

# **TXShare**

**Your Public Sector Solutions Center**

**REQUEST FOR PROPOSALS**  
**For**  
**Pest Control Services**

**RFP #2025-060**

August 2025

# TXShare

Your Public Sector Solutions Center

REQUEST FOR PROPOSALS  
For  
Pest Control Services

RFP # 2025-060

Sealed proposals will be accepted until 2:00 PM CT, **September 24, 2025**, and then publicly opened and read aloud thereafter.

---

Legal Name of Proposing Firm

---

Contact Person for This Proposal

---

Title

---

Contact Person Telephone Number

---

Contact Person E-Mail Address

---

Street Address of Principal Place of Business

City/State

Zip

---

Mailing Address of Principal Place of Business

City/State

Zip

Is your business registered with the Texas Secretary of State? \_\_\_\_ Yes \_\_\_\_ No

What is the business's Secretary of State filing number? \_\_\_\_\_

Acknowledgment of Addenda (initial): #1 \_\_\_\_\_ #2 \_\_\_\_\_ #3 \_\_\_\_\_ #4 \_\_\_\_\_ #5 \_\_\_\_\_

**NOTE: Any confidential/proprietary information must be clearly labeled as "confidential/proprietary". All proposals are subject to the Texas Public Information Act.**

## SECTION 1: OVERVIEW

### PURPOSE

NOTE: The NCTCOG utilizes Bidnet Direct by Sovra (“Bidnet Direct”) as the central eProcurement portal for all formal procurement opportunities.

The North Central Texas Council of Governments (“NCTCOG”) seeks an experienced vendor or vendors to provide the goods or services described herein to the members of its TXShare Cooperative Purchasing Program (“TXShare”). The awarded contracts will be promoted via TXShare. The purpose of this Request for Proposals is to solicit responses that result in a contract with one or more vendor(s) that are qualified to provide one or more categories of the goods or services.

This RFP is soliciting innovative proposals on behalf of the TXShare Cooperative from qualified vendors to deliver **pest control services**. Government agencies will have the ability to buy off the awarded contracts, if they wish to do so,. Awarded contractors will be able to market their cooperative contract award for goods/services to any government entity in the United States,

The vendor shall thoroughly describe all the services that it desires to provide in the proposal it submits.

#### 1.0.1 Definitions:

- “RFP” or “solicitation” – this Request for Proposals document;
- “Vendor” - interested business;
- “You” or “Offeror” - vendor responding with a proposal;
- “Contractor” – Offeror awarded a contract;
- “Governmental Entity” – a government agency or non-profit organization;
- “Customer” – a governmental entity.

#### 1.0.2 Outcome

The desired outcome of this RFP is for NCTCOG to enter into a Master Services Agreement (“MSA”) with redone or more Contractors to supply municipalities, counties, school districts and other governmental agencies (“Customer”, “Government Entity”) with assistance to obtain the described services from fully licensed vendors authorized to do business in the locations selected on Exhibit 3.

The North Central Texas Council of Governments intends to award Contracts through its TXShare purchasing cooperative to multiple Contractors. Members of TXShare (“Customer” or “Member”) will have the option to utilize these contracts to fulfill their needs. The contract award does not guarantee any specific number of sales to any firm awarded under this contract. The goods or services will be ordered on an as-needed basis by TXShare members at their sole discretion. **There are no scheduled orders for any of the covered goods/services at this time**, but there is the expectation that needs will arise among the various government agency Customers of the TXShare cooperative. Vendors awarded contracts will be uniquely positioned to market their products to these Customers. Each Customer will negotiate their own order terms on an as needed basis.

## SECTION 2: TXSHARE COOPERATIVE PURCHASING PROGRAM

### 2.0 BENEFITS OF A COOPERATIVE PURCHASING PROGRAM

#### 2.0.1 How Does a Cooperative Purchasing Program Work?

A government cooperative purchasing program, such as TXShare, is a cooperative arrangement for acquiring goods or services that involves aggregating the demand of two or more government agencies to obtain a more economical purchase.

Government entities (cities, counties, water districts, school districts, etc.) sign up as members to use cooperative purchasing programs through a cooperative purchasing agreement. Additionally, non-profit organizations are allowed to sign up as members.

#### 2.0.2 How Does a Government Entity Benefit?

Cooperatives help government agencies find the right goods and services that best fits their need and expedite purchases without requiring additional solicitations (RFP or IFB) to comply with laws and regulations.

TXShare uses the North Central Texas Council of Governments (“NCTCOG”) as the lead public entity to publicly solicit and award contracts through a Request for Proposal (“RFP”) process. TXShare members are eligible to access these contracts by signing an intergovernmental agreement with the NCTCOG, thereby eliminating the need to complete their own RFP process.

Membership in the TXShare cooperative purchasing program provides the agencies with access to contracts for goods and services at pre-negotiated rates or prices. Typically, the entity member then purchases the goods or services by negotiating with the cooperative’s awarded vendors and places purchase orders, or enters into sub-agreements, based on the rates or prices listed in the cooperative purchasing program’s contracts.

#### 2.0.3 How Does A Vendor Benefit?

A Request for Proposal (RFP) such as this one is a document that competitively solicits bids from potential vendors for goods or services. The lead public entity (NCTCOG) is an independent government entity that carries out the advertising and bid procedures required by state law.

All of TXShare’s contracts are competitively bid and publicly awarded through this process. NCTCOG prepares the RFP incorporating the required cooperative purchasing language that allows its entity members across the nation to utilize the awarded contract(s).

Vendors respond to the RFP by submitting their proposals. NCTCOG evaluates the responses and awards a Master Services Agreement for the TXShare cooperative, thus establishing the availability for nationwide use of the resulting contracts.

Vendors who successfully compete in the RFP process and are awarded a contract will market to any public entity or non-profit and can then forgo the RFP process for an individual entity.

When marketing to a customer, the awarded vendor can provide a quote to the customer for its unique needs based on the pricing, terms and conditions of its contracts. For a vendor, being awarded a cooperative contract can help shorten the sales cycles considerably. This is especially beneficial for smaller firms, like startups, that may not otherwise be able to access the government market.

#### 2.0.4 Mutual Benefits

Performing a competitive bidding process typically takes in excess of 90 days to create the RFP solicitation, collect and evaluate proposals, then negotiate and award the contract. Reducing the amount of time that purchasing staff spend managing new solicitations and generating new contracts, especially for goods or services that don’t require too much customization, saves months of administrative time and effort. Reducing the need to respond to every bid process and marketing directly to the customer saves time

and money as well as is an “ace in the hole” for a vendor when closing the sale on its goods or services covered by a cooperative contract. Smaller government customers can achieve price-saving advantages from purchasing off a cooperative program with greater purchasing power. Contractors awarded a TXShare contract should always mention to prospective Customers that they hold a TXShare contract.

Note: There is no obligation on the part of any Customer to purchase goods or services through the awarded contracts nor is there any guarantee, implied or otherwise, that the awarded contractor(s) will make any sales based on this solicitation.

## **2.1 NCTCOG OVERVIEW**

The North Central Texas Council of Governments is a voluntary association of, by, and for local governments and was established to assist local governments in planning for common needs, cooperating for mutual benefit and coordinating for sound regional development.

NCTCOG serves a 16-entity metropolitan region surrounding the cities of Dallas and Fort Worth. Currently the Council has 236 members, including 16 counties, 168 cities, 23 independent school districts, and 29 special districts. The area of the region is approximately 12,800 square miles, which is larger than nine states, and the population of the region is over 7.0 million, which is larger than 30 states.

NCTCOG's governing structure is as follows: each member government appoints a voting representative from their governing body. These voting representatives make up the General Assembly, which annually elects a 17-member Executive Board. The Board also includes one ex-officio non-voting member of the legislature. The Executive Board is supported by policy development, technical advisory, and study committees, as well as a professional staff.

## **2.2 TXSHARE PROGRAM EXPLANATION**

NCTCOG intends to make the contract awarded from this solicitation available to other public entities through TXShare. By promoting their TXShare contract(s) to public entities, contractors reduce the need to repeatedly respond to public customer bids or requests for proposals. The contractor then realizes substantial efficiencies that will increase sales opportunities. Contractors agree to pay an administrative fee to TXShare calculated as a percentage of sales processed through the TXShare contracts awarded and held by the contractor. This administrative fee is not an added cost to be invoiced by the contractor to TXShare participants. This administrative fee covers the costs of contract marketing and facilitation incurred by TXShare.

Under the TXShare program, any public customer or non-profit can use the TXShare contract and its selected contractor(s) to make purchases necessary to pursue their own needs. Offerors awarded a contract under the TXShare program may offer their services nationwide if they desire to do so. The TXShare contract offers a unique advertising advantage to a contractor to promote its services, as the contract satisfies most public entities' procurement requirements.

## **2.3 CONTRACT MANAGEMENT AND REPORTING**

The contractor will be required to track and report to NCTCOG its TXShare sales activities relating to the master contract. The contractor will be required to provide management reports on a quarterly basis. Examples of management report data include, but are not limited to:

- Participating public customer's name; pricing option chosen; total fee charged. NCTCOG and contractor will agree to form and content of reports after award of contract.

## **2.4 ADMINISTRATIVE FEE**

TXShare will collect an administrative fee, in the form of a percentage of sales, that will apply to all sales between the contractor and public entities using the cooperative program awarded contract. NCTCOG is included as a public entity customer as it may also make purchases through the contract. The administrative fee will be remitted by the contractor to NCTCOG on a quarterly basis, along with required quarterly reporting. The administration fee for this program will be 2.5% of sales. This fee shall be calculated into your rate card and shall not be invoiced separately to the Customer.

## **2.5 INTERLOCAL AGREEMENT**

Governmental entities are extended the opportunity to purchase from contracts awarded by the NCTCOG TXShare purchasing cooperative by virtue of an interlocal agreement between the entity and NCTCOG. However, all parties understand, and all parties hereby expressly agree, that the NCTCOG is not an agent of, partner to or representative of those government entities and that NCTCOG is not obligated or liable for any action or debts that arise out of the government customer's purchase.

## **2.6 STANDARD TERMS AND CONDITIONS**

The NCTCOG Procurement Standard Terms and Conditions can be found at [www.nctcog.org](http://www.nctcog.org) in the "Open Solicitations" tab, or by clicking [HERE](#). Proposers shall certify its compliance with these requirements as part of their proposal response by completing the certifications included with the RFP document "Attachments" section. Failure to submit the required certification statement may be grounds for finding the proposal nonresponsive.

## **2.7 RESPONDENT ELIGIBILITY**

Firms that are legally required to register with the Texas Secretary of State must provide their current filing number on the Cover Sheet (page 2) of this document and include the Cover Page with their proposal.

## SECTION 3: GENERAL INFORMATION

### 3.0 CONTRACT INTENT

NCTCOG intends to contract with one or more qualified Offeror(s) based upon the qualifications of the Offeror and the categories of goods or services they are able to provide. However, NCTCOG anticipates exploring any viable alternative for providing these goods or services and may decide, after reviewing the proposals submitted, to reject all proposals and not to enter into any agreement.

### 3.1 ADMINISTRATIVE GUIDANCE

The information provided herein is intended to assist vendors in the preparation of proposals necessary to properly respond to this solicitation. The solicitation is designed to provide interested vendors with sufficient basic information to submit proposals meeting minimum requirements but is not intended to limit a submission's content or to exclude any relevant or essential data there from. You are at liberty and are encouraged to expand upon the specifications to give additional evidence of your ability to provide the services requested in this solicitation.

### 3.2 ADDENDA

Addenda to this solicitation will be made available to vendors on the Bidnet Direct website. It is the vendor's responsibility to check for any addenda that may be issued. You shall acknowledge receipt of addenda by checking the appropriate spaces on the cover sheet of this RFP and submit with their proposal.

### 3.3 SOLICITATION SCHEDULE

The anticipated schedule for the RFP process is given below. All times indicated are Central Time (CT).

The anticipated schedule is as follows:

<b>RFP Issued</b>	<b>August 27, 2025</b>	
<b>Pre-Proposal Conference</b>	<b>None</b>	
<b>Inquiry Period Ends</b>	<b>September 17, 2025</b>	<b>5:00 PM CT</b>
<b>Proposal Due Date</b>	<b>September 24, 2025</b>	<b>2:00 PM CT</b>
<b>Planned Contract Award</b>	<b>November, 2025</b>	

NCTCOG reserves the right to change this schedule at any time.

### 3.4 PRE-PROPOSAL CONFERENCE

None

### 3.5 QUESTIONS AND REQUESTS FOR CLARIFICATION (INQUIRY)

Vendors will have the ability to submit questions in writing via the Bidnet platform until the proposal deadline. However, it is important to note that questions received less than seven (7) days prior to the proposal due date may not be answered in a timely manner. Vendor-specific questions about the process will often be answered directly. However, substantive questions that are not properly addressed in the solicitation information will be properly published to all vendors as an addendum or "Question & Answer" document. Proposers are responsible for reviewing the Bidnet Direct website for any updates related to this RFP prior to the closing date.

### 3.6 PROPOSAL SUBMISSION

In order to respond to this RFP, as well as receive notifications, updates, addenda, and other information regarding this solicitation, NCTCOG requires that Respondents be registered with Bidnet Direct.

Registration with Bidnet Direct allows vendors to view all of the NCTCOG's active procurement solicitations. The landing page for this project is found [here](#). For your review, below are links that direct vendors to Bidnet Direct's training videos to help you navigate BidNet Direct.

[How to use Bidnet Direct](#)

## Searching- Responding to Bids

### Managing your Account

It is the responsibility of the respondent(s) to ensure that the proposals are received in the Bidnet Direct portal by the designated due date and time. NCTCOG assumes no responsibility for delays caused by connectivity, website access, or any other access limitations. Late proposals will not be accepted by Bidnet Direct nor by NCTCOG through any other means of delivery and will not be opened nor considered in the evaluation of the proposal.

Proposals may be withdrawn at any time prior to the submittal deadline, but they may not be withdrawn after the official opening.

### Submission Support and Guidance

For assistance with the submission process, please refer to this helpful video link:

#### Lesson 3 – Creating and Submitting a Bid

Vendors are strongly encouraged to submit their proposals as early as possible and (at least 12 to 24 hours prior to the deadline) and not wait until the due date to attempt an upload to allow sufficient time to address any technical issues that may arise with the Bidnet Direct platform.

For Bidnet Direct vendor support, please contact:

- Phone Support: (800) 835-4603 Option 2
- Email Support: [support@bidnet.com](mailto:support@bidnet.com)

Electronic submission of proposals shall be made in English, in searchable PDF format, and must be finished uploading to the Bidnet Direct portal no later than 2:00 P.M. (Central Time) – **September 24, 2025**. Proposals that have not completed uploading will be rejected by the Bidnet system.

Proposals received will be publicly opened after the response submission deadline on Bidnet Direct. Only the names of the vendor submitting the proposal will be read aloud. No other information will be disclosed at that time.

Proposal information is restricted and not publicly available until after the award of a contract. All documents associated with the proposal submitted, unless the respondent indicates a portion of the proposal is proprietary, may be subject to public inspection in accordance with the Public Information Act. All information obtained in the course of this solicitation will become property of NCTCOG.

**NOTE: Any confidential/proprietary information must be clearly labeled as “confidential/proprietary”. All proposals are subject to the Texas Public Information Act.**

### **3.7 PUBLIC OPENING**

The public opening for this RFP will be conducted beginning approximately 2:05 PM CT on the date proposal submissions are due. The opening meeting will be held virtually via Microsoft Teams and will be recorded. Please note that a large volume of proposals may result in a lengthy opening process.

Here is the Teams access information:

#### Join the meeting now

Meeting ID: 267 695 984 626 9

Passcode: gp2ii3e3

#### **Dial in by phone**

903-508-4574

#### Find a local number

Phone conference ID: 667 770 242#



If you are dialing in, please notify the organizer of the meeting of your phone number so the lobby can be monitored.

Only the names of the Offerors submitting a proposal will be read aloud. No other information will be disclosed at the time of opening.

Any part of the proposal that you desire to declare as confidential information must be noted as such where the information is found in the proposal. Claims of confidentiality are subject to the opinion of the Texas Office of the Attorney General, should NCTCOG receive an open records request.

## **SECTION 4: EVALUATION AND AWARD**

### **4.0 TIME FOR EVALUATION**

Unless stated otherwise elsewhere in this Request for Proposals, all proposals of qualification submitted shall remain valid for a minimum of 90 calendar days after the due date to allow adequate time for evaluation and award.

### **4.1 EVALUATION PROCESS**

All submissions in response to this solicitation will be evaluated in a manner consistent with the NCTCOG and all applicable rules and policies.

A proposal review committee will be assembled to perform the evaluations. Once proposals have been submitted, the NCTCOG will conduct discussions with the offeror or offerors whom the NCTCOG determines to be reasonably qualified for the award of the contract. Non-responsive submissions (those not conforming to the solicitation requirements) will be eliminated. Each respondent bears sole responsibility for the items included or not included in the response submitted by that respondent. NCTCOG reserves the right to disqualify any submission that includes significant deviations or exceptions to the terms, conditions, and/or specifications in this solicitation.

A proposal review committee will be assembled to perform the evaluations. In the initial phase of the evaluation process, the evaluation committee will review all proposals that have been received before the solicitation due date. Non-responsive submissions (those not conforming to the solicitation requirements) will be eliminated. Each respondent bears sole responsibility for the items included or not included in the response submitted by that respondent. NCTCOG reserves the right to disqualify any submission that includes significant deviations or exceptions to the terms, conditions, and/or specifications in this solicitation.

### **4.2 BAFO AND CLARIFICATION REQUESTS**

Once proposals have been submitted, the NCTCOG evaluates the proposals and determines which of those are determined to be reasonably qualified for award. Those so determined will be reviewed and scored. Clarification requests may be requested of firms where clarifying information is necessary to better understand the meaning of any part of a bid submission. Best and final offers ("BAFO") for those reasonably qualified may be obtained by allowing the submission of a BAFO before the final decision is made to award a contract.

NCTCOG reserves the right to be the sole judge as to the overall acceptability of any submission or to judge the individual merits of specific provisions within competing offers.

### **4.3 ORAL PRESENTATIONS**

NCTCOG reserves the right to require a presentation by the firm to supplement their written submission. These presentations will be scheduled, if required, after Proposals are received and prior to the award of the Contract.

### **4.4 AWARD OF THE CONTRACT**

Upon completion of the evaluation process, NCTCOG may award the contracts to one or more respondent(s) whose submission is determined to be the most advantageous to NCTCOG's TXShare members.

#### 4.5 PROPOSAL EVALUATION CRITERIA

The criteria to be used to evaluate submissions are as follows:

Weighted Scoring Criteria		Weighted Maximum Percentage Points
<i>Project-Related Experience and Qualifications</i>	Points will be awarded based on the <u>clear inclusion and quality</u> of response regarding the required information regarding <i>Project-Related Experience and Qualifications</i> , as outlined in greater detail in Section 6.	30%
<i>Technical Proposal</i>	Points will be awarded based on the <u>clear inclusion and quality</u> of response regarding the required details of the <i>Technical Proposal</i> , as outlined in greater detail in <b>Section 6</b> .	50%
<i>Proposal Pricing</i>	Points will be awarded based on responses to <i>Exhibit 1</i> , as outlined in greater detail in <b>Section 6</b> .	20%
<b>TOTAL POSSIBLE PERCENTAGE POINTS</b>		<b>100%</b>

## SECTION 5: SPECIFICATIONS

### 5.0 SCOPE OF WORK

This RFP is soliciting innovative proposals on behalf of TXShare membership from qualified vendors to deliver **pest control services**.

The desired outcome of this RFP is to retain one or more contractor(s) to supply municipalities, counties, school districts and other government agencies on an as-needed basis with the services listed below:

**Category #1: Routine Scheduled Pest Services**

**Category #2: One Time Pest Abatement/Removal Service (bees/wasps or similar)**

**Category #3: One Time Pest Abatement/Removal Service (raccoons, skunks, armadillos or similar)**

**Category #4: Special Pest Abatement/Removal Service (trapping hogs)**

**Category #5: Termite Control Services**

**Category #6: Related Goods or Services**

The awarded Contractor(s) will be utilized on an as-needed basis. This is a solutions-based solicitation, so your proposal shall include a narrative that describes your ability to provide a solution to one or more of the categories listed.

#### 5.0.1 Purpose

It is the intent of these specifications to describe requirements for referenced goods/services on an as needed basis. Goods and services must meet or exceed the standards set forth in the specifications described herein.

#### 5.0.2 Category Offer

You should prepare a proposal that describes in detail the goods or services that you are proposing to provide. Proposals must demonstrate your capability to provide all or part of the requested goods or services. A proposal will be evaluated only for the goods or services it offers.

5.0.3 As it is expected that the vendor will need to visit a Customer's site in order to prepare a quote, and the sites are hereto unknown at this time, you are not asked to provide a price quote for any of these services. Instead, you are asked to provide in your proposal a percentage discount off of your list price and a copy of your base rates.

**IMPORTANT:** In your proposal narrative you are to answer all the questions listed in Sections 5.1 and 5.2. Number your responses according to the questions. In addition, you should provide any additional information about your services and your company that you feel will explain why you are the most qualified provider.

TXShare encourages creative approaches that meet the core operational objectives while allowing for multiple awards based on solution types, scalability, or geographic deployment strategies.

### 5.1 TECHNICAL SPECIFICATIONS

**Vendors understand that there is no specific work to be ordered at this time. The awarded contract(s) will be for work to be determined in the future on an as-needed basis by one or more members of the TXShare cooperative that choose to utilize the contract(s) awarded.**

The Contractor shall furnish all labor, tools, equipment, materials, and supplies required to effectively perform the services in accordance with the specifications described herein. All service call fees, travel time or mileage is the responsibility of the Contractor **unless** explicitly stated otherwise to be an additional cost to the customer in your

proposal.

The number of facilities to be serviced are unknown. Each government entity that chooses to utilize this contract will conduct discussions with the awarded contractor to identify the number of facilities and type of services needed for each. You will quote the work using your current list price less the discounts offered on Exhibit 1,

The intent of the RFP is to establish a contract for an all-inclusive comprehensive integrated pest control management program. The contract shall include full exterminating services and is to include, but not be limited to, mice, roaches, ants, silverfish, scorpions, spiders, termites, and other crawling insects and pests and the eradication of birds, bats, and rodents (including bait boxes for each location), in various Customer buildings and facilities. The Contractor shall supply all labor, tools, materials, equipment, protective coverings, permits, licenses, chemicals, transportation, and supervision necessary to perform the comprehensive integrated pest control management program under the contract.

The pests may include, but not be limited to the following:

- Fly Management (including small flies and filth flies)
- Stored-product Pests
- Roaches
- Ants
- Bees and Wasps
- Crickets
- Mosquito Control
- Spiders
- Termite Control
- Rodent & Wildlife Control

The Contractor shall provide an integrated pest control management program that works well in relation to the Customer's needs and schedules. As such, the Contractor shall be proficient in integrated pest management techniques, communication, and scheduling. In relation to frequency and results, the Contractor is responsible for controlling or eliminating pest infestation.

The Customer is relying on the Contractor's expertise, knowledge, and experience to ensure that all its buildings and facilities are properly inspected, treated, and maintained for pest control services. Therefore, it is the Contractor's responsibility to determine the frequencies and schedules of treatment to achieve pest-free facilities. The frequency/schedule of treatment may be more often if requested by the Customer, or as deemed necessary by the local health authority or applicable entity.

The Contractor shall create and provide the Customer with a schedule of treatment. The schedule should include at the proposed type treatment of all facilities and frequency of treatment. It is the responsibility of the Contractor to determine the treatment that will be required to maintain a pest-free environment at each location.

In your proposal narrative, please answer the following questions:

- 5.1.1 Describe your program for exterminating services for mice, roaches, ants, silverfish, scorpions, spiders, termites, and other crawling insects and pests.
- 5.1.2 Describe your program for the eradication of birds, bats, and rodents (including bait boxes for each location).
- 5.1.3 Describe your program for removal of one-time pest problems such as bees, skunks, racoons, or other

pests that require a one-time removal process.

- 5.1.4 Can you provide services that conform to the standards of the major third-party audit schemes, including AIB, and those benchmarked by GFSI (BRC, SQF, IFS, etc.) for federally regulated goods such as pharma and food?
- 5.1.5 Can you provide reporting, including detailed service reports and trending analyses, to satisfy all regulatory (FDA, USDA) and audit agencies?
- 5.1.6 Do your inspectors evaluate the customer's facility for evidence of rodent activity, as well as possible entry points, and then design a program to eliminate the problem?
- 5.1.7 Can you provide wildlife control services for raccoons, squirrels, opossums, skunks, etc.?
- 5.1.8 Can you provide trapping services for hogs? If yes, please provide a general overview of your service.
- 5.1.9 Do your inspectors evaluate the customer's facility for evidence of bird activity, as well as possible entry points, and then design a program to eliminate the problem?
- 5.1.10 Do your inspectors evaluate the customer's facility for evidence of bat activity, as well as possible entry points, and then design a program to eliminate the problem?
- 5.1.11 Do you provide and include in the proposed price all equipment, chemicals, and supplies required for the performance of this contract? Is all such equipment and materials stored off site and in the Contractor's possession. How do you deliver Safety Data Sheet (SDS) records of all chemicals used on Customer's properties? Are all chemicals applied in accordance with the manufacturer's recommendations? Explain how you ensure that the application of all chemicals is performed under the strictest safety protocols?
- 5.1.12 For jails/detention facilities, do you use only food grade chemicals in inmate areas?
- 5.1.13 Describe how you will measure the quality of pest control services provided to Customers and how you will ensure all contract requirements are met during the contract term.
- 5.1.14 Describe your job safety program for pest control service projects and specific safety policies in which employees must comply.
- 5.1.15 Describe the success monitoring methods of your pest control program.
- 5.1.16 Describe the corrective measures that will be taken to remedy the presence of live pests that are still present after treatment. What type of guarantee is offered as part of your company's comprehensive Integrated Pest Management Program?
- 5.1.17 Describe your reporting methods and provide a sample of the service report, activity report, inspection report, and any other types of monthly reports that may be useful to the Customer.
- 5.1.18 Describe how your company handles emergency calls after normal business hours and indicate what your typical response time will be in these instances.

- 5.1.19 Describe the methods and procedures you will employ to identify sites of pest harborage and access, and for making objective assessments for pest population levels.
- 5.1.20 Describe how you intend to set up and implement your comprehensive Integrated Pest Management Program if awarded the contract.
- 5.1.21 Please indicate any other species of insects/pests that are included in the Contractor's core pest management program that are not specifically addressed in the scope of work.
- 5.1.22 Provide a preventative maintenance sample checklist.
- 5.1.23 Please answer the following: The Contractor shall respond to the Customer's notification of an emergency and be on site within \_\_\_\_\_ hours of notification. If the Contractor fails to respond during the timeframe, the Customer reserves the right to obtain the services from another vendor and charge the Contractor the cost for the services.
- 5.1.24 Do you provide yearly termite inspection, termite treatment service, & subterranean termite control services? If so, please provide an overview of your program.
- 5.1.25 Do you take any exception to the following (if so please explain):

SERVICE LEVEL REQUIREMENTS: Services shall be provided based on a frequency developed by the Contractor and approved by the Customer. The Contractor shall adjust its schedule and frequencies, as required, and approved by the Customer to provide a level of service that maintains pest-free facilities. The monthly proposed prices for each location shall include any additional services required to control infestation, including, but not limited to, identifying, sealing, and maintaining potential pest or rodent entry points. The Contractor shall ensure that regular spraying/bait station maintenance services during the term of the contract is adequate to maintain proper pest control.

The Contractor is responsible for identifying, sealing and maintaining potential pest or rodent entry points to meet warranty specifications and to maintain a pest and rodent free environment throughout the life of the contract.

The Contractor shall supply and maintain enough rodent bait stations to provide a rodent free environment in and around all facilities. If additional bait stations are needed, it will be the Contractor's responsibility to provide and maintain any additional bait stations needed to keep rodents away without any additional cost to the Customer.

At each location where the pest control service has been performed, the Contractor shall provide the Customer's Contract Manager with evaluation and status reports of pest control problems and pest levels in the facility.

The application of all pesticides and other pest control measures shall be in accordance with all local, state, and federal laws, regulations, and guidelines, as they apply to special use and public facilities (kitchens, cafeteria areas, and dentition facilities).

The level of service of all locations is to include inside buildings, and their exterior parameters a minimum of 10 feet out, as necessary to prevent pest infestations inside and around buildings.

The Contractor shall schedule services at mutually agreed upon times with the Customer's Contract Manager.

The Contractor shall have an experienced and certified entomologist available for consulting. The entomologist shall review and make a record of each area and document treatment protocol prior to beginning services and annually thereafter.

Only licensed technicians shall be permitted to apply/treat facilities. A trained technician shall serve as the main point of contact and shall be assigned and approved by Customer to service its facilities. A copy of the technician's State license or certificate shall be provided to the Customer before beginning any work. Signage, if required by local or State regulations, shall be provided and enforced.

The Contractor shall provide the Customer with advanced notice for all scheduled pest services to allow the Customer's Contract Manager enough time to notify the occupants or users of those premises.

The Contractor shall perform all routine work during normal working hours as agreed upon with the Customer. The Contractor shall check-in and check-out with the Customer's on-site contact person or designee upon each service call to provide verification that service has been provided.

The Contractor shall provide call-back service to respond to requests from the Customer for issues that may arise after service has been performed, but which were not considered adequate to contain a pest problem. A response is defined as a physical appearance on the Customer site of Contractor's representative for service. A Saturday response may be necessary if the request is made on a Friday.

**REPORTS AND DOCUMENTATION:** The Contractor shall provide the Customer's Contract Manager, by email, in a usable format (Word or PDF), a report detailing the pest control services performed at each location. This report must be provided to the Customer no later than 24 hours after the service has been completed.

A preventive maintenance check list, provided by the Contractor, shall be completed during each inspection. A sample check list needs to be included with the proposal submittal. All inspections shall be documented on a location-by-location basis. All infestations or discrepancies shall be noted along with suggested corrective action to be taken.

**DAMAGES:** The Contractor is responsible for any personal and/or property damage incurred during the performance of work. All work shall be performed in a professional and workmanlike manner. All spills, smears, debris, etc. shall be cleaned up and the area shall be left clean, safe and in proper order after services are performed.

**EQUIPMENT USE:** Only equipment that is suitably built and arranged to eliminate any possibility of damage to any person or property shall be used to perform work under this contract. All equipment used by the Contractor shall comply with all applicable regulations and standards including those required by the Occupational Safety and Health Administration. High access areas shall be discussed with the Customer's Contract Manager to coordinate service.

**DEFICIENCIES:** Any deficiencies noted during either service or inspection, but not listed in the service schedule, shall be brought to the attention of the Customer immediately. The Customer will take prompt and appropriate action to correct the deficiencies.



**BUILDING SECURITY REQUIREMENTS:** All Contractor personnel are expected to follow the guidelines of the Customer. For Contractor employees performing jobs located in sensitive areas where the processing and/or storage of Criminal Justice Information Systems (“CJIS”) data occurs, the Customer may require information for each Contractor employee in order to process the required CJIS criminal background check.

The contractor must provide the Customer with the full legal name, maiden name (if applicable), date of birth, social security number, and driver’s license or ID number of each employee who will be working in the Customer’s facility.

Certain Customer locations, for example the Sheriff’s Department, may require escorting of the Contractor’s employees. The Customer shall be notified in a timely manner and provided with the names of personnel who will be working in any restricted areas, prior to any work being performed. If changes in personnel are required, prior written notification of the changes shall be communicated to the Customer’s Contract Manager.

The applicators’ identification must be visible at all times unless otherwise instructed by facilities staff. Locations requiring an escort may subject the technician to a body search and increase the time needed to provide pest control services.

**SERVICE SCHEDULE:** Food storage areas, generator rooms, and shower areas shall be treated, along with any other areas deemed necessary by the Customer. All locations shall be treated on a schedule developed by the Contractor to maintain the premises in a pest-free state. The Contractor shall adjust the frequencies of treatment, and the schedule of treatment based on the season of the year, and any other reasons the Contractor deems necessary based on its expertise and experience in these matters.

Trips to control any rodent or pest outbreaks that occur between the regularly scheduled visits shall be made, as necessary.

## **5.2 RELATED EXPERIENCE AND QUALIFICATIONS**

In your proposal narrative, please answer the following questions:

- 5.2.1 How will your support team interface with Customer?
- 5.2.2 Describe your experience working with government agencies as customers.
- 5.2.3 Are there any major requirements that cannot be met by your firm?
- 5.2.4 List the business location(s) out of which your firm’s team members will work from. You are encouraged to provide options to cover other geographic areas besides the Dallas/Fort Worth area.
- 5.2.5 Provide a general overview of your company including its size, years in business, experience and major clients. How long have you been specifically in this type of business?
- 5.2.6 Describe your invoicing process. Payment terms? Is payment by credit card accepted?
- 5.2.7 Include a list of similar contracts (five or so preferably) awarded within the last 5 years.
- 5.2.8 Identify any contracts within the past three years that have been terminated due to non-performance.

- 5.2.9 What sets your business apart from your competitors?
- 5.2.10 Who is your point of contact for sales?
- 5.2.11 How long does delivery/installation take after an order?
- 5.2.12 What are some current issues that may affect your ability to meet demand?
- 5.2.13 Identify any subcontractors or third-party services that will be utilized in the performance of your contract.
- 5.2.14 Provide any other additional information you feel is necessary that describes why your firm is the best choice.
- 5.2.15 Do you make any exception to the terms or conditions of this RFP document?

**Vendor may propose any combination of categories. Responses are encouraged from vendors who can only provide certain products and services. Respondents are not expected to be able to provide the entirety of the desired goods requested in this RFP, though are welcome to if they are able.**

To be under consideration for an award of a TXShare contract, you **do not** have to propose to service the entire State of Texas, nor do you have to propose to service all Fifty (50) States of the United States of America. The TXShare Cooperative Purchasing Program requests that respondents specify on the service area designation forms in their proposal, the service areas that they are willing and able to provide goods and services to. During the evaluation process, your responses to the service area designation forms **will not** be taken into consideration when determining the quality of your proposal.

Service area designation forms are found in **Exhibit 3**. If awarded a contract, Respondent may expand its designated service area(s) beyond those identified in Exhibit 3 at any time during the term of the Agreement. Such expansion shall not require a formal amendment or change order to the Agreement, provided that the Contractor notifies NCTCOG in writing of the updated service area(s). NCTCOG reserves the right to publish or update service area information for public awareness and contract administration purposes.

Respondents should prepare a proposal that describes the products and services that they are proposing to provide. Proposals must demonstrate the respondents' capability to provide **all or part** of the requested services. A Respondent's proposal will be evaluated only for the products and services that they propose.

NCTCOG reserves the right to select the proposal or proposals offering the most advantageous combination, with price and other evaluation criteria considered. Respondent should furnish pricing related to each item on which Respondent wishes to propose, and either leave the questions for other items unanswered (blank) or indicate "No Bid." The NCTCOG will consider items individually and make awards on each item independently.

## **5.3 OTHER REQUIREMENTS**

### **5.3.1 Objectives.**

The Master Agreement awarded for TXShare may cover a variety of services. Each Customer that selects to utilize the Master Agreement will negotiate the specific services it needs into a Supplemental Agreement with a customized SOW for that Customer. All proposals must be made based on, and either meet or exceed, the requirements contained herein.

### 5.3.2 Service Area.

In preparing a proposal, you will designate what geographic region(s) will be served. You must specify, on the service area designation forms included with their proposal, the service areas that they are willing and able to provide goods and services to. A vendor does not have to propose to service the entire State of Texas, nor have to propose to service all fifty (50) states, to be considered for an award of a TXShare contract.

Service area designation forms are found in **Exhibit 3**.

### 5.3.3 Service Category Offer.

You should prepare a proposal that describes in detail the goods or services that you are proposing to provide. Proposals must demonstrate your capability to provide all or part of the requested services. A proposal will be evaluated only for the services it offers.

## 5.4 **CONTRACT TYPE**

If awarded, your proposal will result in a fixed price contract based on the discounts you propose. It is at your discretion to propose the amount of percentage discount off the list price for the goods or services you wish to offer. It is highly recommended that you propose a discount greater than zero, however.

By signing this proposal, you certify that you have obtained and will continue to maintain during the entire term of this contract, registration with the Texas Secretary of State to do business in the state of Texas, all permits, approvals, or licenses, necessary for lawful performance of its obligations under this contract.

## 5.5 **CONTRACT TERM**

A contract resulting from this RFP shall be for an initial term of 24 months from the effective date. This contract will automatically renew for up to three (3) additional one-year periods, not to exceed five (5) years in total, unless earlier terminated as provided herein. NCTCOG reserves the right not to renew at its discretion.

## 5.6 **WARRANTY/GUARANTEE**

Please state in your proposal what warranty or guarantee may apply to the goods or services you are proposing.

## 5.7 **CATALOGS**

Responding Offerors are requested to submit a proposal that will contain a schedule of goods or services line that would qualify under one or more of the Categories stated in Section 5.0 of these specifications. This schedule is commonly referred to as a “catalog”.

Catalogs contain a range of items that are published in either an electronic or hard copy form and are modified from time to time to reflect internal and external changes in the vendor’s marketplace. It is at the vendor’s discretion to propose any limitations of the goods or services offered. A good or service offered must be listed in the catalog to be eligible for sale through a Category of the awarded contract.

Catalogs are to be submitted with the proposal and may be provided electronically using either a PDF document or web link. Use a spreadsheet or a searchable document containing the pricing information. A physically delivered hard copy of the catalog is NOT acceptable.

Catalogs may be priced with a percentage discount or a fixed unit price. Pricing may be one or multiple tiers of varying discounts based on purchase quantity.

## 5.9 QUALITY

It is expected that you have knowledge of all applicable industry standards, laws, and regulations and possess an ability to market and distribute the goods or services to members of the cooperative.

## 5.8 NEW GOODS AND SERVICES

New goods and services may be added to the resulting contract(s) during the term of the contract by written amendment, to the extent that those goods or services are within the scope of this RFP and include, but will not be limited to, new services added to the manufacturer's list offerings, and services which reflect new technology and improved functionality. Service Categories or individual items of a fixed price nature are subject to review and approval of the NCTCOG before addition to the contract. Individual items added to catalog awards do not require prior approval of the NCTCOG.

## 5.9 ALL OR NOTHING AWARD

"All or nothing" proposals are not acceptable and will be rejected. You must be willing to accept a partial award for any combination of the Categories proposed at the discretion of the NCTCOG.

The NCTCOG may award contracts to multiple Offerors supplying comparable goods or services, also known as a multiple award schedule, or award the contract to a single vendor. The NCTCOG's decision to make multiple awards or a single award will be based upon its sole discretion regarding the type of award that provides best value.

## 5.10 EXHIBIT 1 – CATEGORIES OFFERED AND DISCOUNT PROPOSAL

When preparing your pricing offer, **using Exhibit 1 Worksheet**, you should furnish the offer as a discount off list price for each Category proposed and state "No Bid" for any Categories or sub-Categories you will not offer. NCTCOG will consider Categories individually and may make awards on each Category independently. NCTCOG reserves the right to select the proposal or proposals offering the most advantageous combination, with price and other evaluation criteria considered.

**NOTE: The final negotiated discount will be incorporated into the Master Services Agreement with the awarded vendor(s). The discount information provided in your proposal will be public information and will not be accepted marked as proprietary or confidential.**

### 5.10.1 Catalog Discount Pricing

The pricing that is to be proposed for your catalog should be a **percentage discount** off of your list price. Responding Offerors are requested to submit a proposal that will contain specific goods or services that would qualify under the Categories listed. A minimum percentage discount is to be stated for each Category. This is commonly referred to as "discount pricing".

The catalog offering a percentage discount should identify which Category of goods or services are covered by the catalog and the corresponding minimum percentage discounts that apply. The discounts may be broken down by category and quantity, as well as by subcategory or tier (to the extent of the proposer's choosing). The Proposer may be creative in the percentage tier discounts to the extent deemed appropriate.

A link to the schedule of list pricing for all catalog items must be provided with the initial contract during execution, and whenever the list pricing is updated. By providing the current list pricing, a potential Customer can determine the maximum cost for each item by multiplying the contractually awarded minimum percentage discount times the current published list price. The current published list price will be posted on the awarded Contractor's landing page on the TXShare website.

Changes to a percentage discount catalog that adds, modifies, or deletes items during the term of the contract are allowed at any time and without prior approval by NCTCOG. However, the minimum percentage discount list price is fixed and may only change through execution of a contract amendment. The awarded Contractor however does have the option to allow a greater percentage discount when negotiating a purchase with the Customer.

A discount percentage off list is considered to be a minimum discount, so the awarded Contractor is free to offer greater percentage discounts to a Customer as part of a purchase negotiation. A zero discount off catalog proposal is acceptable but may put the Contractor at a disadvantage when the Customer is comparing prices among competing Contractors. The Contractor may lower the unit price or increase the minimum discount percentage to be more competitive in a particular situation.

It is recommended that when offering a wide variety of goods and services you propose a catalog percentage discount for all items in that Category (except any specific items specifically stated as excluded). Discount pricing also negates the need to submit a request to amend unit prices every time there is a price increase for the good or service, as the contract will be awarded for the percentage discount and not for a specific unit price. Explain any special tiered pricing structure or if you offer volume discounts.

Any goods or services that are not specifically listed in the awarded Category catalog is ineligible to be sold under the contract except under Category “Optional Ancillary Goods and Services”. These “goods or services not specifically listed” items, which are priced at a discount off list price, may be only sold in companion with other goods and services specifically stated in the catalog under one of the other Categories. Goods or services that are listed under any Category, including Optional Ancillary Goods and Services, may be sold as stand-alone items.

Note: As previously stated, percentage discounts from list price are allowed but a markup percentage from cost is not, as this method is not allowable for purchases made via Federal grant money. Prices stated as a markup from cost are a cause for the disqualification of those portions of your proposal.

Note: You may stipulate different discounts on different products or types of service (subcategories) within each Category, provided you clearly indicate how the different discounts apply to which goods or service subcategories.

**\*\*IMPORTANT: Upload your completed Exhibit 1 in Envelope 2.\*\***

#### 5.10.2 General Proposal Information

You must clearly identify which Category your pricing submittal applies to.

You have the option (but are not required) to propose ancillary optional goods or services. Examples are similar product lines, inside delivery, set up, installation, maintenance agreements, travel costs, and other similar goods and services that are not specifically covered by any of the other PRICING CATEGORIES listed in the RFP. Please provide adequate information explaining what the ancillary good or service consists of.

Any good and or service that your business sells and reasonably meets one of the category descriptions of this RFP, may be proposed. However, they all require pricing by a discount from list in the proposal. The list pricing may be by a schedule attached to your proposal or by a weblink to your business catalog. The pricing information, including link, are to be attached to the Price Sheet included in this RFP.

NOTE: Only goods or services categories that have pricing submitted in the proposal (percentage discount off of list) are eligible for purchase through a contract award. You may propose pricing in a manner that works best for you to prepare your customized quotes to customers, but the pricing must be

stated in such a manner that must be capable of audit by the customer.

For example, if you propose a discount off list, then your current list price card for the items proposed must be made available so that the customer can calculate the contract price. Such would mean if you were proposing “10% discount off list price of tables”, then you must provide with your proposal the current list price for tables offered under the contract.

- 5.10.3 Exhibit 1 Categories Offered and Discount Proposal – All bidders must complete this form to indicate which categories they are offering in their proposal. Check the appropriate box. If you are offering an “Other Ancillary Good or Service”, you must list those goods and services under this Category in order for the goods or services to be considered for award. Failure by the responding vendor to submit the clarifications by the deadline requested may result in disqualification of the proposal.

5.10.4 Exhibit 2 – Price List

**FOR EVALUATION PURPOSES ONLY:** Respondents shall submit a copy of, or a link to, their current published price list. The price list will not be incorporated into any agreement with the Respondent.

**\*\*IMPORTANT: Upload your completed Exhibit 2 in Envelope 2.\*\***

5.10.5 Exhibit 4 – Sample Market Basket

A vendor submitting a proposal in response to this RFP may be requested to complete a *Sample Market Basket Pricing Form - Exhibit 4* for this RFP package. The request will be made to provide supplemental information to the initial proposal that the vendor submitted. If used, the Exhibit 4 will be requested from the responding vendors during the evaluation phase.

5.10.6 Price Escalation/De-escalation.

The unit pricing (or discount percentage) proposed by the Offeror shall be of a fixed price nature for the first six (6) months of the contract. Escalation requests may be made no more than every ninety (90) days and are subject to mutual written amendment to the contract between NCTCOG and the contractor. It is the responsibility of the contractor to petition NCTCOG changes to the pricing structure. The awarded contractor must provide upon request such supporting documentation as TXShare may require, that justifies the requested price escalation.

A price change (based on the Bureau of Labor Statistics, Consumer Price Index escalation) may be considered. Price changes may not exceed the most recent 12-month CPI-U table. Request for increases must be submitted in writing for consideration. Should the price change be granted and the NCTCOG accepts, a written amendment will be executed.

Price decreases (or discount percentage increase) may be made at any time and without written agreement. Further, the awarded vendor may negotiate more favorable pricing terms with the individual customer based on quantity or other conditions of purchase without seeking approval from NCTCOG. Change to unit prices in a contract must be approved via mutual execution of an amendment to the contract. In the event of price decreases, an executed amendment is not required. If applicable, a copy of, or link to, the vendor’s current pricelist should be submitted with the Proposal.

5.10.7 Sales Tax & Freight.

Do not include sales tax in proposal pricing. Nearly all Customers will be tax exempt. Freight/shipping cost should be addressed in your pricing. There is full flexibility on the vendor’s behalf as to whether these costs

are included in the price, or an additional charge to be determined at the time of the negotiation between the Contractor and Customer. However, this must be stated up front at the time of the submission of the proposal. Failure to state the method in the proposal will result in a default assumption of “additional charge” for freight/shipping costs when evaluating the proposal.

#### 5.10.8 Orders for Work

The Customer and Contractor shall mutually establish understanding for what constitutes approval of a quote, the binding order for work, and any purchase order or other documentation that may be required before any work can proceed on any project.

**Please understand that there is no specific project to be purchased at this time. This solicitation is for work to be determined in the future on an as-needed basis by the Customer. The work to be performed under this contract will be defined on a project-by-project basis through a supplemental order direct from the Customer.**

## SECTION 6: HOW TO SUBMIT YOUR PROPOSAL

### 6.0 INSTRUCTIONS FOR RESPONDENTS

Please provide a written narrative response regarding your firm's ability to meet the requirements outlined in the Specifications (Section 5). In addition to answering the questions in Sections 5.1 & 5.1, you may include any additional pertinent information on how your proposed solution is beneficial to potential Customers and provide any pertinent additional functionality and/or services not outlined in the Section 5 that you wish to offer. Keep in mind that your narrative response is 80% of your score.

**Failure to include a narrative with answers to the questions in Sections 5.1 & 5.1 may result in your proposal being disqualified as non-responsive.**

#### **Required Response Information**

Each section of information should be *clearly defined* using the following section or heading titles:

#### **FOR ENVELOPE 1**

**Insert the following items:**

##### ***Tab A Cover Sheet & Scope of Work***

The initial submission pages of your proposal will consist of a certificate of offer and statement of understanding as follows

1. Cover Sheet (page 2 of this solicitation document) - containing Vendor information and addenda acknowledgement .
2. Scope of Work - A brief statement of the respondent's understanding of the work to be done or desired deliverables requested in the solicitation. This statement will also serve as the Scope of Work in the agreement should your firm be selected for award. Make sure that the statement fully summarizes the services you are proposing to offer but keep it to no more than three (3) pages in length.

##### ***Tab B Project-Related Experience and Qualifications***

Proposals will be evaluated based on experience and qualifications in providing the requested goods/services.

Provide a written response regarding the firm's and/or individual's ability to meet each requirement outlined in Section 5.2 of the Specifications. Number each of your answers to match those in Section 5.2. **FAILURE TO DO SO MAY IMPACT YOUR SCORE.**

Attach statements of qualifications or resumes for all key managers, supervisors, and other team members as applicably who will be involved in the management of the delivery of goods or services under this RFP.

Include at least four (4) recent references for customers (preferably public agencies) for whom you have provided services similar to those requested in this solicitation within the last five (5) years. Please include the organization's name (if applicable), contact person, phone number, and email address for each reference. NCTCOG reserves the right to contact or visit any of the respondent's current and/or past customers to evaluate the level of performance and customer satisfaction.

If applicable, identify any subcontractors or third-party services that are utilized in the performance of fulfilling this RFP. Provide a general explanation and chart which specifies project leadership and reporting responsibilities, and how the team will interface with NCTCOG and Participating Entities' project management and team personnel.

##### ***Tab C Technical Proposal***

This section should constitute the major portion of the submittal. **Respondent's proposal should detail their capabilities, knowledge and skills related to the desired deliverables and expectations as outlined in Section 5.1 of the Specifications.** Be sure and answer all the questions listed in this section. Failure to provide written response to the questions in Section 5.1 may potentially affect your scoring in a substantial manner.



***Tab D Exhibit 1 & Exhibit 3***

1. Please upload the completed Exhibit 1 Categories & Catalog Link.
2. Please upload the completed Exhibit 3 Service Designation Areas.

***Tab E Attestations - Required Attachments***

Please upload the signed copies of the Attestations document which will include all of the Attachments. All Attachments must be submitted in your proposal, or the proposal may be disqualified as non-responsive. If an Attachment does not apply, please mark as “Not Applicable”, sign it, and submit with the proposal.

**FOR ENVELOPE 2**

**Insert the following items:**

***Discount Worksheet for Envelope 2 - Discounts/Pricing***

Respondents should furnish a proposal that specifies pricing discounts for the goods or services they propose. For more information, please refer to **Exhibit 1**. Points will be awarded on the basis of the overall cost effectiveness and clarity in identifying/explaining pricing discounts.

***Current Price List***

Your response shall include either a copy of, or a link to, your current list pricing for the goods & services you are offering in response to this solicitation.

## EXHIBIT 1

### CATEGORIES & CATALOG LINK

- **CATEGORY OFFERING:**

**Please place a checkmark next to each Category that you are offering in your proposal:**

☐ **Category #1: Routine Scheduled Pest Services**

☐ **Category #2: One Time Pest Abatement/Removal Service (bees/wasps or similar)**

☐ **Category #3: One Time Pest Abatement/Removal Service (raccoons, skunks, armadillos or similar)**

☐ **Category #4: Special Pest Abatement/Removal Service (trapping hogs)**

☐ **Category #5: Termite Control Services**

☐ **Category #6: Related Goods or Services**

- **CATALOG LINK:**

**For the items you are proposing in each category, please provide your current catalog (either a printed copy or a web link).**

**Please place a checkmark next to the appropriate selection:**

☐ **Printed Catalog Attached to This Exhibit 1.**

☐ **Use This Web Link to Catalog:** \_\_\_\_\_

## **EXHIBIT 1 DISCOUNTS**

- **PROPOSED CONTRACTUAL DISCOUNTS ON PRICING FOR CATEGORIES OFFERED**

For each of the categories you selected above, provide your proposed **discount** off your list price on the attached ***Exhibit 1 - Discount Worksheet***. You may offer tiers of discounts based on the different bid items or the sale quantity.

Upload these pages of **EXHIBIT 1 - WORKSHEET** onto Envelope 2.

**EXHIBIT 1 - WORKSHEET (For Envelope #2)**

**PROPOSED DISCOUNT FOR RFP #2025-060**

Category #1: Routine Scheduled Pest Services		
Item	Description	% Discount Off Your Current List Price

1 Describe Your Subcategories Below\*:

A		
B		
C		

\*You may add additional pages if you are proposing additional subcategories.

**Category #2: One Time Pest Abatement/Removal Service (bees/wasps or similar)**

<b>Item</b>	<b>Description</b>	<b>% Discount Off Your Current List Price</b>
-------------	--------------------	---

2 Describe Your Subcategories Below\*:

A		
B		
C		

\*You may add additional pages if you are proposing additional subcategories.

**Category #3: One Time Pest Abatement/Removal Service (raccoons, skunks, armadillos etc.)**

<b>Item</b>	<b>Description</b>	<b>% Discount Off Your Current List Price</b>
-------------	--------------------	---

3 Describe Your Subcategories Below\*:

A		
B		
C		

**Category #4: Special Pest Abatement/Removal Service (trapping hogs)**

<b>Item</b>	<b>Description</b>	<b>% Discount Off Your Current List Price</b>
-------------	--------------------	---

4 Describe Your Subcategories Below\*:

A		
B		
C		

\*You may add additional pages if you are proposing additional subcategories.

**Category #5: Termite Control Services**

<b>Item</b>	<b>Description</b>	<b>% Discount Off Your Current List Price</b>
-------------	--------------------	---

5 Describe Your Subcategories Below\*:

A		
B		
C		

**Category #6: Related Goods or Services**

<b>Item</b>	<b>Description</b>	<b>% Discount Off Your Current List Price</b>
-------------	--------------------	---

5 Describe Your Subcategories Below\*:

A		
B		
C		

\*You may add additional pages if you are proposing additional subcategories.

## **EXHIBIT 2 PRICE LIST**

- **CURRENT PUBLISHED PRICE LIST FOR ITEMS OFFERED**

Upload this completed **EXHIBIT 2 PRICE LIST** page onto Envelope 2.

For each of the bid items you wish to offer, please provide the current published list price. Please attach this information to your proposal in printed copy or via a weblink. Please match the Category item number from the Bid Price Worksheet to the matching item on your current published price list.

Check One:

☐ Printed Copy of Price List Attached to This Exhibit 2.

☐ Use This Web Link to Price List: \_\_\_\_\_

**NOTE: The current price list included in EXHIBIT 2 will NOT be a part of your contractual obligation and may be modified at your discretion during the term of any contract that is awarded to you. Only the Proposed Contractual Discounts on Pricing for Categories Offered entered on the EXHIBIT 1 – WORKSHEET will be contractually obligated.**

**You are however requested to provide us with the newest version of the current price list whenever it is updated.**

**IMPORTANT: Make certain that you complete Exhibit 1 - Discount Worksheet (ENVELOPE #2). Exhibit 2 does not serve as a substitute for Exhibit 1. Failure to complete the Exhibit 1 and submit in Envelope #2 may result in disqualification of your proposal.**



### EXHIBIT 3: SERVICE DESIGNATION AREAS

<b>Texas Service Area Designation or Identification</b>			
<b>Proposing Firm Name:</b>			
<b>Notes:</b>	<b>Indicate in the appropriate box whether you are proposing to service the entire state of Texas</b>		
	Will service the entire state of Texas	Will not service the entire state of Texas	
	<b>If you are not proposing to service the entire state of Texas, designate on the form below the regions that you are proposing to provide goods and/or services to. By designating a region or regions, you are certifying that you are willing and able to provide the proposed goods and services.</b>		
<b>Item</b>	<b>Region</b>	<b>Metropolitan Statistical Areas</b>	<b>Designated Service Area</b>
1.	North Central Texas	16 counties in the Dallas-Fort Worth Metropolitan area	
2.	High Plains	Amarillo Lubbock	
3.	Northwest	Abilene Wichita Falls	
4.	Upper East	Longview Texarkana, TX-AR Metro Area Tyler	
5.	Southeast	Beaumont-Port Arthur	
6.	Gulf Coast	Houston-The Woodlands-Sugar Land	
7.	Central Texas	College Station-Bryan Killeen-Temple Waco	
8.	Capital Texas	Austin-Round Rock	
9.	Alamo	San Antonio-New Braunfels Victoria	
10.	South Texas	Brownsville-Harlingen Corpus Christi Laredo McAllen-Edinburg-Mission	
11.	West Texas	Midland Odessa San Angelo	
12.	Upper Rio Grande	El Paso	

(Exhibit 3 continued on next page)

<b>Nationwide Service Area Designation or Identification Form</b>			
<b>Proposing Firm Name:</b>			
<b>Notes:</b>	<b>Indicate in the appropriate box whether you are proposing to provide service to all Fifty (50) States.</b>		
	Will service all fifty (50) states	Will not service fifty (50) states	
	<b>If you are not proposing to service to all fifty (50) states, then designate on the form below the states that you will provide service to. By designating a state or states, you are certifying that you are willing and able to provide the proposed goods and services in those states.</b>		
	<b>If you are only proposing to service a specific region, metropolitan statistical area (MSA), or City in a State, then indicate as such in the appropriate column box.</b>		
<b>Item</b>	<b>State</b>	<b>Region/MSA/City (write "ALL" if proposing to service entire state)</b>	<b>Designated as a Service Area</b>
1.	Alabama		
2.	Alaska		
3.	Arizona		
4.	Arkansas		
5.	California		
6.	Colorado		
7.	Connecticut		
8.	Delaware		
9.	Florida		
10.	Georgia		
11.	Hawaii		
12.	Idaho		
13.	Illinois		
14.	Indiana		
15.	Iowa		
16.	Kansas		
17.	Kentucky		
18.	Louisiana		
19.	Maine		
20.	Maryland		

21.	Massachusetts		
22.	Michigan		
23.	Minnesota		
24.	Mississippi		
25.	Missouri		
26.	Montana		
27.	Nebraska		
28.	Nevada		
29.	New Hampshire		
30.	New Jersey		
31.	New Mexico		
32.	New York		
33.	North Carolina		
34.	North Dakota		
35.	Ohio		
36.	Oregon		
37.	Oklahoma		
38.	Pennsylvania		
39.	Rhode Island		
40.	South Carolina		
41.	South Dakota		
42.	Tennessee		
43.	Texas		
44.	Utah		
45.	Vermont		
46.	Virginia		
47.	Washington		
48.	West Virginia		
49.	Wisconsin		
50.	Wyoming		

End of Exhibit 3