuals employed by the Contractor, its subcontractors, their subcontractors, and all persons involved with the performance of this Contract in privity of contract with the Contractor shall not be less than the wage rates and fringe benefits established by the Michigan Department of Labor and Economic Development, Wage and Hour Bureau, schedule of occupational classification and wage rates and fringe benefits for the local where the work is to be performed. The term Contractor shall include all general contractors, prime contractors, project managers, trade contractors, and all of their contractors or subcontractors and persons in privity of contract with them.

The Contractor, its subcontractors, their subcontractors, and all persons involved with the performance of this contract in privity of contract with the Contractor shall keep posted on the work site, in a conspicuous place, a copy of all wage rates and fringe benefits as prescribed in the contract. You must also post, in a conspicuous place, the address and telephone number of the Michigan Department of Labor and Economic Development, the office responsible for enforcement of the wage rates and fringe benefits. You shall keep an accurate record showing the name and occupation of the actual wage and benefits paid to each individual employed in connection with this contract. This record shall be available to the State upon request for reasonable inspection.

If any trade is omitted from the list of wage rates and fringe benefits to be paid to each class of individuals by the Contractor, it is understood that the trades omitted shall also be paid not less than the wage rate and fringe benefits prevailing in the local where the work is to be performed.

### **2.307 Call Center Disclosure**

**Contractor and/or all subcontractors involved in the performance of this Contractor contact center services to inbound callers. Failure to disclose this information shall be a material breach of this Contract.**

### **2.308 Future Bidding Preclusion**



Contractor acknowledges that, to the extent this Contract involves the creation, research, investigation or generation of a future RFP, it may be precluded from bidding on the subsequent RFP. The State reserves the right to disqualify any bidder if the State determines that the bidder has used its position (whether as an incumbent Contractor, or as a Contractor hired to assist with the RFP development, or as a Contractor offering free assistance) to gain a leading edge on the competitive RFP.

### **2.310 Reserved**

### **2.320 Extended Purchasing**

#### **2.321 MiDEAL**

Public Act 431 of 1984 permits DMB to provide purchasing services to any city, village, county, township, school district, intermediate school district, non-profit hospital, institution of higher education, community, or junior college. A current listing of approved program members is available at: <http://www.michigan.gov/doingbusiness/0,1607,7-146-6586-16656--,00.html>. Unless otherwise stated, it is the responsibility of the Contractor to ensure that the non-state agency is an authorized purchaser before extending the Contract pricing.

The Contractor will supply Contract Services and equipment at the established State of Michigan contract prices and terms to the extent applicable and where available. Inasmuch as these are non-state agencies, all invoices will be submitted to and payment remitted by the local unit of government on a direct and individual basis. To the extent that authorized local units of government purchase quantities of Services and/or equipment under this Contract, the quantities of Services and/or equipment purchased will be included in determining the appropriate rate wherever tiered pricing based on quantity is provided.

#### **2.322 State Employee Purchases**

The State allows State employees to purchase from this Contract. Unless otherwise stated, it is the responsibility of the Contractor to ensure that the State employee is an authorized purchaser before extending the Contract pricing.

The Contractor will supply Contract Services and Deliverables at the established State of Michigan contract prices and terms to the extent applicable and where available. Inasmuch as these are non-state agencies, all invoices will be submitted to and payment emitted by the State employee on a direct and individual basis.

To the extent that authorized State employees purchase quantities of Services and/or Deliverables under this Contract, the quantities of Services and/or Deliverables quantity is provided.

### **2.330 Federal Grant Requirements**

#### **2.331 Federal Grant Requirements**

The following links contain certifications and terms which may be required for some purchases paid via Federal funds. They are included here to be utilized as required.

Lobbying Certifications are usually for agreements over \$100,000. The debarment certification is required for all agreements. The last link is where you can go and search for debarred or suspended contractors.

[http://straylight.law.cornell.edu/uscode/html/uscode31/usc\\_sec\\_31\\_00001352----000-.html](http://straylight.law.cornell.edu/uscode/html/uscode31/usc_sec_31_00001352----000-.html)  
[http://www.archives.gov/federal\\_register/codification/executive\\_order/12549.html](http://www.archives.gov/federal_register/codification/executive_order/12549.html)  
[http://www.archives.gov/federal\\_register/executive\\_orders/pdf/12869.pdf](http://www.archives.gov/federal_register/executive_orders/pdf/12869.pdf)  
<http://www.epls.gov/epl/servlet/EPLSearchMain/1>



**APPENDIX A**  
 Department of Natural Resources  
**FOREST, MINERAL AND FIRE MANAGEMENT**

Staff Names in  
*Italics>* are in  
 Acting Positions

May 24, 2007

**LANSING OFFICE**      **PO Box 30452, Lansing, MI 48909-7952**      **Phone: 517-373-1275**      **Fax: 517-373-2443**

| <b>CHIEF</b><br>Lynne Boyd              | <b>RECREATION<br/>AND TRAILS<br/>SECTION</b> | <b>PROGRAM<br/>SERVICES<br/>SECTION</b> | <b>RESOURCE PROTECTION<br/>AND COOPERATIVE<br/>PROGRAMS<br/>SECTION</b> | <b>MINERAL AND<br/>LAND<br/>MANAGEMENT<br/>SECTION</b> | <b>FOREST RESOURCE<br/>MANAGEMENT<br/>SECTION</b> |
|---|--|---|---|--|---|
| <b>ASSISTANT CHIEF</b><br>Donna LaCourt | 517-373-2891                                 | 517-335-3349                            | 517-335-3345  | 517-335-3251   | 517-335-3352                                      |
| 517-373-1246                            | Jim Radabaugh<br>Section Manager             | Joe Taylor<br>Section Manager           | Scott Heather<br>Section Manager  | Tom Wellman<br>Section Manager                         | Cara Boucher<br>Section Manager                   |

|                     | <b>PHONE</b> |   | <b>FAX</b>   |
|---------------------|--------------|---|--------------|
| Kirk Bradley        | 989-275-5211 | Forest Fire Experiment Station, Box 68, 1337 E Robinson Lake Rd., Roscommon, MI 48653       | 989-275-8249 |
| Mike Paluda         | 906-228-6561 | <b>UP FIELD COORDINATOR, Marquette OSC, 1990 US-41 South, Marquette, MI 49855</b>           | 906-228-5245 |
| Al Keto             | 906-249-1497 | Marquette Warehouse and Repair Shop, 110 Ford Rd., Marquette, MI 49855                      | 906-249-3080 |
| Rich Mergener       | 810-229-9152 | State Forest Tree Improvement Center, 4631 Bishop Lake Rd., Howell, MI 48843                | 810-229-0827 |
| Rich Mergener       | 906-341-2518 | Wyman Nursery, 480N Intake Park Rd., Manistique, MI 49854-8800                              | 906-341-8344 |
| Debbie Begalle      | 906-228-6561 | <b>WUP District Supervisor, Marquette OSC, 1990 US-41 South, Marquette, MI 49855</b>        | 906-228-5245 |
|                     | 906-353-6651 | Baraga Operations Service Center, 427 US-41 North, Baraga, MI 49908                         | 906-353-7464 |
| Don Mankee          | 906-353-6651 | <b>BARAGA MANAGEMENT UNIT, 427 US-41 North, Baraga, MI 49908</b>                            | 906-353-7464 |
|                     | 906-288-3058 | Twin Lakes Field Office, 6204E Poyhonen, Toivola, MI 49965                                  | 906-288-3038 |
|                     | 906-224-2771 | Wakefield Field Office, 1405 East US-2, Wakefield, MI 49968                                 | 906-224-1026 |
| Steve Milford       | 906-875-6622 | <b>CRYSTAL FALLS MANAGEMENT UNIT, 1420 US-2 West, Crystal Falls, MI 49920</b>               | 906-875-3336 |
|                     | 906-563-9042 | Norway Field Office, 500 Murray Rd, US-2 West, PO Box 126, Norway, MI 49870                 | 906-563-5802 |
|                     | 906-246-3245 | Felch Field Office, PO Box 188, Felch, MI 49831   | 906-246-3247 |
| Bill Brondyke       | 906-346-9201 | <b>GWINN MANAGEMENT UNIT, 410 West M-35, Gwinn, MI 49841</b>                                | 906-346-9681 |
|                     | 906-249-1497 | Marquette Field Office, 110 Ford Road, Marquette, MI 49855                                  | 906-249-3080 |
|                     | 906-485-1031 | Ishpeming Field Office, 1985 US 41 Hwy West, Ishpeming, MI 49849                            | 906-485-6200 |
| Mike Paluda--Acting | 906-293-5131 | <b>EUP District Supervisor, Newberry OSC, 5100 State Hwy M-123, Newberry, MI 49868-8117</b> | 906-293-8728 |
|                     | 906-786-2351 | Escanaba Office, 6833 Hwy 2, 41 & M-35, Gladstone, MI 49837                                 | 906-786-1300 |
| Eric Thompson       | 906-786-2354 | <b>ESCANABA MANAGEMENT UNIT, 6833 Hwy 2, 41 &amp; M-35, Gladstone, MI 49837</b>             | 906-786-2384 |
|                     | 906-753-6317 | Stephenson Field Office, West 5420 River Road, Stephenson, MI 49887                         | 906-753-4081 |
| Les Homan           | 906-293-3293 | <b>NEWBERRY MANAGEMENT UNIT, 5666 Hwy M-123, Box 428, Newberry, MI 49868</b>                | 906-293-8530 |
| Pat Hallfrisch      | 906-635-5281 | <b>SAULT STE MARIE MANAGEMENT UNIT, Box 798, 2001 Ashmun, Sault Ste Marie, MI 49783</b>     | 906-635-5282 |
|                     | 906-297-2581 | Detour Village Field Office, PO Box 92, 834 M-134, Detour Village, MI 49725                 | 906-297-5015 |
|                     | 906-477-6048 | Naubinway Field Office, PO Box 287, US 2 W11569, Naubinway, MI 49762                        | 906-477-6864 |



**APPENDIX A**  
 Department of Natural Resources  
**FOREST, MINERAL AND FIRE MANAGEMENT**

Staff Names in  
*Italics>* are in  
 Acting Positions

May 24, 2007

|                     |   |  |   |
|---------------------|---|--|---|
| Jeff Stampfly       | <b>906-452-6227</b><br>906-499-3346<br>906-341-8463 | <b>SHINGLETON MANAGEMENT UNIT</b> , M-28 West, PO Box 67, Shingleton, MI 49884<br>Seney Field Office, Corner of M-77 & M-28, PO Box 72, Seney, MI 49883<br>Wyman Nursery (FORESTRY), 480N Intake Park Rd., Manistique, MI 49854-8800 | <b>906-452-6584</b><br>906-499-3402<br>906-341-8344 |
|                     | <b>PHONE</b>  |  | <b>FAX</b>  |
| <b>Bill O'Neill</b> | <b>989-732-3541</b>                                 | <b>LP FIELD COORDINATOR, Gaylord OSC, 1732 West M-32, Gaylord, MI 49735</b>  | <b>989-732-0794</b>                                 |
|                     | 989-732-3541  | Gaylord Operations Service Center, 1732 West M-32, Gaylord, MI 49735   | 989-732-0794  |
| Edwin Moore         | 989-732-4481  | Gaylord Repair Shop, 1846 M-32 West, Gaylord, MI 49734-0596  | 989-705-8069  |
|                     | 231-238-9314  | Indian River Office, PO Box 10, 6984 Wilson, Indian River, MI 49749  | 231-238-6757  |
|                     | 989-826-3211  | Mio Office, 191 S. Mt. Tom Rd., Mio, MI 48647  | 989-826-3509  |
| Roger Hoeksema      | <b>231-775-9727</b>                                 | <b>WLP District Supervisor, Cadillac OSC, 8015 Mackinaw Trail, Cadillac, MI 49601</b>  | <b>231-775-9671</b>                                 |
| Bill Sterrett       | <b>231-775-9727</b>                                 | <b>CADILLAC MANAGEMENT UNIT</b> , 8015 Mackinaw Trail, Cadillac, MI 49601  | <b>231-775-9671</b>                                 |
|                     | 231-745-4651  | Baldwin Field Office, 2468 West 24 <sup>th</sup> St., Baldwin, MI 49304  | 231-745-8743  |
|                     | 231-734-5840  | Evart Field Office, 6024 80 <sup>th</sup> Ave, Evart, MI 49631   | 231-734-6491  |
|                     | 231-861-5636  | Oceana Field Office, 1757 E Hayes Rd., M-20, Shelby, MI 49455  | 231-861-6528  |
|                     | 231-824-3591  | Manton Field Office, 521 N. Michigan, Manton, MI 49663   | 231-824-9340  |
| Courtney Borgondy   | <b>989-426-9205</b>                                 | <b>GLADWIN MANAGEMENT UNIT</b> , 801 N Silverleaf, Gladwin, MI 48624   | <b>989-426-1454</b>                                 |
|                     | 989-539-6411  | Harrison Field Office, 2115 Sullivan Dr., Harrison, MI 48625   | 989-539-0830  |
|                     | 989-846-4104  | Standish Field Office, 527 N. M-76, Box 447, Standish, MI 48658  | 989-846-0010  |
|                     | 989-687-7771  | Sanford Field Office, 118 W. Saginaw, Sanford, MI 48657  | 989-687-7838  |
| Jim Fisher          | <b>989-275-5151</b>                                 | <b>SOUTHERN MANAGEMENT UNIT</b> , 8717 N. Roscommon Rd., Roscommon, MI 48653   | <b>989-275-5167</b>                                 |
| Ken Alto            | 517-675-5111  | Rose Lake Warehouse and Repair Shop, 9870 W. Stoll Rd., Haslett, MI 48840  | 517-675-7151  |
|                     | 989-872-4009  | Cass City Field Office, 4017 E. Caro Rd., Cass City, MI 48726  | 989-872-4375  |
| Kim Dufresne        | 269-685-6851  | Plainwell Operations Service Center, 621 N. 10 <sup>th</sup> Street, Plainwell, MI 49080   | 269-685-1362  |
|                     | 231-788-5062  | Muskegon Field Office, 7550 E. Messinger Rd., Twin Lake, MI 49457  | 231-788-5249  |
|                     | 269-673-5819  | Allegan Field Office, 4590 118 <sup>th</sup> Ave., Allegan, MI 49010   | 269-673-5184  |
|                     | 269-795-9393  | Yankee Springs Field Office, 420 Bassett Lake Rd., Middleville, MI 49333   | 269-795-4590  |
| Bruce Miller        | 810-229-5762  | Brighton Office, 5995 Chilson Rd., Howell, MI 48843  | 810-229-0195  |
|                     | 810-724-4804  | Imlay City Field Office, 571 East Borland, Imlay City, MI 48444  | 810-724-1010  |
| Dave Lemmien        | <b>231-922-5280</b>                                 | <b>TRAVERSE CITY MANAGEMENT UNIT</b> , 970 Emerson, Traverse City, MI 49686  | <b>231-922-1853</b>                                 |
|                     | 231-325-4611  | Platte River Field Office, 15210 US-31 Hwy, Beulah, MI 49617   | 231-325-2111  |
|                     | 231-258-2711  | Kalkaska Field Office, 2089 N. Birch St., Kalkaska, MI 49646   | 231-258-9471  |
| Dayle Garlock       | <b>989-732-3541</b>                                 | <b>ELP District Supervisor, Gaylord OSC, 1732 West M-32, Gaylord, MI 49735</b>   | <b>989-432-0794</b>                                 |
| Laurie Marzolo      | <b>989-785-4251</b>                                 | <b>ATLANTA MANAGEMENT UNIT</b> , 13501 M-33, Atlanta, MI 49709   | <b>989-785-3513</b>                                 |
|                     | 989-354-7822  | Alpena Field Office, 4343 M-32 West, Alpena, MI 49707  | 989-356-2913  |



**APPENDIX A**  
 Department of Natural Resources  
**FOREST, MINERAL AND FIRE MANAGEMENT**

Staff Names in  
***Italics*** are in  
 Acting Positions

May 24, 2007

|                              |   |  |   |
|------------------------------|---|--|---|
| Joyce Angel-Ling             | 989-733-8774<br><b>989-732-3541</b><br>231-533-8341<br>231-539-8564<br>231-238-9314 | Onaway Field Office, 2312 North M-211 Rd., Onaway, MI 49765<br><b>GAYLORD MANAGEMENT UNIT</b> , 1732 West M-32, Gaylord, MI 49735<br>Bellaire Field Office, 701 E Cayuga St., PO Box 278, Bellaire, MI 49615<br>Pellston Field Office, 304 Stimson, Box 126, Pellston, MI 49769<br>Indian River Field Office, PO Box 10, 6984 Wilson, Indian River, MI 49749 | 989-733-8553<br><b>989-731-6214</b><br>231-533-5094<br>231-539-8583<br>231-238-6757 |
| Susan Thiel                  | <b>989-348-6371</b><br>989-736-8336<br>989-826-3211                                 | <b>GRAYLING MANAGEMENT UNIT</b> , 1955 N. I-75 BL, Grayling, MI 49738<br>Lincoln Field Office, 408 Main St., PO Box 122, Lincoln, MI 48742<br>Mio Field Office, 191 S. Mt. Tom Rd., Mio, MI 48647  | <b>989-348-8825</b><br>989-736-3524<br>989-826-3509                                 |
| <i>Laurie Marzolo-Acting</i> | <b>989-983-4101</b>   | <b>PIGEON RIVER COUNTRY MANAGEMENT UNIT</b> , 9966 Twin Lakes Rd., Vanderbilt, MI 49795  | <b>989-983-3957</b>   |
| Steve Anderson               | <b>989-275-4622</b><br>989-422-2897<br>989-345-0472                                 | <b>ROSCOMMON MANAGEMENT UNIT</b> , 8717 N Roscommon Rd, PO Box 218, Roscommon, MI 48653<br>Houghton Lake Field Office, 180 S. Harrison Rd., Houghton Lake, MI 48629<br>West Branch Field Office, 410 Fairview Rd., West Branch, MI 48661   | <b>989-275-6203</b><br>989-422-5191<br>989-345-0620                                 |

**APPENDIX B  
PERSONNEL RESUME TEMPLATE**

|  |   |
|--|---|
| <b>Proposed Resource Name:</b>   |   |
| <b>Proposed Classification:</b>  | <b>Project Manager</b>  |
| <b>Key Personnel:</b>  | <b>Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/></b> |
| <b>If resource is associated with a subcontractor provide name of company:</b> |   |
| <b>Percentage of time resource will be allocated to project:</b>               |   |

**Bidder:** List the skills and experience that qualify the individual for the duties and responsibilities on this project for the proposed role. Provide the name of the project(s) and the year(s) the experience was obtained.

The experience requirements are stated as follows:

| <b>Required Skills</b>   | <b>Bidder's Response</b>   |
|--|--|
| 5 to 7 years of project management experience involving large scale development and implementation projects  | <b>Does resource have this required skill: Yes <input type="checkbox"/> or No <input type="checkbox"/></b><br><b>Description of skills and experience:</b><br><b>Name of project(s) and year(s) experience was obtained:</b> |
| 5 years of experience in the environmental field, implementing data management/decision support tools  | <b>Does resource have this required skill: Yes <input type="checkbox"/> or No <input type="checkbox"/></b><br><b>Description of skills and experience:</b><br><b>Name of project(s) and year(s) experience was obtained:</b> |
| Possess a four-year degree in a Natural Resources field, with four years of experience in Forestry in the Great Lakes region (Michigan, Wisconsin, Minnesota, Illinois, Indiana, Ohio, and Ontario). | <b>Does resource have this required skill: Yes <input type="checkbox"/> or No <input type="checkbox"/></b><br><b>Description of skills and experience:</b><br><b>Name of project(s) and year(s) experience was obtained:</b> |
| 2 years of experience in managing a project using the vendor's proposed solution   | <b>Does resource have this required skill: Yes <input type="checkbox"/> or No <input type="checkbox"/></b><br><b>Description of skills and experience:</b><br><b>Name of project(s) and year(s) experience was obtained:</b> |
| Project Management Certification desired   | <b>Does resource have this required skill: Yes <input type="checkbox"/> or No <input type="checkbox"/></b><br>If yes, provide copy of certification  |

## APPENDIX B PERSONNEL RESUME TEMPLATE

List client references for work performed to meet the requirements stated above, and all projects the proposed resource has worked on in the last three (3) years. A minimum of three (3) references are required. By submission of this information, the bidder and identified key person authorize the State of Michigan to contact references and previous employers provided to verify the accuracy of the information. Provide the identified information for each:

|   |  |
|---|--|
| Start Date: <i>date started on project</i>  | End Date: <i>date rolled off project</i> |
| Client/Project: <i>Client, with contact information (i.e.: address, phone #s , and email address), and project name</i> |  |
| Employer: <i>identify employer at the time of experience</i>  |  |
| Title/Percentage of time: <i>title of role on project and percentage of time spent on project</i>                       |  |
| Description: <i>brief description of responsibilities for the project. Include software version</i>                     |  |

|                           |           |
|---------------------------|-----------|
| Start Date:               | End Date: |
| Client/Project:           |           |
| Employer:                 |           |
| Title/Percentage of time: |           |
| Description:              |           |

|                           |           |
|---------------------------|-----------|
| Start Date:               | End Date: |
| Client/Project:           |           |
| Employer:                 |           |
| Title/Percentage of time: |           |
| Description:              |           |

### EDUCATION

| Education                              |                                     |                 |
|--|-------------------------------------|-----------------|
| Degree (i.e. PhD, Master's, Bachelors) |                                     | Year Completed: |
| Program                                | <i>Major(s) area of study:</i>      |                 |
| University                             | <i>(include name &amp; address)</i> |                 |

| Additional Education                   |                                     |                             |
|--|-------------------------------------|-----------------------------|
| Degree (i.e. PhD, Master's, Bachelors) |                                     | Year Completed:             |
| Program                                | <i>Major(s) area of study:</i>      | <i>Minor area of study:</i> |
| University                             | <i>(include name &amp; address)</i> |                             |

**TRAINING** – Provide any relevant technical or professional training related to the role resource will be providing on this project.

| Technical or Professional Training |   |
|------------------------------------|---|
| Course Name                        |   |
| Topic                              | <i>(include credit hours if applicable)</i> |
| Date taken                         |   |

| Certifications/Affiliations |  |
|-----------------------------|--|
| Name                        |  |
| Topic/Description           |  |
| Date completed              |  |

**APPENDIX B**  
**PERSONNEL RESUME TEMPLATE**

The Bidder must submit a letter of commitment for Key Personnel, signed by the identified resource, stating their commitment to work for the bidder/subcontractor on this project contingent on award of the bid. If the identified personnel are currently assigned to a State project the bidder must provide a letter signed by the State Project Manager releasing the individual from the project.

**APPENDIX C  
PERSONNEL RESUME TEMPLATE**

|  |  |
|--|--|
| <b>Proposed Resource Name:</b>   |  |
| <b>Proposed Classification:</b>  | Training Coordinator   |
| <b>Key Personnel:</b>  | Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/> |
| <b>If resource is associated with a subcontractor provide name of company:</b> |  |
| <b>Percentage of time resource will be allocated to project:</b>               |  |

**Bidder:** List the skills and experience that qualify the individual for the duties and responsibilities on this project for the proposed role. Provide the name of the project(s) and the year(s) the experience was obtained.

The experience requirements are stated as follows:

| <b>Required Skills</b>  | <b>Bidder's Response</b>   |
|---|--|
| Good communication skills and ability to discuss program issues clearly and concisely with project and program managers | <b>Does resource have this required skill: Yes <input type="checkbox"/> or No <input type="checkbox"/></b><br><b>Description of skills and experience:</b><br><b>Name of project(s) and year(s) experience was obtained:</b> |
| Minimum of 6 years of professional training experience.   | <b>Does resource have this required skill: Yes <input type="checkbox"/> or No <input type="checkbox"/></b><br><b>Description of skills and experience:</b><br><b>Name of project(s) and year(s) experience was obtained:</b> |
| Minimum of 8 years of professional technical writing  | <b>Does resource have this required skill: Yes <input type="checkbox"/> or No <input type="checkbox"/></b><br><b>Description of skills and experience:</b><br><b>Name of project(s) and year(s) experience was obtained:</b> |
| Experience as a Lead Coordinator of training analysis, initiatives and implementation                                   | <b>Does resource have this required skill: Yes <input type="checkbox"/> or No <input type="checkbox"/></b><br><b>Description of skills and experience:</b><br><b>Name of project(s) and year(s) experience was obtained:</b> |
| Experience in creating manuals, policy and procedures   | <b>Does resource have this required skill: Yes <input type="checkbox"/> or No <input type="checkbox"/></b><br><b>Description of skills and experience:</b><br><b>Name of project(s) and year(s) experience was obtained:</b> |

## APPENDIX C PERSONNEL RESUME TEMPLATE

List client references for work performed to meet the requirements stated above, and all projects the proposed resource has worked on in the last three (3) years. A minimum of three (3) references are required. By submission of this information, the bidder and identified key person authorize the State of Michigan to contact references and previous employers provided to verify the accuracy of the information. Provide the identified information for each:

|   |  |
|---|--|
| Start Date: <i>date started on project</i>  | End Date: <i>date rolled off project</i> |
| Client/Project: <i>Client, with contact information (i.e.: address, phone #s , and email address), and project name</i> |  |
| Employer: <i>identify employer at the time of experience</i>  |  |
| Title/Percentage of time: <i>title of role on project and percentage of time spent on project</i>                       |  |
| Description: <i>brief description of responsibilities for the project. Include software version</i>                     |  |

|                           |           |
|---------------------------|-----------|
| Start Date:               | End Date: |
| Client/Project:           |           |
| Employer:                 |           |
| Title/Percentage of time: |           |
| Description:              |           |

|                           |           |
|---------------------------|-----------|
| Start Date:               | End Date: |
| Client/Project:           |           |
| Employer:                 |           |
| Title/Percentage of time: |           |
| Description:              |           |

### EDUCATION

| Education                              |                                     |                 |
|--|-------------------------------------|-----------------|
| Degree (i.e. PhD, Master's, Bachelors) |                                     | Year Completed: |
| Program                                | <i>Major(s) area of study:</i>      |                 |
| University                             | <i>(include name &amp; address)</i> |                 |

| Additional Education                   |                                     |                      |
|--|-------------------------------------|----------------------|
| Degree (i.e. PhD, Master's, Bachelors) |                                     | Year Completed:      |
| Program                                | Major(s) area of study:             | Minor area of study: |
| University                             | <i>(include name &amp; address)</i> |                      |

**TRAINING** – Provide any relevant technical or professional training related to the role resource will be providing on this project.

| Technical or Professional Training |   |
|------------------------------------|---|
| Course Name                        |   |
| Topic                              | <i>(include credit hours if applicable)</i> |
| Date taken                         |   |

| Certifications/Affiliations |  |
|-----------------------------|--|
| Name                        |  |
| Topic/Description           |  |
| Date completed              |  |

## **APPENDIX C PERSONNEL RESUME TEMPLATE**

The Bidder must submit a letter of commitment for Key Personnel, signed by the identified resource, stating their commitment to work for the bidder/subcontractor on this project contingent on award of the bid. If the identified personnel are currently assigned to a State project the bidder must provide a letter signed by the State Project Manager releasing the individual from the project.

**APPENDIX D  
ADDITIONAL PERSONNEL RESUME TEMPLATE**

|  |                                     |
|--|-------------------------------------|
| <b>Proposed Resource Name:</b>   |                                     |
| <b>Proposed Classification:</b>  | <i>(i.e. Program Analyst, etc.)</i> |
| <b>If resource is associated with a subcontractor provide name and address of company:</b> |                                     |
| <b>Percentage of time resource will be allocated to project:</b>                           |                                     |

List the duties & responsibilities of the proposed resource and the skills and experience that qualify the individual for this project. Please provide the name of the relevant project(s) and the year(s) the experience was obtained.

| <b>Duties &amp; Responsibilities</b>   | <b>Skills &amp; Experience</b>  |
|--|---|
| <b>Description of duties and responsibilities:</b><br><i>Example.: Training Coordinator –</i> <ul style="list-style-type: none"> <li>• <i>Training plan with schedules;</i></li> <li>• <i>Provide training classes for train the trainers, end-users, and administrators;</i></li> <li>• <i>Develop manuals;</i></li> <li>• <i>Process for updating training manuals.</i></li> </ul> | <b>Description of skills and experience:</b><br><i>Example: Developed a training plan and coordinated schedules for train the trainers, end users, and administrators. Developed an on-line reference manual and hard copy manual with a process for future updates.</i><br><br><b>Name of project(s) and year(s) of experience obtained:</b><br><i>Example: Lead Training Coordinator for DHS Bridges Project<br/>1-1-05 through 12-31-05.</i> |
| <b>Description of duties and responsibilities:</b>   | <b>Description of skills and experience:</b><br><br><b>Name of project(s) and year(s) of experience obtained:</b>   |
| <b>Description of duties and responsibilities:</b>   | <b>Description of skills and experience:</b><br><br><b>Name of project(s) and year(s) of experience obtained:</b>   |

## APPENDIX D ADDITIONAL PERSONNEL RESUME TEMPLATE

List the client references and all projects the proposed resource has worked on in the last three (3) years. A minimum of three (3) references are required. By submission of this information, the bidder and identified person authorize the State of Michigan to contact references and previous employers provided to verify the accuracy of the information. Provide the identified information for each:

|   |  |
|---|--|
| Start Date: <i>date started on project</i>  | End Date: <i>date rolled off project</i> |
| Client/Project: <i>Client, with contact information (i.e.: address, phone #s , and email address), and project name</i> |  |
| Employer: <i>identify employer at the time of experience</i>  |  |
| Title/Percentage of time: <i>title of role on project and percentage of time spent on project</i>                       |  |
| Description: <i>brief description of responsibilities for the project. Include software version</i>                     |  |

|                           |           |
|---------------------------|-----------|
| Start Date:               | End Date: |
| Client/Project:           |           |
| Employer:                 |           |
| Title/Percentage of time: |           |
| Description:              |           |

|                           |           |
|---------------------------|-----------|
| Start Date:               | End Date: |
| Client/Project:           |           |
| Employer:                 |           |
| Title/Percentage of time: |           |
| Description:              |           |

### EDUCATION

| Education                              |                                     |                      |
|--|-------------------------------------|----------------------|
| Degree (i.e. PhD, Master's, Bachelors) |                                     | Year Completed:      |
| Program                                | Major(s) area of study:             | Minor area of study: |
| University                             | <i>(include name &amp; address)</i> |                      |

| Additional Education                   |                                     |                      |
|--|-------------------------------------|----------------------|
| Degree (i.e. PhD, Master's, Bachelors) | Example:                            | Year Completed:      |
| Program                                | Major(s) area of study:             | Minor area of study: |
| University                             | <i>(include name &amp; address)</i> |                      |

**TRAINING** – Provide any relevant technical or professional training related to the role resource will be providing on this project.

| Technical or Professional Training |   |
|------------------------------------|---|
| Course Name                        |   |
| Topic                              | <i>(include credit hours if applicable)</i> |
| Date taken                         |   |

| Certifications/Affiliations |  |
|-----------------------------|--|
| Name                        |  |
| Topic/Description           |  |
| Date completed              |  |