

# How to Pass the Proposal Screening Process

**2022 PEPS Conference** 

Najitha Bulathsinhala, PE Philip Howlett, PE





## To keep you in the game!



PEPS Goal = Zero Disqualifications

## **Presentation Topics**



Purpose

Submittal Process

Screening Resources

Submittal Attachments

Final Thoughts

Questions and Comments

## **Purpose**











Money



If you're DQ'd, It's a loss to you and a loss to the State!



## Has your firm ever submitted a Proposal to TxDOT-PEPS?



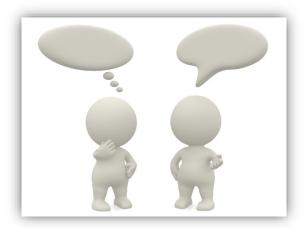


# Is their anybody here that is completely new to our solicitation process?





# What are some reasons for Disqualification (DQ)?



### **Evolution of Submittals**



## **SUBMITTALS THROUGH TIME**

Submission of multiple paper copies

Submission of paper copy and a USB drive

Electronic Submission

### **Bonfire Submittals**





No more special deliveries needed.





## **Additional Bonfire Benefits**

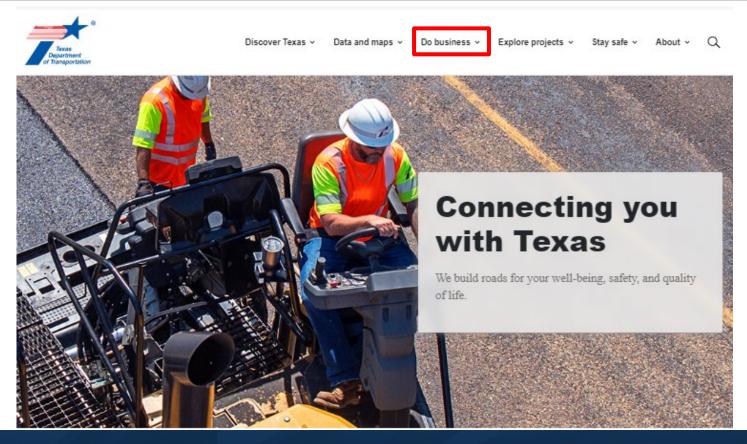
Submittal checking that helps to prevent missed elements of your submission.

Ability to modify or replace a response up to the closing date deadline.

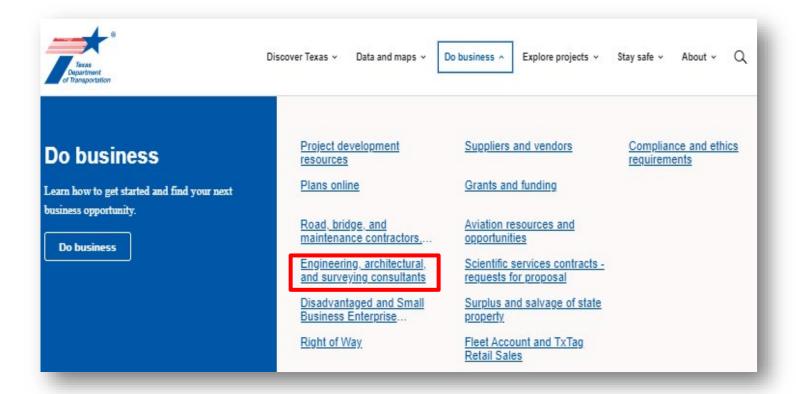
Receipt upon successful submission with a date and time stamp.













## Engineering, architectural, and surveying consultants



Working with PEPS

Qualifications-based selection »



Become precertified

Eligibility & application preparation and



Become administratively qualified

Non-federal & federal process and

submittal process >>

which is a submittal process of the process of th



Additional requirements for contracting with PEPS

HUB or DBE subcontracting goals and insurance requirements. \*\*



Projected contracts, consultants selected, and contract advertisements »



Fraining and events
PEPS conferences and fireside chats »



Manage active contracts

PS-CAMS and invoicing »



Perform required administrative tasks

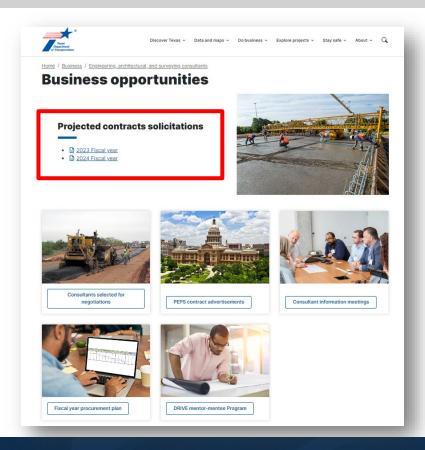
Learn more »



Resources

Eligible firms, forms, and state laws & rules





#### Projected Contracts List FY2023

NOTE: To ensure that you are viewing the most current list, please clear your cache, delete your browning history, and/or refresh your acreen.

Below is a list of anticipated contracts for architectural, enjouening and surveying professional services.

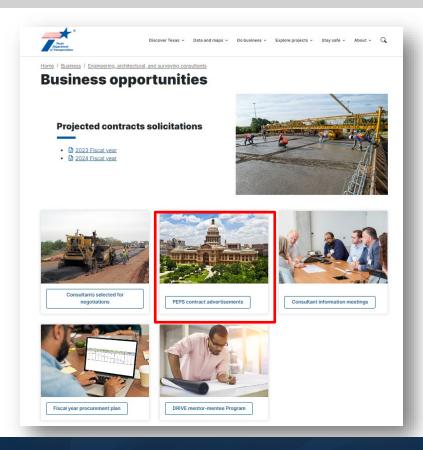
A project's presence on this list is not an indication that a project contract is submirated for a devertisement. The

#### 10/25/2022

							TOTZOTZOZZ						
Estimated Date of Advertisement	Discipline of Procurement	District or Division Managing Contract	Procuring PEPS Service Center	Procurement Contact	Procurement Engineer (Do Not Contact)	Selection Process	Description of Procurement. (Location, project limits, type of work, unique services, etc.)	Project Location (County, District, Statewide)	Contract Type Specific Deliverable (SD) Indefinite Deliverable (ID)	Anticipated Funding Type (State or Federal)	Number of Contracts	Estimated Maximum Contract Value	Pre-Solicitation Meeting
October 2022 Wave 1	Construction, Engineering, Inspection (CEI)	Laredo District	Urben	Jaima Vota	Allson Kurwitz	Federal with Interview (DBE)	CEI services for the Laredo District. US 59 from 0.12 miles south of Corridor Rd. (Airport) to international Bird.	Laredo District	SD	Federal	1	TBD	Thursday, October 20, 2022 3:00 p.m 4:00 p.m. Virtual MS Teams
October 2022 Wave 1	Construction, Engineering, Inspection (CEI)	Odesse District	Rural	Lynn Daniel	Manny Salas	Federal with Interview (DBE)	CEI services for the Odessa District - IH 20 Widening and adding lanes.	Ector / Midland	SD	Federal	1	TED	Tuesday September 27, 2022 10:00 a.m 11:00 a.m. GT Virtual MS Teams
October 2022 Www.1	Engineering - Other	Design Division (DES)	Divisions	Keri Podrabasi	Billy Frees	Non Federal with Interview (HUS)	Design Districts: Strategic Planning and Implementation of Digital Delivery of schematics and PS&E	Statewide	Ю	State	1	\$9,000,000	Friday, October 21, 2022 10.00 a.m 11.00 a.m. CT Virtual MS Tearns
October 2022 Www.1	Schematic / Environmental	Dellas Destrict	Darles	Janounika Janounika	Christopher Franco	Federal with Interview (OBE)	Schematic/Environmental services for the 1-345 project from IH 30 to SPUR 366 in the Dahas District.	Dellas District	80	Federal	1	TBD	Findey September 9, 2022 11,00 a.m noon. Virtual MS Team
December 2022 Wave 2	Comprehensive Engineering Consultant (CEC)	Austin District	Austin	Charles Davidson	Todd Speck	Federal with Interview (DBE)	CED services for the Austin District to sugment and support the Districts staff in needed areas for various origing projects and services.	Austin District	10	State	2	\$10,000,000	Wednesday November 9, 2022 200 p.m. Virtual MS Teams
December 2022 Wave 2	Construction, Engineering Inspection (CEI)	Corpus Christi District	Urban	Jaime Veta	TBD	Federal with Interview (DBE)	CEI services for the Corpus Christi District: US 281 around Alice from 85.281 South to 85.281 North. Project will construct maintaines and grade separations for the future I- 69 Comidor.	Jim Wells County	80	Federal	1	TBD	
December 2022 Www.2	Construction, Engineering, Inspection (CEI)	Dalles District	Delles	Janouska	TBD	Federal with Interview (DBE)	CEI services for the Dallas District IH 35 from N Tenso Blvd to IH 35W, to US 380, to US 77 in Denton County	Dallas District	SD	Federal	1	TED	
December 2022 Www.2	Construction, Engineering, Inspection (CEI)	Fort Worth Diablet	Fort Worth	Japanen Andresa	TBD	Federal with Interview (DBE)	CEBI Services for Fort Worth District	Fort Worth District	ю	Federal	3	\$7,000,000	Thursday, December 5, 2022 11:00 a.m noon Tagoot Fort Worth Descript HQ 25:01:5W Loop 25:01 Fort Worth Ta 76:133
December 2022 Wave 2	Construction, Engineering Inspection (CEI)	Houston District	Houston	Kiminh Naturen	TBD	Federal with Interview (DBE)	CEI services for the Houston District 1-45 - Causeway to 61st	Galveston County	SD	Federal	1	TÉD	
December 2022 Wave 2	Construction, Engineering, Inspection (CEI)	Peris District	Runal	Lunn Daniel	Phil Howlett	Federal with Interview (OBE)	CEI services for the Paris District. US-75, from North Loy Lake Road to US-82, widen 4 lane to 6 lane	Grayson County	8D	Federal	1	TBD	Wednesday, November 16, 2022 2,00 p.m 3,00 p.m. Virtual MS Tearns
December 2022 Wave 2	Construction, Engineering, Inspection (CEI)	Tyler District	Urban	Jame Vala	TBD	Federal with Interview (DBE)	CEI services for the Tyler District: FM 2493 from FM 346 to 0.3 miles south of FM 344 (British County line), and Smith County line to US 69 5 of Bulland widen to 4 lanes with overpass (2 CSIs)	Tyler District	so	Federal	1	TBD	



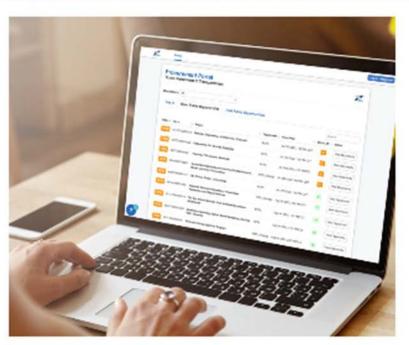






## PEPS contract advertisements

This page contains additional documents and information related to professional services solicitations.



## Bonfire electronic submittal platform

PEPS procurements are posted in the Bonfire electronic submittal and evaluation tool (eSET) prior to each wave. Vendors will use eSET to submit responses to PEPS solicitations.

- Bonfire frequently asked questions November 2021
- Electronic submittals presentation October 14, 2020

txdot.bonfirehub.com

## Request for Proposal (RFP) Submittal (Proposal) Package Contents



Attachment 1: Cover Page / Questionnaire

Attachment 2: Proposal

**Attachment 3: Project Team Composition (PTC)** 

Attachment 4: Subprovider Contact Information

Attachment 5: Non-Listed Category (NLC) Qualifications Template (If applicable)

Attachment 6: HUB Subcontracting Plan (HSP) (Non-Federal)

## **Instructions**



## CAUTION

FOLLOW INSTRUCTIONS!

INSTRUCTIONS:





## **Video Recap**



The last thing said in the video...



"Not the best, but I think it QUALIFIES, and it's a WIN."



Our presentation is to help you QUALIFY, and that is a WIN.

## **Screening Checklist - Federal (DBE)**



#### Proposal Screening Checklist Federal Process

Criteria	RFP Requirements	Pass	Fall
Cover Page Certifications (Criterion B-1)	All the certification statements are checked yes.		
Cover Page Screening (Criterion B-2)	The Prime Provider Project Manager is an employee of the prime firm and has entered the required license information. The project manager identified in the cover page questionnaire must match the project manager listed in the proposal or the proposal will be considered non-responsive. If required in the RFP, the Deputy PM is listed on the cover page, is an employee of the prime firm, and has entered the required license information.		
Prohibited Agency (Criterion C-1)	Per Govt. Code 2252.152, etc., Texas agencies are prohibited by law from conducting business with certain companies listed on the State Comptroller's webpage, which also includes other prohibited entities. Check all the lists located at the link below for Prime Provider Name.  **Interview of the Company o		
Debarred Agency (Criterion C-2)	Verify that the Prime Provider firm is not on the list of FHWA excluded firms at https://www.sam.gov/.		
Proposal within Page Limits (Criterion C-3)	The number of pages within the proposal package does not exceed the number of pages specified in the RFP. If the proposal contains more pages than specified, only the correct number of pages will be scored, the rest will be omitted. This is not a disqualification.		
Proposal Formatted Correctly (Criterion C-4)	The proposal is in substantial compliance with the remainder of the formatting requirements identified in the RFP. A proposal will not be disqualified for minor formatting issues.		
Not Precluded (Criterion C-5)	If the RFP includes a preclusion statement, verify that the prime provider and all subproviders are not precluded from competing for the advertised contract. Address any disclosure or other requirement related to the management of conflicts of interest, as applicable.		
Follows Core Team Restrictions (Criterion C-6)	If the RFP includes a core team restriction statement, verify that the core team members are not submitted as core team members on other teams competing for this solicitation or others in this wave as applicable.		
	The project team meets the assigned DBE goal. If not, demonstration of good faith effort documentation is attached. Each prime and sub firm listed to meet the assigned goal is found in the TUCP Directory. Refer to the "Verification of DBE Certifications, Guidance and Instructions."		
PTC DBE Goal Good (Criterion C-7)	Subproviders: Each subprovider listed to meet the goal must be certified in the NAICS Code applicable to the type of service being offered by that firm. If not, the firm cannot be counted toward the assigned DBE goal. The proposal package will not be disqualified if the overall DBE goal is met with qualified subproviders.		
	Prime Providers: A DBE prime provider may be counted toward the goal. DBE prime providers do not need to be screened for NAICS codes. If the prime is a		



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#### Proposal Screening Checklist Federal Process

Criteria	RFP Requirements	Pass	Fall
	DBE firm, and a subprovider does not have an acceptable NAICS code, the proposal will not be disqualified.		
PTC Firms AQ (Criterion C-8)	Each prime or sub firm proposing to perform engineering or design-related severors must be either 1 administratively qualified (A)) as of the proposal deadline date or 2) determined to be eligible by the TXDOT AQ foroup to use the federal safe harbor rate as of the Proposal deadline date. Verify the AQ status of firms and save a highlighted copy in the procurement file on the P drive for each response (per PEPS AQ list posted at: https://www.bdot.gov/business/consultants/architectural-engineeringssurveying/list-of-firms.html).		
PTC Task Leaders Precertified (Criterion C-9)	The task leader for each work category is precertified in the category, if not, werify the status of the firm proposed to provide the task leader. If the firm has active precertification status and employs at least one individual that is precertified in the work category, do not disqualify.  A firm providing a task leader must have active precertification status in that category in the COIS database: [INIEV_News_ACISTATE_CLUSTATE_C		
	Status and Verification of Precertification Guidance and Instructions.		
PTC Task Leaders Consistent (Criterion C-10)	A task leader identified in the proposal should match the task leader listed on the PTC form for the same Work Category or the proposal may be considered non-responsive. Not all task leaders on the PTC form need to be mentioned in the proposal. If a person is mentioned in the proposal but is not referenced as a task leader, the person does not need to be listed on the PTC form.		
Subprovider Information Good (Criterion C-11)	Verify that the subprovider firms identified with "yes" under the column labeled "Subprovide is Part of the Team" are consistent with those identified as part of the team on the PTC. This form must include the subprovider name and address. If a subprovider listed on the PTC is not included on the form, the proposal package will not be disqualified. Minor discrepancies such as missing signature, email address, phone number, and/or spelling errors, will not be subject for DQ.		
Overall Consistent (Criterion C-12)	The project team is consistent, as presented in the PTC, NLC Template, CCIS, and DBE Subprovider Contact Information form. A minor discrepancy such as an inconsistent spelling does not automatically disqualify the proposal package, provided the intent is clear. If the makeup of the project team is not obvious, however, the proposal package is non-responsive.		
Screening Determination (Criterion C-13)	The screener must determine if the proposal package passes or fails the minimum qualifications as specified in the RFP. If the proposal package passes, it shall be long-listed for evaluation. If the proposal package fails, it shall be considered non-responsive and disqualified from further consideration. The decision will be confirmed by the procurement engineer and service center manager in the subsequent screening groups.		

Texas Department of Transportation

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## **Screening Checklist – Non-Federal (HUB)**



#### Proposal Screening Checklist Non-Federal Process (HUB)

Criteria	RFP Requirements	Pass	Fall
Cover Page Certifications (Criterion B-1)	All the certification statements are checked yes.		
Cover Page Screening (Criterion B-2)	The Prime Provider Project Manager is an employee of the prime firm and has entered the required license information. The project manager identified in the cover page questionnaire must match the project manager listed in the Proposal or the Proposal will be considered non-responsive. If required in the solicitation, the Deputy PM is listed on the cover page, is an employee of the prime firm, and has entered the required license information.		
Prohibited Agency (Criterion C-1)	Per Govt. Code 2252.152, etc., Texas agencies are prohibited by law from conducting business with certain companies listed on the State Comptroller's webpage, which also includes other prohibited entities. Check all the list's located at the link below for Prime Provider Name. https://comproller.texas.gov/purchasing/publications/divestment.php		
Proposal within Page Limits (Criterion C-2)	The number of pages within the proposal package does not exceed the number of pages specified in the RFP. If the proposal contains more pages than specified, only the correct number of pages will be scored, the rest will be omitted. This is not a disqualification.		
Proposal Formatted Correctly (Criterion C-3)	The proposal is in substantial compliance with the remainder of the formatting requirements identified in the RFP. A proposal will not be disqualified for minor formatting issues.		
Not Precluded (Criterion C-4)	If the solicitation includes a preclusion statement, verify that the prime provider and all subproviders are not precluded from competing for the advertised contract. Address any disclosure or other requirement related to the management of conflicts of interest, as applicable.		
Follows Core Team Restrictions (Criterion C-5)	If the solicitation includes a core team restriction statement, verify that the core team members are not submitted as core team members on other teams competing for this solicitation or others in this wave as applicable.		
PTC HUB Status Good (Criterion C-6)	Each subprovider listed to meet the assigned HUB goal has acceptable HUB Expire date or Off HUB data. A firm's HUB certification is acceptable if the firm's HUB status is Active and is HUB Expire Date is current. Refer to the "Verification of HUB Certifications, Guidance and Instructions." It is not necessary to check the NiGP codes if the provider has the applicable precertification qualifications.		
HUB Subcontracting Plan (HSP) (Criterion C-7)	The proposal package includes a completed HSP using the most current version. Using a different version is a reason for disqualification. Make a note in the comments and on the INSP review form. Use the HSP Review Form to review for applicability. (Each HSP must have a completed HSP Review Form 2576.)  For all non-compliant HSPs, obtain concurrence from CIV-HUB. The Proposal will be considered non-responsive if the HSP is not signed by the provider.		

#### Proposal Screening Checklist Non-Federal Process (HUB)

Criteria	RFP Requirements	Pass	Fal
PTC Task Leaders Precertified (Criterion C-8)	The task leader for each work category is precertified in the category. If not, verify the status of the firm proposed to provide the task leader. If the firm has active precertification status and employs at least one individual that is precertified in the work category, do not disqualify. A firm providing a task leader must have active precertification status in that category in the CCIS database:  ( <a href="http://www.doi.state.tx.us/des/precert/precrt1.htm">http://www.doi.state.tx.us/des/precert/precrt1.htm</a> ) as of the Proposal deadline date.		
	If the firm is inactive, and the Proposal closing date was on or before March 31, and the screening is performed after March 31, then additional steps are required to verify renewal status. See the PEPS guidance: Time Renewal Status and Verification of Precertification Guidance and Instructions.		
PTC Task Leaders Consistent (Criterion C-9)	A task leader identified in the Proposal should match the task leader listed on the PTC form for the same Work Category or the PTC proposal may be considered non-responsive. Not all task leaders on the PTC form need to be mentioned in the PToposal. If a person is mentioned in the Proposal but is not referenced as a task leader, the person does not need to be listed on the PTC form.		
Subprovider Information Good (Criterion C-10)	Verify that the subprovider firms identified with "yes" under the column labeled "Subprovider is Part of the Team" are consistent with those identified as part of the team on the PTC. This form must include the subprovider name and address. If a subprovider listed on the PTC is not included on the form, the Proposal package will not be disqualified. Minor discrepancies such as missing signature, email address, phone number, and/or spelling errors, will not be subject for DQ.		
Overall Consistent (Criterion C-11)	The project team is consistent, as presented in the PTC, NLC Template, CCIS, and HSP (state funded HUB). A minor discrepancy such as an inconsistent spelling does not automatically disqually the Proposal package, provided the intent is clear. If the makeup of the project team is not obvious, however, the Proposal package is non-responsive.		
Screening Determination (Criterion C-12)	The screener must determine if the Proposal package Passes or Falls the minimum qualifications as specified in the solicitation. If the Proposal package passes, it shall be long-listed for evaluation. If the Proposal package falls, it shall be considered non-responsive and disqualified from further consideration. The decision will be confirmed by the procurement engineer and service center manager in the subsequent screening groups.		

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Version Date: March 2022

## **Screening Checklist - Non-Federal (DBE)**



#### Proposal Screening Checklist Non-Federal Process (DBE)

Criteria	RFP Requirements	Pass	Fall
Cover Page Certifications (Criterion B-1)	All the certification statements are checked yes.		
Cover Page Screening (Criterion B-2)	The Prime Provider Project Manager is an employee of the prime firm and has entered the required license information. The project manager identified in the cover page questionnaire must match the project manager listed in the Proposal or the Proposal will be considered non-responsive. If required in the solicitation, the Deputy PM is listed on the cover page, is an employee of the prime firm, and has entered the required license information.		
Prohibited Agency (Criterion C-1)	Per Govt. Code 2252.152, etc., Texas agencies are prohibited by law from conducting business with certain companies listed on the State Comptroller's webpage, which also includes other prohibited entities. Check all the lists located at the link below for Prime Provider Name. https://comproller.texas.gov/purchasing/publications/divestment.php		
Proposal within Page Limits (Criterion C-2)	The number of pages within the proposal package does not exceed the number of pages specified in the RFP. If the proposal contains more pages than specified, only the correct number of pages will be scored, the rest will be omitted. This is not a disqualification.		
Proposal Formatted Correctly (Criterion C-3)	The proposal is in substantial compliance with the remainder of the formatting requirements identified in the RFP. A proposal will not be disqualified for minor formatting issues.		
Not Precluded (Criterion C-4)	If the solicitation includes a preclusion statement, verify that the prime provider and all subproviders are not precluded from competing for the advertised contract. Address any disclosure or other requirement related to the management of conflicts of interest, as applicable.		
Follows Core Team Restrictions (Criterion C-5)	If the solicitation includes a core team restriction statement, verify that the core team members are not submitted as core team members on other teams competing for this solicitation or others in this wave as applicable.		
PTC HUB Status Good (Criterion C-6)	Each subprovider listed to meet the assigned HUB goal has acceptable HUB Expire date or Off HUB data. A firm's HUB certification is acceptable if the firm's HUB status is Active and is HUB Expire Date is current. Refer to the "Verification of HUB Certifications, Guidance and Instructions." It is not necessary to check the NiGP codes if the provider has the applicable precertification qualifications.		
HUB Subcontracting Plan (HSP) (Criterion C-7)	The proposal package includes a completed HSP using the most current version. Using a different version is a reason for disqualification. Make a note in the comments and on the HSP review form. Use the HSP Review Form to review for applicability. (Each HSP must have a completed HSP Review Form 2576.)  For all non-compliant HSPs, obtain concurrence from CIV-HUB. The Proposal will be considered non-responsive if the HSP is not signed by the provider.		

#### Proposal Screening Checklist Non-Federal Process (DBE)

Criteria	RFP Requirements	Pass	Fal
PTC Task Leaders Precertified (Criterion C-8)	The task leader for each work category is precertified in the category. If not, verify the status of the firm proposed to provide the task leader. If the firm has active precertification status and employs at least one individual that is precertified in the work category, do not disqualify.  A firm providing a task leader must have active precertification status in that category in the COS database: (http://www.dot.state.tx.us/des/precert/precrt1.htm) as of the Proposal deadline date.  If the firm is inactive, and the Proposal closing date was on or before March 31, and the screening is performed after March 31, then additional steps are required to verify renewal status. See the PEPS guidance: Firm Renewal Status and Verification of Precertification Guidance and Instructions.		
PTC Task Leaders Consistent (Criterion C-9)	A task leader identified in the Proposal should match the task leader listed on the PTC form for the same Work Category or the Proposal may be considered non-responsive. Not all task leaders on the PTC form need to be mentioned in the Proposal. If a person is mentioned in the Proposal but is not referenced as a task leader, the person does not need to be listed on the PTC form.		
Subprovider Information Good (Criterion C-10)	For federally funded contracts, verify that the subprovider firms identified with 'yes' under the column labeled "Subprovider is Part of the Team" are consistent with those identified as part of the team on the PTC. This form must include the subprovider name and address. If a subprovider listed on the PTC is not included on the form, the Proposal package will not be disqualified. Minor discrepancies such as missing signature, email address, phone number, and/or spelling errors, will not be subject for Op.		
Overall Consistent (Criterion C-11)	The project team is consistent, as presented in the PTC, NLC Template, CCIS, and DBE Subprovider Contact Information form. A minor discrepancy such as an inconsistent spelling does not automatically disqually the Proposal package, provided the intent is clear. If the makeup of the project team is not obvious, however, the Proposal package is non-responsive.		K
Screening Determination (Criterion C-12)	The screener must determine if the Proposal package passes or fails the minimum qualifications as specified in the solicitation. If the Proposal package passes, it shall be long-listed for evaluation. If the Proposal package fails, it shall be considered non-responsive and disqualified from further consideration. The decision will be confirmed by the procurement engineer and service center manager in the subsequent screening groups.		

Texas Department of Transportation

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ersion Date: March 2022

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## **Screening Checklist**



## How do I find the Screening Checklist?



## **Screening Checklist**



## Engineering, architectural, and surveying consultants



## Resources



Firms eligible to do business with TxDOT

State laws and rules

Learn more »

Learn more »

## **Additional resources**

- Screening checklist: non-federal process (DBE)
- Screening checklist: non-federal process (HUB)
- Screening checklist: federal process

## **Submittal (Proposal) Package Contents**



## Attachment 1: Cover Page / Questionnaire

Attachment 2: Proposal

Attachment 3: Project Team Composition (PTC) form (Parts 1, 2, and 3)

Attachment 4: Subprovider Contact Information

Attachment 5: Non-Listed Category (NLC) Qualifications Template (If applicable)

Attachment 6: HUB Subcontracting Plan (HSP) (Non-Federal)

## **Attachment 1: Cover Page / Questionnaire**



#### Question Set 1: Cover Page Template Question Set 1 Instructions

Complete each question in the Question Set. This questionnaire becomes the cover page for your response to the soliditation.

For the General questions - type the required information in the Comment column.

For the Certification questions - select a response of "YES" or "NO" using the dropdown in the Response column.

For the Attestation questions - type the required information in the Comment column.

For the Response Submittal Contents questions - select a response of "INCLUDED" or "NOT INCLUDED" using the dropdown in the Response column.

•	Question	Response	Comment
ENER	AL		
.1.1	Prime Provider (legal firm name):		
1.1.2	Texas identification Number (TIN) - The TIN is a number assigned by the Texas Comptroller of Public Accounts to payees who contract with a state agency. If Prime Provider does not have one, include the federal Employer identification Number (FIN) or use NONE. Tills number is not the same as the Vendor ID number requested on the Project Team Composition (PTC) Form.	-	
1.1.3	CCIS Seq ID	•	
ERTIF	ICATION		
1.2.1	The Prime Provider Firm certifies that the prime firm and all subprovider firms performing engineering, architecture, or surveying services are registered or licensed with the appropriate State Incensing Board (Passa Board of Profressional Engineers and Land Surveyors of Texas Board of Architectural Examinees), and will maintain active status with completing any work authorizations that may result from the contract, if awarded.		
1.2.2	The Prime Provider Firm certifies that the individuals on the project learn are currently employed by either the prime provider firm or a subprovider firm that has been identified as part of the tearn.		
1.2.3	The Prime Provider Firm certifies that a Professional Engineer, Registered Architect, or Professional Land Surveyor (as specified in the Prime Provider Certification Statements section of the solicitation, registered or incensed in Texas, will sign and seal the work to be performed on the contract.		
1.2.4	The Prime Provider Firm certifies that the prime firm and all subprovider firms are registered, as required, with the Texas Secretary of State's office to do business in the State of Texas with the legal firm name as indicated on this questionnaire and on the Project Team Composition Form.		
1.2.5	The Prime Provider Firm certifies that it will perform at least 30 percent of the contracted work with its own work force.		
1.2.6	The Prime Provider Firm certifies that neither the prime provider firm, nor any of the subprovider firms on the Isam, are prohibited from entering into a contract with TxiDOT as a result of a financial interest as defined under Texas Govt Code Gee, 2261.25(b). (Reference the Conflict of Interest section of this solicitation for additional information.)		

ATTEST	ATION		
1.3.1	Full Name of Prime Provider's Project Manager.  By completing and submitting this questionnaire, the person listed as the Prime Provider's Project Manager. 1) is certifying that he or she acknowledges and agrees with the certification statements in this questionnaire, and 2) is certifying that the information in the response represents the knowledge and experience of the Project Manager, the Prime Prim, and the subprovider firms (if any).	-	
1.3.2	Date Certified	-	
1.3.3	Prime Provider's Project Manager's TBPELS/TBAE License Number:	-	
1.3.4	Prime Provider's Applicable TBPELS/TBAE Firm Registration Number:	-	
1.3.5	Project Manager's Email Address:	-	
1.3.6	Project Manager's Address:	-	
1.3.7	Project Manager's Phone Number:	-	
1.3.8	Printed Name of Prime Provider's Deputy Project Manager	-	
1.3.9	Prime Provider's Deputy Project Manager's TBPELS/TBAE License Number:	-	
RESPO	NSE SUBMITTAL CONTENTS	1	
1.4.1	Attachment 1 Cover Page		
1.4.2	Attachment 2 Proposal		
1.4.3	Attachment 3 Project Team Composition Form (Part 1, 2 & 3)		
1.4.4	Attachment 4 Subprovider Contact Information		
	22 Questions		0.00% Complete

## **Attachment 1: Cover Page / Questionnaire**



### Instructions are in the first tab of the Questionnaire

## **Question Set 1: Cover Page Template**

#### Question Set 1 Instructions

Complete each question in the Question Set. This questionnaire becomes the cover page for your response to the solicitation.

For the General questions - type the required information in the Comment column.

For the Certification guestions - select a response of "YES" or "NO" using the dropdown in the Response column.

For the Attestation questions - type the required information in the Comment column.

For the Response Submittal Contents questions - select a response of "INCLUDED" or "NOT INCLUDED" using the dropdown in the Response column.

Must use the firm's legal name as registered with the Texas Comptroller of Public Accounts.

Check for completeness and accuracy.

## **Attachment 1: Cover Page / Questionnaire**



## Potential reasons for disqualification:

Not all "Certification" questions were answered with a "Yes".

Cover Page was not filled out completely.

Project Manager or Deputy PM did not meet requirements.

## **Submittal (Proposal) Package Contents**



Attachment 1: Cover Page / Questionnaire

## Attachment 2: Proposal

Attachment 3: Project Team Composition (PTC) form (Parts 1, 2, and 3)

Attachment 4: Subprovider Contact Information

Attachment 5: Non-Listed Category (NLC) Qualifications Template (If applicable)

Attachment 6: HUB Subcontracting Plan (HSP) (Non-Federal)



Proposal Screening Checklist								
Criteria	RFP Requirements	Pass	Fail					
Proposal within Page Limits (Criterion C-3)	The number of pages within the proposal package does not exceed the number of pages specified in the RFP. If the proposal contains more pages than specified, only the correct number of pages will be scored, the rest will be omitted. This is not a disqualification.							
Proposal Formatted Correctly (Criterion C-4)	The proposal is in substantial compliance with the remainder of the formatting requirements identified in the RFP. A proposal will not be disqualified for minor formatting issues.							



## Formatting Requirements

- 3. The Proposal must:
  - a. Be legible when printed on 8.5 inches by 11 inches paper (11-point Calibri font is recommended, unreadable text will be ignored);
  - b. Include adequate margins (a minimum margin of 0.5 inches is recommended, text not printed due to inadequate margins will be ignored);
  - c. Include the prime firm name on each page;
  - d. Include the solicitation number on each page; and,
  - e. Include page numbers on each page.



## Potential reasons for disqualification:

Missing Prime Firm Name on each page.

Missing Solicitation Number on each page.

Missing page numbers.

False Statements.



## Potential reasons for disqualification:

## **INCONSISTENCY**

VERY IMPORTANT: The Submittal must be consistent throughout all attachments!

## Example:

If you mention somebody as a Task Leader in the Proposal, they must be the Task Leader in the Project Team Composition (PTC).



#### **Attachment 2: Proposal**



Potential reasons for disqualification:

**PRECLUSIONS:** A "Preclusion Document" will be posted with the RFP (as applicable).

**CORE TEAM RESTRICTIONS**: Core Team Restriction instructions will be included in the RFP (as applicable).

#### **Submittal (Proposal) Package Contents**



Attachment 1: Cover Page / Questionnaire

Attachment 2: Proposal

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Attachment 6: HUB Subcontracting Plan (HSP) (Non-Federal)



OOT Assigned Goa	: DBE:	0.09	6									
							Solicitation	Number:	8			
							Is your fire	n (Prime Pr	ovider) a C	ertified DBE? <sup>1</sup>	Yes No ● ○	
					stratively lified		ork that pri			TxD	OOT Use Only:	
Firm Acrony ieq. No. Abbrevia		ler Legal Firm Name**	Vendor ID Number	Yes	No	Prime	Non-DBE	DBE	Total	DBE TUCP Directory (Y/N)	DBE NAICS Code	
Subproviders												
Subproviders												
					*							-
					0							-
-									-			4
												1
	_				*			-				-
												-
otal of the 2 boxes (	Non DRE + DRE\ =	oust agual 1009/		2		0.00%	0.00%	0.00%	0.00%			_
		ercentage counts towards the D	åE goal.			0.00%	0.00%	0.00%	0.00%			
If the firm name is not p surveying, or architecture ste: When the PTC form ade after that date are no	re-populated after inp al services must compl is created, it download at recognized by the fo	be filled out in order for the for atting the firm sequence number ete the annual renewal process be as information from CCIS and storm, since the information in the PTC form, including these change	r, please check your firm acti between January 1 and Marc res a snapshot, as of that dat form is fixed in time. If your	ch 31 each yea te, of the firm	r to maintain name, task le	"Active" stati ader name ar	ıs nd precertificat	tion, firm activ	e status, and			







Project Team Composition
Task Leader Precertification
Part 2 of 3
(Federal Process)

Solicitation Number: 601CT000000XXXX

TyDOT USE Only:

								or only.
							Precertific	ation Date
	E&D							Firm Status
	Related	Percentage	Firm Seq.		Emp. Seq.		Task Leader	Active?
Category Name	Services**	Advertised	No.	Firm Name	No.	Task Leader***	Date*	(Y/N)
		%						
	Category Name	Category Name Related Services**	Category Name  Related Services**  Advertised	Category Name  Related Services**  Related Services**  Advertised No.	Related Services** Percentage Advertised No. Firm Name	Related Services** Advertised Firm Seq. No. Firm Name No.	Category Name  Related Services**  Advertised  No.  Firm Name  Emp. Seq. No.  Task Leader***  Task Leader***	Related Services** Advertised No. Firm Name Emp. Seq. Task Leader***  Category Name Firm Seq. No. Firm Name No. Task Leader***  In the sequence of the sequenc

<sup>\*</sup>An Individual's precert date must be no later than the solicitation closing date

Note: When the PTC form is created, it downloads information from CCIS and stores a snapshot, as of that date, of the firm name, task leader name and precertification, firm active status, and administrative qualification into the form. Any changes made after that date are not recognized by the form, since the information in the form is fixed in time. If your firm made a recent change and it is not reflected on the PTC, you may correct it by hand before submitting the Proposal package to PEPS. PEPS will verify the information submitted on the PTC form, including these changes with the CCIS system.

CCIS data as of 10/21/2019



<sup>\*\*</sup>Name must match TxDOT Precert Database to ensure TxDOT verification. Limit one employee name per category





Project Team Composition
Firm Percentage by Work Category
Part 3 of 3
(Federal Process)

Solicitation Number: 601CT000000XXXX

Category		E&D Related	Percentage		/		/	_	_
No.	Category Name	Services**	Advertised	% Total	/	/	/	/	/
									I
									Ī
									Ī
									ı
									ı
									ı
									ı
									ı
									1
Total									Ī

\*\*\*See Item 15 in the Instructions.

Note: When the PTC form is created, it downloads information from CCIS and stores a snapshot, as of that date, of the firm name, task leader name and precertification, firm active status, and administrative qualification into the form. Any changes made after that date are not recognized by the form, since the information in the form is fixed in time. If your firm made a recent change and it is not reflected on the PTC, you may correct it by hand before submitting the Proposal package to PEPS. PEPS will verify the information submitted on the PTC form, including these changes with the CCIS system.

Auto Populates with information entered on the Task Leader Precertification from Part 2







## DBE Goals - Federal (DBE) & Non-Federal (DBE)

Assigned DBE goal must be met, or it will be considered non-responsive.

DBE Prime Providers can count towards the DBE goal.

Task Leaders or Firms must be DBE certified with the applicable NAICS Code(s) for their particular work category in order to count toward the DBE goal.



## Importance of NAICS codes

	DBE Goal = 17.0%	
	Estimated	
Firm	percentage of work	DBE%
Prime Firm A	82%	
Sub B	10%	10%
Sub C	6%	6%
Sub D	2%	2%
	100%	18%

	DBE Goal = 17.0%	
	Estimated	
Firm	percentage of work	DBE%
Prime Firm A	82%	
Sub B	10%	10%
Sub C	6%	6%
Sub D	2%	0%
	100%	16%



## Federal (DBE)

- Firms providing engineering & design (E&D) services must be AQ (FAR compliant rate) by the proposal deadline or be eligible for the safe harbor rate.
- Firms not providing engineering & design services are not required to have an indirect cost rate.





## **Exception** to Administrative Qualifications – Federal (DBE)

#### ENGINEERING AND DESIGN RELATED SERVICES EXPLANATIONS FORM - Non Administratively Qualified Firms

15. For a category that is identified as an engineering and design (E&D) related service, each firm that is indicated as performing a percentage of work in the category is required to be administratively qualified.

Exception: If the portion of the work in the category that the firm is providing is a non-engineering support task, such as traffic counting, that firm is not required to be administratively qualified; however, the prime provider firm must provide an explanation on the PTC form. For example: If part 1 of the PTC form shows that a firm is not administratively qualified, the firm name will be shown in red text on part 3 of the form. If a non-administratively qualified firm is assigned to perform any percentage of work on a category designated as E&D, the prime firm must include an explanation that identifies the nonengineering work being performed and a description of the work, such as "providing a non-engineering support task - traffic counting".

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#### Non-Federal (DBE) & Non-Federal (HUB)

- AQ is not required to compete for solicitation.
- Exempted non-engineering firms are not required to have an indirect cost rate.
- Firms not subject to exemption have two options:
  - Be AQ by selection notification (FAR compliant rate)
  - Accept the state rate of 120%



#### **HUB Goals - Non-Federal (HUB)**

Assigned HUB goal % is an "aspirational" goal.

Prime providers do not count towards the HUB Goal.

HUB goal %'s and Work Categories listings must be consistent with the HSP.



## **Pre-Certifications**

Task Leaders must be pre-certified for their respective field.

Firm must have an active status on day of closing

• Remember - Firm's active status in CCIS needs to be renewed annually

Note: CCIS data Date (bottom left on page 2 of 3)

Provide comments when / if needed:

- PDF Text Tools
- E&D Explanation button on Federal PTC (not on State)

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	Proposal Screening Checklist		
Criteria	RFP Requirements	Pass	Fail
PTC Task Leaders Consistent (Criterion C-10)	A task leader identified in the proposal should match the task leader listed on the PTC form for the same Work Category or the proposal may be considered non-responsive. Not all task leaders on the PTC form need to be mentioned in the proposal. If a person is mentioned in the proposal but is not referenced as a task leader, the person does not need to be listed on the PTC form.		





### Project Manager or Task Leader Replacement during Selection:

TxDOT rules allow the replacement of the key personnel during the selection process as described in this section; however, the team structure must remain intact until the contract is executed (i.e. subproviders included in the Proposal cannot be replaced or removed from the team prior to contract execution).



# How to find Pre-Certification, Administrative Qualifications, DBE and HUB Information?

Proposal Screening Checklist Federal Process								
Criteria	RFP Requirements							
	DBE firm, and a subprovider does not have an acceptable NAICS code, the proposal will not be disqualified.							
PTC Firms AQ (Criterion C-8)	Each prime or sub firm proposing to perform engineering or design-related services must be either 1) administratively qualified (AQ) as of the proposal deadline date or 2) determined to be eligible by the TxDOT AQ Group to use the federal safe harbor rate as of the Proposal deadline date. Verify the AQ status of firms and save a highlighted copy in the procurement file on the P drive for each response (per PEPS AQ list posted at: <a href="https://www.txdot.gov/business/consultants/architectural-engineering-surveying/list-of-firms.html">https://www.txdot.gov/business/consultants/architectural-engineering-surveying/list-of-firms.html</a> ).							



How to find Pre-Certification, Administrative Qualifications, DBE and HUB Information?







# Potential Disqualifications from Attachment 3: PTC

Print as an 11" x 17" using "Print Entire Workbook"

Must submit in PDF format

Must receive all three parts

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#### **Submittal (Proposal) Package Contents**



Attachment 1: Cover Page / Questionnaire

Attachment 2: Proposal

Attachment 3: Project Team Composition (PTC) form (Parts 1, 2, and 3)

#### Attachment 4: Subprovider Contact Information

Attachment 5: Non-Listed Category (NLC) Qualifications Template (If applicable)

Attachment 6: HUB Subcontracting Plan (HSP) (Non-Federal)

## **Attachment 4: Subprovider Contact Information**

Solicitation Numb			190			1972
Prime Provider N (as shown on the						
Is the Prime Prov	ider a certified DBE? Yes/No					
team for this solicit This attachment is column heading "S Add additional row	required for all solicitations wit subprovider is Part of Contract	h DBE goals. The subpro Team" shall be consistent	viders indicated on t with those shown or	his form as part o the Project Team	f the team with a	"Yes" under the
Subprovider Contact Name	Subprovider Firm Name	Mail Address (complete address)	Email Address	Telephone No. (including area code)	Subprovider Certification Status: DBE, HUB, DBE&HUB or N/A	Subprovider is Part of Contract Team: Yes/No
				+		+
-				-		
			12 12	1		
					7	
				1		
Signature (electron	nic signature accepted):			Date:		
Printed (or typed)	Name:			Printed (or type	d) Title:	

#### **Attachment 4: Subprovider Contact Information**

- Must submit in PDF format
- Provide all Sub providers contacted for teaming.
- Check for:
  - Accuracy
  - Consistency
  - Completeness
- Please sign and date.

Solicitation Num	ber:		17674	5.0°		137-
Prime Provider I (as shown on th	Control of the state of the sta					
Is the Prime Pro	vider a certified DBE? Yes/No					
The Prime Provid eam for this solic	er shall list all Subprovider firms itation.	contacted for teaming effort	orts for this solicitati	on, regardless if the	ney are selected	to be part of the
column heading "  Add additional row		Team" shall be consistent	with those shown or	the Project Team		
This information is	s part of the response package	and will become part of an	awarded contract (	if applicable).	Subprovider	T
Subprovider Contact Name	Subprovider Firm Name	Mail Address (complete address)	Email Address	Telephone No. (including area code)	The state of the s	Subprovider is Part of Contrac Team: Yes/No
		+	10	-		
	v v					
			+			
	20 -					
	.5			-		
Signature (electro	onic signature accepted):			Date:		
Printed (or typed)	) Name:			Printed (or type	d) Title:	
	1 (1)(1)					

### **Submittal (Proposal) Package Contents**



Attachment 1: Cover Page / Questionnaire

Attachment 2: Proposal

Attachment 3: Project Team Composition (PTC) form (Parts 1, 2, and 3)

Attachment 4: Subprovider Contact Information

Attachment 5: Non-Listed Category (NLC) Qualifications Template (If applicable)

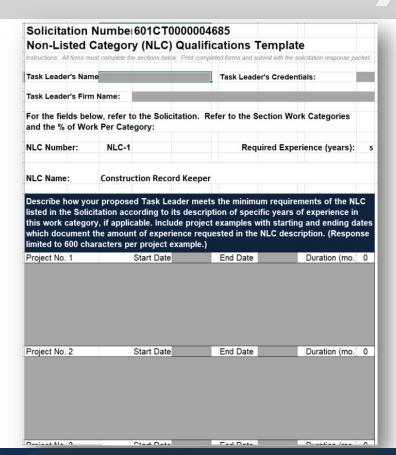
Attachment 6: HUB Subcontracting Plan (HSP) (Non-Federal)



Solicitation	Number 601CT0000	004685		
Non-Listed	Category (NLC) Qua	lifications Tem	plate	
Instructions: All firms r	nust complete the sections below. Print	completed forms and submit wi	th the solicitation response pa	cket.
Task Leader's Na	me	Task Leader's Cr	edentials:	
Task Leader's Fir	m Name:			
	low, refer to the Solicitation	n. Refer to the Section	n Work Categories	
NLC Number:	NLC-1	Required	Experience (years):	5
NLC Name:	Construction Record Ke	eper		
	t the amount of experience paracters per project examp Start Date		description. (Respon	o 0
Project No. 1	Start Date	End Date	Duration (mo.)	0
Project No. 2	Start Date	End Date	Duration (mo.)	0
Designat No. 2	Ctaut Data	Fad Data	Donation (man)	0

- Must submit in PDF format
- Be sure to include the experience that is being requested in chronological order.
- Be sure you meet all requirements
- Check for:
  - Completeness
  - Accuracy
- Do not provide false statements







#### Potential Disqualifications from Attachment 5: NLC Template

#### Task Leader:

- Be sure to meet the required years of experience.
- Be sure to meet the specific experience requested.
- Be sure they have the required credential(s) (as applicable).
- Be sure it is consistent with the other attachments.



#### **Submittal (Proposal) Package Contents**



Attachment 1: Cover Page / Questionnaire

Attachment 2: Proposal

Attachment 3: Project Team Composition (PTC) form (Parts 1, 2, and 3)

Attachment 4: Subprovider Contact Information

Attachment 5: Non-Listed Category (NLC) Qualifications Template (If applicable)

Attachment 6: HUB Subcontracting Plan (HSP) (Non-Federal)





## **HUB Subcontracting Plan (HSP)**

In accordance with Texas Gov't Code §2161.252, the contracting agency has determined that subcontracting opportunities are probable under this contract. Therefore, all respondents, including State of Texas certified Historically Underutilized Businesses (HUBs) must complete and submit this State of Texas HUB Subcontracting Plan (HSP) with their response to the bid requisition (solicitation).

NOTE: Responses that do not include a completed HSP shall be rejected pursuant to Texas Gov't Code §2161.252(b).

The HUB Program promotes equal business opportunities for economically disadvantaged persons to contract with the State of Texas in accordance with the goals specified in the 2009 State of Texas Disparity Study. The statewide HUB goals defined in 34 Texas Administrative Code (TAC) §20.284 are:

- 11.2 percent for heavy construction other than building contracts,
- 21.1 percent for all building construction, including general contractors and operative builders' contracts,
- 32.9 percent for all special trade construction contracts,
- 23.7 percent for professional services contracts,
- · 26.0 percent for all other services contracts, and
- 21.1 percent for commodities contracts.
  - - Agency Special Instructions/Additional Requirements -

In accordance with 34 TAC §20.285(d)(1)(D)(iii), a respondent (prime contractor) may demonstrate good faith effort to utilize Texas certified HUBs for its subcontracting opportunities if the total value of the respondent's subcontracts with Texas certified HUBs meets or exceeds the statewide HUB goal or the agency specific HUB goal, whichever is higher. When a respondent uses this method to demonstrate good faith effort, the respondent must identify the HUBs with which it will subcontract. If using existing contracts with Texas certified HUBs to satisfy this requirement, only the aggregate percentage of the contracts expected to be subcontracted to HUBs with which the respondent <u>does not</u> have a <u>continuous contract</u>\* in place for <u>more than five (5) years</u> shall qualify for meeting the HUBs goal. This limitation is designed to encourage vendor rotation as recommended by the 2009 Texas Disparity Study.



	Proposal Screening Checklist		
Criteria	RFP Requirements	Pass	Fail
HUB Subcontracting Plan (HSP) (Criterion C-7)	The proposal package includes a completed HSP using the most current version. Using a different version is a reason for disqualification. Make a in the comments and on the HSP review form. Use the HSP Review Form to review for applicability. (Each HSP must have a completed HSP Review For 2576.)  For all non-compliant HSPs, obtain concurrence from CIV-HUB. The Proposal will be considered non-responsive if the HSP is not signed by provider.	o m	



## Potential Disqualifications from Attachment 6: HUB Subcontracting Plan (HSP)

- Use the most current version.
- Read and follow all Instructions.
  - Check for consistency.
  - Check for completeness.
  - There may be many forms involved depending on method chosen
  - Sign the document
- Submit in PDF format



#### **HUB Subcontracting Plan (HSP)**

In accordance with Texas GoV1 Code §2161.252, the contracting agency has determined that subcontracting opportunities are probable under this contract. Therefore, all respondents, including State of Texas certified Historically Underutifized Businesses (HUBs) must complete and submit this State of Texas HUB Subcontracting Plan (HSP) with their response to the bid requisition (solicitation).

NOTE: Responses that do not include a completed HSP shall be rejected pursuant to Texas Gov't Code §2161.252(b).

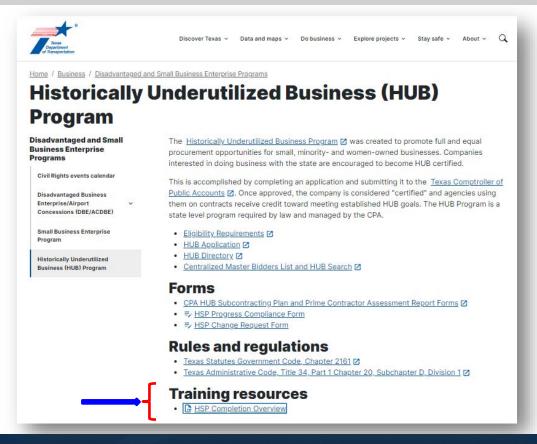
The HUB Program promotes equal business opportunities for economically disadvantaged persons to contract with the State of Texas in accordance with the goals specified in the 2009 State of Texas Disparity Study. The statewide HUB goals defined in 34 Texas Administrative Code (TAC) §20.284 are:

- . 11.2 percent for heavy construction other than building contracts,
- 21.1 percent for all building construction, including general contractors and operative builders' contracts,
- . 32.9 percent for all special trade construction contracts
- 23.7 percent for professional services contracts,
- 26.0 percent for all other services contracts, and
- · 21.1 percent for commodities contracts.
  - - Agency Special Instructions/Additional Requirements -

In accordance with 34 TAC \$20.285(n)(1)(D)(iii), a respondent (prime contractor) may demonstrate good hallh effort to utilize Texas certified HUBs to its subcontracting opportunities if the total value of the respondent's subcontracts with Texas certified HUBs meets or exceeds the statewide HUB goal or the agency specific HUB goal, whichever is higher. When a respondent uses this method to demonstrate good faith effort, the respondent must identify the HUBs with which it will subcontract. If using existing contracts with Texas certified HUBs to salisfy this requirement, only the agreegate percentage of the contracts expected to be subcontracted to HUBs with which the respondent does not have a continuous contract in place for more than the (5) years shall qualify for meeting the HUB goal. This limitation is destinated on encourage vendor rotation as recommended by the 2009 Texas Dispanity Study.









For questions regarding the HSP, contact TxDOT Civil Rights Division

Texas Department of Transportation
Civil Rights Division
125 East 11th St.
Austin, TX 78701

(512) 416-4700 CIV\_HUB@txdot.gov

## **Summary: Submittal Package**

**\*\*** 

Attachment 1: Cover Page / Questionnaire

Attachment 2: Proposal

Attachment 3: Project Team Composition (PTC) form (Parts 1, 2, and 3)

Attachment 4: Subprovider Contact Information

Attachment 5: Non-Listed Category (NLC) Qualifications Template (If applicable)

Attachment 6: HUB Subcontracting Plan (HSP) (Non-Federal)



	Proposal Screening Checklist		
Criteria	RFP Requirements	Pass	Fail
Overall Consistent (Criterion C-12	The project team is consistent, as presented in the PTC, NLC Template, CCIS, and DBE Subprovider Contact Information form. A minor discrepancy such as an inconsistent spelling does not automatically disqualify the proposal package, provided the intent is clear. If the makeup of the project team is not obvious, however, the proposal package is non-responsive.		
Overall Consist Criterion C-11)	The project team is consistent, as presented in the PTC, NLC Template, CCIS, and HSP (state funded HUB). A minor discrepancy such as an inconsistent spelling does not automatically disqualify the Proposal package, provided the intent is clear. If the makeup of the project team is not obvious, however, the Proposal package is non-responsive.		

## **Summary: Submittal Package**



## **Proposal Screening Checklist**

Criteria	RFP Requirements	Pass	Fail
Screening Determination (Criterion C-13)	The screener must determine if the proposal package passes or fails the minimum qualifications as specified in the RFP. If the proposal package passes, it shall be long-listed for evaluation. If the proposal package fails, it shall be considered non-responsive and disqualified from further consideration. The decision will be confirmed by the procurement engineer and service center manager in the subsequent screening groups.		

#### **Final Reminders**



Be sure you download current documents.

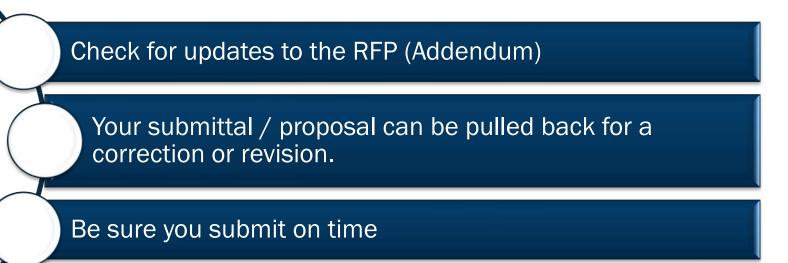
Be sure to read and follow all instructions.

Use the Proposal Screening Checklist

If you have questions, follow RFP instructions and ask.

#### **Final Reminders**





### **Final Thought**

Some people want it to happen, some wish it would happen, others make it happen.

- Michael Jordan

## **Questions**



73





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(210) 303-0519