



Invitation for Bid 01715 – Linen & Laundry Services

The Washington State Department of Enterprise Services, Contracts, Procurement, & Risk Management (DES), issues this Invitation for Bid (IFB) under the authority of the Revised Code of Washington (RCW) [39.26](#). DES reserves the right to modify dates and times. Any changes will be sent electronically as Amendments to all users of Washington’s Electronic Business Solution (WEBS) who download this IFB.

Posting Date September 22, 2015

Q & A Period September 22 – September 27, 2015

Pre-Bid Conference October 7, 2015, 1-3 p.m. PST

Bids Due October 21, 2015, 2 p.m. PST

Anticipated Award Date November 19, 2015

Procurement Coordinator..... Bradley DeVol
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bradley.devol@des.wa.gov

Deliver Bids Electronically To....DESCPRMHealHumServ@des.wa.gov
Subject line: 01715-Linen & Laundry Service

NOTE: Do not send Bid submittal to Procurement Coordinator or they may be considered non-Responsive.

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1 SUMMARY OF OPPORTUNITY

1.1 Purpose

The purpose of this Solicitation is to establish a Master Contract for the as needed purchase of linen, uniform, and garment rental and laundry services for statewide customer locations.

The Department of Enterprise Services (DES) intends to award to multiple Vendors per region for all 6 Regions of the State.

1.2 Purchasers

This Contract will be available for use by all Washington State agencies and authorized parties to the [Master Contracts Usage Agreement](#) (MCUA), including institutions of higher education, cities and counties, other political subdivisions or special districts, and nonprofit corporations. Their orders are subject to the same Contract terms, conditions and pricing as State agencies.

While use of the Contract is optional for political subdivisions, nonprofit corporations authorized by the MCUA, these entities' use of the Contract can significantly increase the purchase volume. DES accepts no responsibility for orders or payment by WSPC. A complete listing of MCUA members can be found at <https://fortress.wa.gov/ga/apps/ContractSearch/MCUAListing.aspx>

1.3 Contract Term

The initial term of the Contract is two years from date of execution, with the option to extend for additional term(s) or portions thereof. Extensions will be exercised at the sole discretion of DES upon written mutual agreement. The total Contract term, including the initial term and all extensions, will not exceed eight years unless circumstances require a special extension. DES reserves the right to extend with all or some of the Contractors.

1.4 Estimated Sales

Purchases over the initial two-year term of the Contract could approximate \$2,700,000 from all Purchasers. DES does not represent or guarantee any minimum purchase.

1.5 Minority and Women's Business Enterprises (MWBE)

In accordance with the legislative findings and policies set forth in [RCW 39.19](#), the State of Washington encourages participation in all of its contracts by minority and woman-owned businesses firms certified by the [Office of Minority and Women's Business Enterprises](#) (OMWBE). While the State does not give preferential treatment, it does seek equitable representation from the minority and women's business community. In addition, the State welcomes participation by self-identified minority and woman owned firms and strongly encourages such firms to become certified by OMWBE.

Participation may be either on a direct basis in Response to this Solicitation or as a Subcontractor to a Contractor. However, unless required by federal statutes, regulations, grants, or contract terms referenced in the original Solicitation, no preference will be included in the evaluation of Bids, no minimum level of MWBE participation is required as condition for receiving an Award, and Bids will not be evaluated, rejected or considered non-Responsive on that basis.

Any affirmative action requirements set forth in federal regulations or statutes included or referenced in the original Solicitation will apply. Bidders are encouraged to contact OMWBE for information on becoming a certified firm as set forth in Washington Administrative Code (WAC) Chapters 326-02 and 326-20; or for information on other certified firms for potential sub-contracting arrangements. Nothing in this section is intended to prevent or discourage Bidders from inviting

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participation from non-MWBE firms as well as MWBE firms. Prior to performance, an Awarded Bidder that is a MWBE or intends to use MWBE Subcontractors is encouraged to identify the participating firm(s) to DES.

1.6 Bidder's Authorized Representative

Bidders must designate an Authorized Representative in Appendix, C *Bidder Profile* who will be the principal point of contact for DES for the duration of this Solicitation process.

1.7 Include All Cost Components in Pricing

Bidders must identify and include all elements of recurring and non-recurring costs in their pricing. Unless otherwise specified, this must include, but is not limited to, all administrative fees, maintenance, manuals, documentation, shipping charges, labor, travel, training, consultation services, wiring and supplies needed for the installation (including cost of all uncrating, disposal of shipping materials), set-up, testing and initial instruction to Agency personnel, warranty work and maintenance of the Products/services, handling charges such as packing, wrapping, bags, containers, reels; or the processing fees associated with the use of credit cards.

Notwithstanding the foregoing, in the event that market conditions, laws, regulations, or other unforeseen factors dictate, at DES's sole discretion, additional charges may be allowed during the contract term.

1.8 Equal or Alternate

Bidders may Bid a Product or service that is an equal to what is specified in the Solicitation. An "equal" for purposes of this Solicitation is "an offer of materials, supplies, services and/or equipment that meets or exceeds the quality, performance, and use of the specifications identified in a Solicitation." DES reserves the right to determine whether the proposed materials, supplies or services are equal.

Bidders may not Bid a Product or service that is an "Alternate" to those specified in the Solicitation except as set out in this section. An "Alternate" for purposes of this Solicitation is "a substitute offer of materials, supplies, services and/or equipment that is not at least a functional equal in features, performance and use and which materially deviates from one or more of the specifications in a competitive Solicitation." Bidders may suggest Alternates by providing a detailed description, supporting documentation, and any associated exceptions to the specifications to DES in writing at least five Business Days before the Bid-due date. If the proposed Alternate is determined by DES to be acceptable, DES will issue a Solicitation Amendment to notify potential Bidders. Otherwise, any Bid that does not meet minimum mandatory specifications may be deemed non-Responsive.

1.9 Public Records and Exempt Information

All documents submitted by Bidders to DES as part of this procurement will become public records. They are subject to disclosure unless specifically exempt under Revised Code of Washington (RCW) [42.56](#) (The Public Records Act).

Confidential Documents: DES strongly discourages submittal of confidential material. DES considers confidential material to be any portion of your submittal clearly marked all or in part "Confidential," "Proprietary" or "Trade Secret" (or the equivalent).

- DES reserves the right to return, reject or disqualify any submittal that includes confidential material.

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Public Records Requests: If a public records request seeks to view or obtain a copy of your solicitation submittal, and if your submittal includes content clearly marked “Confidential,” “Proprietary” or “Trade Secret” (or the equivalent), DES will:

- Notify you of the date DES will disclose the requested records;
- Give you an opportunity to seek a court order that stops DES from disclosing the records.

DES will not:

- Evaluate or defend your claim of confidentiality. It is your responsibility to support your claim and take appropriate legal action to do so;
- Withhold or redact your documents without a court order.

Questions about the confidentiality of your submittal can be directed to the Procurement Coordinator or the DES Public Records Officer at (360) 407-8768 or publicrecords@des.wa.gov.

1.10 In-State Preference/Reciprocity

Pursuant to RCW [39.26](#), DES has established a schedule of price adjustments applicable against any Bidders submitting Responses from states which grant a preference to their own in-State businesses as identified in the [Preference Table](#). The reciprocity adjustment is applied as follows.

- These adjustments will be applied in formal Sealed Bid Solicitations only.
- The business address from which the Response was submitted will determine if an adjustment is to be applied.
- The appropriate percentage will be added to each Response bearing the address from a State with in-State preferences rather than subtracting a like amount from Washington State Bidders.
- This action will be used only for evaluation. In no instance shall the increase be paid to a supplier whose Response is accepted.

1.11 Withdrawal or Modification of Response

Bidders are liable for all errors or omissions contained in their Responses.

a. Prior to Response Due Date and Time

Modification: Mistakes in Bids or proposals detected prior to the due date and time may be corrected by the Bidder by withdrawing the original Bid or proposal and submitting a corrected Bid or proposal to DES before the due date and time. If there is not sufficient time prior to the due date and time to withdraw the original Bid or proposal and submit a corrected Bid or proposal, the Bidder, or an Authorized Representative, may correct the mistake on the face of the original Bid or proposal provided that the corrected Bid or proposal is time stamped by DES upon resubmission prior to the due date and time.

Withdrawal: An authorized Bidder representative is permitted to withdraw its Response before the due date and time by submitting the withdrawal request in writing. Withdrawn Responses will be returned unopened to the Bidder.

b. After Response Due Date and Time

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- No modification: If Bidder mistakes in a Bid or proposal are detected after due date and time, they may not be corrected.
- Withdrawal: If the Bidder submits evidence in writing satisfactory to DES that a mistake has been made by the Bidder in the calculation of its Bid or proposal, DES may allow the Bid or proposal to be withdrawn provided that the claim of mistake and supporting documentation is provided within three Business Days after the due date and time. Compliance with this section within the specified time limit shall relieve the Bidder of forfeiture of its Bid guarantee. If DES subsequently reissues the Solicitation, the Bidder having made the mistake may not participate in that Solicitation.
- Clarification: DES reserves the right to contact Bidder for clarification of Response contents.

1.12 Liens, Claims and Encumbrances

All materials, equipment, supplies and/or services shall be free of all liens, claims, or encumbrances of any kind, and if DES or the Purchaser requests, a formal release of same shall be delivered to the respective requestor.

2 IFB OVERVIEW

2.1 Announcement and Special Information

The Invitation for Bid (IFB), its appendices, attachments, Amendments and any documents incorporated by reference will comprise the entire IFB, which will contain the enforceable provisions and terms of the resulting Contract between DES and the Awarded Contractor when DES issues a Contract with the Apparent Successful Bidder.

By responding to this IFB, a Bidder acknowledges having read and understood the entire IFB and accepts all information contained within the IFB without modification.

2.2 Washington's Electronic Business Solution (WEBS)

Bidders are solely Responsible for:

- Properly registering with Washington's Electronic Business Solution (WEBS) at <https://fortress.wa.gov/ga/webs/>, and maintaining an accurate Vendor profile in WEBS.
- Downloading the IFB packet consisting of the IFB, all appendices, and incorporated documents related to the IFB for which you are interested in Bidding.
- Downloading all current and subsequent Amendments to the IFB to ensure receipt of all IFB documents.

Notification of Amendments to the IFB will only be provided to those Vendors who have registered with WEBS and have downloaded the IFB from WEBS. Failure to do so may result in a Bidder having incomplete, inaccurate, or otherwise inadequate information and Bid.

2.3 Amendments

Prior to the Bid due date and time, DES reserves the right to change portions of this IFB. Any change will be issued in writing by DES as an Amendment and incorporated into the IFB. If there is any conflict between Amendments, or between an Amendment and the IFB, the document issued last in time will be controlling. Only Bidders who have properly registered and downloaded the

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original IFB directly from WEBS will receive notification of Amendments and other correspondence pertinent to the procurement.

2.4 Bidder Communication

During the IFB process, all Bidder communications about this IFB must be directed to the Procurement Coordinator. Unauthorized contact regarding this IFB with other State employees involved with the IFB may result in disqualification. All oral and written communications will be considered unofficial and non-binding on DES. Bidders should rely only on written Amendments issued by the Procurement Coordinator.

Bidders are encouraged to make any inquiry as early in the process as possible to allow DES to consider and respond; however, no Response is required from the Procurement Coordinator.

If a Bidder does not notify DES of an issue, exception, addition, or omission, DES may consider the matter waived by the Bidder for protest purposes.

If Bidder inquiries result in changes to the IFB, written Amendments will be issued and posted on WEBS.

2.5 Bidder Responsiveness

Bidders are to respond to each question/requirement contained in this IFB. Failure to comply with any applicable item may result in a Bid being deemed non-Responsive and disqualified.

DES reserves the right to determine the actual level of Bidders' compliance with the requirements specified in this IFB and to waive informalities in a Bid. Informality is an immaterial variation from the exact requirements of the competitive IFB, having no effect or merely a minor or negligible effect on quality, quantity, or delivery of the supplies or performance of the services being procured, the correction or waiver of which would not affect the relative standing of, or be otherwise prejudicial, to Bidders.

2.6 Pricing

Bid prices must include all cost components needed for the delivery of the goods and/or services as described in this IFB. Failure to identify all costs in a manner consistent with the instructions in this IFB is sufficient grounds for disqualification.

The proposed pricing should reflect the market provided by the Contract resulting from this IFB.

Bidders must identify and include all elements of recurring and non-recurring costs in their pricing. Unless otherwise specified, this must include, but is not limited to, all administrative fees, maintenance, manuals, documentation, shipping charges, labor, travel, training, consultation services, wiring and supplies needed for the installation (including cost of all uncrating, disposal of shipping materials), set-up, testing and initial instruction to Agency personnel, warranty work and maintenance of the Products/services, handling charges such as packing, wrapping, bags, containers, reels; or the processing fees and surcharge fees associated with the use of credit cards.

Notwithstanding the foregoing, in the event that market conditions, laws, regulations, or other unforeseen factors dictate, at DES's sole discretion, additional charges may be allowed during the Contract term.

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2.7 Management Fee

All Master Contracts executed as a result of this IFB will be subject to a management fee, paid by the Contractor to DES. The management fee will be 0.74 percent of Contract sales/purchase price for work orders. The purchase price is defined as total invoice price less sales tax. No taxes will be assessed against the management fee.

Example: Total sales (less sales tax) x .0074 = management fee.

The management fee is further described in Appendix A, *Proposed Master Contract*.

2.8 Contract Sales Report

The management fee will be based on total Contract sales, which must be reported quarterly by the Contractor in the [Contract Sales Reporting System](#). DES will provide a login password and a required Vendor number.

Reports must be submitted electronically within 30 days after the end of the calendar quarter, i.e., no later than April 30, July 31, October 31 and January 31.

Contractors are required to report “zero” sales in the event that no sales occurred for the preceding quarter.

A further description of the sales reporting requirement and the management fee based upon it can be found in Appendix A, *Proposed Master Contract*.

2.9 Economic and Environmental Goals

In support of the State’s economic and environmental goals, although not an Award factor (unless otherwise specified herein), Bidders are encouraged to consider the following in responding to this IFB:

- Support for a diverse supplier pool, including small, veteran-owned, minority-owned and women-owned business enterprises. DES encourages with this IFB voluntary participation by:
 - Women-owned businesses (WBE); <http://www.omwbe.wa.gov/index>
 - Minority-owned businesses (MBE); <http://www.omwbe.wa.gov/index>
 - Small businesses (SB); <http://apps.leg.wa.gov/RCW/default.aspx?cite=39.26.010>
 - Veteran-owned businesses (VB); <http://www.dva.wa.gov/>
- Use of environmentally preferable goods and services to include post-consumer waste and recycled content.
- Products made or grown in Washington.

Achievement of these goals is encouraged whether directly or through Subcontractors. Bidders may contact the [Office of Minority and Women’s Business Enterprises](#) for information on certified firms or to become certified. Also see Appendix F, *Procurement Reform Small Business Fact Sheet*.

2.10 Complaint, Debrief and Protest

See Appendix D, [Complaint, Debrief and Protest Procedures](#).

2.11 Proposed Master Contract

A proposed Master Contract has been included as Appendix A, *Proposed Master Contract*.

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To be responsive, Bidders must indicate a willingness to enter into a contract substantially the same as the proposed Master Contract by signing Appendix H, *Certifications and Assurances*.

DES shall negotiate the specific wording of Appendix G, *Statement of Work*, based on the requirements of this IFB and the terms of the ASB's Proposal.

If the ASB fails or refuses to sign the Contract or any subsequent amendment within (10) days of delivery to ASB, failure to sign constitutes retraction of the ASB's offer to perform and releases DES to contract with the next ASB.

3 PREPARATION OF BIDS

3.1 Pre-Bid Conference

DES will host a pre-Bid Conference to address IFB requirements at the time and location referenced below. While attendance is not mandatory, Bidders are encouraged to attend and participate. The purpose of the pre-Bid meeting is to clarify the IFB as needed and raise any issues or concerns, especially those of the Vendor community. If interpretations, specifications, or other changes to the IFB are required as a result of the meeting, the Procurement Coordinator will post an Amendment to WEBS.

DES Headquarters
Room 1213 (1st Floor)
1500 Jefferson Street SE
Olympia, WA 98501
1-3 p.m. PST

*Assistance for disabled, blind or hearing-impaired persons who wish to attend is available with prior arrangement by contacting the Procurement Coordinator identified on the cover page.

3.2. Delivery of Bids

All Responses must be sent by email addressed to: DESCPRMHealHumServ@des.wa.gov unless other arrangements have been made and agreed to in advance and in writing by the Procurement Coordinator.

Bidders are cautioned to keep email sizes to less than 30 MB. Also, to keep file sizes to a minimum, Bidders are cautioned not to use graphics in their Responses.

Responses may not be transmitted using facsimile transmission.

All proposals and any accompanying documentation become the property of DES and will not be returned.

3.3. Identification

Each emailed Response must include the Bidder's name as the first word of the subject line, followed by "IFB #01715 – Linen & Laundry Service." Bidders may break Responses into multiple emails provided each email clearly indicates in the subject line its overall place in the series, as well as the total number of separate emails being sent. For example, if ABC Company is submitting their response as three separate emails, the subject line of the first should be "ABC Company Response 1 of 3"; the next email's subject line would be "ABC Company Response 2 of 3"; etc.

3.4. Questions and Answers

Questions regarding this IFB will be allowed consistent with the dates specified in the projected solicitation schedule. All questions must be submitted in writing by the end of the question and

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answer period to the Procurement Coordinator at DESCPRMHealHumServ@des.wa.gov. DES intends to provide a written response in WEBS for questions received by the end of the question and answer period.

Verbal responses will not be provided. Only written answers posted to WEBS will be considered official and binding. Bidders will not be identified in answers.

When the question and answer period is complete, additional comments will be for the purpose of informing the Procurement Coordinator of an issue only. Questions and comments outside the question and answer period will not be answered or acknowledged.

If interpretations or other changes to this IFB are required as a result of inquiries made during the question and answer period, the IFB may be amended. Amendments are posted to WEBS. Bidders who submit questions will not be identified. Verbal responses to questions will be considered unofficial and non-binding. Only written responses posted to the DES web site listed above will be considered official and binding.

3.5. Due Date

Responses in their entirety must be received by DES by the Response due date and time indicated on the cover page. The "receive date/time" posted by DES's email system will be used as the official time stamp but may not reflect the exact time received.

Bidders should allow sufficient time to ensure timely receipt of the proposal by the Procurement Coordinator. Late Responses will not be accepted and will be automatically disqualified from further consideration.

DES assumes no responsibility for delays caused by Bidder's e-mail, network problems or any other party.

3.6. Required Submittals

Bidders must include, at a minimum, the following submittals as email attachments in their Response. Failure to include or properly document any of the following requirements may be grounds for disqualification.

All attachments should strictly adhere to the format and file naming conventions set forth herein. **Zipped files cannot be received by DES and must not be used in Responses.** All files in the Bidder's Response should be formatted in Microsoft Word, Microsoft Excel, PDF, or as otherwise outlined herein. Formats not identified herein may be accepted with prior written approval of DES.

Bid Submittal Checklist	
1. <input type="checkbox"/>	<p>Completed Price Worksheet Submittal (Appendix B).</p> <p>Required Format: MS Excel.</p> <p>File naming convention: BidderName_01715_Price. Abbreviate '<i>BidderName</i>' as concisely as possible when naming this file. Initials or a very short acronym are preferred.</p> <p>Expectation: One MS Excel file which includes a Price quotation, labeled with the proper naming convention, and attached to the Bidder's email submittal.</p> <p>In the contents of this file, Bidder must observe the following:</p> <ul style="list-style-type: none">• Enter Bidder company name as indicated.• Do not add any shading or other special formatting to any of the cells, columns or rows of the spreadsheet. Do not make any changes to the

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	<p>spreadsheet template provided other than to enter your proposed rate.</p> <ul style="list-style-type: none">• Do not include any exceptions, comments or special notations in this document.
2. <input type="checkbox"/>	<p>Completed <i>Bidder Profile Submittal (Appendix C)</i>.</p> <p>Required Format: MS Word.</p> <p>File naming convention: <i>BidderName_01715_Profile</i>. Abbreviate '<i>BidderName</i>' as concisely as possible when naming this file. Initials or a very short acronym are preferred.</p> <p>Expectation: One MS Word file, labeled with the proper naming convention, and attached to the Bidder's email submittal.</p> <p>In the contents of this file, Bidder must observe the following:</p> <ul style="list-style-type: none">• Do not insert company logo anywhere.• Do not add any shading or other special formatting to any of the cells, columns, or rows of the spreadsheet. Do not make any changes to the spreadsheet template provided, other than to enter requested data.• Do not include any exceptions, comments, or special notations in this document.
3. <input type="checkbox"/>	<p>Completed <i>Non-Cost Submittal (Appendix E)</i>.</p> <p>Required Format: MS Word or PDF.</p> <p>File naming convention: <i>BidderName_01715_Non-Cost</i>. Abbreviate '<i>BidderName</i>' as concisely as possible when naming this file. Initials or a very short acronym are preferred.</p> <p>Expectation: One MS Word or PDF file, labeled with the proper naming convention, and attached to the Bidder's email submittal.</p> <p>In the contents of this file, Bidder must observe the following:</p> <ul style="list-style-type: none">• Do not insert company logo anywhere.• Do not include any exceptions, comments or special notations in this document.
4. <input type="checkbox"/>	<p>Completed <i>Certifications & Assurances (Appendix H)</i>.</p> <p>Required Format: MS Word or PDF.</p> <p>File naming convention: <i>BidderName_01715_Certifications & Assurances</i>. Abbreviate '<i>BidderName</i>' as concisely as possible when naming this file. Initials or a very short acronym are preferred.</p> <p>Expectation: This document must be signed by the Bidder's Authorized Signatory. One MS Word or PDF file, labeled with the proper naming convention, and attached to the Bidder's email submittal.</p> <p>In the contents of this file, Bidder must observe the following:</p>

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	<ul style="list-style-type: none">• Do not insert company logo anywhere. <p>Do not include any exceptions, comments or special notations in this document.</p>
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4 EVALUATION AND AWARD

4.1 General Provisions

- Bidder Responsiveness, responsibility, and price factors will be evaluated based on the evaluation process described in this section.
- Contract Award will be based on the evaluation and Award criteria established herein and will be subject to consideration of all factors identified in [RCW 39.26](#) and other criteria identified in the IFB.
- By submitting a response to this IFB, the Bidder is consenting to be bound by all assurances made in this IFB, and to adhere to the terms of Appendix G, *Statement of Work*.
- Bidders whose Bids are determined non-Responsive will be rejected and the Bidder will be notified of the reasons for rejection.
- After Bids have been submitted, DES may require individual Bidders to appear at a time and place determined by DES to discuss Contract requirements. Any such meeting should not be construed as negotiations or an indication of DES's intention to Award.
- DES reserves the right to: (1) Waive any informality; (2) Reject any or all Bids, or portions thereof; (3) Accept any portion of the items Bid unless the Bidder stipulates all or nothing in their Bid; (4) Cancel an IFB and re-solicit Bids; (5) Negotiate with the lowest Responsive and Responsible Bidder to determine if that Bid can be improved for the Purchaser.
- Preferences and penalties: Preferences and penalties that are required by law, rule, or IFB will be applied to Bid pricing. Some preferences and penalties may be added by Contract language and could be applied to Bid pricing. A preference reduces the Bidder's stated price by the amount of the preference and is an advantage to the Bidder. A penalty increases the Bidder's stated price by the amount of the penalty and is a disadvantage to the Bidder. Preferences and penalties are applied to the pricing for evaluation purposes only but are not applied for purchasing purposes. For more information, see RCW 39.26.
- References: DES reserves the right to use references to confirm satisfactory customer service, performance, satisfaction with service/Product, knowledge of Products/service/industry, and timeliness. Any negative or unsatisfactory reference can be reason for rejecting a Bidder as non-Responsible. DES reserves the right to waive the reference check.

4.2 Initial Determination of Responsiveness

Bids will be reviewed initially on a pass/fail basis to determine compliance with administrative requirements and submittal instructions.

DES reserves the right to determine, at its sole discretion, whether a Bidder's Response to a minimum IFB requirement is sufficient to pass. However, if all Bidders fail to meet any single IFB requirement, DES may reject all Bids and cancel the IFB or waive the requirement from the IFB's criteria for Responsiveness.

Responsive Bids will be further evaluated based on the requirements in this IFB.

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4.3 Determination of Responsibility

During evaluation, DES reserves the right to make reasonable inquiry to determine the responsibility of any Bidder. Requests may include financial statements, credit ratings, references, record of past performance, clarification of Bidder's offer, on-site Inspection of Bidder's or Subcontractor's facilities, or other information as necessary. Failure to respond to these requests might result in a Bid being rejected as non-Responsible.

4.4 Non-Cost Submittal Evaluation

Responsive and Responsible Bids will be further evaluated on Responses to the required Bidder Non-Cost submittal found in Appendix E. DES shall designate an evaluation team to review, evaluate and score all Responses in accordance with the maximum points available, as shown below.

Conflict Resolution Proposal	30 Points
Value Contribution	30 Points
Service Capacity Plan	30 Points
TOTAL	90 Points

The evaluation team shall consist of a minimum of three (3) evaluators. Evaluators shall consider RCW 39.26.160 when reviewing, evaluating and scoring. Each question in the above three sections will be worth a total of 10 points. Individual evaluator scores will be averaged at the question level and then added together to determine the Bidder's total points earned for the Non-Cost Submittal. An example is provided in the table below:

Bidder A										
Question #	Conflict Resolution Proposal (max 30 pts)			Value Contribution (max 30 pts)			Service Capacity Plan (max 30 pts)			Non-Cost Total
	One	Two	Three	One	Two	Three	One	Two	Three	
Evaluator A	9	8	10	8	9	9	8	9	7	68.33
Evaluator B	8	5	9	7	6	8	5	8	8	
Evaluator C	6	6	9	9	8	7	6	7	6	
Average Total	7.67	6.33	9.33	8.00	7.67	8.00	6.33	8.00	7.00	

4.5 Price Evaluation

Evaluated price from Responsive and Responsible Bids is calculated as shown on the price sheet embedded in the attached [Appendix B: Price Worksheet](#).

Price Worksheet: Bidders must record their Bid pricing in the appropriate cells on the Price Worksheet. The Price Worksheet must be filled out for each Region in the corresponding bid tab sheets for that Region, see below for Region information. Bidders must submit pricing for all required line items; failure to do so may result in disqualification. Prices Proposed shall be in U.S dollars.

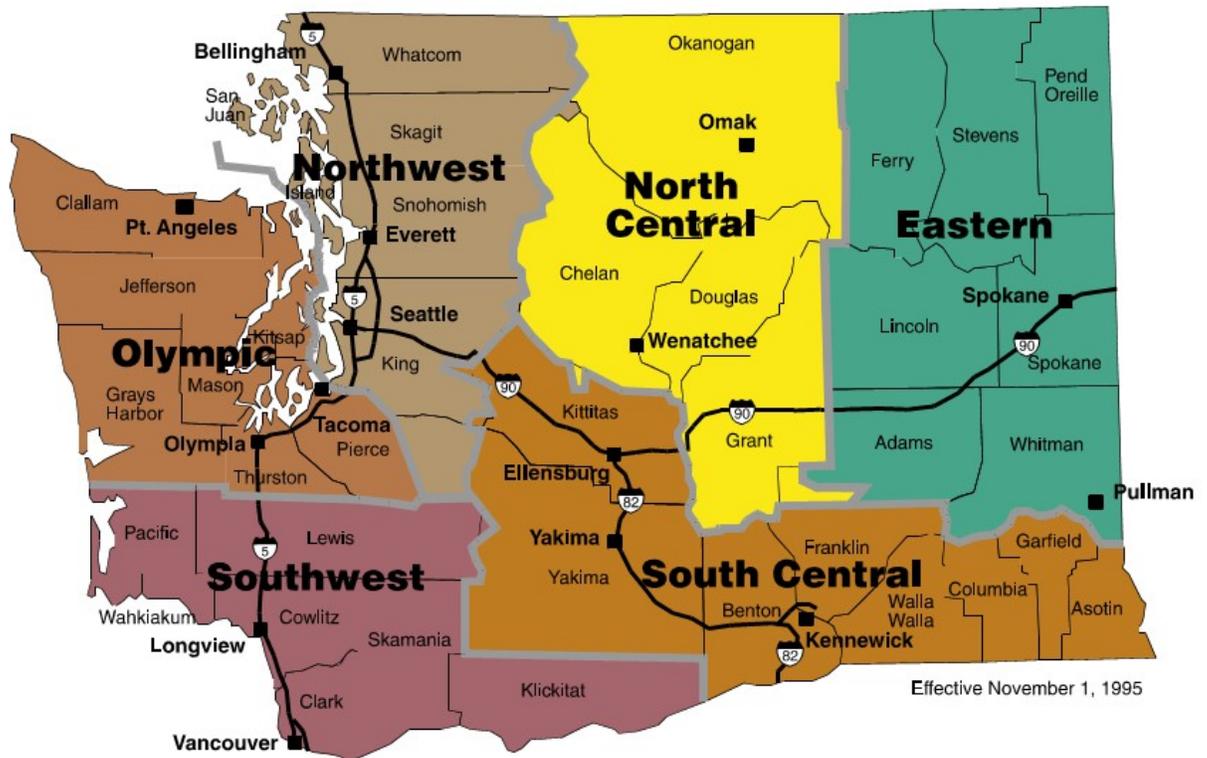
*Please note that pricing submitted must reflect all counties within the Region.

DES Invitation for Bid #01715

Linen & Laundry Services

- a. Where there is no charge or rate for services enter N/C (no charge) or zero (0) on the price sheet as applicable. If the Proposer fails to provide a price, the Purchasing Activity will assume the item is free. If the Proposer states “no charge” for an item in the price sheet, Purchaser’s will receive that item free for the contract period represented in the price sheet.
- b. All elements of recurring and non-recurring costs must be identified and included in the Price Sheets. This must include, but is not limited to, all administrative fees, manuals, documentation, shipping charges, labor, travel, receiving of documents for translation, training, consultation, account set-up, and initial instruction to Agency personnel.

Washington State Regions



4.6 Bid Evaluation and Scoring

To determine the lowest price evaluation cost, the Procurement Coordinator will apply any preferences or penalties to the Bidder's Price Sheet Submittal. The Procurement Coordinator will use the revised total to determine the lowest evaluated pricing and corresponding score for pricing submitted in Section One of the Price Worksheet Submittal. The Bidder with the lowest total evaluation price will receive 110 points. Those Bids with a higher evaluation price will receive a proportionately lesser number of evaluation points based upon the lowest Bid, using the following formula:

Lowest total Bid evaluation cost divided by a higher total Bid evaluation cost (Bid that is being evaluated) multiplied by number of available points equals the cost factor evaluation points. Points will be rounded to three places to the right of the decimal point using standard rounding method.

- Sample Calculation using Bidder A = \$100,000 and Bidder B = \$110,000
 - Bid B calculation – $\$100,000(A) / \$110,000(B) = 0.909 \times 110$ (max points available) = 99.99 Cost points (rounded to three places to the right of the decimal point using standard rounding).
 - Bidder A is the lowest total Bid evaluation cost, so it would be assigned the 110 points. Bidder B would be assigned 99.99 points based on the formula above.

From the above examples, total score for Bid A: 90(Non-cost) + 110(Cost) = 200 total points.

Total score for Bid B: 79.41(Non-cost) + 99.99(Cost) = 180.31 total points

The Bid Scoring and Non-cost Submittal point totals will be added together to represent the total points received by each Responsive Bidder to this IFB.

4.7 Selection of Apparent Successful Bidder

The Responsive and Responsible Bidder(s) with the highest evaluated point total will be declared the Apparent Successful Bidder(s).

DES reserves the right to request additional information or perform tests and measurements as part of the evaluation process before Award. Failure to provide requested information within 5 days may result in disqualification.

Before Award, DES may negotiate with an Apparent Successful Bidder to determine if a Bid can be improved.

Designation as an Apparent Successful Bidder does not imply that DES will issue an Award to your firm. It merely suggests that at this moment in time, DES believes your Bid to be Responsive. This designation allows DES to perform a responsibility analysis and ask for additional documentation. DES may also re-examine the Bid to determine whether the Bid is truly as Responsive as initially believed. The Bidder must not construe this as an Award, impending Award, attempt to negotiate, etc. If a Bidder acts or fails to act as a result of this notification, it does so at its own risk and expense.

4.8 Announcement of Apparent Successful Bidder

Following the announcement of the Apparent Successful Bidder (ASB), Bidders may request a debrief conference. See also Section 2.2 – Complaints, Debriefs and Protests (General Information) and [Appendix D – Complaint, Debrief and Protest Procedures](#). Failure to follow instructions could result in your claim being denied.

DES Invitation for Bid #01715

Linen & Laundry Services

4.9 Award

Upon notification of the Apparent Successful Bidder, DES will issue a Contract to that Bidder that will capture all of the mutually agreeable terms and conditions of the winning Bid. This Contract will capture all of the required elements of an enforceable contract between DES and the ASB, and will give legal force to the agreement between ASB and DES. The terms of the agreement shall not take effect until this resulting Contract is signed by a duly authorized representative of the ASB, and countersigned by DES, at which time a fully-executed Contract will result and take force.

DES reserves the right to Award on an All-or-nothing consolidated basis.

Following the Award, all Bidders will receive a Notice of Award, usually through a WEBS notification.

4.10 Bid Information Availability

After the announcement of the Apparent Successful Bidder(s), Bidders may request results of the IFB evaluation and Award by contacting the Procurement Coordinator. Upon Contract execution, results will also be available by accessing www.des.wa.gov. Bidders may also schedule an appointment to review the Bidding process.

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DES Invitation for Bid #01715

Linen & Laundry Services

5 APPENDICES

Reminder: By responding to this IFB, a Bidder acknowledges reading, understanding, and accepting all information contained within the entire IFB without modification.

Appendix A: Proposed Master Contract.....	 01715 Proposed Master Contract-9-21
Appendix B: Price Worksheet	 01715p.xls
Appendix C: Bidder Profile	 Bidder Profile.doc
Appendix D: Complaint, Debrief and Protest Procedures.....	 Complaint, Debrief & Protest Procedures.d
Appendix E: Non-Cost Submittal	 Non-Cost Submittal.docx
Appendix F: Procurement Reform Small Business Fact Sheet	 Procurement Reform Small Business Fact Si
Appendix G: Statement of Work.....	 Statement of Work.docx
Appendix H: Certifications & Assurances.....	 Certifications & Assurances.docx



Appendix A
Proposed Master Contract
for
IFB No. 01715
Linen & Laundry Services

Master Contract
01715

Linen & Laundry Services

Between:

<Insert Company Name>

And

Washington State Department of Enterprise Services

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1 CONTRACT FORMATION

1.1 PARTIES

This Master Contract ("Contract") is entered into by and between the Washington State Department of Enterprise Services, an Agency of Washington state government (hereinafter "DES"), and <Insert company name>, licensed to conduct business in the State of Washington, (hereinafter "Contractor") for the purpose of providing Linen & Laundry Services to qualified Purchasers.

1.2 RECITALS

The State of Washington, acting by and through DES issued Invitation for Bid (IFB) number 01715 dated <Insert date posted>, for the purpose of establishing a Master Contract which would enable Contractor to provide for the as needed purchase of linen, uniform, and garment rental and laundry services for statewide customer locations.

DES evaluated all properly submitted Responses to the above-referenced IFB and has identified Contractor as an Apparent Successful Bidder for Region <add awarded region(s) here>.

DES has determined that entering into a Contract with Contractor will meet the State of Washington's needs and will be in its best interest.

NOW THEREFORE, DES awards to Contractor this Master Contract, the terms and conditions of which shall govern Contractor's competition for and provisioning of Linen & Laundry Services. This Master Contract does not authorize Contractor to compete for or provide Services in any other region, other than those specified above.

This Master Contract neither financially binds the State nor otherwise obligates the State to purchase any Products or Services hereunder. Nor does the Contract prevent the State from purchasing the same or similar Products or Services from other sources, provided that, all legal acquisition requirements are satisfied.

IN CONSIDERATION of the mutual promises as hereinafter set forth, the parties agree as follows:

1.3 PURPOSE OR SCOPE

To establish a Master Contract for the as needed purchase of linen, uniform, and garment rental and laundry services for statewide customer locations.

1.4 CONTRACT TERM

The initial term of the Contract is two years from date of execution, with the option to extend for additional term(s) or portions thereof. Extensions will be exercised at the sole discretion of DES upon written mutual agreement. The total Contract term, including the initial term and all extensions, will not exceed eight years unless circumstances require a special extension.

1.5 CONTRACT PRICING

Estimated annual, statewide purchases under this Contract could reach \$1,350,000.00. All rates of payment and price calculations shall adhere to the Bid pricing given in Appendix B *Price Worksheet*, and any applicable Contract requirements.

1.6 STATEMENT OF WORK

The Contractor shall furnish the necessary personnel, equipment, material and/or services and otherwise do all things necessary for or incidental to the performance of work set forth in Appendix A *Statement of Work*.

1.7 SECTION HEADINGS, INCORPORATED DOCUMENTS AND ORDER OF PRECEDENCE

- 1.7.1 The headings used herein are inserted for convenience only and shall not control or affect the meaning or construction of any of the sections.
- 1.7.2 Each of the documents listed below is, by this reference, incorporated into this Master Contract as though fully set forth herein:
 - a. Appendix A *Statement of Work*
 - b. Appendix B *Price Worksheet*
 - c. IFB No. 01715
 - d. Contractor's Response to the IFB No. 01715
 - e. All Contractor or manufacturer publications, written materials and schedules, charts, diagrams, tables, descriptions, other written representations and any other supporting materials Contractor made available to DES or Purchaser and used to affect the sale of Services to Purchaser.
 - f. Award letter (if any)
- 1.7.3 In the event of a conflict in such terms, or between the terms and any applicable statute or rule, the inconsistency will be resolved by giving precedence in the following order:
 - a. Applicable federal and state of Washington statutes and regulations
 - b. Mutually agreed upon written Amendments to the resulting Contract
 - c. The Contract, including all documents incorporated in the subsection immediately above.
 - d. Appendix A Statement of Work
 - e. IFB No. 01715
 - f. Contractor's Response to IFB No. 01715

1.8 AUTHORITY TO BIND

The signatories to this Contract represent that they have the authority to bind their respective organizations to this Contract.

1.9 COUNTERPARTS

This Contract may be executed in counterparts or in duplicate originals. Each counterpart or each duplicate will be deemed an original copy of this Contract signed by each party, for all purposes.

1.10 CHANGES

DES reserves the right to modify the resulting Contract (including but not limited to adding or deleting Products/services) by mutual agreement between DES and the Contractor. Alterations to any of the terms, conditions or requirements of this Contract will only be effective upon written issuance of a mutually-agreed Contract Amendment by DES. Changes to point-of-contact information may be updated without the issuance of a mutually accepted Contract Amendment.

1.11 PRICE ADJUSTMENTS

Firm and fixed period: Pricing will remain firm and fixed for one (1) year from date of Award of the Contract.

Price protection: The Contract prices are the maximum prices the Contractor may charge.

If lower pricing for similar quantities becomes effective for the Contractor, Purchasers must be given immediate benefit of such lower pricing. The Contractor may also offer volume and promotional discounts.

Contractor agrees 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 similar quantities under similar terms. If, during the term of this Contract, the Contractor enters into Contracts with other governmental entities providing greater benefits or more favorable terms than those provided by this Contract, the Contractor is obligated to provide the same to Purchasers for subsequent purchases. DES will be notified of changes in Contract pricing.

Price increases: The Contractor may propose price increases on a semi-annual basis by written notice to the Contract Administrator. Price increases are to be on a pass-through basis only and must not produce a higher profit margin for the Contractor than that established by original Contract pricing. Requests must include supporting documentation such as price increases at the manufacturer's level and/or other documentation of cost increases.

Consideration of price increases will be at the sole discretion of the Contract Administrator. If a price increase is approved in part or in full, the resulting new Contract pricing will be implemented through a Contract Amendment.

Contract extensions and price adjustments: Contractors may not make Contract extensions contingent on price adjustments.

1.12 MISCELLANEOUS EXPENSES

Expenses related to day-to-day Contract performance (including but not limited to travel, lodging, meals, and incidentals) will not be reimbursed to the Contractor. However, DES recognizes that there may be occasions when the Purchaser requires the Bidder to travel. In such cases the Purchaser must provide written pre-approval of such expenses on a case-by-case basis. Any such reimbursement will be at rates not to exceed the guidelines for State employees published by the Washington State Office of Financial Management set forth in the [Washington State Administrative & Accounting Manual](#), and not to exceed expenses actually incurred.

2 STANDARD DEFINITIONS

This section contains definitions of terms commonly used in Solicitations conducted by the State of Washington, Department of Enterprise Services. Additional definitions may also be found in [Chapter 39.26 RCW](#). All terms contained herein will be read consistently with those definitions.

Agency	State of Washington institutions, the offices of the elective State officers, the Supreme Court, the court of appeals, the administrative and other departments of State government, and the offices of all appointive officers of the State. "Agency" does not include the legislature but does include colleges, community colleges and universities who choose to participate in State Contract(s).
Alternate	A substitute offer of goods and services which is not at least a functional Equal in features, performance and use and which materially deviates from one or more of the Specifications in a competitive Solicitation.
Amendment	A change to a legal document. Solicitation: For the purposes of a Solicitation document, an Amendment shall be a unilateral change issued by DES, at its sole discretion. Contract: An agreement between the parties to change the Contract after it is fully signed by both parties. Such agreement shall be memorialized in a written document describing the agreed-upon change including any terms and conditions required to support such change. An Order Document shall not constitute an Amendment to a Contract.
Apparent Successful Bidder(s)	The Bidder identified by DES, after evaluation of Responses, who is recommended for Award.
Authorized representative	An individual designated by the Bidder or Contractor to act on its behalf and with the authority to legally bind the Bidder or Contractor.
Authorized signatory	An individual with the authority to legally bind the Bidder or Contractor concerning the terms and conditions set forth in Solicitation, Response and Contract documents.
Award	The official act of DES of accepting the offer to enter into a Contract as contained in the Bidder(s) Response.
Bid	A sealed written offer to perform a Contract to provide materials, supplies, services, and/or equipment in reply to an Invitation For Bid (IFB).
Bidder	A Vendor who submits a Response in reply to a Solicitation.
Brand	A specification identifying a manufacturer of the goods described in a competitive Solicitation to identify a standard of quality against which other

	Products will be evaluated.
Business days	Monday through Friday, 8 a.m. to 5 p.m., Pacific Time, except for holidays observed by the State of Washington.
Calendar days	Consecutive days of the year including weekends and holidays, each of which commence at 12:00:01 a.m. and end at Midnight, Pacific Time. When “days” are not specified, Calendar Days shall prevail.
Contract	An agreement, or mutual assent, between two or more competent parties with the elements of the agreement being offer, acceptance, and consideration.
Contract administrator	The individual authorized by DES who is responsible for administration of a Contract.
Contractor	Individual, company, corporation, firm, or combination thereof with whom DES develops a Contract for the procurement of materials, supplies, services, and/or equipment. It shall also include any Subcontractor retained by Contractor as permitted under the terms of the Contract.
Department of Enterprise Services (DES)	An Agency serving State government and the citizens of Washington.
Equal	Materials, supplies, services and/or equipment that meets or exceeds the quality, performance and use of the Specifications identified in a Solicitation.
Estimated useful life	The estimated time from the date of acquisition to the date of replacement or disposal, determined in any reasonable manner.
Inspection	An examination of delivered material, supplies, services, and/or equipment prior to Acceptance aimed at forming a judgment as to whether such delivered items are what was ordered, were properly delivered and ready for Acceptance. Inspection may include a high level visual examination or a more thorough detailed examination as is customary to the type of purchase, as set forth in the Solicitation document and/or as agreed between the parties. Inspection shall be acknowledged by an authorized signature of the Purchaser.
Intent to Award	Notice of the recommendation for Award for a specific Solicitation.
Invitation for Bid (IFB)	The form utilized to solicit Bids in the formal, Sealed Bid procedure and any Amendments thereto issued in writing by DES. Specifications and qualifications are clearly defined.

Late Bids or Proposals	A Bid or Proposal received at the place specified in the Solicitation after the time designated for all Bids or Proposals to be received.
Lead time/After Receipt Of Order (ARO)	The period of time between when the Contractor receives the order and the Purchaser receives the materials, supplies, equipment, or services order.
Lifecycle cost	The total cost of an item to the State over its Estimated Useful Life, including costs of selection, acquisition, operation, maintenance, and where applicable, disposal, as far as these costs can reasonably be determined, minus the salvage value at the end of its Estimated Useful Life.
Order document	A written communication, submitted by a Purchaser to the Contractor, which details the specific requirements of the Purchaser within the scope of the Contract, such as delivery date, size, color, capacity, etc. An Order document may include, but is not limited to field orders, purchase orders, work order or other writings as may be designated by the parties hereto. No additional or Alternate terms and conditions on such written communication shall apply unless authorized by the Contract and expressly agreed between the Purchaser and the Contractor.
Original Equipment Manufacturer (OEM)	A supply management term for the purchase of parts and material directly from the manufacturer of the equipment or from an authorized reseller. For example, Ford automotive replacement parts would be purchased from an authorized Ford reseller.
Procurement Coordinator	The individual authorized by DES who is responsible for conducting a specific Solicitation.
Product	Materials, supplies, services, and/or equipment provided under the terms and conditions of this Contract.
Prompt payment discount	A discount offered by the Bidder to encourage timely payment by Purchaser within the stated term identified by Bidder.
Proposal	A sealed written offer to perform a Contract to supply materials, supplies, services, and/or equipment in reply to a Request For Proposal (RFP).
Purchaser	The authorized user of the Contract, as identified in the Solicitation, who may or actually does make purchases of material, supplies, services, and/or equipment under the resulting Contract.
Quotation	An informal written or oral offer to perform a Contract to supply materials, supplies, services, and/or equipment in reply to a Request For Quote (RFQ).

Recycled material	Waste materials and by-products that have been recovered or diverted from solid waste and that can be utilized in place of a raw or virgin material in manufacturing a Product and consists of materials derived from post-consumer waste, manufacturing waste, industrial scrap, agricultural wastes and other items, all of which can be used in the manufacture of new or recycled Products.
Recycled content Product	A Product containing Recycled material.
Request For Proposal (RFP)	The form utilized to solicit Proposals in the formal, sealed Solicitation procedure and any Amendments thereto issued in writing by DES. The Specifications and qualification requirements are written in an outcome based form allowing for consideration of a broad range of different solutions to meet the procurement need.
Request For Quotations (RFQ)	A written or oral request by DES to solicit Quotations in the informal Solicitation procedure.
Response	A Bid or Proposal.
Responsible	The capability in all respects to perform in full the Contract requirements; meets the elements of responsibility. (See RCW 39.26 .)
Responsive	Conforms in all material respects to the terms and conditions, the Specifications, and other requirements of a Solicitation.
Sealed Bid	A formal submission from a Bidder submitted in Response to a Solicitation. It is submitted in a sealed manner to prevent its contents from being revealed before the time and date set for the Bid opening.
Solicitation	The process of notifying prospective Bidders that DES desires to receive competitive Bids or Proposals for furnishing specified materials, supplies, services, and/or equipment. Also includes reference to the actual documents used for that process, including: the Invitation For Bids (IFB) or Request For Proposals (RFP), along with all attachments and exhibits thereto.
Specifications	The explicit requirements furnished with a competitive Solicitation upon which a purchase order or Contract is to be based. Specifications set forth the characteristics of the goods and/or services to be purchased or sold so as to enable the Bidder or supplier to determine and understand requirements of the Purchaser. Specifications may be in the form of a description of the physical or performance characteristics, a reference Brand or both. It may include a description of any requirement for inspecting, testing, or preparing a material, equipment, supplies, or service for delivery.

State	The State of Washington acting by and through DES.
State Master Contract	<p>The written document memorializing the agreement between the successful Bidder and DES for materials, supplies, services, and/or equipment, administered by the Master Contracts and Consulting Unit on behalf of the State of Washington.</p> <p>“State Contract” does not include the following:</p> <ul style="list-style-type: none"> – Colleges and universities that choose to purchase under RCW 28B.10.029 – Purchases made in accordance with State purchasing policy; – Purchases made pursuant to authority granted or delegated under RCW 39.26 – Purchases authorized as an emergency purchase under RCW 39.26; or – Purchases made pursuant to other statutes granting the Agency authority to independently conduct purchases of materials, supplies, services, or equipment.
Subcontractor	A person or business that is, or will be, providing or performing an essential aspect of the Contract under the direction and responsibility of the Contractor and with the agreement of DES.
Vendor	A provider of materials, supplies, services, and/or equipment.
Washington’s Electronic Business Solution (WEBS)	The Vendor registration and Bidder notification system maintained by the Washington State Department of Enterprise Services located at: www.ga.wa.gov/webs .

3 STANDARD TERMS & CONDITIONS

3.1 Contract Modifications

DES reserves the right to modify the resulting Contract (including but not limited to adding or deleting products, services, or delivery locations) by mutual agreement between DES and the Contractor, so long as such modification is substantially within the scope of the original Contract. Such modifications will be memorialized in a signed written document describing the agreed upon change including any terms and conditions required to support such change.

3.2 Contract Administration

DES will appoint a single point of contact that will be the Contract Administrator for this Contract and will provide Contract oversight. The Contract Administrator will be the principal contact for the Contractor for business activities under this Contract. DES will notify Contractor, in writing, when there is a new Contract Administrator assigned to this Contract.

3.3 Contractor Supervision and Coordination

Contractor shall:

- a. Competently and efficiently supervise and coordinate the implementation and completion of all Contract requirements specified herein.
- b. Identify the Contractor's Authorized Representative, who will be the principal point of contact for DES concerning Contractor's performance under this Contract.
- c. Immediately notify the Contract Administrator in writing of any change to the designated Authorized Representative assigned to this Contract.
- d. Be bound by all written communications given to or received from the Contractor's Authorized Representative.

Violation of any provision of this section may be considered a material breach establishing grounds for Contract termination.

3.4 Post-Award Conference

The Contractor may be required to attend a post-Award conference scheduled by the Procurement Coordinator and/or the Contract administrator to discuss Contract performance requirements. The time and place of this conference will be scheduled following Contract Award.

3.5 Contract Management

Upon Award this Contract, the Contractor shall:

- a. Review the impact of the Award and take the necessary steps needed to ensure that Contractual obligations will be fulfilled.
- b. Promote and market the use of this Contract to all authorized Contract Purchasers.
- c. Ensure that those who endeavor to utilize this Contract are authorized Purchasers under this Contract.
- d. At no additional charge, assist Purchasers in making the most cost effective, value based purchases which may include, but is not limited to:

- Having representatives available to provide information regarding Products and services, including visiting the Purchaser site if needed, and providing Purchaser with materials/supplies/equipment recommendations.
- Providing Purchasers with a detailed list of Contract items including current Contract pricing and part numbers.

The Contractor shall designate a customer service representative who will be responsible for addressing Purchaser issues including, but not limited to:

- Logging requests for service, ensuring repairs are completed in a timely manner, dispatching service technicians and processing warranty claim documentation.
- Providing Purchasers with regular and timely status updates in the event of a delay in repair or order fulfillment.
- Acting as the lead and liaison between the manufacturer and Purchaser in resolving warranty claims for Contract items purchased.

3.6 Changes

Alterations to any of the terms, conditions, or requirements of this Contract shall only be effective upon written issuance of a mutually agreed Contract Amendment by DES. However, changes to point of contact information may be updated without the issuance of a mutually agreed Contract Amendment.

3.7 Statewide Payee Desk

Contractors must register with the Statewide Payee Desk, maintained by DES, in order to be paid for Contract sales. Washington State agencies cannot make payments to a Contractor until it is registered. Registration materials are available here: [Receiving Payment from the State](#).

3.8 Management Fee

Contractor will pay a management fee of 0.74 percent to DES on all State Contract sales/purchase price for work orders. The purchase price is defined as total invoice price less sales tax. No taxes will be assessed against the management fee.

The management fee must be rolled into the Contractor's current pricing; the fee must not be shown as a separate line item on an invoice unless specifically requested and approved by DES.

How to determine the fee: Total sales (not including sales tax) x .0074 = management fee.

DES may increase, reduce or eliminate the management fee, and reserves the right to negotiate Contract pricing with the Contractor when adjustment of the management fee might justify an increase in pricing. Written notifications of the management fee by DES become effective for new purchases or new change orders to existing purchases 30 Calendar days after notification unless DES grants additional time.

The State reserves the right to audit, or have a designated third party audit, applicable records to ensure that the State has been properly invoiced and all management fees have been paid. Failure to accurately report total net sales, to submit a timely usage report, or remit timely payment of the management fee, may be cause for Contract termination, the charging of interest or penalties, or the exercise of other remedies provided by law.

The management fee does not include or supersede fee terms owed to other entities such as the Western States Contracting Alliance, National Association of State Procurement Officials (WSCA-NASPO) or governmental entities other than the State of Washington.

DES will invoice the Contractor every quarter based on sales reported by Contractor. Contractors are not to remit payment until they receive an invoice from DES.

Management fee payment must reference the Contract number, work request number (if applicable), the year and quarter for which the management fee is being remitted, and the Contractor's name as it is known to DES, if not already included on the face of the check.

3.9 Contract Sales Report

The management fee will be based on total Contract sales, which must be reported quarterly by the Contractor in the [Contract Sales Reporting System](#). DES will provide a login password and a Vendor number.

For each report, Contractor must identify every Purchaser who has made purchases during the reporting period. The "Miscellaneous" option may be used only with prior approval by DES, and use of this option without prior approval by DES may be cause for Contract termination. Refer sales reporting questions to the Contract Administrator.

Due date: Reports must be submitted electronically within 30 days after the end of the calendar quarter: no later than April 30, July 31, October 31 and January 31.

Failure to provide reports in accordance with the schedule above may be cause for Contract termination.

3.10 Other Required Reports

DES may require the Contractor to provide a detailed annual Contract sales history report. This report, if requested, will include at a minimum, but is not limited to: Product description, part number or other Product identifier, per unit quantities sold, and Contract price. This report must be provided to DES in an electronic format that can be read by MS Excel. Unless the Solicitation specifies otherwise, all other required reports will be designed and approved by the parties by mutual agreement.

3.11 Common Vendor-Registration and Bid-notification System

Contractor shall be registered in Washington's Electronic Business Solution (WEBS), the State's common Vendor registration and Bid notification system (www.ga.wa.gov/webs). Contractors already registered need not re-register. It is the sole responsibility of Contractor to properly register and maintain an accurate Vendor profile.

3.12 Contractor Qualifications and Requirements

DES reserves the right to require receipt of proof of compliance with any of the requirements in this section within 10 Calendar days from the date of request, and to terminate this Contract as a material breach for noncompliance with any requirement of this paragraph. Contractor shall maintain compliance with these requirements throughout the life of this Contract.

a. Qualified and Established Business

Prior to performance, or prior to that time if required by DES, law or regulation, Contractor must be an established business with all required licenses, fees, bonding, facilities,

equipment, and trained personnel necessary to meet all requirements and perform the work as specified in the Solicitation.

b. Authorized Service Provider and Product Reseller Certifications

Upon request, Contractor must provide evidence of its status as an authorized service provider or Product reseller. Contractor shall maintain its authorized service provider or Product reseller status for the initial term and any extensions of the resulting Contract. If this status is discontinued, this Contract may be terminated.

c. Personnel Substitutions

If at Contract Award or any time thereafter, any named individual specifically identified in the Response to work on this engagement is not available, DES reserves the right to approve or reject any personnel substitutions.

d. Use of Subcontractors

Prior to performance, Contractor shall identify all Subcontractors who will perform services in fulfillment of Contract requirements. Additionally Contractor may be required to identify contact information as well as federal tax identification number (TIN), and anticipated dollar value of each Subcontract.

DES reserves the right to approve or reject any and all Subcontractors that identified by the Contractor. Any Subcontractors not listed in the Bidder's Response, who are engaged by the Contractor, must be pre-approved, in writing, by DES.

Contractor agrees to be Responsible for all actions of any Subcontractors in the performance of this Contract. The Contractor shall be Responsible to ensure that all requirements of the Contract shall flow down to any and all Subcontractors. In no event shall the existence of a Subcontract operate to release or reduce the liability of Contractor to the State for any breach in the performance of the Contractor's duties.

e. Assignment

Contractor shall not assign or otherwise transfer its obligations or any claim arising under this Contract without the prior written consent of DES. Such consent will not be unreasonably withheld. Contractor shall provide a minimum of 30 Calendar days advance notification of intent to assign or otherwise transfer its obligations under this Contract. Violation of this provision may be considered a material breach and be grounds for Contract termination. Assignment or transfer of Contract shall not relieve the Contractor from its responsibilities and obligations under the Contract.

f. Contractor Authority and Infringement

Under this Contract, Contractor is authorized to sell only those materials, supplies, services and/or equipment as stated herein and allowed for by the Contract provisions. Contractor shall not misrepresent to Purchasers that they have the Contract authority to sell any other materials, supplies, services and/or equipment. Further, Contractor may not intentionally infringe on other established State Contracts.

g. Hours of Labor

In compliance with RCW [49.28](#), Contractor agrees that no worker, laborer, or mechanic in the employ of the Contractor or Subcontractor shall be permitted or required to work more than eight (8) hours in any one calendar day, or forty (40) hours in any one calendar week.

However, in cases of extraordinary emergency such as danger to life or property, the hours of work may be extended but in such cases the rate of pay for time employed in excess of the above shall be at the prevailing overtime rate of pay. Except, Contracts will not require the payment of overtime rates for the first two hours worked in excess of eight (8) hours per day when the employer has obtained the employee's agreement (as defined in WAC [296-127-022](#)) to work a four-day, ten-hour work week.

h. Materials and Workmanship

The Contractor is required to furnish all materials, supplies, equipment and/or services necessary to perform Contractual requirements. Materials, supplies, equipment and/or services used in the performance of this Contract shall conform to all applicable federal, state, and local codes, regulations and requirements for such equipment, Specifications contained herein, and the normal uses for which intended. Materials, supplies, and equipment shall be manufactured in accordance with the best commercial practices and standards for this type of materials, supplies, and equipment.

i. Best Pricing

For the term of the Contract, pricing for all products will be no greater than the prices quoted in the Bidder's Response. If, however, during the Contract period lower prices and rates become effective through reduction in Manufacturer's or Contractor's list prices, promotional discounts, or other circumstances, Purchasers must be given immediate benefit of such lower prices and rates.

3.13 Delivery Requirements

a. Delivery:

Contractor must ensure that delivery of goods will be made as required in the Contract terms, the Purchase Order, or as otherwise mutually agreed in writing between the Purchaser and Contractor. The following apply to all deliveries:

- The Contractor must deliver the goods during Purchaser's normal work hours and within Contract time frames or as otherwise mutually agreed in writing between the Purchaser and Contractor at the time of order placement.
- The Contractor must verify specific working hours of individual Purchasers and instruct carrier(s) to deliver accordingly.
- The Purchaser may refuse shipment when delivered after normal working hours.
- Failure to comply with agreed upon delivery times may subject Contractor to liquidated damages and/or other damages.
- The acceptance of late delivery does not constitute a waiver of the requirements for the timely performance of any obligation remaining to be performed by Contractor.
- The Contractor must make all deliveries to the applicable delivery location as indicated in the Contract or Purchase Order.
- The Contractor is responsible for verifying delivery conditions/requirements with the Purchaser prior to the delivery.

- When applicable, the Contractor must take all necessary actions to safeguard items during inclement weather.
- All packing lists, packages, instruction manuals, correspondence, shipping notices, shipping containers, and other written materials associated with this Contract shall be identified by the Contract identifier and the applicable Purchaser's order number. Packing lists shall be enclosed with each shipment and clearly identify all contents and any backorders.
- The Contractor must not initiate performance prior to receipt of written or verbal authorization from authorized Purchasers. Expenses incurred otherwise will be borne solely by the Contractor.

b. Receipt of Goods:

Inspection and rejection: The Purchaser's Inspection of all materials, supplies and equipment upon delivery is for the purpose of forming a judgment as to whether such delivered items are what was ordered, were properly delivered, and are ready for Acceptance. If applicable, the State reserves the right to independently test, at Contractor's expense, any Product of questionable freshness, quality, or origin delivered against this Contract. Such Inspection shall not be construed as final acceptance, or as acceptance of the materials, supplies or equipment, if the materials, supplies or equipment does not conform to Contractual requirements.

If there are any apparent defects in the materials, supplies, or equipment at the time of delivery, the Purchaser will promptly notify the Contractor. At the Purchaser's option and without limiting any other rights, the Purchaser may require the Contractor to:

- Repair or replace, at Contractor's expense, any or all of the damaged goods.
- Refund the price of any or all of the damaged goods.
- Accept the return of any or all of the damaged goods.

Alternatively and at the Purchaser's option, any possible damage to the Product may be noted on the receiving report and the cost deducted from final payment.

Acceptance: Acceptance shall be as specified in the Contract or Purchase Order. In the event that there is a formal Acceptance Testing period required in the Solicitation document then acceptance is formalized in writing. If there is no Acceptance Testing period required, Acceptance occurs when the Products are delivered and inspected.

c. Shipping and Risk of Loss:

Unless the Contract specifies otherwise, Contractor shall ship all Goods freight prepaid, FOB Purchaser's destination. The method of shipment shall be consistent with the nature of the Goods and hazards of transportation. Regardless of FOB point, Contractor agrees to bear all risks of loss, damage, or destruction of the Goods ordered hereunder that occurs prior to Delivery Date or Acceptance, whichever is applicable, except loss or damage attributable to Purchaser's fault or negligence; and such loss, damage, or destruction shall not release Contractor from any obligation hereunder. After Delivery Date or Acceptance, whichever is applicable, the risk of loss or damage shall be borne by Purchaser, except loss or damage attributable to Contractor's fault or negligence.

d. Site Security:

While on Purchaser's premises, Contractor, its agents, employees, or Subcontractors shall conform in all respects with physical, fire, or other security regulations.

e. Labeling:

Individual shipping cartons shall be labeled with the name of the Purchaser, order number, Contract number, Contractor, stock numbers. Where applicable, date of manufacture, batch number, storage requirements, conditions, and recommended shelf life shall also be included.

3.14 Treatment of Assets

Title to all property furnished by DES and/or Purchaser shall remain with DES and/or Purchaser, as applicable. Any property of DES and/or Purchaser furnished to the Contractor shall, unless otherwise provided herein or approved by DES and/or Purchaser, be used only for the performance of this Contract.

The Contractor shall be responsible for damages as a result of any loss or damage to property of DES and/or Purchaser which results from the negligence of the Contractor or which results from the failure on the part of the Contractor to maintain, administer and protect that property in a reasonable manner and to the extent practicable in all instances.

If any DES and/or Purchaser property is lost, destroyed, or damaged, the Contractor shall immediately notify DES and/or Purchaser and shall take all reasonable steps to protect the property from further damage.

The Contractor shall surrender to DES and/or Purchaser all property of DES and/or Purchaser prior to settlement upon completion, termination, or cancellation of this Contract.

Title to all property furnished by the Contractor, the cost for which the Contractor is entitled to be reimbursed as a direct item of cost under this Contract, shall pass to and vests in the Purchaser upon delivery of such property by the Contractor and Acceptance by the Purchaser. Title to other property, the cost of which is reimbursable to the Contractor under this Contract, shall pass to and vest in the Purchaser upon (i) issuance for use of such property in the performance of this Contract, or (ii) commencement of use of such property in the performance of this Contract, or (iii) reimbursement of the cost thereof by the Purchaser in whole or in part, whichever first occurs.

All reference to the Contractor under this clause shall also include Contractor's employees, agents or Subcontractors.

3.15 Standard of Quality/Consistency over Term of Contract

If, in the sole judgment of DES or the Purchaser, any Product is determined not to be Equal, the Purchaser may take any or all of the following actions:

- a. The Product may be returned at Contractor's expense and the Purchaser reimbursed for any payments.
- b. The Contract may be terminated without any liability to the State of Washington or Purchaser.

3.16 Payment

a. Advance Payment Prohibited:

No advance payment shall be made for the Products and Services furnished by Contractor under this Contract.

Notwithstanding the above, maintenance payments, if any, may be made on a quarterly basis at the beginning of each quarter.

b. Payment:

Payment is the sole responsibility of, and will be made by, the Purchaser.

Under [Chapter 39.76 RCW](#) , if Purchaser fails to make timely payment(s), Contractor may invoice for 1 percent per month on the amount overdue or a minimum of \$1. Payment will not be considered late if a check or warrant is mailed within the time specified. If no terms are specified otherwise in the Solicitation, net 30 days will automatically apply.

Payment(s) made in accordance with Contract terms shall fully compensate the Contractor for all risk, loss, damages or expense of whatever nature and acceptance of payment shall constitute a waiver of all claims submitted by Contractor.

Payment for materials, supplies and/or equipment received and for services rendered shall be made by Purchaser and be redeemable in U.S. dollars. Unless otherwise specified, the Purchaser's sole responsibility shall be to issue this payment. Any bank or transaction fees or similar costs associated with currency exchange procedures or the use of purchasing/credit cards shall be fully assumed by the Contractor.

Note: when the State has been overcharged or otherwise reimbursed, the Purchaser may elect to have either direct payments or written credit memos issued. If the Contractor fails to make timely payment(s) or issuance of credit memos, the Purchaser may impose a 1% per month on the amount overdue 30 days after notice to the Contractor.

c. Invoicing and Discounts

Contractor must provide a properly completed invoice to Purchaser. All invoices are to be delivered to the address indicated in the purchase order.

Each invoice must be identified by the associated Contract number; the Contractor's Statewide Vendor registration number assigned by the Washington State Office of Financial Management (OFM), the applicable Purchaser's order number, and must be in U.S. dollars. Statewide Vendor registration numbers may be accessed here: <http://www.des.wa.gov/services/ContractingPurchasing/Business/VendorPay/Pages/VL.aspx>. Invoices must be prominently annotated by the Contractor with all applicable prompt payment and/or volume discount(s) and shipping charges unless otherwise specified in the Solicitation.

Invoices for payment will accurately reflect all discounts due the Purchaser. Invoices will not be processed for payment, nor will the period of Prompt payment discount commence, until receipt of a properly completed invoice denominated in U.S. dollars and until all invoiced items are received and satisfactory performance of Contractor has been accepted by the Purchaser. If an adjustment in payment is necessary due to damage or dispute, any Prompt payment discount period shall commence on the date final approval for payment is authorized.

3.17 Taxes, Fees and Licenses

a. Taxes

Where required by statute or regulation, the Contractor shall pay for and maintain in current status all taxes that are necessary for Contract performance. Unless otherwise indicated, the Purchaser agrees to pay State of Washington taxes on all applicable

materials, supplies, services and/or equipment purchased. No charge by the Contractor shall be made for federal excise taxes and the Purchaser agrees to furnish Contractor with an exemption certificate where appropriate.

b. Collection of Retail Sales and Use Taxes

In general, Contractors engaged in retail sales activities within the State of Washington are required to collect and remit sales tax to Department of Revenue (DOR). In general, out-of-State Contractors must collect and remit "use tax" to Department of Revenue if the activity carried on by the seller in the State of Washington is significantly associated with Contractor's ability to establish or maintain a market for its Products in Washington. Examples of such activity include where the Contractor either directly or by an agent or other representative:

- Maintains an in-state office, distribution house, sales house, warehouse, service enterprise, or any other in-state place of business;
- Maintains an in-state inventory or stock of goods for sale;
- Regularly solicits orders from Purchasers located within the State of Washington via sales representatives entering the State of Washington;
- Sends other staff into the State of Washington (e.g. Product safety engineers, etc.) to interact with Purchasers in an attempt to establish or maintain market(s); or
- Other factors identified in [WAC 458-20](#).

c. Department of Revenue Registration for Out-of-State Contractors

Out-of-State Contractors meeting any of the above criteria must register and establish an account with the Department of Revenue. Refer to [WAC 458-20-193](#), and call the Department of Revenue at 800-647-7706 for additional information. When out-of-State Contractors are not required to collect and remit "use tax," Purchasers located in the State of Washington are responsible for paying this tax, if applicable, directly to the Department of Revenue.

d. Fees/Licenses

After Award of Contract, and prior to commencing performance under the Contract, the Contractor shall pay for and maintain in a current status any licenses, fees, assessments, permit charges, etc., which are necessary for Contract performance. It is the Contractor's sole responsibility to maintain licenses and to monitor and determine any changes or the enactment of any subsequent regulations for said fees, assessments, or charges and to immediately comply with said changes or regulations during the entire term of this Contract.

e. Customs/Brokerage Fees

Contractor shall take all necessary actions, including, but not limited to, paying all customs, duties, brokerage, and/or import fees, to ensure that materials, supplies, and/or equipment purchased under the Contract are expedited through customs. Failure to do so may subject Contractor to liquidated damages as identified herein and/or to other remedies available by law or Contract. Neither DES nor the Purchaser will incur additional costs related to Contractor's payment of such fees.

f. Taxes on Invoice

Contractor shall calculate and enter the appropriate State and local sales tax on all invoices. Tax is to be computed on new items after deduction of any trade-in in accordance with [WAC 458-20-247](#).

g. Minority and Women's Business Enterprise (MWBE) Participation

With each invoice for payment and within 30 days of Purchaser's request, Contractor shall provide Purchaser an Affidavit of Amounts Paid. The Affidavit of Amounts Paid shall either state that Contractor still maintains its MWBE certification, or State that its Subcontractor(s) still maintain(s) its/their MWBE certification(s) and specify the amounts paid to each certified MWBE Subcontractor under this Contract. Contractor shall maintain records supporting the Affidavit of Amounts Paid in accordance with this Contract's **Retention of Records** section.

h. Overpayments to Contractor

Contractor shall refund to Purchaser the full amount of any erroneous payment or overpayment under this Contract within 30 days' written notice. If Contractor fails to make timely refund, Purchaser may charge Contractor 1 percent per month on the amount due, until paid in full.

i. Audits

The State reserves the right to audit, or have a designated third party audit, applicable records to ensure that the State has been properly invoiced. Any remedies and penalties allowed by law to recover monies determined owed will be enforced. Repetitive instances of incorrect invoicing may be considered complete cause for Contract termination.

3.18 Quality assurance

a. Right of Inspection

Contractor shall provide right of access to its facilities to DES, or any of DES's officers, or to any other authorized agent or official of the State of Washington or the federal government, at all reasonable times, in order to monitor and evaluate performance, compliance, and/or quality assurance under this Contract.

b. Contractor Commitments, Warranties and Representations

Any written commitment by Contractor within the scope of this Contract shall be binding upon Contractor. Failure of Contractor to fulfill such a commitment may constitute breach and shall render Contractor liable for damages under the terms of this Contract. For purposes of this section, a commitment by Contractor includes: (i) Prices, discounts, and options committed to remain in force over a specified period of time; and (ii) any warranty or representation made by Contractor in its Bid or contained in any Contractor or manufacturer publications, written materials, schedules, charts, diagrams, tables, descriptions, other written representations, and any other communication medium accompanying or referred to in its Bid or used to effect the sale to Purchaser.

c. Warranties

Contractor warrants that all materials, supplies, services and/or equipment provided under this Contract shall be fit for the purpose(s) for which intended, for merchantability, and shall conform to the requirements and Specifications herein. Acceptance of any materials, supplies, service and/or equipment, and Inspection incidental thereto, by the Purchaser shall not alter or affect the obligations of the Contractor or the rights of the Purchaser.

d. Cost of Remedy

Cost of remedying defects: All defects, indirect and consequential costs of correcting, removing or replacing any or all of the defective materials or equipment will be charged against the Contractor.

3.19 Information and Communications

a. Advertising

Contractor shall not publish or use any information concerning this Contract in any format or media for advertising or publicity without prior written consent from DES.

b. Retention of Records

The Contractor shall maintain all books, records, documents, data and other evidence relating to this Contract and the provision of materials, supplies, services and/or equipment described herein, including, but not limited to, accounting procedures and practices which sufficiently and properly reflect all direct and indirect costs of any nature expended in the performance of this Contract. Contractor shall retain such records for a period of six (6) years following the date of final payment. At no additional cost, these records, including materials generated under the Contract, shall be subject at all reasonable times to Inspection, review, or audit by DES, personnel duly authorized by DES, the Washington State Auditor's Office, and federal and State officials so authorized by law, regulation or agreement.

If any litigation, claim or audit is started before the expiration of the six (6) year period, the records shall be retained until final resolution of all litigation, claims, or audit findings involving the records.

c. Proprietary or Confidential Information

To the extent consistent with [Chapter 42.56 RCW](#), the Public Disclosure Act, DES shall maintain the confidentiality of Contractor's information marked confidential or proprietary. If a request is made to view Contractor's proprietary information, DES will notify Contractor of the request and of the date that the records will be released to the requester unless Contractor obtains a court order enjoining that disclosure. If Contractor fails to obtain the court order enjoining disclosure, DES will release the requested information on the date specified.

The State's sole responsibility shall be limited to maintaining the above data in a secure area and to notify Contractor of any request(s) for disclosure for so long as DES retains Contractor's information in DES records. Failure to so label such materials or failure to timely respond after notice of request for public disclosure has been given shall be deemed a waiver by Contractor of any claim that such materials are exempt from disclosure.

d. Non-Endorsement and Publicity

Neither DES nor the Purchasers are endorsing the Contractor's Products or Services, nor suggesting that they are the best or only solution to their needs. Contractor agrees to make no reference to DES, any Purchaser or the State of Washington in any literature, promotional material, brochures, sales presentation or the like, regardless of method of distribution, without the prior review and express written consent of DES.

e. Ownership/Rights in Data

Purchaser and Contractor agree that all data and work Products (collectively called “work Product”) produced pursuant to this Contract shall be considered work made for hire under the U.S. Copyright Act, 17 U.S.C. §101 *et seq*, and shall be owned by Purchaser. Contractor is hereby commissioned to create the work Product. Work Product includes, but is not limited to, discoveries, formulas, ideas, improvements, inventions, methods, models, processes, techniques, findings, conclusions, recommendations, reports, designs, plans, diagrams, drawings, software, databases, documents, pamphlets, advertisements, books, magazines, surveys, studies, computer programs, films, tapes, and/or sound reproductions, to the extent provided by law. Ownership includes the right to copyright, patent, register and the ability to transfer these rights and all information used to formulate such work Product.

If for any reason the work Product would not be considered a work made for hire under applicable law, Contractor assigns and transfers to Purchaser the entire right, title and interest in and to all rights in the work Product and any registrations and copyright applications relating thereto and any renewals and extensions thereof.

Contractor shall execute all documents and perform such other proper acts as Purchaser may deem necessary to secure for Purchaser the rights pursuant to this section.

Contractor shall not use or in any manner disseminate any work Product to any third party, or represent in any way Contractor ownership in any work Product, without the prior written permission of Purchaser. Contractor shall take all reasonable steps necessary to ensure that its agents, employees, or Subcontractors shall not copy or disclose, transmit or perform any Work Product or any portion thereof, in any form, to any third party.

Material that is delivered under this Contract, but that does not originate there from (“preexisting material”), shall be transferred to Purchaser with a nonexclusive, royalty-free, irrevocable license to publish, translate, reproduce, deliver, perform, display, and dispose of such preexisting material, and to authorize others to do so except that such license shall be limited to the extent to which Contractor has a right to grant such a license. Contractor shall exert all reasonable effort to advise Purchaser at the time of delivery of preexisting material furnished under this Contract, of all known or potential infringements of publicity, privacy or of intellectual property contained therein and of any portion of such document which was not produced in the performance of this Contract. Contractor agrees to obtain, at its own expense, express written consent of the copyright holder for the inclusion of preexisting material. Purchaser shall receive prompt written notice of each notice or claim of copyright infringement or infringement of other intellectual property right worldwide received by Contractor with respect to any preexisting material delivered under this Contract. Purchaser shall have the right to modify or remove any restrictive markings placed upon the preexisting material by Contractor.

3.20 General Terms and Conditions

a. Governing Law and Venue

This Contract shall be construed and interpreted in accordance with the laws of the State of Washington, and the venue of any action brought hereunder shall be in the Superior Court for Thurston County.

b. Severability

Severability: If any provision of this Contract or any provision of any document incorporated by reference shall be held invalid, such invalidity shall not affect the other provisions of this Contract that can be given effect without the invalid provision, and to this end the provisions of this Contract are declared to be severable.

c. Survivorship

All transactions executed for Products and Services provided pursuant to the authority of this Contract shall be bound by all of the terms, conditions, Prices and Price discounts set forth herein, notwithstanding the expiration of the initial term of this Contract or any extension thereof. Further, the terms, conditions and warranties contained in this Contract that by their sense and context are intended to survive the completion of the performance, cancellation or termination of this Contract shall so survive. In addition, the terms of the sections titled Overpayments to Contractor; Ownership/Rights in Data; Contractor's Commitments, Warranties and Representations; Protection of Purchaser's Confidential Information; Section Headings, Publicity; Retention of Records; Patent and Copyright Indemnification; Contractor's Proprietary Information; Disputes; and Limitation of Liability shall survive the termination of this Contract.

d. Independent Status of Contractor

In the performance of this Contract, the parties will be acting in their individual, corporate or governmental capacities and not as agents, employees, partners, joint ventures, or associates of one another. The parties intend that an independent Contractor relationship will be created by this Contract. The employees or agents of one party shall not be deemed or construed to be the employees or agents of the other party for any purpose whatsoever. Contractor shall not make any claim of right, privilege or benefit which would accrue to an employee under [Chapter 41.06 RCW](#), or [Title 51 RCW](#).

e. Gifts and Gratuities

Contractor shall comply with all State laws regarding gifts and gratuities, including but not limited to: [RCW 39.26](#) , [RCW 42.52.150](#), [RCW 42.52.160](#), and [RCW 42.52.170](#) under which it is unlawful for any person to directly or indirectly offer, give or accept gifts, gratuities, loans, trips, favors, special discounts, services, or anything of economic value in conjunction with State business or Contract activities.

Under [RCW 39.26](#) and the Ethics in Public Service Law, [Chapter 42.52 RCW](#), State officers and employees are prohibited from receiving, accepting, taking or seeking gifts (except as permitted by [RCW 42.52.150](#)) if the officer or employee participates in Contractual matters relating to the purchase of goods or services.

f. Immunity and Hold Harmless

To the fullest extent permitted by law, Contractor shall indemnify, defend and hold harmless State, agencies of State and all officials, agents and employees of State (the "Indemnified Parties"), from and against all claims for bodily injury, death or damage to property. Contractor's obligation to indemnify, defend, and hold harmless includes any claim by Contractor's agents, employees, representatives, or any Subcontractor or its employees.

Contractor expressly agrees to indemnify, defend, and hold harmless the Indemnified Parties for any claim arising out of or incident to Contractor's or any Subcontractor's

performance or failure to perform the Contract. Contractor shall be required to indemnify, defend, and hold harmless the Indemnified Parties only to the extent claim is caused in whole or in part by negligent, reckless or willful acts or omissions of Contractor, its agents, employees, representatives, or any Subcontractor or its employees.

Contractor waives its immunity under Title 51 to the extent it is required to indemnify, defend and hold harmless State and its agencies, officials, agents or employees.

g. Personal Liability

It is agreed by and between the parties hereto that in no event shall any official, officer, employee or agent of the State of Washington when executing their official duties in good faith, be in any way personally liable or responsible for any agreement herein contained whether expressed or implied, nor for any statement or representation made herein or in any connection with this agreement.

3.21 Insurance

The following are general insurance provisions for the State of Washington. Additional requirements specific to a good/service may be detailed elsewhere in a Solicitation or its appendices.

a. General Requirements

Contractor shall, at its own expense, obtain and keep in force insurance as follows until completion of the Contract. Upon request, Contractor shall furnish evidence in the form of a certificate of insurance satisfactory to the State of Washington that insurance, in the following kinds and minimum amounts, has been secured. Failure to provide proof of insurance, as required, will result in Contract cancellation.

Contractor shall include all Subcontractors as insureds under all required insurance policies, or shall furnish separate Certificates of Insurance and endorsements for each Subcontractor. Subcontractor(s) must comply fully with all insurance requirements stated herein. Failure of Subcontractor(s) to comply with insurance requirements does not limit Contractor's liability or responsibility.

All insurance provided in compliance with this Contract shall be primary as to any other insurance or self-insurance programs afforded to or maintained by the State.

b. Specific Requirements

Employer's Liability (Stop Gap): The Contractor will at all times comply with all applicable workers' compensation, occupational disease, and occupational health and safety laws, statutes, and regulations to the full extent applicable and will maintain Employers Liability insurance with a limit of no less than \$1,000,000.00. The State of Washington will not be held responsible in any way for claims filed by the Contractor or their employees for services performed under the terms of this Contract.

Commercial General Liability Insurance: The Contractor shall at all times during the term of this Contract, carry and maintain commercial general liability insurance and if necessary, commercial umbrella insurance for bodily injury and property damage arising out of services provided under this Contract. This insurance shall cover such claims as may be caused by any act, omission, or negligence of the Contractor or its officers, agents, representatives, assigns, or servants.

The insurance shall also cover bodily injury, including disease, illness and death, and property damage arising out of the Contractor’s premises/operations, independent Contractors, Products/completed operations, personal injury and advertising injury, and Contractual liability (including the tort liability of another assumed in a business Contract), and contain separation of insured’s (cross liability) conditions.

Contractor waives all rights against the State of Washington for the recovery of damages to the extent they are covered by general liability or umbrella insurance.

The limits of liability insurance shall not be less than as follows:

General aggregate limits (other than Products-completed operations)	\$2 million
Products-completed operations aggregate	\$2 million
Personal and advertising injury aggregate	\$1 million
Each occurrence (applies to all of the above)	\$1 million
Fire damage limit (per occurrence)	\$50,000
Medical expense limit (any one person)	\$5,000

c. Business Auto Policy (BAP)

In the event that services delivered pursuant to this Contract involve the use of vehicles, or the transportation of clients, automobile liability insurance shall be required. The coverage provided shall protect against claims for bodily injury, including illness, disease, and death; and property damage caused by an occurrence arising out of or in consequence of the performance of this service by the Contractor, Subcontractor, or anyone employed by either.

Contractor shall maintain business auto liability and, if necessary, commercial umbrella liability insurance with a combined single limit not less than \$1,000,000 per occurrence. The business auto liability shall include Hired and Non-Owned coverage.

Contractor waives all rights against the State of Washington for the recovery of damages to the extent they are covered by business auto liability or commercial umbrella liability insurance.

d. Additional Insurance Provisions

All above insurance policies shall include, but not be limited to, the following provisions:

Additional Insured:

The State of Washington and all authorized Purchasers shall be named as an additional insured on all general liability, umbrella, excess, and property insurance policies. All policies shall be primary over any other valid and collectable insurance.

Notice of Policy Cancellation/Non-Renewal:

For insurers subject to [Chapter 48.18 RCW](#) (admitted and regulated by the Washington State Insurance Commissioner) a written notice shall be given to the director of purchasing or designee 45 Calendar days prior to cancellation or any material change to the policy as

it relates to this Contract. Written notice shall include the affected Contract reference number.

e. Surplus Lines

For insurers subject to [Chapter 48.15 RCW](#) (Surplus Lines) a written notice shall be given to the director of purchasing or designee 20 Calendar days prior to cancellation or any material change to the policy(ies) as it relates to this Contract. Written notice shall include the affected Contract reference number.

Cancellation for Non-Payment of Premium:

If cancellation on any policy is due to non-payment of premium, a written notice shall be given the director of purchasing or designee 10 Calendar days prior to cancellation. Written notice shall include the affected Contract reference number.

Identification:

Policies and certificates of insurance shall include the affected Contract reference number.

f. Insurance Carrier Rating

The insurance required above shall be issued by an insurance company authorized to do business within the State of Washington. Insurance is to be placed with a carrier that has a rating of A- Class VII or better in the most recently published edition of Best's Reports. Any exception must be reviewed and approved by the Risk Manager for the State of Washington, by submitting a copy of the Contract and evidence of insurance before Contract commencement. If an insurer is not admitted, all insurance policies and procedures for issuing the insurance policies must comply with [Chapter 48.15 RCW](#) and [Chapter 284-15 WAC](#) .

g. Excess Coverage

The limits of all insurance required to be provided by the Contractor shall be no less than the minimum amounts specified. However, coverage in the amounts of these minimum limits shall not be construed to relieve the Contractor from liability in excess of such limits.

3.22 Industrial Insurance Coverage

The Contractor shall comply with the provisions of [Title 51 RCW](#) Industrial Insurance. If the Contractor fails to provide industrial insurance coverage or fails to pay premiums or penalties on behalf of its employees as may be required by law, DES may terminate this Contract. This provision does not waive any of the Washington State Department of Labor and Industries (L&I) rights to collect from the Contractor.

3.23 Nondiscrimination

During the performance of this Contract, the Contractor shall comply with all applicable federal and state nondiscrimination laws, regulations and policies, including, but not limited to, Title VII of the Civil Rights Act, 42 U.S.C. section 12101 et. seq.; the Americans with Disabilities Act (ADA); and, [Chapter 49.60 RCW](#), Discrimination – Human Rights Commission.

3.24 OSHA and WISHA Requirements

Contractor agrees to comply with conditions of the federal Occupational Safety and Health Administration (OSHA) and, if manufactured or stored in the State of Washington, the Washington

Industrial Safety and Health Act (WISHA) and the standards and regulations issued thereunder, and certifies that all items furnished and purchased will conform to and comply with said laws, standards and regulations. Contractor further agrees to indemnify and hold harmless DES and Purchaser from all damages assessed against Purchaser as a result of Contractor's failure to comply with those laws, standards and regulations, and for the failure of the items furnished under the Contract to so comply.

3.25 Antitrust

The State maintains that, in actual practice, overcharges resulting from antitrust violations are borne by the Purchaser. Therefore, the Contractor hereby assigns to the State of Washington any and all of the Contractor's claims for such price fixing or overcharges which arise under federal or State antitrust laws, relating to the materials, supplies, services and/or equipment purchased under this Contract.

3.26 Waiver

Failure or delay of DES or Purchaser to insist upon the strict performance of any term or condition of the Contract or to exercise any right or remedy provided in the Contract or by law; or DES's or Purchaser's acceptance of or payment for materials, supplies, services and/or equipment, shall not release the Contractor from any responsibilities or obligations imposed by this Contract or by law, and shall not be deemed a waiver of any right of DES or Purchaser to insist upon the strict performance of the entire agreement by the Contractor. In the event of any claim for breach of Contract against the Contractor, no provision of this Contract shall be construed, expressly or by implication, as a waiver by DES or Purchaser of any existing or future right and/or remedy available by law.

3.27 Disputes and Remedies

a. Problem Resolution and Disputes

Problems arising out of the performance of this Contract shall be resolved in a timely manner at the lowest possible level with authority to resolve such problem. If a problem persists and cannot be resolved, it may be escalated within each organization.

In the event a bona fide dispute concerning a question of fact arises between DES or the Purchaser and Contractor and it cannot be resolved between the parties through the normal problem escalation processes, either party may initiate the dispute resolution procedure provided herein.. The dispute shall be handled by a Dispute Resolution Panel in the following manner. Each party to this Contract shall appoint one member to the Panel. These two appointed members shall jointly appoint an additional member. The Dispute Resolution Panel shall review the facts, Contract terms and applicable statutes and rules and make a determination of the dispute as quickly as reasonably possible. The determination of the Dispute Resolution Panel shall be final and binding on the parties hereto. DES and/or Purchaser and Contractor agree that, the existence of a dispute notwithstanding, they will continue without delay to carry out all their respective responsibilities under this Contract that are not affected by the dispute.

In the event a bona fide dispute concerning a question of fact arises between DES or the Purchaser and Contractor and it cannot be resolved between the parties through the normal escalation processes, either party may initiate the dispute resolution procedure provided herein.

The initiating party shall reduce its description of the dispute to writing and deliver it to the responding party. The responding party shall respond in writing within three Business days. The initiating party shall have three Business days to review the Bid. If after this review a resolution cannot be reached, both parties shall have three Business days to negotiate in good faith to resolve the dispute.

If the dispute cannot be resolved after three Business days, a Dispute Resolution Panel may be requested in writing by either party who shall also identify the first panel member. Within three Business days of receiving the request, the other party will designate a panel member. Those two panel members will appoint a third individual to the Dispute Resolution Panel within the next three Business days.

The Dispute Resolution Panel will review the written descriptions of the dispute, gather additional information as needed, and render a decision on the dispute in the shortest practical time.

Each party shall bear the cost for its panel member and share equally the cost of the third panel member.

Both parties agree to be bound by the determination of the Dispute Resolution Panel.

Both parties agree to exercise good faith in dispute resolution and to settle disputes prior to using a Dispute Resolution Panel whenever possible.

DES, the Purchaser and Contractor agree that, the existence of a dispute notwithstanding, they will continue without delay to carry out all their respective responsibilities under this Contract that are not affected by the dispute.

If the subject of the dispute is the amount due and payable by Purchaser for materials, supplies, services and/or equipment being provided by Contractor, Contractor shall continue providing materials, supplies, services and/or equipment pending resolution of the dispute provided Purchaser pays Contractor the amount Purchaser, in good faith, believes is due and payable, and places in escrow the difference between such amount and the amount Contractor, in good faith, believes is due and payable.

b. Administrative Suspension

When it is in the best interest of the State, DES may at any time, and without cause, suspend the Contract or any portion thereof for a period of not more than 30 Calendar days per event by written notice from DES to the Contractor's Representative. Contractor shall resume performance on the next business day following the 30th day of suspension unless an earlier resumption date is specified in the notice of suspension. If no resumption date was specified in the notice of suspension, the Contractor can be demanded and required to resume performance within the 30-day suspension period by DES providing the Contractor's Representative with written notice of such demand.

c. Force Majeure

The term "force majeure" means an occurrence that is beyond the control of the party affected and could not have been avoided by exercising reasonable diligence. Force majeure shall include acts of war, riots, strikes, fire, floods, windstorms, epidemics or other similar occurrences.

Exceptions: Except for payment of sums due, neither party shall be liable to the other or deemed in breach under this Contract if, and to the extent that, such party's performance of this Contract is prevented by reason of force majeure.

Notification: If either party is delayed by force majeure, said party shall provide written notification within 48 hours. The notification shall provide evidence of the force majeure to the satisfaction of the other party. Such delay shall cease as soon as practicable and written notification of same shall likewise be provided. So far as consistent with the Rights Reserved below, the time of completion shall be extended by Contract Amendment for a period of time Equal to the time that the results or effects of such delay prevented the delayed party from performing in accordance with this Contract.

Rights Reserved: DES reserves the right to authorize an Amendment to this Contract, terminate the Contract, and/or purchase materials, supplies, equipment and/or services from the best available source during the time of force majeure, and Contractor shall have no recourse against the State.

d. Alternative Dispute Resolution Fees and Costs

In the event that the parties engage in arbitration, mediation or any other alternative dispute resolution forum to resolve a dispute in lieu of litigation, both parties shall share equally in the cost of the alternative dispute resolution method, including cost of mediator or arbitrator. In addition, each party shall be responsible for its own attorneys' fees incurred as a result of the alternative dispute resolution method.

e. Non-Exclusive Remedies

The remedies provided for in this Contract shall not be exclusive but are in addition to all other remedies available under law.

3.28 Liquidated Damages

a. Liquidated Damages - General

DES and or the Purchasers and the Contractor agree that the liquidated damages provisions in the Contract are a reasonable forecast of the actual damages that would be suffered by the Purchaser in the event of Contractor's nonperformance, that such liquidated damages are not a penalty but represent the reasonable compensation due Purchaser in the event of a breach, and that such liquidated damages will be assessed as set forth herein.

Any delay by Contractor in meeting the Delivery Date, Installation Date, maintenance or repair date, or other applicable date set forth in this Contract will interfere with the proper implementation of Purchaser's programs and will result in loss and damage to Purchaser.

As it would be impracticable to fix the actual damage sustained in the event of any such failure(s) to perform, Purchaser and Contractor agree that in the event of any such failure(s) to perform, the amount of damage which will be sustained will be the amount set forth in the following subsections and the parties agree that Contractor shall pay such amounts as liquidated damages and not as a penalty.

Liquidated damages provided under the terms of this Contract are subject to the same limitations as provided in the section titled Limitation of Liability.

b. Limitation of Liability

The parties agree that neither Contractor, DES nor Purchaser shall be liable to each other, regardless of the form of action, for consequential, incidental, indirect, or special damages except a claim related to bodily injury or death, or a claim or demand based on patent, copyright, or other intellectual property right infringement, in which case liability shall be as set forth elsewhere in this Contract. This section does not modify any sections regarding liquidated damages or any other conditions as are elsewhere agreed to herein between the parties. The damages specified in the sections titled Termination for Default and Retention of Records are not consequential, incidental, indirect, or special damages as that term is used in this section.

The Contractor, DES and Purchaser are not liable for damages arising from causes beyond their reasonable control and without their fault or negligence. Such causes may include, but are not restricted to, acts of the public enemy, acts of a governmental body other than DES or the Purchaser acting in either its sovereign or Contractual capacity, war, explosions, fires, floods, earthquakes, epidemics, quarantine restrictions, strikes, freight embargoes, and unusually severe weather; but in every case the delays must be beyond the reasonable control and without fault or negligence of the Contractor, DES or the Purchaser, or their respective Subcontractors.

If delays are caused by a Subcontractor without its fault or negligence, Contractor shall not be liable for damages for such delays, unless the services to be performed were obtainable on comparable terms from other sources in sufficient time to permit Contractor to meet its required performance schedule.

Neither party shall be liable for personal injury to the other party or damage to the other party's property except personal injury or damage to property proximately caused by such party's respective fault or negligence.

c. Federal Funding

In the event that a federally funded acquisition results from this procurement, the Contractor may be required to provide additional information (free of charge) at the request of DES or Purchaser. Further, the Contractor may be subject to those federal requirements specific to the commodity.

d. Federal Restrictions on Lobbying

Contractor certifies that under the requirements of Lobbying Disclosure Act, 2 U.S.C., Section 1601 et seq., no federal appropriated funds have been paid or will be paid, by or on behalf of the Contractor, to any person for influencing or attempting to influence an officer or employee of any Agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with the awarding of any federal Contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, Amendment, or modification of any federal Contract, grant, loan, or cooperative agreement.

3.29 Debarment and Suspension

Respondent certifies, by submitting this Bid or Proposal, that neither it nor its affiliates presently are debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in this procurement/Contract by any government Agency. Respondent also agrees to notify DES if its debarment status changes during the

Bid process or after receiving notice of Contract Award, if any. If respondent cannot certify this statement, attach a written explanation to the Bid Response for review.

3.30 Contract Termination

a. Material Breach

A Contractor may be terminated for cause by DES, at the sole discretion of DES, for failing to perform a Contractual requirement or for a material breach of any term or condition. Material breach of a term or condition of the Contract may include but is not limited to:

- Contractor failure to perform services or deliver materials, supplies, or equipment by the date required or by an Alternate date as mutually agreed in a written Amendment to the Contract;
- Contractor failure to carry out any warranty or fails to perform or comply with any mandatory provision of the Contract;
- Contractor becomes insolvent or in an unsound financial condition so as to endanger performance hereunder;
- Contractor becomes the subject of any proceeding under any law relating to bankruptcy, insolvency or reorganization, or relief from creditors and/or debtors that endangers the Contractor's proper performance hereunder;
- Appointment of any receiver, trustee, or similar official for Contractor or any of the Contractor's property and such appointment endangers the Contractor's proper performance hereunder;
- A determination that the Contractor is in violation of federal, State, or local laws or regulations and that such determination renders the Contractor unable to perform any aspect of the Contract.

b. Opportunity to Cure

In the event that Contractor fails to perform a Contractual requirement or materially breaches any term or condition, DES may issue a written cure notice. The Contractor may have a period of time in which to cure. DES is not required to allow the Contractor to cure defects if the opportunity for cure is not feasible as determined solely within the discretion of DES. Time allowed for cure shall not diminish or eliminate Contractor's liability for liquidated or other damages, or otherwise affect any other remedies available against Contractor under the Contract or by law.

If the breach remains after Contractor has been provided the opportunity to cure, DES may do any one or more of the following:

- Exercise any remedy provided by law;
- Terminate this Contract and any related Contracts or portions thereof;
- Procure replacements and impose damages as set forth elsewhere in this Contract;
- Impose actual or liquidated damages;
- Suspend or bar Contractor from receiving future Solicitations or other opportunities;
- Require Contractor to reimburse the State for any loss or additional expense incurred as a result of default or failure to satisfactorily perform the terms of the Contract.

c. Termination for Cause

In the event DES, in its sole discretion, determines that the Contractor has failed to comply with the conditions of this Contract in a timely manner or is in material breach, DES has the right to suspend or terminate this Contract, in part or in whole. DES shall notify the Contractor in writing of the need to take corrective action. If corrective action is not taken within 30 Calendar days or as otherwise specified by DES, or if such corrective action is deemed by DES to be insufficient, the Contract may be terminated. DES reserves the right to suspend all or part of the Contract, withhold further payments, or prohibit the Contractor from incurring additional obligations of funds during investigation of the alleged breach and pending corrective action by the Contractor or a decision by DES to terminate the Contract.

In the event of termination, DES shall have the right to procure for all Purchasers any replacement materials, supplies, services and/or equipment that are the subject of this Contract on the open market. In addition, the Contractor shall be liable for damages as authorized by law including, but not limited to, any price difference between the original Contract and the replacement or cover Contract and all administrative costs directly related to the replacement Contract, e.g., cost of the competitive Bidding, mailing, advertising and staff time.

If it is determined that: (1) the Contractor was not in material breach; or (2) failure to perform was outside of Contractor's or its Subcontractor's control, fault or negligence, the termination shall be deemed to be a "termination for convenience." The rights and remedies of DES and/or the Purchaser provided in this Contract are not exclusive and are in addition to any other rights and remedies provided by law.

d. Termination for Convenience

Except as otherwise provided in this Contract, DES, at the sole discretion of DES, may terminate this Contract, in whole or in part by giving 60 Calendar days or other appropriate time period written notice beginning on the second day after mailing to the Contractor. If this Contract is so terminated, Purchasers shall be liable only for payment required under this Contract for properly authorized services rendered, or materials, supplies and/or equipment delivered to and accepted by the Purchaser prior to the effective date of Contract termination. Neither DES nor the Purchaser shall have any other obligation whatsoever to the Contractor for such termination. This Termination for Convenience clause may be invoked by DES when it is in the best interest of the State of Washington.

e. Termination for Withdrawal of Authority

In the event that DES and/or Purchaser's authority to perform any of its duties is withdrawn, reduced, or limited in any way after the commencement of this Contract and prior to normal completion, DES may terminate this Contract, in whole or in part, by seven Calendar days written notice, or other appropriate time period, to Contractor.

f. Termination for Non-Allocation of Funds

If funds are not allocated to Purchaser(s) to continue this Contract in any future period, DES may terminate this Contract with seven Calendar days written notice, or other appropriate time period, to Contractor, or work with Contractor to arrive at a mutually acceptable resolution of the situation. Purchaser will not be obligated to pay any further charges for materials, supplies, services and/or equipment including the net remainder of agreed-to consecutive periodic payments remaining unpaid beyond the end of the then-

current period. DES and/or Purchaser agree to notify Contractor in writing of such non-allocation at the earliest possible time.

No penalty shall accrue to the Purchaser in the event this section shall be exercised. This section shall not be construed to permit DES to terminate this Contract in order to acquire similar materials, supplies, services and/or equipment from a third party.

g. Termination for Conflict of Interest

DES may terminate this Contract by written notice to Contractor if it is determined, after due notice and examination, that any party to this Contract has violated [Chapter 42.52 RCW](#), Ethics in Public Service, or any other laws regarding ethics in public acquisitions and procurement and performance of Contracts. In the event this Contract is so terminated, DES and/or Purchaser shall be entitled to pursue the same remedies against Contractor as it could pursue in the event that the Contractor breaches this Contract.

h. Termination by Mutual Agreement

DES and the Contractor may terminate this Contract in whole or in part, at any time, by mutual agreement.

i. Termination Procedure

In addition to the procedures set forth below, if DES terminates this Contract, Contractor shall follow any procedures DES specifies in the termination notice.

Upon termination of this Contract and in addition to any other rights provided in this Contract, DES may require the Contractor to deliver to the Purchaser any property specifically produced or acquired for the performance of such part of this Contract as has been terminated. The provisions of the "Treatment of Assets" clause shall apply in such property transfer.

The Purchaser shall pay to the Contractor the agreed upon price, if separately stated, for completed work and service(s) Accepted by the Purchaser, and the amount agreed upon by the Contractor and the Purchaser for (i) completed materials, supplies, services rendered and/or equipment for which no separate price is stated, (ii) partially completed materials, supplies, services rendered and/or equipment, (iii) other materials, supplies, services rendered and/or equipment which are Accepted by the Purchaser, and (iv) the protection and preservation of property, unless the termination is for cause, in which case DES and the Purchaser shall determine the extent of the liability of the Purchaser. Failure to agree with such determination shall be a dispute within the meaning of the "Disputes" clause of this Contract. The Purchaser may withhold from any amounts due the Contractor such sum as DES and Purchaser determine to be necessary to protect the Purchaser against potential loss or liability.

The rights and remedies of DES and/or the Purchaser provided in this section shall not be exclusive and are in addition to any other rights and remedies provided by law or under this Contract.

After receipt of a termination notice, and except as otherwise expressly directed in writing by DES, the Contractor shall:

- Stop all work, order fulfillment, shipments, and deliveries under the Contract on the date, and to the extent specified, in the notice;

- Place no further orders or SubContracts for materials, services, supplies, equipment and/or facilities in relation to the Contract except as is necessary to complete or fulfill such portion of the Contract that is not terminated;
- Complete or fulfill such portion of the Contract that is not terminated in compliance with all Contractual requirements;
- Assign to the Purchaser, in the manner, at the times, and to the extent directed by DES on behalf of the Purchaser, all of the rights, title, and interest of the Contractor under the orders and SubContracts so terminated, in which case the Purchaser has the right, at its discretion, to settle or pay any or all claims arising out of the termination of such orders and SubContracts.
- Settle all outstanding liabilities and all claims arising out of such termination of orders and SubContracts, with the approval or ratification of DES and/or the Purchaser to the extent DES and/or the Purchaser may require, which approval or ratification shall be final for all the purposes of this clause;
- Transfer title to the Purchaser and deliver in the manner, at the times, and to the extent directed by DES on behalf of the Purchaser any property which, if the Contract had been completed, would have been required to be furnished to the Purchaser;
- Take such action as may be necessary, or as DES and/or the Purchaser may direct, for the protection and preservation of the property related to this Contract which is in the possession of the Contractor and in which DES and/or the Purchaser has or may acquire an interest.

Appendix B
Price Worksheet
DES Solicitation #01715

INSTRUCTIONS TO BIDDERS: Submit your pricing for those items in specific regions wherein you can provide services under the Contract, see Appendix G: *Statement of Work*.

Note: All sales on this contract will be subject to a 0.74% management fee paid by the Contractor to DES

NORTHWEST REGION: Counties - Island, King, San Juan, Skagit, Snohomish, Whatcom

COMPANY NAME:

A	B	C	D	E	F	G	H	I	J	K	L	M	N
Item #	Estimated Term Usage	Product Description	Indicate Mfg/Stock # of Product Offered	Rent & Launder Bid Price = Contractor supplies items and performs regular laundering	Multiplier (75%)	Total	Launder (Only) Bid Price = Customer supplies items and Contractor performs regular laundering	Multiplier (10%)	Total	Replacement Item Cost Bid Price = Price Contractor charges to replace item when necessary	Multiplier (15%)	Total	Grand Total (G+J+M)
0	1000	(EXAMPLE) SHIRT	(EXAMPLE) EDWARDS 514	\$2.70	750	\$2,025.00	\$0.95	100	\$95.00	\$13.50	150	\$2,025.00	\$4,145.00
1	860	Apron, Bistro, poly/cotton blend, extra long ties. Single pocket, approx 28"x32". Color: White			645	\$0.00		86	\$0.00		129	\$0.00	\$0.00
2	1120	Apron, four-way, poly or cotton/poly blend Color: White			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00
3	1120	Apron, printer, 100% denim, neckband, one each upper and lower pocket, . Color: Blue			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00
4	7000	Bed Sheet, Double Size. Cotton/poly blend, 81"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
5	7000	Bed Sheet, Draw. Cotton/poly blend, 54"x72" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
6	7000	Bed Sheet, Twin Size. Cotton/poly blend, 72"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
7	950	Bib Overalls, 100% cotton denim. Metal zipper, crossover high back style. Large front pockets. Color: Blue			713	\$0.00		95	\$0.00		143	\$0.00	\$0.00

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Price Worksheet
DES Solicitation #01715

8	1200	Bucket (Can), soiled shop towel storage, must be OSHA compliant. Size: Approx 10 gallon			900	\$0.00		120	\$0.00		180	\$0.00	\$0.00
9	200	Coat, Chef, Executive. Poly/cotton blend, double breasted with two rows of french knot buttons. Stand up collar and vented cuffs. Color - white			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
10	350	Coat, Chef. Poly or poly/cotton blend. Stand up collar, left chest pocket, reversible double breasted front. Color: White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
11	2450	Coat, Counter, Button Front. Polyester, notched lapel, three pockets, three buttons, 30' length. Colors: Navy and White			1838	\$0.00		245	\$0.00		368	\$0.00	\$0.00
12	360	Coat, counter, cotton/poly blend, notched lapel collar, left upper pocket. Colors: Royal Blue, Navy, Grey and White			270	\$0.00		36	\$0.00		54	\$0.00	\$0.00
13	480	Coat, lab, cotton/poly blend, notched lapel collar w/snap. Left upper and two lower pockets. Color: White			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
14	600	Coat, Lab, Mens. 5oz, 80/20 poly/cotton blend, snap front closure, inside left pocket, two lower front pockets, side vents. Colors: Light Blue, Navy and White			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
15	400	Coat, Lab. Knit cuffs, 5oz, poly/ cotton poplin, snap closure, notched lapel, no pockets, side vents. Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
16	400	Coat, Shop. Full length, poly/cotton blend, concealed zipper front. Notched lapel collar, upper and lower pockets. Color: Navy			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00

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DES Solicitation #01715

17	2100	Coverall, cotton/poly blend. 7.25 ounce twill, permanent press, zipper closure. Two front insert pockets, one rule pocket, hand slits. Colors: White, Royal Blue, Navy, Spruce Green and Orange			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00
18	1500	Coverall, same as above (item 17) except with button closure			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
19	1500	Coverall, same as above (item 17) except with zipper closure			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
20	1500	Coveralls, 8.5 to 10 ounce cotton twill, preshrunk, snap closure, two upper and two lower insert pockets w/rule pocket. Colors: White, Navy and Fisher Stripe			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
21	480	Coveralls, 9 ounce cotton twill, flame resistant. NFPA 70E compliant. Colors: Navy and Green			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
22	580	Coveralls, Flame Resistant, "Indura" Ultra Soft material. 7oz, cotton/nylon blend, zipper closure, 2 chest pockets. Color: Navy			435	\$0.00		58	\$0.00		87	\$0.00	\$0.00
23	900	Coveralls, Painter Spray. 3.5 oz. Burlington C1 fabric, concealed two-way nylon zipper front. Stand up collar w/gripper closure. Full elastic sleeve and leg cuffs. two front pockets, two side access opening with concealed flaps. Vented back yoke, elastic waist band, inside waist adjustment tabs. Color: Royal Blue			675	\$0.00		90	\$0.00		135	\$0.00	\$0.00
24	2100	Coveralls, same as above (item 17) except with metal button front.			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00
25		Dust Mitt, hand type, cotton, antimicrobial.							\$0.00		0	\$0.00	\$0.00

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26	1954	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 18"			1466	\$0.00		195	\$0.00		293	\$0.00	\$0.00
27	3616	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 24"			2712	\$0.00		362	\$0.00		542	\$0.00	\$0.00
28	8922	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 36"			6692	\$0.00		892	\$0.00		1338	\$0.00	\$0.00
29	2577	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 48"			1933	\$0.00		258	\$0.00		387	\$0.00	\$0.00
30	1640	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 60"			1230	\$0.00		164	\$0.00		246	\$0.00	\$0.00
31	240	Fender/ Seat Cover. Acrlan/cotton blend, chemical resistant, approx. 36"x60". Colors: Red and Tan			180	\$0.00		24	\$0.00		36	\$0.00	\$0.00
32	4360	Floor Mat, Anti-Fatigue, oil and grease resistant. Size 3'x5' Color: Black			3270	\$0.00		436	\$0.00		654	\$0.00	\$0.00
33	3280	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x10' Colors: Black and Brown			2460	\$0.00		328	\$0.00		492	\$0.00	\$0.00
34	3750	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x4' Colors: Black and Brown			2813	\$0.00		375	\$0.00		563	\$0.00	\$0.00
35	4200	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 4'x6' Colors: Black and Brown			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00
36	9215	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x10' Colors: Navy, Black, Green, Slate and Red			6911	\$0.00		922	\$0.00		1382	\$0.00	\$0.00
37	14550	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			10913	\$0.00		1455	\$0.00		2183	\$0.00	\$0.00
38	23280	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			17460	\$0.00		2328	\$0.00		3492	\$0.00	\$0.00

Appendix B
Price Worksheet
DES Solicitation #01715

39	6200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3"x10" Colors: Navy, Black, Green, Slate, Red			4650	\$0.00		620	\$0.00		930	\$0.00	\$0.00
40	2200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00
41	1030	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			773	\$0.00		103	\$0.00		155	\$0.00	\$0.00
42	5460	Floor Mat, Scraper Type, nitrile rubber, skid resistant. Size 3'x5' Color: Black			4095	\$0.00		546	\$0.00		819	\$0.00	\$0.00
43	3840	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x10' Colors: Brown, Black, Red, Navy and Green			2880	\$0.00		384	\$0.00		576	\$0.00	\$0.00
44	6250	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x4' Colors: Brown, Black, Red, Navy and Green			4688	\$0.00		625	\$0.00		938	\$0.00	\$0.00
45	8730	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 4'x6' Colors: Brown, Black, Red, Navy and Green			6548	\$0.00		873	\$0.00		1310	\$0.00	\$0.00
46	120	Grill Wipes, terry cloth w/cotton liner, size approx 10"x16".			90	\$0.00		12	\$0.00		18	\$0.00	\$0.00
47	3680	Handle, Mop. For dust mop and frame items 26 through 30 above.			2760	\$0.00		368	\$0.00		552	\$0.00	\$0.00

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48	200	Hat, Chef. Stand up crown type, hook and loop adjustable. Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
49	75	Jacket, Ike style, 7.5 ounce twill, permanent press, zipper front. Two upper pockets w/flaps. Colors: Charcoal, Navy and Dark Brown			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00
50	75	Jacket, Mens. Poly/cotton blend, w/liner, hip length, zipper front. Two inset front pockets, sleeve pencil pocket. Colors: Charcoal, Navy and Dark Brown			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00
51	650	Jacket, Work, Sport Style. Poly/cotton twill blend, waist length, lined, rib knit collar, cuffs and waist. Colors: Charcoal and Navy			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00
52	200	Jacket, Work. Flame Resistant, "Indura" 9oz, 100% cotton, inside pocket(s). Color: Med Green			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
53	8000	Napkins, dinner. Linen, size 20"x 20". Color: White			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
54	350	Oven Mitt, 100% Cotton Terry weave double layer, 9 1/2 X 11, heat resistant. Color - White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
55	8000	Pants, Mens Perma Press, 100% cotton twill, slack style front pockets. Colors: Brown, Charcoal, Grey, Navy, Green and Tan			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
56	425	Pants, Chef. Poly/cotton blend, slack style front pockets. Color - Black/White Check			319	\$0.00		43	\$0.00		64	\$0.00	\$0.00
57	4200	Pants, Executive Mens. 100% polyester, straight leg, slack type front pockets. Colors: Black, Navy and Grey			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00

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58	9600	Pants, Jean type. 100% cotton denim, relaxed fit, double stitched seams. Colors: Black and Blue			7200	\$0.00		960	\$0.00		1440	\$0.00	\$0.00
59	7200	Pants, Mens Pleated. Cotton/poly blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan and Navy			5400	\$0.00		720	\$0.00		1080	\$0.00	\$0.00
60	1500	Pants, Mens. Poly/cotton twill blend, front pockets. Jean (western) cut. Colors: Charcoal and Navy			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
61	6000	Pants, Mens. Poly/cotton twill blend, slash pockets. Colors: Charcoal, White, Black, Navy and Dark Brown			4500	\$0.00		600	\$0.00		900	\$0.00	\$0.00
62	2250	Pants, Scrub. Cotton/poly blend, hip pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal and Navy			1688	\$0.00		225	\$0.00		338	\$0.00	\$0.00
63	1900	Pants, Womens Pleated. Cotton/poly blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan and Navy			1425	\$0.00		190	\$0.00		285	\$0.00	\$0.00
64	2200	Pants, Womens, Work. Poly/cotton twill blend, rear elastic waistband. Slack style front pockets. Colors: Charcoal, Navy and White			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00
65	1550	Pants, Womens. With side elastic inserts, poly/cotton twill blend, belt loops. Colors: Navy, Charcoal and White			1163	\$0.00		155	\$0.00		233	\$0.00	\$0.00
66	9000	Pillowcase, cotton/poly blend. Approx. 20"x30". Color: White			6750	\$0.00		900	\$0.00		1350	\$0.00	\$0.00
67	36	Roll towel cabinet . Holds continuous roll towels (item 90).			27	\$0.00		4	\$0.00		5	\$0.00	\$0.00

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68	2490	Shirt, Denim, Dress Shirt Cut, 5 oz. cotton denim., long sleeve. Wood-tone buttons, button down collar, 2-button cuffs, left chest pocket. Machine washable. Unisex Sizes: S/3XL Color: Denim Blue			1868	\$0.00		249	\$0.00		374	\$0.00	\$0.00
69	3000	Shirt, flame resistant finish, cotton twill, long sleeve. Colors: Navy and Light Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
70	1280	Shirt, Knit Casual. Short sleeve, 100% spun poly knit, side vents, no pocket. Colors: Black/grey, Navy/blue, Navy/Khaki, Black/Burgundy			960	\$0.00		128	\$0.00		192	\$0.00	\$0.00
71	480	Shirt, Mens Executive oxford, long sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
72	600	Shirt, Mens Executive oxford, short sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
73	840	Shirt, Mens Flame-Resistant. 7 ounce "Indura" 100% cotton twill, long sleeve, lined collar, button thru pockets. Colors: Navy, Light Blue			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00
74	700	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre-shrunk. Long sleeve, button thru pockets Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White			525	\$0.00		70	\$0.00		105	\$0.00	\$0.00

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75	850	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre-shrunk. Short sleeve, button thru pockets Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White			638	\$0.00		85	\$0.00		128	\$0.00	\$0.00
76	650	Shirt, Polo. Short sleeve, unisex style, cotton/poly blend. Colors: Multiple			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00
77	1850	Shirt, Scrub Pullover. Cotton/Poly percale blend, V neck, chest pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal, Navy			1388	\$0.00		185	\$0.00		278	\$0.00	\$0.00
78	450	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Long sleeve. Color: Blue Denim			338	\$0.00		45	\$0.00		68	\$0.00	\$0.00
79	540	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Short sleeve. Color: Blue Denim			405	\$0.00		54	\$0.00		81	\$0.00	\$0.00
80	400	Smock, poly/cotton blend. Short sleeve. Permanent press. Colors: White and Light Blue			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
81	840	Tablecloth, dacron polyester. Sizes 53"x94", 53"x114" and 87"x87". Color: White			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00
82	8400	Towel (mop), Bar. Knit terry, serged edges. Size 16"x20" Color: White			6300	\$0.00		840	\$0.00		1260	\$0.00	\$0.00
83	200	Towel, Bar. Utility towel, size approx 17"x20". Color: Yellow			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
84	400	Towel, Bath. 100% cotton terry. Size: 20"x30". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00

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85	400	Towel, Bath. 100% cotton terry. Size: 44"x22". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
86	3000	Towel, continuous roll. Cotton/poly blend. Approx 11"x40 yards. Colors: White and Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
87	562	Towel, Dish. 100% cotton. Size: 24"x36" Color: White			422	\$0.00		56	\$0.00		84	\$0.00	\$0.00
88	200	Towel, Glass. Cotton, lint free. Size 16"x28" Color: White w/Red Stripe			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
89	200	Towel, Hand. 100% cotton. Midweight towel, Approx size: 16"x30" Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
90	61000	Towel, Printer. 100% cotton, size 18" x 18". Color: Purple			45750	\$0.00		6100	\$0.00		9150	\$0.00	\$0.00
91	5600	Towel, Printer. 100% cotton. Size: 18"x30" Color: Red or Blue			4200	\$0.00		560	\$0.00		840	\$0.00	\$0.00
92	255000	Towel, Shop. Cotton. Size 18"x18" Colors: Red, Orange and White			191250	\$0.00		25500	\$0.00		38250	\$0.00	\$0.00
93	165	Vest, quilted, 65/35 cotton/poly. Colors: Navy, Charcoal and Gold			124	\$0.00		17	\$0.00		25	\$0.00	\$0.00
94	2000	Wash cloth, 100% cotton. Size 12"x12" Color: White			1500	\$0.00		200	\$0.00		300	\$0.00	\$0.00
95	5240	Wet Mop and Handle, 100% synthetic fiber, continuous loop, 18" with double tailband.			3930	\$0.00		524	\$0.00		786	\$0.00	\$0.00
96	3000	Shirt, 65/35 cotton/poly blend, permanent press, two button through pockets, button front, short sleeve. Colors: gulf blue, navy, white.			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
97	3000	Shirt, same as above except long sleeve			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00

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INSTRUCTIONS TO BIDDERS: Submit your pricing for those items in specific regions wherein you can provide services under the Contract, see Appendix G: *Statement of Work*.

Note: All sales on this contract will be subject to a 0.74% management fee paid by the Contractor to DES

North Central Region: Counties - Chelan, Douglas, Grant, Okanogan

COMPANY NAME:

A	B	C	D	E	F	G	H	I	J	K	L	M	N
Item #	Estimated Term Usage	Product Description	Indicate Mfg/Stock # of Product Offered	Rent & Launder Bid Price = Contractor supplies items and performs regular laundering	Multiplier (75%)	Total	Launder (Only) Bid Price = Customer supplies items and Contractor performs regular laundering	Multiplier (10%)	Total	Replacement Item Cost Bid Price = Price Contractor charges to replace item when necessary	Multiplier (15%)	Total	Grand Total (G+J+M)
0	1000	(EXAMPLE) SHIRT	(EXAMPLE) EDWARD S 514	\$2.70	750	\$2,025.00	\$0.95	100	\$95.00	\$13.50	150	\$2,025.00	\$4,145.00
1	860	Apron, Bistro, poly/cotton blend, extra long ties. Single pocket, approx 28"x32". Color: White			645	\$0.00		86	\$0.00		129	\$0.00	\$0.00
2	1120	Apron, four-way, poly or cotton/poly blend Color: White			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00
3	1120	Apron, printer, 100% denim, neckband, one each upper and lower pocket, . Color: Blue			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00
4	7000	Bed Sheet, Double Size. Cotton/poly blend, 81"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
5	7000	Bed Sheet, Draw. Cotton/poly blend, 54"x72" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00

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6	7000	Bed Sheet, Twin Size. Cotton/poly blend, 72"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
7	950	Bib Overalls, 100% cotton denim. Metal zipper, crossover high back style. Large front pockets. Color: Blue			713	\$0.00		95	\$0.00		143	\$0.00	\$0.00
8	1200	Bucket (Can), soiled shop towel storage, must be OSHA compliant. Size: Approx 10 gallon			900	\$0.00		120	\$0.00		180	\$0.00	\$0.00
9	200	Coat, Chef, Executive. Poly/cotton blend, double breasted with two rows of french knot buttons. Stand up collar and vented cuffs. Color - white			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
10	350	Coat, Chef. Poly or poly/cotton blend. Stand up collar, left chest pocket, reversible double breasted front. Color: White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
11	2450	Coat, Counter, Button Front. Polyester, notched lapel, three pockets, three buttons, 30' length. Colors: Navy and White			1838	\$0.00		245	\$0.00		368	\$0.00	\$0.00

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12	360	Coat, counter, cotton/poly blend, notched lapel collar, left upper pocket. Colors: Royal Blue, Navy, Grey and White			270	\$0.00		36	\$0.00		54	\$0.00	\$0.00
13	480	Coat, lab, cotton/poly blend, notched lapel collar w/snap. Left upper and two lower pockets. Color: White			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
14	600	Coat, Lab, Mens. 5oz, 80/20 poly/cotton blend, snap front closure, inside left pocket, two lower front pockets, side vents. Colors: Light Blue, Navy and White			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
15	400	Coat, Lab. Knit cuffs, 5oz, poly/ cotton poplin, snap closure, notched lapel, no pockets, side vents. Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
16	400	Coat, Shop. Full length, poly/cotton blend, concealed zipper front. Notched lapel collar, upper and lower pockets. Color: Navy			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00

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17	2100	Coverall, cotton/poly blend. 7.25 ounce twill, permanent press, zipper closure. Two front insert pockets, one rule pocket, hand slits. Colors: White, Royal Blue, Navy, Spruce Green and Orange			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00
18	1500	Coverall, same as above (item 17) except with button closure			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
19	1500	Coverall, same as above (item 17) except with zipper closure			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
20	1500	Coveralls, 8.5 to 10 ounce cotton twill, preshrunk, snap closure, two upper and two lower insert pockets w/rule pocket. Colors: White, Navy and Fisher Stripe			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
21	480	Coveralls, 9 ounce cotton twill, flame resistant. NFPA 70E compliant. Colors: Navy and Green			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
22	580	Coveralls, Flame Resistant, "Indura" Ultra Soft material. 7oz, cotton/nylon blend, zipper closure, 2 chest pockets. Color: Navy			435	\$0.00		58	\$0.00		87	\$0.00	\$0.00

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23	900	Coveralls, Painter Spray. 3.5 oz. Burlington C1 fabric, concealed two-way nylon zipper front. Stand up collar w/gripper closure. Full elastic sleeve and leg cuffs. two front pockets, two side access opening with concealed flaps. Vented back yoke, elastic waist band, inside waist adjustment tabs. Color: Royal Blue			675	\$0.00		90	\$0.00		135	\$0.00	\$0.00
24	2100	Coveralls, same as above (item 17) except with metal button front.			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00
25		Dust Mitt, hand type, cotton, antimicrobial.							\$0.00		0	\$0.00	\$0.00
26	1954	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 18"			1466	\$0.00		195	\$0.00		293	\$0.00	\$0.00
27	3616	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 24"			2712	\$0.00		362	\$0.00		542	\$0.00	\$0.00
28	8922	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 36"			6692	\$0.00		892	\$0.00		1338	\$0.00	\$0.00
29	2577	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 48"			1933	\$0.00		258	\$0.00		387	\$0.00	\$0.00
30	1640	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 60"			1230	\$0.00		164	\$0.00		246	\$0.00	\$0.00

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31	240	Fender/ Seat Cover. Acrilan/cotton blend, chemical resistant, approx. 36"x60". Colors: Red and Tan			180	\$0.00		24	\$0.00		36	\$0.00	\$0.00
32	4360	Floor Mat, Anti-Fatigue, oil and grease resistant. Size 3'x5' Color: Black			3270	\$0.00		436	\$0.00		654	\$0.00	\$0.00
33	3280	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x10' Colors: Black and Brown			2460	\$0.00		328	\$0.00		492	\$0.00	\$0.00
34	3750	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x4' Colors: Black and Brown			2813	\$0.00		375	\$0.00		563	\$0.00	\$0.00
35	4200	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 4'x6' Colors: Black and Brown			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00
36	9215	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x10' Colors: Navy, Black, Green, Slate and Red			6911	\$0.00		922	\$0.00		1382	\$0.00	\$0.00
37	14550	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			10913	\$0.00		1455	\$0.00		2183	\$0.00	\$0.00

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38	23280	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			17460	\$0.00		2328	\$0.00		3492	\$0.00	\$0.00
39	6200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3"x10" Colors: Navy, Black, Green, Slate, Red			4650	\$0.00		620	\$0.00		930	\$0.00	\$0.00
40	2200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00
41	1030	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			773	\$0.00		103	\$0.00		155	\$0.00	\$0.00
42	5460	Floor Mat, Scraper Type, nitrile rubber, skid resistant. Size 3'x5' Color: Black			4095	\$0.00		546	\$0.00		819	\$0.00	\$0.00
43	3840	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x10' Colors: Brown, Black, Red, Navy and Green			2880	\$0.00		384	\$0.00		576	\$0.00	\$0.00

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44	6250	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x4' Colors: Brown, Black, Red, Navy and Green			4688	\$0.00		625	\$0.00		938	\$0.00	\$0.00
45	8730	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 4'x6' Colors: Brown, Black, Red, Navy and Green			6548	\$0.00		873	\$0.00		1310	\$0.00	\$0.00
46	120	Grill Wipes, terry cloth w/cotton liner, size approx 10"x16".			90	\$0.00		12	\$0.00		18	\$0.00	\$0.00
47	3680	Handle, Mop. For dust mop and frame items 26 through 30 above.			2760	\$0.00		368	\$0.00		552	\$0.00	\$0.00
48	200	Hat, Chef. Stand up crown type, hook and loop adjustable. Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
49	75	Jacket, Ike style, 7.5 ounce twill, permanent press, zipper front. Two upper pockets w/flaps. Colors: Charcoal, Navy and Dark Brown			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00

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50	75	Jacket, Mens. Poly/cotton blend, w/liner, hip length, zipper front. Two inset front pockets, sleeve pencil pocket. Colors: Charcoal, Navy and Dark Brown			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00
51	650	Jacket, Work, Sport Style. Poly/cotton twill blend, waist length, lined, rib knit collar, cuffs and waist. Colors: Charcoal and Navy			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00
52	200	Jacket, Work. Flame Resistant, "Indura" 9oz, 100% cotton, inside pocket(s). Color: Med Green			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
53	8000	Napkins, dinner. Linen, size 20"x 20". Color: White			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
54	350	Oven Mitt, 100% Cotton Terry weave double layer, 9-1/2 X 11, heat resistant. Color - White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
55	8000	Pants, Mens Perma Press, 100% cotton twill, slack style front pockets. Colors: Brown, Charcoal, Grey, Navy, Green and Tan			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
56	425	Pants, Chef. Poly/cotton blend, slack style front pockets. Color – Black/White Check			319	\$0.00		43	\$0.00		64	\$0.00	\$0.00

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57	4200	Pants, Executive Mens. 100% polyester, straight leg, slack type front pockets. Colors: Black, Navy and Grey			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00
58	9600	Pants, Jean type. 100% cotton denim, relaxed fit, double stitched seams. Colors: Black and Blue			7200	\$0.00		960	\$0.00		1440	\$0.00	\$0.00
59	7200	Pants, Mens Pleated. Cotton/poly blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan and Navy			5400	\$0.00		720	\$0.00		1080	\$0.00	\$0.00
60	1500	Pants, Mens. Poly/cotton twill blend, front pockets. Jean (western) cut. Colors: Charcoal and Navy			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
61	6000	Pants, Mens. Poly/cotton twill blend, slash pockets. Colors: Charcoal, White, Black, Navy and Dark Brown			4500	\$0.00		600	\$0.00		900	\$0.00	\$0.00
62	2250	Pants, Scrub. Cotton/poly blend, hip pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal and Navy			1688	\$0.00		225	\$0.00		338	\$0.00	\$0.00

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63	1900	Pants, Womens Pleated. Cotton/poly blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan and Navy			1425	\$0.00		190	\$0.00		285	\$0.00	\$0.00
64	2200	Pants, Womens, Work. Poly/cotton twill blend, rear elastic waistband. Slack style front pockets. Colors: Charcoal, Navy and White			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00
65	1550	Pants, Womens. With side elastic inserts, poly/cotton twill blend, belt loops. Colors: Navy, Charcoal and White			1163	\$0.00		155	\$0.00		233	\$0.00	\$0.00
66	9000	Pillowcase, cotton/poly blend. Approx. 20"x30". Color: White			6750	\$0.00		900	\$0.00		1350	\$0.00	\$0.00
67	36	Roll towel cabinet . Holds continuous roll towels (item 90).			27	\$0.00		4	\$0.00		5	\$0.00	\$0.00
68	2490	Shirt, Denim, Dress Shirt Cut, 5 oz. cotton denim., long sleeve. Wood-tone buttons, button down collar, 2-button cuffs, left chest pocket. Machine washable. Unisex Sizes: S/3XL Color: Denim Blue			1868	\$0.00		249	\$0.00		374	\$0.00	\$0.00

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69	3000	Shirt, flame resistant finish, cotton twill, long sleeve. Colors: Navy and Light Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
70	1280	Shirt, Knit Casual. Short sleeve, 100% spun poly knit, side vents, no pocket. Colors: Black/grey, Navy/blue, Navy/Khaki, Black/Burgundy			960	\$0.00		128	\$0.00		192	\$0.00	\$0.00
71	480	Shirt, Mens Executive oxford, long sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
72	600	Shirt, Mens Executive oxford, short sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
73	840	Shirt, Mens Flame-Resistant. 7 ounce "Indura" 100% cotton twill, long sleeve, lined collar, button thru pockets. Colors: Navy, Light Blue			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00

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74	700	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre-shrunk. Long sleeve, button thru pockets Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White			525	\$0.00		70	\$0.00		105	\$0.00	\$0.00
75	850	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre-shrunk. Short sleeve, button thru pockets Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White			638	\$0.00		85	\$0.00		128	\$0.00	\$0.00
76	650	Shirt, Polo. Short sleeve, unisex style, cotton/poly blend. Colors: Multiple			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00
77	1850	Shirt, Scrub Pullover. Cotton/Poly percale blend, V neck, chest pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal, Navy			1388	\$0.00		185	\$0.00		278	\$0.00	\$0.00
78	450	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Long sleeve. Color: Blue Denim			338	\$0.00		45	\$0.00		68	\$0.00	\$0.00

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79	540	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Short sleeve. Color: Blue Denim			405	\$0.00		54	\$0.00		81	\$0.00	\$0.00
80	400	Smock, poly/cotton blend. Short sleeve. Permanent press. Colors: White and Light Blue			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
81	840	Tablecloth, dacron polyester. Sizes 53"x94", 53"x114" and 87"x87". Color: White			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00
82	8400	Towel (mop), Bar. Knit terry, serged edges. Size 16"x20" Color: White			6300	\$0.00		840	\$0.00		1260	\$0.00	\$0.00
83	200	Towel, Bar. Utility towel, size approx 17"x20". Color: Yellow			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
84	400	Towel, Bath. 100% cotton terry. Size: 20"x30". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
85	400	Towel, Bath. 100% cotton terry. Size: 44"x22". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
86	3000	Towel, continuous roll. Cotton/poly blend. Approx 11"x40 yards. Colors: White and Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
87	562	Towel, Dish. 100% cotton. Size: 24"x36" Color: White			422	\$0.00		56	\$0.00		84	\$0.00	\$0.00

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88	200	Towel, Glass. Cotton, lint free. Size 16"x28" Color: White w/Red Stripe			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
89	200	Towel, Hand. 100% cotton. Midweight towel, Approx size: 16"x30" Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
90	61000	Towel, Printer. 100% cotton, size 18" x 18". Color: Purple			45750	\$0.00		6100	\$0.00		9150	\$0.00	\$0.00
91	5600	Towel, Printer. 100% cotton. Size: 18"x30" Color: Red or Blue			4200	\$0.00		560	\$0.00		840	\$0.00	\$0.00
92	255000	Towel, Shop. Cotton. Size 18"x18" Colors: Red, Orange and White			191250	\$0.00		25500	\$0.00		38250	\$0.00	\$0.00
93	165	Vest, quilted, 65/35 cotton/poly. Colors: Navy, Charcoal and Gold			124	\$0.00		17	\$0.00		25	\$0.00	\$0.00
94	2000	Wash cloth, 100% cotton. Size 12"x12" Color: White			1500	\$0.00		200	\$0.00		300	\$0.00	\$0.00
95	5240	Wet Mop and Handle, 100% synthetic fiber, continuous loop, 18" with double tailband.			3930	\$0.00		524	\$0.00		786	\$0.00	\$0.00
96	3000	Shirt, 65/35 cotton/poly blend, permanent press, two button through pockets, button front, short sleeve. Colors: gulf blue, navy, white			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
97	3000	Shirt, same as above except long sleeve			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00

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INSTRUCTIONS TO BIDDERS: Submit your pricing for those items in specific regions wherein you can provide services under the Contract, see Appendix G: *Statement of Work*.

Note: All sales on this contract will be subject to a 0.74% management fee paid by the Contractor to DES

Olympic Region: Counties - Clallam, Gray's Harbor, Jefferson, Kitsap, Mason, Pierce, Thurston

COMPANY NAME:

A	B	C	D	E	F	G	H	I	J	K	L	M	N
Item #	Estimated Term Usage	Product Description	Indicate Mfg/Stock # of Product Offered	Rent & Launder Bid Price = Contractor supplies items and performs regular laundering	Multiplier (75%)	Total	Launder (Only) Bid Price = Customer supplies items and Contractor performs regular laundering	Multiplier (10%)	Total	Replacement Item Cost Bid Price = Price Contractor charges to replace item when necessary	Multiplier (15%)	Total	Grand Total (G+J+M)
0	1000	(EXAMPLE) SHIRT	(EXAMPLE) EDWARD S 514	\$2.70	750	\$2,025.00	\$0.95	100	\$95.00	\$13.50	150	\$2,025.00	\$4,145.00
1	860	Apron, Bistro, poly/cotton blend, extra long ties. Single pocket, approx 28"x32". Color: White			645	\$0.00		86	\$0.00		129	\$0.00	\$0.00
2	1120	Apron, four-way, poly or cotton/poly blend Color: White			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00
3	1120	Apron, printer, 100% denim, neckband, one each upper and lower pocket, . Color: Blue			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00

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4	7000	Bed Sheet, Double Size. Cotton/poly blend, 81"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
5	7000	Bed Sheet, Draw. Cotton/poly blend, 54"x72" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
6	7000	Bed Sheet, Twin Size. Cotton/poly blend, 72"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
7	950	Bib Overalls, 100% cotton denim. Metal zipper, crossover high back style. Large front pockets. Color: Blue			713	\$0.00		95	\$0.00		143	\$0.00	\$0.00
8	1200	Bucket (Can), soiled shop towel storage, must be OSHA compliant. Size: Approx 10 gallon			900	\$0.00		120	\$0.00		180	\$0.00	\$0.00

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9	200	Coat, Chef, Executive. Poly/cotton blend, double breasted with two rows of french knot buttons. Stand up collar and vented cuffs. Color - white			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
10	350	Coat, Chef. Poly or poly/cotton blend. Stand up collar, left chest pocket, reversible double breasted front. Color: White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
11	2450	Coat, Counter, Button Front. Polyester, notched lapel, three pockets, three buttons, 30' length. Colors: Navy and White			1838	\$0.00		245	\$0.00		368	\$0.00	\$0.00

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12	360	Coat, counter, cotton/poly blend, notched lapel collar, left upper pocket. Colors: Royal Blue, Navy, Grey and White			270	\$0.00		36	\$0.00		54	\$0.00	\$0.00
13	480	Coat, lab, cotton/poly blend, notched lapel collar w/snap. Left upper and two lower pockets. Color: White			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
14	600	Coat, Lab, Mens. 5oz, 80/20 poly/cotton blend, snap front closure, inside left pocket, two lower front pockets, side vents. Colors: Light Blue, Navy and White			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00

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15	400	Coat, Lab. Knit cuffs, 5oz, poly/cotton poplin, snap closure, notched lapel, no pockets, side vents. Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
16	400	Coat, Shop. Full length, poly/cotton blend, concealed zipper front. Notched lapel collar, upper and lower pockets. Color: Navy			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
17	2100	Coverall, cotton/poly blend. 7.25 ounce twill, permanent press, zipper closure. Two front insert pockets, one rule pocket, hand slits. Colors: White, Royal Blue, Navy, Spruce Green and Orange			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00

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18	1500	Coverall, same as above (item 17) except with button closure.			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
19	1500	Coverall, same as above (item 17) except with zipper closure.			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
20	1500	Coveralls, 8.5 to 10 ounce cotton twill, preshrunk, snap closure, two upper and two lower insert pockets w/rule pocket. Colors: White, Navy and Fisher Stripe			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
21	480	Coverall, 9 ounce cotton twill, flame resistant. NFPA 70E compliant. Colors: Navy and Green			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00

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22	580	Coveralls, Flame Resistant, "In dura" Ultra Soft material. 7oz, cotton/nylon blend, zipper closure, 2 chest pockets. Color: Navy			435	\$0.00		58	\$0.00		87	\$0.00	\$0.00
23	900	Coveralls, Painter Spray. 3.5 oz. Burlington C1 fabric, concealed two-way nylon zipper front. Stand up collar w/gripper closure. Full elastic sleeve and leg cuffs. two front pockets, two side access opening with concealed flaps. Vented back yoke, elastic waist band, inside waist adjustment tabs. Color: Royal Blue			675	\$0.00		90	\$0.00		135	\$0.00	\$0.00

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24	2100	Coveralls, same as above (item 17) except with metal button front.			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00
25		Dust Mitt, hand type, cotton, antimicrobial							\$0.00		0	\$0.00	\$0.00
26	1954	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 18"			1466	\$0.00		195	\$0.00		293	\$0.00	\$0.00
27	3616	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 24"			2712	\$0.00		362	\$0.00		542	\$0.00	\$0.00
28	8922	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 36"			6692	\$0.00		892	\$0.00		1338	\$0.00	\$0.00
29	2577	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 48"			1933	\$0.00		258	\$0.00		387	\$0.00	\$0.00
30	1640	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 60"			1230	\$0.00		164	\$0.00		246	\$0.00	\$0.00

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31	240	Fender/ Seat Cover. Acrilan/cotton blend, chemical resistant, approx. 36"x60". Colors: Red and Tan			180	\$0.00		24	\$0.00		36	\$0.00	\$0.00
32	4360	Floor Mat, Anti-Fatigue, oil and grease resistant. Size 3'x5' Color: Black			3270	\$0.00		436	\$0.00		654	\$0.00	\$0.00
33	3280	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x10' Colors: Black and Brown			2460	\$0.00		328	\$0.00		492	\$0.00	\$0.00
34	3750	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x4' Colors: Black and Brown			2813	\$0.00		375	\$0.00		563	\$0.00	\$0.00
35	4200	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 4'x6' Colors: Black and Brown			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00

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36	9215	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x10' Colors: Navy, Black, Green, Slate and Red			6911	\$0.00		922	\$0.00		1382	\$0.00	\$0.00
37	14550	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			10913	\$0.00		1455	\$0.00		2183	\$0.00	\$0.00
38	23280	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			17460	\$0.00		2328	\$0.00		3492	\$0.00	\$0.00

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39	6200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3"x10" Colors: Navy, Black, Green, Slate, Red			4650	\$0.00		620	\$0.00		930	\$0.00	\$0.00
40	2200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00
41	1030	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			773	\$0.00		103	\$0.00		155	\$0.00	\$0.00
42	5460	Floor Mat, Scraper Type, nitrile rubber, skid resistant. Size 3'x5' Color: Black			4095	\$0.00		546	\$0.00		819	\$0.00	\$0.00

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43	3840	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x10' Colors: Brown, Black, Red, Navy and Green			2880	\$0.00		384	\$0.00		576	\$0.00	\$0.00
44	6250	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x4' Colors: Brown, Black, Red, Navy and Green			4688	\$0.00		625	\$0.00		938	\$0.00	\$0.00

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45	8730	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 4'x6' Colors: Brown, Black, Red, Navy and Green			6548	\$0.00		873	\$0.00		1310	\$0.00	\$0.00
46	120	Grill Wipes, terry cloth w/cotton liner, size approx 10"x16".			90	\$0.00		12	\$0.00		18	\$0.00	\$0.00
47	3680	Handle, Mop. For dust mop and frame items 26 through 30 above.			2760	\$0.00		368	\$0.00		552	\$0.00	\$0.00
48	200	Hat, Chef. Stand up crown type, hook and loop adjustable. Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00

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49	75	Jacket, Ike style, 7.5 ounce twill, permanent press, zipper front. Two upper pockets w/flaps. Colors: Charcoal, Navy and Dark Brown			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00
50	75	Jacket, Mens. Poly/cotton blend, w/liner, hip length, zipper front. Two inset front pockets, sleeve pencil pocket. Colors: Charcoal, Navy and Dark Brown			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00
51	650	Jacket, Work, Sport Style. Poly/cotton twill blend, waist length, lined, rib knit collar, cuffs and waist. Colors: Charcoal and Navy			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00

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52	200	Jacket, Work. Flame Resistant, "Indura" 9oz, 100% cotton, inside pocket(s). Color: Med Green			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
53	8000	Napkins, dinner. Linen, size 20"x 20". Color: White			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
54	350	Oven Mitt, 100% Cotton Terry weave double layer, 9-1/2 X 11, heat resistant. Color - White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
55	8000	Pants, Mens Perma Press, 100% cotton twill, slack style front pockets. Colors: Brown, Charcoal, Grey, Navy, Green and Tan			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
56	425	Pants, Chef. Poly/cotton blend, slack style front pockets. Color - Black/White Check			319	\$0.00		43	\$0.00		64	\$0.00	\$0.00

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57	4200	Pants, Executive Mens. 100% polyester, straight leg, slack type front pockets. Colors: Black, Navy and Gray.			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00
58	9600	Pants, Jean type. 100% cotton denim, relaxed fit, double stitched seams. Colors: Black and Blue.			7200	\$0.00		960	\$0.00		1440	\$0.00	\$0.00
59	7200	Pants, Mens Pleated. Cotton/poly blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan and Navy			5400	\$0.00		720	\$0.00		1080	\$0.00	\$0.00
60	1500	Pants, Mens. Poly/cotton twill blend, front pockets. Jean (western) cut. Colors: Charcoal and Navy			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00

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61	6000	Pants, Mens. Poly/cotton twill blend, slash pockets. Colors: Charcoal, White, Black, Navy and Dark Brown			4500	\$0.00		600	\$0.00		900	\$0.00	\$0.00
62	2250	Pants, Scrub. Cotton/poly blend, hip pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal and Navy			1688	\$0.00		225	\$0.00		338	\$0.00	\$0.00
63	1900	Pants, Womens Pleated. Cotton/poly blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan and Navy			1425	\$0.00		190	\$0.00		285	\$0.00	\$0.00

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64	2200	Pants, Womens, Work. Poly/cotton twill blend, rear elastic waistband. Slack style front pockets. Colors: Charcoal, Navy and White			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00
65	1550	Pants, Womens. With side elastic inserts, poly/cotton twill blend, belt loops. Colors: Navy, Charcoal and White			1163	\$0.00		155	\$0.00		233	\$0.00	\$0.00
66	9000	Pillowcase, cotton/poly blend. Approx. 20"x30". Color: White			6750	\$0.00		900	\$0.00		1350	\$0.00	\$0.00
67	36	Roll towel cabinet . Holds continuous roll towels (item 90).			27	\$0.00		4	\$0.00		5	\$0.00	\$0.00

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68	2490	Shirt, Denim, Dress Shirt Cut, 5 oz. cotton denim., long sleeve. Wood-tone buttons, button down collar, 2-button cuffs, left chest pocket. Machine washable. Unisex Sizes: S/3XL Color: Denim Blue			1868	\$0.00		249	\$0.00		374	\$0.00	\$0.00
69	3000	Shirt, flame resistant finish, cotton twill, long sleeve. Colors: Navy and Light Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
70	1280	Shirt, Knit Casual. Short sleeve, 100% spun poly knit, side vents, no pocket. Colors: Black/grey, Navy/blue, Navy/Khaki, Black/Burgundy			960	\$0.00		128	\$0.00		192	\$0.00	\$0.00

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71	480	Shirt, Mens Executive oxford, long sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
72	600	Shirt, Mens Executive oxford, short sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
73	840	Shirt, Mens Flame-Resistant. 7 ounce "Indura" 100% cotton twill, long sleeve, lined collar, button thru pockets. Colors: Navy, Light Blue			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00

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74	700	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre-shrunk. Long sleeve, button thru pockets Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White			525	\$0.00		70	\$0.00		105	\$0.00	\$0.00
75	850	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre-shrunk. Short sleeve, button thru pockets Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White			638	\$0.00		85	\$0.00		128	\$0.00	\$0.00
76	650	Shirt, Polo. Short sleeve, unisex style, cotton/poly blend. Colors: Multiple			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00

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77	1850	Shirt, Scrub Pullover. Cotton/Poly percale blend, V neck, chest pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal, Navy			1388	\$0.00		185	\$0.00		278	\$0.00	\$0.00
78	450	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Long sleeve. Color: Blue Denim			338	\$0.00		45	\$0.00		68	\$0.00	\$0.00
79	540	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Short sleeve. Color: Blue Denim			405	\$0.00		54	\$0.00		81	\$0.00	\$0.00

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80	400	Smock, poly/cotton blend. Short sleeve. Permanent press. Colors: White and Light Blue			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
81	840	Tablecloth, dacron polyester. Sizes 53"x94", 53"x114" and 87"x87". Color: White			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00
82	8400	Towel (mop), Bar. Knit terry, serged edges. Size 16"x20" Color: White			6300	\$0.00		840	\$0.00		1260	\$0.00	\$0.00
83	200	Towel, Bar. Utility towel, size approx 17"x20". Color: Yellow			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
84	400	Towel, Bath. 100% cotton terry. Size: 20"x30". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
85	400	Towel, Bath. 100% cotton terry. Size: 44"x22". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00

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86	3000	Towel, continuous roll. Cotton/poly blend. Approx 11"x40 yards. Colors: White and Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
87	562	Towel, Dish. 100% cotton. Size: 24"x36" Color: White			422	\$0.00		56	\$0.00		84	\$0.00	\$0.00
88	200	Towel, Glass. Cotton, lint free. Size 16"x28" Color: White w/Red Stripe			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
89	200	Towel, Hand. 100% cotton. Midweight towel, Approx size: 16"x30" Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
90	61000	Towel, Printer. 100% cotton, size 18" x 18". Color: Purple			45750	\$0.00		6100	\$0.00		9150	\$0.00	\$0.00
91	5600	Towel, Printer. 100% cotton. Size: 18"x30" Color: Red or Blue			4200	\$0.00		560	\$0.00		840	\$0.00	\$0.00

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92	255000	Towel, Shop. Cotton. Size 18"x18" Colors: Red, Orange and White			191250	\$0.00		25500	\$0.00		38250	\$0.00	\$0.00
93	165	Vest, quilted, 65/35 cotton/poly. Colors: Navy, Charcoal and Gold			124	\$0.00		17	\$0.00		25	\$0.00	\$0.00
94	2000	Wash cloth, 100% cotton. Size 12"x12" Color: White			1500	\$0.00		200	\$0.00		300	\$0.00	\$0.00
95	5240	Wet Mop and Handle, 100% synthetic fiber, continuous loop, 18" with double tailband			3930	\$0.00		524	\$0.00		786	\$0.00	\$0.00
96	3000	Shirt, 65/35 cotton/poly blend, permanent press, two button through pockets, button front, short sleeve. Colors: gulf blue, navy, white.			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
97	3000	Shirt, same as above except long sleeve			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00

INSTRUCTIONS TO BIDDERS: Submit your pricing for those items in specific regions wherein you can provide services under the Contract, see Appendix G: *Statement of Work*.

Note: All sales on this contract will be subject to a 0.74% management fee paid by the Contractor to DES

Southwest Region: Counties - Clark, Cowlitz, Klickitat, Lewis, Pacific, Skamania, Wahkiakum

COMPANY NAME:

A	B	C	D	E	F	G	H	I	J	K	L	M	N
Item #	Estimated Term Usage	Product Description	Indicate Mfg/Stock # of Product Offered	Rent & Launder Bid Price = Contractor supplies items and performs regular laundering	Multiplier (75%)	Total	Launder (Only) Bid Price = Customer supplies items and Contractor performs regular laundering	Multiplier (10%)	Total	Replacement Item Cost Bid Price = Price Contractor charges to replace item when necessary	Multiplier (15%)	Total	Grand Total (G+J+M)
0	1000	(EXAMPLE) SHIRT	(EXAMPLE) EDWARD S 514	\$2.70	750	\$2,025.00	\$0.95	100	\$95.00	\$13.50	150	\$2,025.00	\$4,145.00
1	860	Apron, Bistro, poly/cotton blend, extra long ties. Single pocket, approx 28"x32". Color: White			645	\$0.00		86	\$0.00		129	\$0.00	\$0.00
2	1120	Apron, four-way, poly or cotton/poly blend Color: White			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00
3	1120	Apron, printer, 100% denim, neckband, one each upper and lower pocket. Color: Blue			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00
4	7000	Bed Sheet, Double Size. Cotton/poly blend, 81"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
5	7000	Bed Sheet, Draw. Cotton/poly blend, 54"x72" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
6	7000	Bed Sheet, Twin Size. Cotton/poly blend, 72"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00

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7	950	Bib Overalls, 100% cotton denim. Metal zipper, crossover high back style. Large front pockets. Color: Blue			713	\$0.00		95	\$0.00		143	\$0.00	\$0.00
8	1200	Bucket (Can), soiled shop towel storage, must be OSHA compliant. Size: Approx 10 gallon			900	\$0.00		120	\$0.00		180	\$0.00	\$0.00
9	200	Coat, Chef, Executive. Poly/cotton blend, double breasted with two rows of french knot buttons. Stand up collar and vented cuffs. Color - white			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
10	350	Coat, Chef. Poly or poly/cotton blend. Stand up collar, left chest pocket, reversible double breasted front. Color: White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
11	2450	Coat, Counter, Button Front. Polyester, notched lapel, three pockets, three buttons, 30' length. Colors: Navy and White			1838	\$0.00		245	\$0.00		368	\$0.00	\$0.00
12	360	Coat, counter, cotton/poly blend, notched lapel collar, left upper pocket. Colors: Royal Blue, Navy, Grey and White			270	\$0.00		36	\$0.00		54	\$0.00	\$0.00

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13	480	Coat, lab, cotton/poly blend, notched lapel collar w/snap. Left upper and two lower pockets. Color: White			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
14	600	Coat, Lab, Mens. 5oz, 80/20 poly/cotton blend, snap front closure, inside left pocket, two lower front pockets, side vents. Colors: Light Blue, Navy and White			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
15	400	Coat, Lab. Knit cuffs, 5oz, poly/cotton poplin, snap closure, notched lapel, no pockets, side vents. Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
16	400	Coat, Shop. Full length, poly/cotton blend, concealed zipper front. Notched lapel collar, upper and lower pockets. Color: Navy			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
17	2100	Coverall, cotton/poly blend. 7.25 ounce twill, permanent press, zipper closure. Two front insert pockets, one rule pocket, hand slits. Colors: White, Royal Blue, Navy, Spruce Green and Orange			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00

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18	1500	Coverall, same as above (item 17) except with button closure			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
19	1500	Coverall, same as above (item 17) except with zipper closure			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
20	1500	Coveralls, 8.5 to 10 ounce cotton twill, preshrunk, snap closure, two upper and two lower insert pockets w/rule pocket. Colors: White, Navy and Fisher Stripe			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
21	480	Coveralls, 9 ounce cotton twill, flame resistant. NFPA 70E compliant. Colors: Navy and Green			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
22	580	Coveralls, Flame Resistant, "Indura" Ultra Soft material. 7oz, cotton/nylon blend, zipper closure, 2 chest pockets. Color: Navy			435	\$0.00		58	\$0.00		87	\$0.00	\$0.00

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23	900	Coveralls, Painter Spray. 3.5 oz. Burlington C1 fabric, concealed two-way nylon zipper front. Stand up collar w/gripper closure. Full elastic sleeve and leg cuffs. two front pockets, two side access opening with concealed flaps. Vented back yoke, elastic waist band.			675	\$0.00		90	\$0.00		135	\$0.00	\$0.00
24	2100	Coveralls, same as above (item 17) except with metal button front.			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00
25		Dust Mitt, hand type, cotton, antimicrobial.							\$0.00		0	\$0.00	\$0.00
26	1954	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 18"			1466	\$0.00		195	\$0.00		293	\$0.00	\$0.00
27	3616	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 24"			2712	\$0.00		362	\$0.00		542	\$0.00	\$0.00
28	8922	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 36"			6692	\$0.00		892	\$0.00		1338	\$0.00	\$0.00
29	2577	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 48"			1933	\$0.00		258	\$0.00		387	\$0.00	\$0.00
30	1640	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 60"			1230	\$0.00		164	\$0.00		246	\$0.00	\$0.00

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31	240	Fender/ Seat Cover. Acrilan/cott on blend, chemical resistant, approx. 36"x60". Colors: Red and Tan			180	\$0.00		24	\$0.00		36	\$0.00	\$0.00
32	4360	Floor Mat, Anti- Fatigue, oil and grease resistant. Size 3'x5' Color: Black			3270	\$0.00		436	\$0.00		654	\$0.00	\$0.00
33	3280	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x10' Colors: Black and Brown			2460	\$0.00		328	\$0.00		492	\$0.00	\$0.00
34	3750	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x4' Colors: Black and Brown			2813	\$0.00		375	\$0.00		563	\$0.00	\$0.00
35	4200	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 4'x6' Colors: Black and Brown			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00
36	9215	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x10' Colors: Navy, Black, Green, Slate and Red			6911	\$0.00		922	\$0.00		1382	\$0.00	\$0.00
37	14550	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			10913	\$0.00		1455	\$0.00		2183	\$0.00	\$0.00

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38	23280	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			17460	\$0.00		2328	\$0.00		3492	\$0.00	\$0.00
39	6200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3"x10" Colors: Navy, Black, Green, Slate, Red			4650	\$0.00		620	\$0.00		930	\$0.00	\$0.00
40	2200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00
41	1030	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			773	\$0.00		103	\$0.00		155	\$0.00	\$0.00
42	5460	Floor Mat, Scraper Type, nitrile rubber, skid resistant. Size 3'x5' Color: Black			4095	\$0.00		546	\$0.00		819	\$0.00	\$0.00

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43	3840	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x10' Colors: Brown, Black, Red, Navy and Green			2880	\$0.00		384	\$0.00		576	\$0.00	\$0.00
44	6250	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x4' Colors: Brown, Black, Red, Navy and Green			4688	\$0.00		625	\$0.00		938	\$0.00	\$0.00
45	8730	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 4'x6' Colors: Brown, Black, Red, Navy and Green			6548	\$0.00		873	\$0.00		1310	\$0.00	\$0.00
46	120	Grill Wipes, terry cloth w/cotton liner, size approx 10"x16"			90	\$0.00		12	\$0.00		18	\$0.00	\$0.00
47	3680	Handle, Mop. For dust mop and frame items 26 through 30 above.			2760	\$0.00		368	\$0.00		552	\$0.00	\$0.00
48	200	Hat, Chef. Stand up crown type, hook and loop adjustable. Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00

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49	75	Jacket, Ike style, 7.5 ounce twill, permanent press, zipper front. Two upper pockets w/flaps. Colors: Charcoal, Navy and Dark Brown			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00
50	75	Jacket, Mens. Poly/cotton blend, w/liner, hip length, zipper front. Two inset front pockets, sleeve pencil pocket. Colors: Charcoal, Navy and Dark Brown			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00
51	650	Jacket, Work, Sport Style. Poly/cotton twill blend, waist length, lined, rib knit collar, cuffs and waist. Colors: Charcoal and Navy			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00
52	200	Jacket, Work. Flame Resistant, "Indura" 9oz, 100% cotton, inside pocket(s). Color: Med Green			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
53	8000	Napkins, dinner. Linen, size 20"x 20". Color: White			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
54	350	Oven Mitt, 100% Cotton Terry weave double layer, 9-1/2 X 11, heat resistant. Color - White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00

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55	8000	Pants, Mens Perma Press, 100% cotton twill, slack style front pockets. Colors: Brown, Charcoal, Grey, Navy, Green and Tan			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
56	425	Pants, Chef. Poly/cotton blend, slack style front pockets. Color – Black/White Check			319	\$0.00		43	\$0.00		64	\$0.00	\$0.00
57	4200	Pants, Executive Mens. 100% polyester, straight leg, slack type front pockets. Colors: Black, Navy and Green			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00
58	9600	Pants, Jean type. 100% cotton denim, relaxed fit, double stitched seams. Colors: Black and Blue			7200	\$0.00		960	\$0.00		1440	\$0.00	\$0.00
59	7200	Pants, Mens Pleated. Cotton/poly blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan and Navy			5400	\$0.00		720	\$0.00		1080	\$0.00	\$0.00
60	1500	Pants, Mens. Poly/cotton twill blend, front pockets. Jean (western) cut. Colors: Charcoal and Navy			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00

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61	6000	Pants, Mens. Poly/cotton twill blend, slash pockets. Colors: Charcoal, White, Black, Navy and Dark Brown			4500	\$0.00		600	\$0.00		900	\$0.00	\$0.00
62	2250	Pants, Scrub. Cotton/poly blend, hip pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal and Navy			1688	\$0.00		225	\$0.00		338	\$0.00	\$0.00
63	1900	Pants, Womens Pleated. Cotton/poly blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan and Navy			1425	\$0.00		190	\$0.00		285	\$0.00	\$0.00
64	2200	Pants, Womens, Work. Poly/cotton twill blend, rear elastic waistband. Slack style front pockets. Colors: Charcoal, Navy and White			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00
65	1550	Pants, Womens. With side elastic inserts, poly/cotton twill blend, belt loops. Colors: Navy, Charcoal and White			1163	\$0.00		155	\$0.00		233	\$0.00	\$0.00
66	9000	Pillowcase, cotton/poly blend. Approx. 20"x30". Color: White			6750	\$0.00		900	\$0.00		1350	\$0.00	\$0.00
67	36	Roll towel cabinet . Holds continuous roll towels (item 90).			27	\$0.00		4	\$0.00		5	\$0.00	\$0.00

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68	2490	Shirt, Denim, Dress Shirt Cut, 5 oz. cotton denim., long sleeve. Wood-tone buttons, button down collar, 2-button cuffs, left chest pocket. Machine washable. Unisex Sizes: S/3XL Color: Denim Blue			1868	\$0.00		249	\$0.00		374	\$0.00	\$0.00
69	3000	Shirt, flame resistant finish, cotton twill, long sleeve. Colors: Navy and Light Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
70	1280	Shirt, Knit Casual. Short sleeve, 100% spun poly knit, side vents, no pocket. Colors: Black/grey, Navy/blue, Navy/Khaki, Black/Burgundy			960	\$0.00		128	\$0.00		192	\$0.00	\$0.00
71	480	Shirt, Mens Executive oxford, long sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00

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72	600	Shirt, Mens Executive oxford, short sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
73	840	Shirt, Mens Flame-Resistant. 7 ounce "Indura" 100% cotton twill, long sleeve, lined collar, button thru pockets. Colors: Navy, Light Blue			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00
74	700	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre-shrunk. Long sleeve, button thru pockets. Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White			525	\$0.00		70	\$0.00		105	\$0.00	\$0.00
75	850	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre-shrunk. Short sleeve, button thru pockets. Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White			638	\$0.00		85	\$0.00		128	\$0.00	\$0.00

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76	650	Shirt, Polo. Short sleeve, unisex style, cotton/poly blend. Colors: Multiple			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00
77	1850	Shirt, Scrub Pullover. Cotton/Poly percale blend, V neck, chest pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal, Navy			1388	\$0.00		185	\$0.00		278	\$0.00	\$0.00
78	450	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Long sleeve. Color: Blue Denim			338	\$0.00		45	\$0.00		68	\$0.00	\$0.00
79	540	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Short sleeve. Color: Blue Denim			405	\$0.00		54	\$0.00		81	\$0.00	\$0.00
80	400	Smock, poly/cotton blend. Short sleeve. Permanent press. Colors: White and Light Blue			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
81	840	Tablecloth, dacron polyester. Sizes 53"x94", 53"x114" and 87"x87". Color: White			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00

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82	8400	Towel (mop), Bar. Knit terry, serged edges. Size 16"x20" Color: White			6300	\$0.00		840	\$0.00		1260	\$0.00	\$0.00
83	200	Towel, Bar. Utility towel, size approx 17"x20". Color: Yellow			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
84	400	Towel, Bath. 100% cotton terry. Size: 20"x30". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
85	400	Towel, Bath. 100% cotton terry. Size: 44"x22". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
86	3000	Towel, continuous roll. Cotton/poly blend. Approx 11"x40 yards. Colors: White and Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
87	562	Towel, Dish. 100% cotton. Size: 24"x36" Color: White			422	\$0.00		56	\$0.00		84	\$0.00	\$0.00
88	200	Towel, Glass. Cotton, lint free. Size 16"x28" Color: White w/Red Stripe			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
89	200	Towel, Hand. 100% cotton. Midweight towel. Approx size: 16"x30" Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
90	61000	Towel, Printer. 100% cotton, size 18" x 18". Color: Purple			45750	\$0.00		6100	\$0.00		9150	\$0.00	\$0.00
91	5600	Towel, Printer. 100% cotton. Size: 18"x30" Color: Red or Blue			4200	\$0.00		560	\$0.00		840	\$0.00	\$0.00

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92	255000	Towel, Shop. Cotton. Size 18"x18" Colors: Red, Orange and White			191250	\$0.00		25500	\$0.00		38250	\$0.00	\$0.00
93	165	Vest, quilted, 65/35 cotton/poly. Colors: Navy, Charcoal and Gold			124	\$0.00		17	\$0.00		25	\$0.00	\$0.00
94	2000	Wash cloth, 100% cotton. Size 12"x12" Color: White			1500	\$0.00		200	\$0.00		300	\$0.00	\$0.00
95	5240	Wet Mop and Handle, 100% synthetic fiber, continuous loop, 18" with double tailband.			3930	\$0.00		524	\$0.00		786	\$0.00	\$0.00
96	3000	Shirt, 65/35 cotton/poly blend, permanent press, two button through pockets, button front, short sleeve. Colors: gulf blue, navy, white.			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
97	3000	Shirt, same as above except long sleeve			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00

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INSTRUCTIONS TO BIDDERS: Submit your pricing for those items in specific regions wherein you can provide services under the Contract, see Appendix G: *Statement of Work*.

Note: All sales on this contract will be subject to a 0.74% management fee paid by the Contractor to DES

South Central Region: Counties - Asotin, Benton, Columbia, Garfield, Franklin, Kittitas, Walla Walla, Yakima

COMPANY NAME:

A	B	C	D	E	F	G	H	I	J	K	L	M	N
Item #	Estimated Term Usage	Product Description	Indicate Mfg/Stock # of Product Offered	Rent & Launder Bid Price = Contractor supplies items and performs regular laundering	Multiplier (75%)	Total	Launder (Only) Bid Price = Customer supplies items and Contractor performs regular laundering	Multiplier (10%)	Total	Replacement Item Cost Bid Price = Price Contractor charges to replace item when necessary	Multiplier (15%)	Total	Grand Total (G+J+M)
0	1000	(EXAMPLE) SHIRT	(EXAMPLE) EDWARDS 514	\$2.70	750	\$2,025.00	\$0.95	100	\$95.00	\$13.50	150	\$2,025.00	\$4,145.00
1	860	Apron, Bistro, poly/cotton blend, extra long ties. Single pocket, approx 28"x32". Color: White			645	\$0.00		86	\$0.00		129	\$0.00	\$0.00
2	1120	Apron, four-way, poly or cotton/poly blend Color: White			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00

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3	1120	Apron, printer, 100% denim, neckband, one each upper and lower pocket, . Color: Blue			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00
4	7000	Bed Sheet, Double Size. Cotton/pol y blend, 81"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
5	7000	Bed Sheet, Draw. Cotton/pol y blend, 54"x72" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
6	7000	Bed Sheet, Twin Size. Cotton/pol y blend, 72"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00

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7	950	Bib Overalls, 100% cotton denim. Metal zipper, crossover high back style. Large front pockets. Color: Blue			713	\$0.00		95	\$0.00		143	\$0.00	\$0.00
8	1200	Bucket (Can), soiled shop towel storage, must be OSHA compliant. Size: Approx 10 gallon			900	\$0.00		120	\$0.00		180	\$0.00	\$0.00
9	200	Coat, Chef, Executive. Poly/cotton blend, double breasted with two rows of french knot buttons. Stand up collar and vented cuffs. Color - white			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00

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10	350	Coat, Chef. Poly or poly/cotton blend. Stand up collar, left chest pocket, reversible double breasted front. Color: White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
11	2450	Coat, Counter, Button Front. Polyester, notched lapel, three pockets, three buttons, 30" length. Colors: Navy and White			1838	\$0.00		245	\$0.00		368	\$0.00	\$0.00
12	360	Coat, counter, cotton/poly blend, notched lapel collar, left upper pocket. Colors: Royal Blue, Navy, Grey and White			270	\$0.00		36	\$0.00		54	\$0.00	\$0.00

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13	480	Coat, lab, cotton/poly blend, notched lapel collar w/snap. Left upper and two lower pockets. Color: White			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
14	600	Coat, Lab, Mens. 5oz, 80/20 poly/cotton blend, snap front closure, inside left pocket, two lower front pockets, side vents. Colors: Light Blue, Navy and White			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
15	400	Coat, Lab. Knit cuffs, 5oz, poly/cotton poplin, snap closure, notched lapel, no pockets, side vents. Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00

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16	400	Coat, Shop. Full length, poly/cotton blend, concealed zipper front. Notched lapel collar, upper and lower pockets. Color: Navy			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
17	2100	Coverall, cotton/poly blend. 7.25 ounce twill, permanent press, zipper closure. Two front insert pockets, one rule pocket, hand slits. Colors: White, Royal Blue, Navy, Spruce Green and Orange			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00
18	1500	Coverall, same as above (item 17) except with button closure			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00

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19	1500	Coverall, same as above (item 17) except with zipper closure			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
20	1500	Coveralls, 8.5 to 10 ounce cotton twill, preshrunk, snap closure, two upper and two lower insert pockets w/rule pocket. Colors: White, Navy and Fisher Stripe			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
21	480	Coveralls, 9 ounce cotton twill, flame resistant. NFPA 70E compliant. Colors: Navy and Green			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00

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22	580	Coveralls, Flame Resistant, "Indura" Ultra Soft material. 7oz, cotton/nylon blend, zipper closure, 2 chest pockets. Color: Navy		435	\$0.00		58	\$0.00		87	\$0.00	\$0.00
23	900	Coveralls, Painter Spray. 3.5 oz. Burlington C1 fabric, concealed two-way nylon zipper front. Stand up collar w/gripper closure. Full elastic sleeve and leg cuffs. two front pockets, two side access opening with concealed flaps. Vented back yoke, elastic waist band.		675	\$0.00		90	\$0.00		135	\$0.00	\$0.00

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24	2100	Coveralls, same as above (item 17) except with metal button front.			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00
25		Dust Mitt, hand type, cotton, antimicrobial.							\$0.00		0	\$0.00	\$0.00
26	1954	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 18"			1466	\$0.00		195	\$0.00		293	\$0.00	\$0.00
27	3616	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 24"			2712	\$0.00		362	\$0.00		542	\$0.00	\$0.00
28	8922	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 36"			6692	\$0.00		892	\$0.00		1338	\$0.00	\$0.00
29	2577	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 48"			1933	\$0.00		258	\$0.00		387	\$0.00	\$0.00

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30	1640	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 60"			1230	\$0.00		164	\$0.00		246	\$0.00	\$0.00
31	240	Fender/Seat Cover. Acrilan/cotton blend, chemical resistant, approx. 36"x60". Colors: Red and Tan			180	\$0.00		24	\$0.00		36	\$0.00	\$0.00
32	4360	Floor Mat, Anti-Fatigue, oil and grease resistant. Size 3'x5' Color: Black			3270	\$0.00		436	\$0.00		654	\$0.00	\$0.00
33	3280	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x10' Colors: Black and Brown			2460	\$0.00		328	\$0.00		492	\$0.00	\$0.00
34	3750	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x4' Colors: Black and Brown			2813	\$0.00		375	\$0.00		563	\$0.00	\$0.00

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35	4200	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 4'x6' Colors: Black and Brown			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00
36	9215	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x10' Colors: Navy, Black, Green, Slate and Red			6911	\$0.00		922	\$0.00		1382	\$0.00	\$0.00
37	14550	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			10913	\$0.00		1455	\$0.00		2183	\$0.00	\$0.00

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38	23280	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			17460	\$0.00		2328	\$0.00		3492	\$0.00	\$0.00
39	6200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3"x10" Colors: Navy, Black, Green, Slate and Red			4650	\$0.00		620	\$0.00		930	\$0.00	\$0.00
40	2200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00

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41	1030	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			773	\$0.00		103	\$0.00		155	\$0.00	\$0.00
42	5460	Floor Mat, Scraper Type, nitrile rubber, skid resistant. Size 3'x5' Color: Black			4095	\$0.00		546	\$0.00		819	\$0.00	\$0.00
43	3840	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x10' Colors: Brown, Black, Red, Navy and Green			2880	\$0.00		384	\$0.00		576	\$0.00	\$0.00

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44	6250	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x4' Colors: Brown, Black, Red, Navy and Green			4688	\$0.00		625	\$0.00		938	\$0.00	\$0.00
45	8730	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 4'x6' Colors: Brown, Black, Red, Navy and Green			6548	\$0.00		873	\$0.00		1310	\$0.00	\$0.00

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46	120	Grill Wipes, terry cloth w/cotton liner, size approx 10"x16".			90	\$0.00		12	\$0.00		18	\$0.00	\$0.00
47	3680	Handle, Mop. For dust mop and frame items 26 through 30 above			2760	\$0.00		368	\$0.00		552	\$0.00	\$0.00
48	200	Hat, Chef. Stand up crown type, hook and loop adjustable. Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
49	75	Jacket, Ike style, 7.5 ounce twill, permanent press, zipper front. Two upper pockets w/flaps. Colors: Charcoal, Navy and Dark Brown			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00

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50	75	Jacket, Mens. Poly/cotton blend, w/liner, hip length, zipper front. Two inset front pockets, sleeve pencil pocket. Colors: Charcoal, Navy and Dark			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00
51	650	Jacket, Work, Sport Style. Poly/cotton twill blend, waist length, lined, rib knit collar, cuffs and waist. Colors: Charcoal and Navy			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00
52	200	Jacket, Work. Flame Resistant, "Indura" 9oz, 100% cotton, inside pocket(s). Color: Med Green			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00

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53	8000	Napkins, dinner. Linen, size 20"x 20". Color: White			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
54	350	Oven Mitt, 100% Cotton Terry weave double layer, 9-1/2 X 11, heat resistant. Color - White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
55	8000	Pants, Mens Perma Press, 100% cotton twill, slack style front pockets. Colors: Brown, Charcoal, Grey, Navy, Green and			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
56	425	Pants, Chef. Poly/cotton blend, slack style front pockets. Color - Black/White Check			319	\$0.00		43	\$0.00		64	\$0.00	\$0.00

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57	4200	Pants, Executive Mens. 100% polyester, straight leg, slack type front pockets. Colors: Black, Navy and Grey			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00
58	9600	Pants, Jean type. 100% cotton denim, relaxed fit, double stitched seams. Colors: Black and Blue			7200	\$0.00		960	\$0.00		1440	\$0.00	\$0.00
59	7200	Pants, Mens Pleated. Cotton/poly blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan and Navy			5400	\$0.00		720	\$0.00		1080	\$0.00	\$0.00

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60	1500	Pants, Mens. Poly/cotton twill blend, front pockets. Jean (western) cut. Colors: Charcoal and Navy			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
61	6000	Pants, Mens. Poly/cotton twill blend, slash pockets. Colors: Charcoal, White, Black, Navy and Dark Brown			4500	\$0.00		600	\$0.00		900	\$0.00	\$0.00
62	2250	Pants, Scrub. Cotton/pol y blend, hip pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal and Navy			1688	\$0.00		225	\$0.00		338	\$0.00	\$0.00

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63	1900	Pants, Womens Pleated. Cotton/pol y blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan			1425	\$0.00		190	\$0.00		285	\$0.00	\$0.00
64	2200	Pants, Womens, Work. Poly/cotton twill blend, rear elastic waistband. Slack style front pockets. Colors: Charcoal, Navy and White			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00
65	1550	Pants, Womens. With side elastic inserts, poly/cotton twill blend, belt loops. Colors: Navy, Charcoal and White			1163	\$0.00		155	\$0.00		233	\$0.00	\$0.00

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66	9000	Pillowcase, cotton/poly blend. Approx. 20"x30". Color: White			6750	\$0.00		900	\$0.00		1350	\$0.00	\$0.00
67	36	Roll towel cabinet . Holds continuous roll towels (item 90).			27	\$0.00		4	\$0.00		5	\$0.00	\$0.00
68	2490	Shirt, Denim, Dress Shirt Cut, 5 oz. cotton denim., long sleeve. Wood-tone buttons, button down collar, 2-button cuffs, left chest pocket. Machine washable. Unisex Sizes: S/3XL Color: Denim Blue			1868	\$0.00		249	\$0.00		374	\$0.00	\$0.00

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69	3000	Shirt, flame resistant finish, cotton twill, long sleeve. Colors: Navy and Light Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
70	1280	Shirt, Knit Casual. Short sleeve, 100% spun poly knit, side vents, no pocket. Colors: Black/grey, Navy/blue, Navy/Khaki, Black/Burgundy			960	\$0.00		128	\$0.00		192	\$0.00	\$0.00
71	480	Shirt, Mens Executive oxford, long sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00

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72	600	Shirt, Mens Executive oxford, short sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
73	840	Shirt, Mens Flame-Resistant. 7 ounce "Indura" 100% cotton twill, long sleeve, lined collar, button thru pockets. Colors: Navy, Light Blue			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00

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74	700	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre-shrunk. Long sleeve, button thru pockets Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White			525	\$0.00		70	\$0.00		105	\$0.00	\$0.00
75	850	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre-shrunk. Short sleeve, button thru pockets Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White			638	\$0.00		85	\$0.00		128	\$0.00	\$0.00

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76	650	Shirt, Polo. Short sleeve, unisex style, cotton/poly blend. Colors: Multiple			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00
77	1850	Shirt, Scrub Pullover. Cotton/Poly percale blend, V neck, chest pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal, Navy			1388	\$0.00		185	\$0.00		278	\$0.00	\$0.00
78	450	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Long sleeve. Color: Blue Denim			338	\$0.00		45	\$0.00		68	\$0.00	\$0.00

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79	540	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Short sleeve. Color: Blue Denim			405	\$0.00		54	\$0.00		81	\$0.00	\$0.00
80	400	Smock, poly/cotton blend. Short sleeve. Permanent press. Colors: White and Light Blue			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
81	840	Tablecloth, dacron polyester. Sizes 53"x94", 53"x114" and 87"x87". Color: White			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00
82	8400	Towel (mop), Bar. Knit terry, serged edges. Size 16"x20" Color: White			6300	\$0.00		840	\$0.00		1260	\$0.00	\$0.00

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83	200	Towel, Bar. Utility towel, size approx 17"x20". Color: Yellow			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
84	400	Towel, Bath. 100% cotton terry. Size: 20"x30". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
85	400	Towel, Bath. 100% cotton terry. Size: 44"x22". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
86	3000	Towel, continuous roll. Cotton/poly blend. Approx 11"x40 yards. Colors: White and Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
87	562	Towel, Dish. 100% cotton. Size: 24"x36" Color: White			422	\$0.00		56	\$0.00		84	\$0.00	\$0.00

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88	200	Towel, Glass. Cotton, lint free. Size 16"x28" Color: White w/Red Stripe			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
89	200	Towel, Hand. 100% cotton. Midweight towel, Approx size: 16"x30" Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
90	61000	Towel, Printer. 100% cotton, size 18" x 18". Color: Purple			45750	\$0.00		6100	\$0.00		9150	\$0.00	\$0.00
91	5600	Towel, Printer. 100% cotton. Size: 18"x30" Color: Red or Blue			4200	\$0.00		560	\$0.00		840	\$0.00	\$0.00
92	255000	Towel, Shop. Cotton. Size 18"x18" Colors: Red, Orange and White			191250	\$0.00		25500	\$0.00		38250	\$0.00	\$0.00

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93	165	Vest, quilted, 65/35 cotton/poly . Colors: Navy, Charcoal and Gold			124	\$0.00		17	\$0.00		25	\$0.00	\$0.00
94	2000	Wash cloth, 100% cotton. Size 12"x12" Color: White			1500	\$0.00		200	\$0.00		300	\$0.00	\$0.00
95	5240	Wet Mop and Handle, 100% synthetic fiber, continuous loop, 18" with double tailband			3930	\$0.00		524	\$0.00		786	\$0.00	\$0.00
96	3000	Shirt, 65/35 cotton/poly blend, permanent press, two button through pockets, button front, short sleeve. Colors: gulf blue, navy, white.			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
97	3000	Shirt, same as above except long sleeve			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00

Appendix B
Price Worksheet
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INSTRUCTIONS TO BIDDERS: Submit your pricing for those items in specific regions wherein you can provide services under the Contract, see Appendix G: *Statement of Work*.

Note: All sales on this contract will be subject to a 0.74% management fee paid by the Contractor to DES

Eastern Region: Counties - Adams, Lincoln, Pend Oreille, Spokane, Stevens, Whitman, Ferry

COMPANY NAME:

A	B	C	D	E	F	G	H	I	J	K	L	M	N
Item #	Estimated Term Usage	Product Description	Indicate Mfg/Stock # of Product Offered	Rent & Launder Bid Price = Contractor supplies items and performs regular laundering	Multiplier (75%)	Total	Launder (Only) Bid Price = Customer supplies items and Contractor performs regular laundering	Multiplier (10%)	Total	Replacement Item Cost Bid Price = Price Contractor charges to replace item when necessary	Multiplier (15%)	Total	Grand Total (G+J+M)
0	1000	(EXAMPLE) SHIRT	(EXAMPLE) EDWARDS 514	\$2.70	750	\$2,025.00	\$0.95	100	\$95.00	\$13.50	150	\$2,025.00	\$4,145.00
1	860	Apron, Bistro, poly/cotton blend, extra long ties. Single pocket, approx 28"x32". Color: White			645	\$0.00		86	\$0.00		129	\$0.00	\$0.00
2	1120	Apron, four way, poly or cotton/poly blend Color: White			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00

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3	1120	Apron, printer, 100% denim, neckband, one each upper and lower pocket, . Color: Blue			840	\$0.00		112	\$0.00		168	\$0.00	\$0.00
4	7000	Bed Sheet, Double Size. Cotton/pol y blend, 81"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
5	7000	Bed Sheet, Draw. Cotton/pol y blend, 54"x72" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00
6	7000	Bed Sheet, Twin Size. Cotton/pol y blend, 72"x102" finished size. Color: White			5250	\$0.00		700	\$0.00		1050	\$0.00	\$0.00

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7	950	Bib Overalls, 100% cotton denim. Metal zipper, crossover high back style. Large front pockets. Color: Blue			713	\$0.00		95	\$0.00		143	\$0.00	\$0.00
8	1200	Bucket (Can), soiled shop towel storage, must be OSHA compliant. Size: Approx 10 gallon			900	\$0.00		120	\$0.00		180	\$0.00	\$0.00
9	200	Coat, Chef, Executive. Poly/cotton blend, double breasted with two rows of french knot buttons. Stand up collar and vented cuffs. Color - white			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00

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10	350	Coat, Chef. Poly or poly/cotton blend. Stand up collar, left chest pocket, reversible double breasted front. Color: White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
11	2450	Coat, Counter, Button Front. Polyester, notched lapel, three pockets, three buttons, 30' length. Colors: Navy and White			1838	\$0.00		245	\$0.00		368	\$0.00	\$0.00
12	360	Coat, counter, cotton/poly blend, notched lapel collar, left upper pocket. Colors: Royal Blue, Navy, Grey and White			270	\$0.00		36	\$0.00		54	\$0.00	\$0.00

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13	480	Coat, lab, cotton/poly blend, notched lapel collar w/snap. Left upper and two lower pockets. Color: White			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00
14	600	Coat, Lab, Mens. 5oz, 80/20 poly/cotton blend, snap front closure, inside left pocket, two lower front pockets, side vents. Colors: Light Blue, Navy and White			450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
15	400	Coat, Lab. Knit cuffs, 5oz, poly/cotton poplin, snap closure, notched lapel, no pockets, side vents. Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00

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16	400	Coat, Shop. Full length, poly/cotton blend, concealed zipper front. Notched lapel collar, upper and lower pockets. Color: Navy			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
17	2100	Coverall, cotton/poly blend. 7.25 ounce twill, permanent press, zipper closure. Two front insert pockets, one rule pocket, hand slits. Colors: White, Royal Blue, Navy, Spruce Green and Orange			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00
18	1500	Coverall, same as above (item 17) except with button closure			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00

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19	1500	Coverall, same as above (item 17) except with zipper closure			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
20	1500	Coveralls, 8.5 to 10 ounce cotton twill, preshrunk, snap closure, two upper and two lower insert pockets w/rule pocket. Colors: White, Navy and Fisher Stripe			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
21	480	Coveralls, 9 ounce cotton twill, flame resistant. NFPA 70E compliant. Colors: Navy and Green			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00

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22	580	Coveralls, Flame Resistant, "Indura" Ultra Soft material. 7oz, cotton/nylon blend, zipper closure, 2 chest pockets. Color: Navy		435	\$0.00		58	\$0.00		87	\$0.00	\$0.00
23	900	Coveralls, Painter Spray. 3.5 oz. Burlington C1 fabric, concealed two-way nylon zipper front. Stand up collar w/gripper closure. Full elastic sleeve and leg cuffs. two front pockets, two side access opening with concealed flaps. Vented back yoke, elastic waist band.		675	\$0.00		90	\$0.00		135	\$0.00	\$0.00

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24	2100	Coveralls, same as above (item 17) except with metal button front.			1575	\$0.00		210	\$0.00		315	\$0.00	\$0.00
25		Dust Mitt, hand type, cotton, antimicrobial.							\$0.00		0	\$0.00	\$0.00
26	1954	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 18"			1466	\$0.00		195	\$0.00		293	\$0.00	\$0.00
27	3616	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 24"			2712	\$0.00		362	\$0.00		542	\$0.00	\$0.00
28	8922	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 36"			6692	\$0.00		892	\$0.00		1338	\$0.00	\$0.00
29	2577	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 48"			1933	\$0.00		258	\$0.00		387	\$0.00	\$0.00

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30	1640	Dust Mop and Frame. 4 Ply cotton, polyester backing Size: 60"			1230	\$0.00		164	\$0.00		246	\$0.00	\$0.00
31	240	Fender/Seat Cover. Acrilan/cotton blend, chemical resistant, approx. 36"x60". Colors: Red and Tan			180	\$0.00		24	\$0.00		36	\$0.00	\$0.00
32	4360	Floor Mat, Anti-Fatigue, oil and grease resistant. Size 3'x5' Color: Black			3270	\$0.00		436	\$0.00		654	\$0.00	\$0.00
33	3280	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x10' Colors: Black and Brown			2460	\$0.00		328	\$0.00		492	\$0.00	\$0.00
34	3750	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 3'x4' Colors: Black and Brown			2813	\$0.00		375	\$0.00		563	\$0.00	\$0.00

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35	4200	Floor Mat, Executive. Plush nylon pile, non skid backing. Size 4'x6' Colors: Black and Brown			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00
36	9215	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x10' Colors: Navy, Black, Green, Slate and Red			6911	\$0.00		922	\$0.00		1382	\$0.00	\$0.00
37	14550	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			10913	\$0.00		1455	\$0.00		2183	\$0.00	\$0.00

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38	23280	Floor Mat, high traffic area. Nylon, colorfast, non skid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			17460	\$0.00		2328	\$0.00		3492	\$0.00	\$0.00
39	6200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3"x10" Colors: Navy, Black, Green, Slate and Red			4650	\$0.00		620	\$0.00		930	\$0.00	\$0.00
40	2200	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 3'x4' Colors: Navy, Black, Green, Slate and Red			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00

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41	1030	Floor Mat, Logo. Nylon, colorfast, nonskid backing. ADA compliant. Size: 4'x6' Colors: Navy, Black, Green, Slate and Red			773	\$0.00		103	\$0.00		155	\$0.00	\$0.00
42	5460	Floor Mat, Scraper Type, nitrile rubber, skid resistant. Size 3'x5' Color: Black			4095	\$0.00		546	\$0.00		819	\$0.00	\$0.00
43	3840	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x10' Colors: Brown, Black, Red, Navy and Green			2880	\$0.00		384	\$0.00		576	\$0.00	\$0.00

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44	6250	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 3'x4' Colors: Brown, Black, Red, Navy and Green			4688	\$0.00		625	\$0.00		938	\$0.00	\$0.00
45	8730	Floor Mat, Ultra Grip for smooth, hard, clean surfaces. Nylon pile, nitrile rubber backing with gripper design, ADA Compliant. Size: 4'x6' Colors: Brown, Black, Red, Navy and Green			6548	\$0.00		873	\$0.00		1310	\$0.00	\$0.00

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46	120	Grill Wipes, terry cloth w/cotton liner, size approx 10"x16".			90	\$0.00		12	\$0.00		18	\$0.00	\$0.00
47	3680	Handle, Mop. For dust mop and frame items 26 through 30 above			2760	\$0.00		368	\$0.00		552	\$0.00	\$0.00
48	200	Hat, Chef. Stand up crown type, hook and loop adjustable. Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
49	75	Jacket, Ike style, 7.5 ounce twill, permanent press, zipper front. Two upper pockets w/flaps. Colors: Charcoal, Navy and Dark Brown			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00

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50	75	Jacket, Mens. Poly/cotton blend, w/liner, hip length, zipper front. Two inset front pockets, sleeve pencil pocket. Colors: Charcoal, Navy and Dark			56	\$0.00		8	\$0.00		11	\$0.00	\$0.00
51	650	Jacket, Work, Sport Style. Poly/cotton twill blend, waist length, lined, rib knit collar, cuffs and waist. Colors: Charcoal and Navy			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00
52	200	Jacket, Work. Flame Resistant, "Indura" 9oz, 100% cotton, inside pocket(s). Color: Med Green			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00

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53	8000	Napkins, dinner. Linen, size 20"x 20". Color: White			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
54	350	Oven Mitt, 100% Cotton Terry weave double layer, 9-1/2 X 11, heat resistant. Color - White			263	\$0.00		35	\$0.00		53	\$0.00	\$0.00
55	8000	Pants, Mens Perma Press, 100% cotton twill, slack style front pockets. Colors: Brown, Charcoal, Grey, Navy, Green and			6000	\$0.00		800	\$0.00		1200	\$0.00	\$0.00
56	425	Pants, Chef. Poly/cotton blend, slack style front pockets. Color - Black/White Check			319	\$0.00		43	\$0.00		64	\$0.00	\$0.00

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57	4200	Pants, Executive Mens. 100% polyester, straight leg, slack type front pockets. Colors: Black, Navy and Grey			3150	\$0.00		420	\$0.00		630	\$0.00	\$0.00
58	9600	Pants, Jean type. 100% cotton denim, relaxed fit, double stitched seams. Colors: Black and Blue			7200	\$0.00		960	\$0.00		1440	\$0.00	\$0.00
59	7200	Pants, Mens Pleated. Cotton/poly blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan and Navy			5400	\$0.00		720	\$0.00		1080	\$0.00	\$0.00

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60	1500	Pants, Mens. Poly/cotton twill blend, front pockets. Jean (western) cut. Colors: Charcoal and Navy			1125	\$0.00		150	\$0.00		225	\$0.00	\$0.00
61	6000	Pants, Mens. Poly/cotton twill blend, slash pockets. Colors: Charcoal, White, Black, Navy and Dark Brown			4500	\$0.00		600	\$0.00		900	\$0.00	\$0.00
62	2250	Pants, Scrub. Cotton/pol y blend, hip pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal and Navy			1688	\$0.00		225	\$0.00		338	\$0.00	\$0.00

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63	1900	Pants, Womens Pleated. Cotton/pol y blend, slack style front pockets, lined waistband. Zipper closure. Colors: Black, Tan			1425	\$0.00		190	\$0.00		285	\$0.00	\$0.00
64	2200	Pants, Womens, Work. Poly/cotton twill blend, rear elastic waistband. Slack style front pockets. Colors: Charcoal, Navy and White			1650	\$0.00		220	\$0.00		330	\$0.00	\$0.00
65	1550	Pants, Womens. With side elastic inserts, poly/cotton twill blend, belt loops. Colors: Navy, Charcoal and White			1163	\$0.00		155	\$0.00		233	\$0.00	\$0.00

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66	9000	Pillowcase, cotton/poly blend. Approx. 20"x30". Color: White			6750	\$0.00		900	\$0.00		1350	\$0.00	\$0.00
67	36	Roll towel cabinet . Holds continuous roll towels (item 90).			27	\$0.00		4	\$0.00		5	\$0.00	\$0.00
68	2490	Shirt, Denim, Dress Shirt Cut, 5 oz. cotton denim., long sleeve. Wood-tone buttons, button down collar, 2-button cuffs, left chest pocket. Machine washable. Unisex Sizes: S/3XL Color: Denim Blue			1868	\$0.00		249	\$0.00		374	\$0.00	\$0.00

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69	3000	Shirt, flame resistant finish, cotton twill, long sleeve. Colors: Navy and Light Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
70	1280	Shirt, Knit Casual. Short sleeve, 100% spun poly knit, side vents, no pocket. Colors: Black/grey, Navy/blue, Navy/Khaki, Black/Burgundy			960	\$0.00		128	\$0.00		192	\$0.00	\$0.00
71	480	Shirt, Mens Executive oxford, long sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe			360	\$0.00		48	\$0.00		72	\$0.00	\$0.00

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72	600	Shirt, Mens Executive oxford, short sleeve, cotton/poly blend, button down collar. Left chest pocket. Colors: White, Light Blue and White w/Blue Stripe		450	\$0.00		60	\$0.00		90	\$0.00	\$0.00
73	840	Shirt, Mens Flame- Resistant. 7 ounce "Indura" 100% cotton twill, long sleeve, lined collar, button thru pockets. Colors: Navy, Light Blue		630	\$0.00		84	\$0.00		126	\$0.00	\$0.00

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74	700	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre- shrunk. Long sleeve, button thru pockets Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White		525	\$0.00		70	\$0.00		105	\$0.00	\$0.00
75	850	Shirt, Mens Work. Wrinkle resistant, 5oz 100% cotton twill, pre- shrunk. Short sleeve, button thru pockets Colors: Light Blue, Grey, Navy, Med Blue, Dark Green and White		638	\$0.00		85	\$0.00		128	\$0.00	\$0.00

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76	650	Shirt, Polo. Short sleeve, unisex style, cotton/poly blend. Colors: Multiple			488	\$0.00		65	\$0.00		98	\$0.00	\$0.00
77	1850	Shirt, Scrub Pullover. Cotton/Poly percale blend, V neck, chest pocket. Unisex sizes, Reversible. Colors: Green, Blue, Teal, Navy			1388	\$0.00		185	\$0.00		278	\$0.00	\$0.00
78	450	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Long sleeve. Color: Blue Denim			338	\$0.00		45	\$0.00		68	\$0.00	\$0.00

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79	540	Shirt, Unisex Denim. 6.5oz, 100% Cotton denim, button down collar, pleated back, chest pocket. Short sleeve. Color: Blue Denim			405	\$0.00		54	\$0.00		81	\$0.00	\$0.00
80	400	Smock, poly/cotton blend. Short sleeve. Permanent press. Colors: White and Light Blue			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
81	840	Tablecloth, dacron polyester. Sizes 53"x94", 53"x114" and 87"x87". Color: White			630	\$0.00		84	\$0.00		126	\$0.00	\$0.00
82	8400	Towel (mop), Bar. Knit terry, serged edges. Size 16"x20" Color: White			6300	\$0.00		840	\$0.00		1260	\$0.00	\$0.00

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83	200	Towel, Bar. Utility towel, size approx 17"x20". Color: Yellow			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
84	400	Towel, Bath. 100% cotton terry. Size: 20"x30". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
85	400	Towel, Bath. 100% cotton terry. Size: 44"x22". Color: White			300	\$0.00		40	\$0.00		60	\$0.00	\$0.00
86	3000	Towel, continuous roll. Cotton/poly blend. Approx 11"x40 yards. Colors: White and Blue			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
87	562	Towel, Dish. 100% cotton. Size: 24"x36" Color: White			422	\$0.00		56	\$0.00		84	\$0.00	\$0.00

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88	200	Towel, Glass. Cotton, lint free. Size 16"x28" Color: White w/Red Stripe			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
89	200	Towel, Hand. 100% cotton. Midweight towel, Approx size: 16"x30" Color: White			150	\$0.00		20	\$0.00		30	\$0.00	\$0.00
90	61000	Towel, Printer. 100% cotton, size 18" x 18". Color: Purple			45750	\$0.00		6100	\$0.00		9150	\$0.00	\$0.00
91	5600	Towel, Printer. 100% cotton. Size: 18"x30" Color: Red or Blue			4200	\$0.00		560	\$0.00		840	\$0.00	\$0.00
92	255000	Towel, Shop. Cotton. Size 18"x18" Colors: Red, Orange and White			191250	\$0.00		25500	\$0.00		38250	\$0.00	\$0.00

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93	165	Vest, quilted, 65/35 cotton/poly . Colors: Navy, Charcoal and Gold			124	\$0.00		17	\$0.00		25	\$0.00	\$0.00
94	2000	Wash cloth, 100% cotton. Size 12"x12" Color: White			1500	\$0.00		200	\$0.00		300	\$0.00	\$0.00
95	5240	Wet Mop and Handle, 100% synthetic fiber, continuous loop, 18" with double tailband			3930	\$0.00		524	\$0.00		786	\$0.00	\$0.00
96	3000	Shirt, 65/35 cotton/poly blend, permanent press, two button through pockets, button front, short sleeve. Colors: gulf blue, navy, white.			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00
97	3000	Shirt, same as above except long sleeve			2250	\$0.00		300	\$0.00		450	\$0.00	\$0.00

Appendix C- Bidder Profile

Invitation for Bid 01715 – Linen & Laundry Service

COMPANY INFORMATION (for contract administration purposes)

Company name and address: _____ _____ _____	Authorized representative: _____
	Phone/Cell: _____
	Email: _____
Ordering contact/Address: <u>Name/Email:</u> _____ <u>Address:</u> _____ <u>Phone:</u> _____	Sales reporting contact information: <u>Name/Email:</u> _____ <u>Phone:</u> _____
Management fee contact: <u>Name/Email:</u> _____ <u>Phone:</u> _____	Address to send management fee invoices: <u>Company name:</u> _____ <u>Attn:</u> _____ <u>Address:</u> _____ <u>City/State/Zip:</u> _____
Federal Tax ID number (Notice: Do NOT include any Social Security Numbers, only last 4 digits if necessary)	
Wash. Dept. of Revenue Registration No.	

REFERENCES

Provide a minimum of three commercial or government references for which bidder has delivered goods and/or services similar in scope as described in the IFB.

1. Customer: Contact: Phone: Email:	_____ _____ _____ _____
2. Customer: Contact: Phone: Email:	_____ _____ _____ _____
3. Customer: Contact: Phone: Email:	_____ _____ _____ _____

SUBCONTRACTORS

If applicable, on a separate sheet, identify any subcontractors who will perform services in fulfillment of contract requirements; the nature of services to be performed and include federal tax identification (TIN) number for each subcontractor. If a subcontractor is a minority or women owned business please include their OMWBE Certification Number (if certified). If necessary, attach additional sheets (please stamp or mark each page with a company name, mark, or initial). Do not include any Social Security Numbers.

By including subcontractor(s) as part of your signed bid, you agree to take complete responsibility and liability for all actions of such subcontractors. All subcontractors are subject to DES approval. DES reserves the right to approve or disapprove any subcontractor.

SALES/CUSTOMER SERVICE

On a separate sheet, identify sales/customer service contacts and will call locations for the entire state.

Purchasing Cards Accepted (note: any purchasing card fees must be rolled into the unit price of the bid):

Visa Master Card American Express Discover Other: _____

MINORITY/WOMEN OWNED BUSINESS STATUS

Is your firm a Minority/Women Owned Business? Yes No

MWBE certification #

If applicable, Bidder must submit full details of all Terminations for Default while provisioning Services similar to those requested by this IFB within the past five years, including the other party's name, address and telephone number.

Complaint, Debrief and Protest Procedures

Policies for procurement protests and appeals were adopted by the Department of Enterprise Services (DES) in January 2013, by authority of Revised Code of Washington (RCW) 39.26.170.

1 COMPLAINT – PRE-SUBMITTAL

1.1 Criteria for a complaint

A formal complaint may be based only on one or more of the following grounds:

- A. The solicitation unnecessarily restricts competition;
- B. The solicitation evaluation or scoring process is unfair or flawed; or
- C. The solicitation requirements are inadequate or insufficient to prepare a response.

1.2 Initiating a complaint

A complaint must:

- A. Be submitted to and received by the procurement coordinator no less than five business days prior to the deadline for bid submittal; and
- B. Be in writing (see *Form and Substance, and Other* below).

A complaint should:

- A. Clearly articulate the basis of the complaint; and
- B. Include a proposed remedy.

1.3 Response

When a complaint is received, the procurement coordinator or his or her designee will consider all the facts available and respond in writing prior to the deadline for bid submittals, unless more time is needed.

DES is required to promptly post the response to a complaint on WEBS.

1.4 Response is final

The procurement coordinator's response to the complaint is final and not subject to administrative appeal, although the procurement coordinator may issue further clarification if needed. Issues raised in a complaint may not be raised again during the protest period. Furthermore, any issue, exception, addition, or omission not brought to the attention of the procurement coordinator prior to bid submittal may be deemed waived for protest purposes.

2 DEBRIEF CONFERENCE (PRE-CONDITION OF PROTEST)

Following announcement of the Apparent Successful Bidder:

2.1 Purpose of a debrief conference

Any bidder who has submitted a timely bid response may request a debrief conference (see *Form and Substance, and Other* below). A debrief conference provides an opportunity for the bidder to meet with DES to discuss its bid and evaluation.

Appendix D

Complaint, Debrief and Protest Procedures

DES Solicitation No. 01715

2.2 Requesting a debrief conference

The request for a debrief conference must be made in writing via email to the procurement coordinator and received within three business days after the announcement of the Apparent Successful Bidder.

Debrief conferences may be conducted either in person at the DES facility in Olympia, Wash., or by telephone, as determined by DES, and may be limited by DES to a specified period of time.

The failure of a bidder to request a debrief within the specified time and attend a debrief conference constitutes a waiver of the right to submit a protest. Any issue, exception, addition, or omission not brought to the attention of the procurement coordinator before or during the debrief conference may be deemed waived for protest purposes.

3 PROTEST

Following a debrief conference:

3.1 Criteria for a protest

A protest may be based only on one or more of the following:

- A. Bias, discrimination or conflict of interest on the part of an evaluator;
- B. Error in computing evaluation scores; or
- C. Non-compliance with any procedures described in the solicitation document.

3.2 Initiating a protest

Any bidder may protest an award to the Apparent Successful Bidder. A protest must:

- A. Be submitted to and received by the DES assigned investigator (if known), otherwise the procurement coordinator, within five business days after the protesting bidder's debriefing conference (see *Form and Substance, and Other* below);
- B. Be in writing;
- C. Include a specific and complete statement of facts forming the basis of the protest; and
- D. Include a description of the relief or corrective action requested.

3.3 Protest response

After reviewing the protest and available facts, the DES-assigned investigator will issue a written response within 10 business days from receipt of the protest, unless additional time is needed, and in such event DES should notify the protesting bidder the length of the additional time needed.

3.4 Decision is final

The protest decision is final and not subject to administrative appeal, although the DES-assigned investigator may issue further clarification if needed.

If the protesting bidder does not accept the agency protest response, the bidder may seek relief from the Superior Court. Any such action must be brought in the Superior Court of Thurston County, Wash.

Appendix D

Complaint, Debrief and Protest Procedures

DES Solicitation No. 01715

4 COMMUNICATION DURING COMPLAINTS, DEBRIEFS AND PROTESTS

All communications about a solicitation that is subject to a complaint or debrief must be addressed to the procurement coordinator. All communications about a solicitation that is being protested must be coordinated through the DES-assigned investigator, if known; otherwise, to the procurement coordinator.

5 FORM AND SUBSTANCE, AND OTHER

5.1 All complaints, requests for debrief and protests must:

- A. Be in writing;
- B. Be signed by the complaining or protesting bidder or an authorized agent, unless sent by email;
- C. Be delivered within the time frame(s) outlined herein;
- D. Be sent to the appropriate individual within DES (see contact information below);
- E. Identify the solicitation by DES number;
- F. Conspicuously state "Complaint," "Debrief" or "Protest" in any subject line of any correspondence or email;
- G. Be sent to the address identified in the table below;

5.2 All complaints and protests must:

- A. State all facts and arguments on which the complaining or protesting bidder is relying as the basis for its action; and
- B. Include any relevant documentation or other supporting evidence.

How to contact DES:

COMPLAINT

Email

To the procurement coordinator listed on the first page of the solicitation document.

Subject line must include "Complaint."

Other

(Name of Procurement Coordinator)
Contracts, Procurement and Risk Mgmt
Department of Enterprise Services,
1500 Jefferson Street
P. O. Box 41411
Olympia, WA 98504-1411

DEBRIEF

Email

To the procurement coordinator listed on the face page of the solicitation document.

Subject line must include "Debrief."

PROTEST

Email

To the DES-assigned investigator (if known). If not known, send to the procurement coordinator listed on the first page of the solicitation document.

Subject line must include "Protest."

Other

(Name of DES-assigned investigator, if known, otherwise the procurement coordinator)

Department of Enterprise Services
1500 Jefferson Street
P. O. Box 41411
Olympia, WA 98504-1411

Procurement Reform

Small Business Fact Sheet

Veteran Business Fact Sheet

Changes in state purchasing practices took effect January 1, 2013

RCW 39.26, Section 1, which states the intent of procurement reform legislation, concludes with the following sentence:

“In addition, the legislature intends that the state develop procurement policies, procedures, and materials that encourage and facilitate state agency purchase of goods and services from Washington small businesses.”

Washington small business

RCW 39.26.010:

- (21) "Small business" means an in-state business, including a sole proprietorship, corporation, partnership, or other legal entity, that:
- (a) Certifies, under penalty of perjury, that it is owned and operated independently from all other businesses and has either:
 - (i) Fifty or fewer employees; or
 - (ii) A gross revenue of less than seven million dollars annually as reported on its federal income tax return or its return filed with the department of revenue over the previous three consecutive years; or
 - (b) Is certified with the office of women and minority business enterprises under chapter 39.19 RCW.

Washington microbusiness

RCW 39.26.010:

- (17) "Microbusiness" means any business entity, including a sole proprietorship, corporation, partnership, or other legal entity, that:
- (a) Is owned and operated independently from all other businesses; and
 - (b) has a gross revenue of less than \$1 million annually as reported on its federal tax return or on its return filed with the department of revenue.

Washington minibusiness

RCW 39.26.010

- (18) "Minibusiness" means any business entity, including a sole proprietorship, corporation, partnership, or other legal entity, that:
- (a) Is owned and operated independently from all other businesses; and
 - (b) has a gross revenue of less than three million dollars, but one million dollars or more annually as reported on its federal tax return or on its return filed with the department of revenue.
-

Washington veteran-owned business

Veterans (defined in [RCW 41.04.007](#)) and U.S. active duty, reserve or national guard service-members are eligible for the registry. The veteran or service-member must control and own at least 51 percent of the business and the business must be legally operating in the State of Washington. (Control means the authority or ability to direct, regulate or influence day-to-day operations.) If business is a 50/50 split, contact Jennifer at 360-725-2169.

RCW 41.04.007

"Veteran" includes every person, who at the time he or she seeks the benefits of [RCW 46.18.212](#), [46.18.235](#), [72.36.030](#), [41.04.010](#), [73.04.090](#), [73.08.010](#), [73.08.070](#), [73.08.080](#), or [43.180.250](#), has received an honorable discharge or received a discharge for medical reasons with an honorable record, where applicable, and who has served in at least one of the following capacities:

- (1) As a member in any branch of the armed forces of the United States, including the national guard and armed forces reserves, and has fulfilled his or her initial military service obligation;
- (2) As a member of the women's air forces service pilots;
- (3) As a member of the armed forces reserves, national guard, or coast guard, and has been called into federal service by a presidential select reserve call-up for at least 180 cumulative days;
- (4) As a civil service crewmember with service aboard a U.S. army transport service or U.S. naval transportation service vessel in oceangoing service from December 7, 1941, through December 31, 1946;
- (5) As a member of the Philippine armed forces/scouts during the period of armed conflict from December 7, 1941, through August 15, 1945; or
- (6) A United States documented merchant mariner with service aboard an oceangoing vessel operated by the department of defense, or its agents, from both June 25, 1950, through July 27, 1953, in Korean territorial waters and from August 5, 1964, through May 7, 1975, in Vietnam territorial waters, and who received a military commendation.

Resources

- Register for free for solicitation notices at the Washington Electronic Business Solution (WEBS) www.des.wa.gov/services/ContractingPurchasing/Business/Pages/WEBSRegistration.aspx
 - If you qualify as a Washington small business, identify yourself in WEBS. Call WEBS Customer Service at 360-902-7400.
 - Contact the Washington State Office of Minority and Women's Business Enterprises about state and federal certification programs at Phone 866-208-1064 or www.omwbe.wa.gov
 - Contact the Washington State Department of Veterans' Affairs about certification at (360) 725-2169 or www.dva.wa.gov.
 - Servando Patlan, Business Diversity and Outreach Manager at the Washington State Department of Enterprise Services: (360) 407-9390 or servando.patlan@des.wa.gov
-

STATEMENT OF WORK

The Contractor shall furnish the necessary personnel, equipment, material and/or services and otherwise do all things necessary for or incidental to the performance of work set forth in the following Statement of Work.

1. General Specifications:

1.1 Contract Scope: The scope of this Contract is for linen, uniform and garment rental and related laundry services for use by authorized purchasers located statewide. Rentals and services on this Contract are those necessary to function and accomplish agency (purchaser) mission. Contract items will consist of uniforms, garments, flat linens, mats and other accessory items normally offered in the contractor's rental/laundry program. This Contract does not cover the direct purchase of items sold by the vendor, only purchases of replacement rental items as required. Contract will be awarded by region if determined to be within the state's best interest.

1.2 Contract Intent: It is the intent of these specifications to describe the minimum acceptable performance standards for furnishing uniform rental & laundry services. The specifications are not intended to limit competition, but to ensure the quality of products received. The state of Washington shall be notified, and these specifications amended, when new industry standards are set or existing standards are superseded.

1.2.1 It is not the intent of Washington State or this solicitation document to rent any specially manufactured-by-design uniform, uniform component, or any special material, color, or style of uniform item that is not commercially available.

2. Special Provisions:

2.1 Ordering Requirements: Contractor must ensure that Authorized purchasers can place orders against this contract either in person, electronically, facsimile or by phone. Once an order is issued, the following shall apply:

2.1.1 Upon receipt of a purchase order the contractor must send written confirmation to the purchaser within one business day.

2.1.2 If requested, the contractor must supply purchaser with manufacturer's list pricing or other documentation needed to verify contract pricing compliance.

2.1.3 Contractor must notify purchaser of any surcharges or other price adjustments if applicable and as contract allows.

2.2 Account Setup: Service delivery is required no later than 21 days after account setup is complete (including custom sizing), not to exceed 5 weeks total time from date purchaser request for service is received. Purchaser will be notified if "Special" items require longer lead times and will be provided with a delivery date.

2.3 Packaging: Individual packaging of towels, rags and dusters not to exceed twenty-five pounds.

2.4 Garment Acceptability: When this contract is instituted, all garments that have been in use for 1 year or longer will be unacceptable for new purchasers, and existing purchasers converting to this contract may request replacement of current inventory items not meeting the above criteria (if applicable).

2.5 Garment Tracking: Each item provided under this contract shall be given its own specific identification bar code. This code will be used to reconcile item location with deliveries and service requests. Contractor will keep a record of items received and delivered based on bar code tracking.

2.6 Service Life: The acceptable service life for garments and textile products on the contract shall be twenty four (24) months, at which time they must be replaced.

2.7 Replacement Costs: When garments reach their service life of 24 months, the contractor shall replace those garments without charge to purchasers. Replacement will be with the brand name specified or a like garment matching the contract specifications. Original issue to service date is to be identified on each garment.

2.8 Garments that have not met service life: Garments that are damaged, and have not reached their service life, shall be replaced at a pro-rated cost of 3% per month, based upon the age of the garment at time of replacement, with a total minimum replacement cost of 35% of the original cost of the garment.

2.8.1 Replacement Garments – Vendors must have available these three classes of replacement garments:

2.8.1.1 Grade A is equal to a new or like new garment (ie: first wear).

2.8.1.2 If grade A replacement is not available, then grade B is a serviceable garment without any holes or repairs. They must have been in service for one year or less and be equal to or better than the garment being replaced.

2.8.1.3 If neither grade A nor grade B replacements are available, then Grade C is for patched garments that are replaced without question when requested by the purchaser. Grade C is limited to the purchasers' request for those applications which are particularly hard on garments.

2.8.1.4 **No replacement shall occur without prior agreement by purchaser and contractor.**

2.9 Lost Items: Items considered "lost" under this contract are those that have not been returned to the contract vendor during normal service, thereby considered "undisputed lost items." Lost items will be billed at 100% of replacement cost.

2.9.1 Replacement cost to the purchaser for undisputed lost items will be the same as the cost for damaged items. Undisputed lost items will be items that are lost or missing and the purchaser is unable to return that item to the contractor.

2.10 Customized Items: Garments or other items that have been altered or customized to fulfill a purchaser request shall be considered non-serviceable. If an item is altered to an extent that the vendor can no longer issue it to another client as a serviceable item, it will be the purchaser requestor's sole responsibility to provide full compensation for the cost of the altered item. This may include custom sizing of items as well as embroidered/name patched items.

2.11 Service Cancellation: Purchasers will be required to provide contractor(s) thirty days (30) advance notice of account service cancellation. Contractor will provide final billing within thirty days after final delivery.

2.12 Account Review: On a quarterly basis, within thirty days of the quarter's end, the contract administrator reserves the right to require that contractor(s) conduct an inventory review of each purchaser location (or by individual location or account at purchaser's request) and provide a summary report to the contract administrator.

2.13 Performance Reviews: On a quarterly basis, the contract administrator reserves the right to conduct a performance review with any and all awarded contractors. This will be an opportunity to discuss performance issues and resolve any disputes between customers and the contractor. DES may also use this time to clarify contract requirements with contractors and secure assurances of conflict resolution from them.

2.14 Service Area Requirements: This contract will be awarded for regional service coverage. Contractor will be required to provide service to all eligible purchasers within their awarded area. Service requests for remote, small volume locations are to be discussed with the purchaser (and if necessary the contract administrator) to determine how their needs can be best serviced. Exceptional service requests may be reviewed, on a case by case basis, by the contract administrator for exemption from this requirement. Exceptional service requests are those requests outside the normal scope of contractor's service performance. Service location exemptions may be granted at the sole discretion of the contract administrator.

CERTIFICATIONS AND ASSURANCES

We make the following Certifications and Assurances as a required element of submitting this Bid, affirming the truthfulness of the facts declared here and acknowledging that the continuing compliance with these statements and all requirements of the IFB are conditions precedent to the Award or continuation of the resulting Contract.

1. We have read, understand, and agree to abide by all information contained in the IFB, all appendices, and incorporated documents.
2. The prices in this Bid have been arrived at independently, without engaging in collusion, Bid rigging, or any other illegal activity, and without for the purpose of restricting competition any consultation, communication, or agreement with any other Bidder or competitor relating to (i) those prices, (ii) the intention to submit an offer, or (iii) the methods or factors used to calculate the prices offered. The prices in this Bid have not been and will not be knowingly disclosed by the Bidder, directly or indirectly, to any other Bidder or competitor before Contract Award unless otherwise required by law. No attempt has been made or will be made by the Bidder to induce any other concern to submit or not to submit an offer for the purpose of restricting competition. However, we may freely join with other persons or organizations for the purpose of presenting a Bid.
3. The attached Bid is a firm offer for a period of 120 days following the Bid due date specified in the IFB, and it may be accepted by DES without further negotiation (except where obviously required by lack of certainty in key terms) at any time within the 120-day period. In the case of a protest, our Bid will remain valid for 120 days or until the protest and any related court action is resolved, whichever is later.
4. In preparing this Bid, we have not been assisted by any current or former employee of the State of Washington whose duties relate (or did relate) to the State's IFB, or prospective Contract, and who was assisting in other than his or her official, public capacity. Neither does such a person nor any member of his or her immediate family have any financial interest in the outcome of this Bid.
5. We understand that the State will not reimburse us for any costs incurred in the preparation of this Bid. All Bids become the property of the State, and we claim no proprietary right to the ideas, writings, items or samples unless so stated in the Bid. Submittal of the attached Bid constitutes an acceptance of the evaluation criteria and an agreement to abide by the procedures and all other administrative requirements described in the IFB.
6. We understand that any Contract Awarded as a result of this Bid will incorporate all IFB requirements. Submittal of a Bid and execution of this Certifications and Assurances document certify our willingness to comply with the Contract terms and conditions appearing in the IFB, all appendices, and incorporated documents if selected as a Contractor. It is further understood that our standard Contract will not be allowed as a replacement for the terms and conditions appearing in the IFB, all appendices, and incorporated documents of this IFB.
7. By submitting this Bid, Bidder hereby offers to furnish materials, supplies, services and/or equipment in compliance with all terms, conditions, and specifications contained in this IFB.
8. We are not submitting any exceptions to the Terms & Conditions of this IFB.

Appendix H
Certifications & Assurances
DES Solicitation #01715

By submitting this Bid, the Authorized Signatory below acknowledges having read and understood the entire IFB and Amendments incorporated prior to the Bid due date, and agrees to comply with its terms and conditions, as written, including the above Certifications and Assurances. The Authorized Signatory also agrees to fulfill the offer for the Regions made in this Bid and any subsequently Awarded Contract.

AUTHORIZED SIGNATORY	
Bidder's Company Name & Address	
Signature	Date
Typed or Printed Name, Title	
Contact Information	
Contact:	_____
Title:	_____
Phone:	_____
Fax:	_____
Email:	_____