RFP # WRESA-50-2026-2027-07

REQUEST FOR PROPOSALS
FOR
API SERVICES FOR WAYNE RESA DEVELOPED ENTERPRISE RESOURCE PLANNING (ERP) SYSTEM

BID SUMMARY

Commodity/Service Being Requested: API Services for Wayne RESA Developed Enterprise Resource Planning (ERP) System

Type of Solicitation: Request for Proposals (RFP) – Wayne RESA, in partnership with the CoPro+ cooperative purchasing program managed by the Public Procurement Institute of Michigan (PPIM), a nonprofit organization, is competitively bidding and awarding a Master Agreement to a Contractor or Contractors for API Services for Wayne RESA Developed Enterprise Resource Planning (ERP) System.

Type of Resulting Contract: Statewide Cooperative Contract – As a result of this RFP, Wayne RESA will work with the CoPro+ cooperative purchasing program to market and extend the resulting Contract to other public municipalities, non-profit organizations and schools statewide in having access to Contract(s) for API Services for Wayne RESA Developed Enterprise Resource Planning (ERP) System. This Contract will enable public municipalities, non-profit organizations, and schools to "piggyback" and purchase commodity/service on an "as needed" basis from the Proposer(s). Proposers shall list which regions you will service and identify any limitations on commodities and/or services areas within Appendix A – Regional Map, within this RFP.

Resulting Contract Term: Three (3) year with two (2) one-year renewal options. The base term for this Contract is for three (3) years. At the end of the initial term, this Agreement will be evaluated. If the parties agree that it is a mutually beneficial relationship, the Agreement may be extended through a signed Amendment by both parties for up to two (2) additional one (1) year options, which may be exercised individually or together.

RFP TIMETABLE	DATE / TIME
RFP Issue Date	August 14, 2026
Pre-Proposal Meeting**:	September 2, 2026, at 10:00 a.m. Eastern Time
Submission of Question(s) from Proposer Due	September 4, 2026, by 12:00 p.m. Eastern Time
Answers to Proposer Questions Due	September 11, 2026
Proposals Due*	**September 16, 2026, by 12:00 p.m. Eastern Time**
Contract Start	October 2026

***Responses received later than the specified deadline will be disqualified.**

** Pre-Proposal Meeting is strongly encouraged, though it is not mandatory to attend. The Pre-Proposal Meeting will be held virtually via Microsoft Teams on September 2, 2026, at 10:00 a.m. Eastern Time. Please see the meeting link, ID, and passcode below.

Topic: API Services for Wayne RESA Developed Enterprise Resource Planning (ERP) System
Day/Time: September 2, 2026, 10:00 a.m. Eastern Time (US and Canada)

Join Teams Meeting:
https://teams.microsoft.com/meet/296810290566727?p=fBWZ1hqg87BmLdTAal

Meeting ID: 296 810 290 566 727
Passcode: 4Sz3Dc30

Selected Proposers may be required to participate in interviews and/or make oral presentations. Failure of a Proposer to participate on the date scheduled may result in the rejection of the Proposer's proposal. In addition, Wayne RESA may decide to make site visits to the selected Proposers' reference sites or other sites provided by the Proposer.

Wayne RESA reserves the right to change this schedule as needed and all information provided by Wayne RESA in this RFP is offered in good faith. Individual items are subject to change at any time. Wayne RESA makes no certification that any item is without error.

The Sole Point of Contact During this Solicitation Process is:

Stacey Shaw
purchasing@resa.net
(989) 307-1307

Contacts with Wayne RESA Personnel: All contact with Wayne RESA regarding this RFP or any matter relating thereto must be sent to the following email: purchasing@resa.net

Electronic forms of all bid documents are available online at: Wayne RESA Bid Documents
If you experience any issues downloading the documents, contact Stacey Shaw at purchasing@resa.net

Award of this proposal is contingent upon the approval of funding from Wayne RESA Board of Education.

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Solicitation Terms and Conditions can be found at https://www.resa.net/administrative-support/purchasing/request-for-proposal as (DOC) CoPro+ Contract Terms and Conditions

SECTION 1.0 – PROPOSER RESPONSES TO SCOPE OF WORK AND PRICING

PROPOSAL RESPONSE GUIDELINES

The following are guidelines for the content of your proposal submission. Please review the guidelines below in full prior to beginning your proposal.

Proposal Section I – Executive Summary
This part of the response to the RFP should be limited to a brief narrative highlighting the supplier's proposal. The summary should contain as little technical jargon as possible and should be oriented toward non-technical personnel. The summary should describe the following:

- Your understanding of the scope of requirements and the level to which your proposal has met the requirements.
- Key differentiators in service offerings, account management, and value-added services proposed by your company and outcomes delivered to WRESA.
- High-level project execution plan and timeline for completion, outlining any delays that could impact availability.
- Risk management considerations.

Proposal Section II - Scope of Proposed Solution
Provide a description of the overall solution or methodology for API Services for Wayne RESA Developed Enterprise Resource Planning (ERP) System. Confirm that the solution being provided is comprehensive and meets the requirements. In addition, describe the methodology for solution delivery. Finally, describe the client relationship management approach (e.g., steering committee, status reporting).

Proposal Section III - Comprehensive List of Assumptions
Rather than have assumptions scattered throughout the proposal, WRESA requires that all assumptions be listed and explained in this section. Please ensure that all assumptions listed **reference the appropriate section** of the RFP and/or associated services.

1.1 Minimum Mandatory Requirements

All proposals will be reviewed for compliance with the minimum mandatory requirements. Proposals deemed non-responsive will be eliminated from further consideration.

Interested and qualified proposers that can demonstrate their ability to successfully provide the services requested under this RFP are invited to submit proposal(s), provided they meet the following:

1. The proposer must have a minimum of five (5) years of experience providing API Services.
2. The proposer must provide a minimum of three (3) references from current or former clients for whom the Proposer has successfully performed services comparable in size, scope, and complexity to those required under this RFP.

Enter 3 references in Section 2.2 References.

3. The proposer must complete and submit **Attachment A – Pricing Schedule** with their proposal.

1.2 Introduction and Background

Wayne RESA, established by the Michigan Legislature in 1960, is the largest of fifty-six (56) such agencies throughout the state. The Wayne RESA board is elected by one vote from each of the thirty-three (33) local Wayne County school district boards. WRESA provides a wide variety of services to thirty-three (33) public school districts and approximately ninety-seven (97) public school academies in Wayne County, Michigan; serving more than 260,000 students. WRESA, through various consortium arrangements, provides a variety of services to other educational agencies throughout the state of Michigan.

Wayne RESA is issuing this Request for Proposals (RFP) to solicit competitive bids from qualified contractors to design, develop, and implement a secure, scalable, and modern Application Programming Interface (API) layer for our in-house Enterprise Resource Planning (ERP) system, known as SMART.

The SMART system serves as a mission-critical operational hub. However, its current lack of a standardized external integration layer limits its ability to communicate efficiently with modern third-party applications, cloud services, and partner systems. The goal of this project is to build a robust API layer that eliminates technical silos, reduces administrative overhead, and establishes a secure pathway for real-time data exchange.

The primary business objectives for the SMART API project include:

- **Eliminating Manual Data Entry:** Replacing legacy, error-prone manual data entry and flat-file manipulation with direct, automated system-to-system communications.
- **Improving Data Consistency:** Establishing a single version of truth across connected platforms by enabling near-real-time synchronization with SMART.
- **Enhancing Process Efficiency:** Streamlining workflows across departments by enabling external vendor applications to query and post data directly to authorized SMART modules.
- **Targeted Ecosystem Connectivity:** Providing a seamless bridge between SMART and critical business vectors, specifically external human resources (HR) platforms, cloud infrastructure hosting environments, and distributed cloud document storage platforms.
- **Scalable Cooperative Extensibility:** Aligning the technical architecture with a framework that allows participating public municipalities, non-profit organizations, and statewide educational institutions to securely interface with shared services through standardized access patterns.

1.3 Scope of Work

The Proposer may utilize the "Proposer Response" boxes AND/OR may respond/acknowledge to the Specifications and Requirements within their proposal. However, each section, subsections, etc., MUST be clearly referenced within the proposal.

1.3.1 Specifications and Requirements

A. Existing Technical Environment

1. The SMART ERP system is a proprietary, in-house built platform. Proposers must demonstrate deep technical competency in the following underlying environments to ensure a native, highly performant API architecture:

   a. **Database Layer**: Microsoft SQL Server. The database relies on complex relational schemas, stored procedures, views, and transactional indexing optimized for ERP operations.
   b. **Application Framework**: Microsoft .NET framework leveraging the Model-View-Controller (MVC) architectural pattern.
   c. **Business Logic**: Much of the core operational validation and business rules are embedded directly within the .NET MVC controller/service layers and SQL Server stored procedures.
   d. **Database Size**: 3.6 TB.
   e. **Hosting Environment**: On Prem, Client/Server, and Web Hosting.
   f. **Estimated Number of Current Users**: 35,000

B. Current Integration Environment

1. Presently, data exchange between SMART and external systems is heavily reliant on legacy processes, including:

   a. Scheduled overnight batch processing via Secure File Transfer Protocol (SFTP) using GoAnywhere software.
   b. Manual CSV/Excel data extractions and uploads.
   c. Direct database-level read access for specific reporting tools (which bypasses application-layer business rules).

2. The selected contractor will be tasked with abstracting this legacy infrastructure behind a clean, unified API layer that respects existing .NET business logic models and prevents direct database exposure to external actors.

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**
☐	**I have reviewed the above requirements and have noted all exception(s) below.**
List all exception(s):	
Bidder must describe how they comply with the above requirement(s):	

C. Required Business Integrations

1. The API layer must securely expose endpoints to support data movement, transactional actions, and synchronization across our three target architectural integration pillars:

    a. **Human Resources and Financial Platforms:** Automating employee lifecycle syncing, directory provisioning, security role assignments, organizational charts, payroll/benefit system integrations, and order processing from systems like Amazon Business.
    b. **Amazon Web Services (AWS) Ecosystem:** Communicating natively with AWS services for off-site data processing pipelines, centralized cloud infrastructure monitoring, backups, and enterprise analytics architectures.
    c. **Document Storage Platforms:** Supporting automated document routing, metadata synchronization, employee file indexing, and external contract or record management platforms.

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**
☐	**I have reviewed the above requirements and have noted all exception(s) below.**
List all exception(s):	
Bidder must describe how they comply with the above requirement(s):	

D. Technical and Functional Requirements

1. To encourage the most modern, optimized, and robust infrastructure designs, Wayne RESA is leaving the exact API standard open to be proposed by vendors. Vendors may propose the architectural standard (e.g., RESTful, GraphQL, gRPC, or a hybrid model) that they justify as best matching the SMART technology stack and integration targets.

    a. **Payload Format**: Proposals should specify preferred data formats (e.g., JSON, XML) and justify how they optimize integration with HR, AWS, and document storage endpoints.
    b. **State Management**: The API architecture must remain stateless to support scalability across disparate platforms.
    c. **Error Handling**: Regardless of the chosen architecture (REST, GraphQL, etc.), the system must return a clean, highly structured, and uniform error logging schema that provides clear context to external client developers tracking down validation or system failures.

2. The contractor will design and deploy a comprehensive catalog of data access vectors mapping to the SMART .NET MVC database schema. Endpoints and schemas must include server-side safeguards like pagination, field-filtering, and index-sorting to prevent open integrations from overwhelming core database pools.

3. To prevent target systems from constantly polling the SMART database for changes, the API must include an asynchronous, event-driven webhook framework.

   a. **Trigger Events**: The system must detect data alterations within core SMART tables (such as employee updates, organizational structural modifications, or document reference alterations) and instantly queue an outbound alert.
   b. **Payload Delivery**: Outbound webhooks must securely transmit event-specific JSON/XML metadata to registered external listener URLs within a tight window of the database trigger event.
   c. **Retry Policy**: The webhook engine must utilize an automated exponential backoff retry scheme for failed transmission attempts (e.g., handling target platform timeouts or unexpected 5xx responses).

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**
☐	**I have reviewed the above requirements and have noted all exception(s) below.**
List all exception(s):	
Bidder must describe how they comply with the above requirement(s):	

E. Security, Governance, and Performance Requirements

1. Security is paramount. Open architecture does not mean open access; unauthenticated endpoints or direct database access exposure will result in immediate proposal disqualification.

   a. **Protocol**: The API layer must utilize industry-standard identity protocols (e.g., OAuth 2.0 Client Credentials or Authorization Code flows) backed by cryptographically secure tokens (such as JWTs).
   b. **Access Control**: Implement granular, Role-Based Access Control (RBAC) and scope-based permissions. The system must explicitly confirm that the connecting entity possesses the precise scope needed for the requested block of data.
   c. **Secret Management**: API keys, certificates, integration secrets, and database connection configurations must be handled using secure environment variable configurations or dedicated vaults, never hardcoded within the codebase.
   d. **Encryption in Transit**: All inbound and outbound integration traffic must be strictly enforced over HTTPS utilizing industry-standard cryptographic protocols (TLS 1.2 minimum, TLS 1.3 preferred). Non-secured HTTP traffic must be rejected.
   e. **Encryption at Rest**: Sensitive payload logs, access configurations, and personally identifiable information (PII) must be encrypted at rest using strong cryptographic standards (e.g., AES-256).
   f. **Regulatory Compliance**: The solution must firmly adhere to all student and organizational data privacy mandates (such as FERPA) and demonstrate alignment with enterprise-grade security structures like SOC 2 Type II or ISO 27001.

g. **Rate Limiting & Throttling**: To protect the .NET MVC architecture from crashing under spike loads from external HR syncs or bulk AWS batch tasks, the API layer must implement rate limiting. Exceeded caps must gracefully reject requests with an appropriate high-traffic status indicator (e.g., HTTP 429).

h. **Audit Trails & Logging**: The platform must write exhaustive interaction logs tracking caller metadata, accessed methods, source IP locations, and payload status. To safeguard institutional data security, logs must thoroughly redact sensitive values, personal passwords, or financial strings.

2. The final API solution must meet or exceed the following technical operation baselines:

   a. **Uptime Availability**: Minimum 99.99% operational uptime availability outside of pre-scheduled, authorized system maintenance windows.

   b. **Response Latency**: Standard, non-bulk read operations must complete their data execution cycle within highly responsive latency baselines under standard operating loads.

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**
☐	**I have reviewed the above requirements and have noted all exception(s) below.**
List all exception(s):	
Bidder must describe how they comply with the above requirement(s):	

F. <u>Implementation & Project Management</u>

1. To satisfy operational mandates, the entire API system must be fully developed, security audited, and functional in production by the end of 2026. Proposers must align their engineering workflows to fit within this rigid timeframe, starting immediately upon the anticipated contract award in September 2026:

   a. **Phase 1: Discovery & Architecture Mapping (September 2026)**: Contractor kick-off, validation of the bidder's proposed API standard against the .NET MVC framework, endpoint definition mapping, and final technical architecture approval.

   b. **Phase 2: Core Engineering & Sandbox Provisioning (October – November 2026)**: Provisioning isolated developer environments, drafting core service logic against SQL Server schemas, and implementing the chosen token-based authentication engine.

   c. **Phase 3: Security Layer & Target Integrations (December 2026):** Setting up webhook services, applying rate-limiting, activating robust logging middleware, and wiring up endpoints to initial external test setups (HR, AWS, Document Storage).

   d. **Phase 4: QA, Security Audit & Production Launch (January 2027):** Executing load testing, conducting data integrity verification, finishing penetration/vulnerability scans, and moving to an active production deployment before year-end.

2. The utility of an API depends on its accessibility to connecting systems. The contractor must deliver:

   a. **Interactive API Documentation:** A dynamically updated developer portal (e.g., Swagger/OpenAPI interactive interface, if a REST standard is used) mapping out all schemas, query variables, and example response structures.
   b. **Integration Playbooks**: Direct step-by-step documentation explicitly addressing how external partners connect to the authentication engine, subscribe to webhooks, and process batch outputs.
   c. **Code Boilerplates**: Well-commented snippet kits or libraries illustrating correct connection patterns in common integration languages (e.g., C#, Python, JavaScript).
   d. **API Versioning Strategy**: The design must use clear, non-breaking code versioning to make sure subsequent improvements never unintentionally disrupt operational production connections.

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**
☐	**I have reviewed the above requirements and have noted all exception(s) below.**
List all exception(s):	
Bidder must describe how they comply with the above requirement(s):	

G. <u>Required Deliverables</u>

The selected vendor must provide the following artifacts as a condition for milestone sign-off and final project acceptance. All documentation must be written in clear, concise English and delivered in editable formations (e.g., Markdown, Word) alongside PDF copies:

1. <u>Architecture & Design Documentation</u>

   a. **Database Entity-Relationship Diagram (ERD):** A complete visual schema mapping all tables, demonstrating how relational integrity, data immutability and double-entry balancing constraints are enforced in the database layer.
   b. **Data Flow & State Diagrams:** Visual mapping of transaction lifecycles, showing exact data mutations from initial to final reconciliation.
   c. **Concurrency & Locking Strategy:** Detailed documentation on how the system prevents race conditions and handles database locks during high-throughput internal operations.

2. <u>API Catalog & OpenAPI/Swagger Specification</u>

a. **OpenAPI/Swagger Catalog:** A fully interactive, self-documenting API catalog compliant with the OpenAPI 3.0 (or newer) specification.
b. **Endpoint Schemas:** Complete definitions for all exposed endpoints, explicitly detailing required input headers (including Idempotency Keys), payload structures, query parameters, expected success responses, and a standardized dictionary of error codes.

3. Source Code & Git Repository

a. **Repository Ownership:** All custom source code must be hosted in a private, client-owned Git repository.
b. **Code Quality Standards:** Code must strictly adhere to established language-specific style guides. It must include inline documentation, structured logging, and clean separation of concerns.
c. **IP Transfer:** The final code delivery must include a fully signed Intellectual Property (IP) Transfer Agreement, assigning 100% ownership of custom artifacts to the Client upon milestone payment.

4. Automated Testing Framework & Reports

The financial integrity of the ERP must be verified programmatically. The vendor shall provide:

a. **Automated Test Suite:** A suite of unit, integration, and end-to-end regression tests achieving a minimum of 80% total code coverage (with 100% coverage enforced on ledger calculation logic).
b. **Fuzz & Simulation Reports:** Automated test logs proving the system has been subjected to simulated high-volume anomalies (e.g., disconnected client mid-transaction) and successfully maintained perfectly balanced ledger entries ($0.00 variance).

5. Deployment Scripts & DevOp Automation

The application environment must be entirely reproduceable via automation.

a. **Infrastructure-as-Code (IaC):** Standardized scripts (e.g., Dockerfiles, Docker Compose, or Terraform configurations) necessary to spin up identical local development, staging, and production environments.
b. **CI/CD Pipelines:** Fully configured build, text and deployment automation pipelines (e.g., GitHub actions, GitLib CI) enabling automated testing on pull requests and zero-downtime blue/green deployments to the production environment.

6. System Administration & Developer Guides

a. **Developer Onboarding Guide:** A “Readme” document detailing step-by-step instructions for a new internal developer to clone the repository, set up local environment variables, seed a dummy database, and run the test suite locally.

b. **System Administration Runbook:** A maintenance manual outlining daily/weekly backup procedures for the financial database, methods for rotating secret/API keys, interpretation protocols for system error logs, and troubleshooting steps for common infrastructure errors.

7. <u>Security Assessment & Audit</u>

Given the financial nature of the data, the vendor must deliver:

a. **Static & Dynamic Analysis (SAST/DAST)**: Automated vulnerability scanning reports demonstrating that the codebase is free of critical flaws (e.g. Vulnerabilities like SQL injection or broken object-level authorization).
b. **Security Architecture Review**: Documentation detailing data encryption protocols – specifically covering data at rest (database encryption) and in transit (TLS 1.3/mTLS).

8. <u>Disaster Recovery (DR) Documentation</u>

a. **Backup & Restore Protocol**: Technical processes defining the Recovery Point Objective (RPO) and Recovery Time Objective (RTO).
b. **Failover Runbook**: Documented procedures for spinning up the API engine and database in an alternate cloud region or infrastructure node if the primary cluster suffers a catastrophic outage.

9. <u>Knowledge Transfer (KT) & Handover</u>

a. **Technical Walkthrough Sessions**: A minimum of forty (40) hours of in person or virtual walkthroughs led by the Vendor’s lead architect or developer, explicitly reviewing the codebase, the data models, and the deployment configurations with the Wayne RESA SMART team.
b. **Q&A period**: A structured, one (1) week technical handover window post-delivery, dedicated to addressing Wayne RESA SMART team developer inquiries regarding system mechanics.

10. <u>Production Support & Warranty</u>

a. **Warranty Period**: A mandatory 90-day post-launch warranty period during which the Vendor must remediate all software bugs, mathematical calculation errors, or performance regressions at zero additional cost to Wayne RESA.
b. **Production Support SLA**: A proposed Service Level Agreement (SLA) layout for ongoing maintenance, specifying tiered response times for critical (P1) versus non-critical issues (e.g., P1 issues addressed within 4 hours).

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**

☐	**I have reviewed the above requirements and have noted all exception(s) below.**
List all exception(s):	
Bidder must describe how they comply with the above requirement(s):	

H. Subcontracting

No portion of the awarded work will be subcontracted to another firm without the express, written consent of Wayne RESA.

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**
☐	**I have reviewed the above requirements and have noted all exception(s) below.**
List all exception(s):	
Bidder must describe how they comply with the above requirement(s):	

1.4 Statewide Cooperative Contract

Wayne RESA is working with the CoPro+ cooperative purchasing program on this bid solicitation. If your bid meets the minimum qualifications, is responsive and responsible, and offers competitive pricing, you may be considered and approached to extend a term agreement and pricing to other public entities within the county, the region, and the state, in accordance with Michigan Compiled Laws 124.504. This process is called "piggybacking"; it offers tremendous value to public ordering entities regarding the cost and time to manage an end-to-end purchasing event. This process also offers exceptional value to selected vendors in terms of their company's resources and time to respond to multiple solicitations from various public entities that have a similar need for their products or services.

All pricing submitted to Wayne RESA and its participating entities shall include a **2% administrative fee** to be remitted to CoPro+ by the contractor on a quarterly basis. Administrative fees will be paid against actual sales volume for each quarter. It is the contractor's responsibility to keep all pricing up to date and on file with Wayne RESA/CoPro+. All price changes shall be presented to Wayne RESA/CoPro+ for acceptance, using the same format as was accepted in the original contract.

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**
☐	**I have reviewed the above requirements and have noted all exception(s) below.**

List all exception(s):
Bidder must describe how they comply with the above requirement(s):

1.5 Reserved

1.6 Service Capabilities

1.6.1 Communication Plan/Contract Management

Proposer must identify their company standards of communication as they relate to contract performance, issue management, and change management. An issue is an identified event that, if not addressed, may affect schedule, scope, service, delivery, quality, or budget. A change is identified as a change in corporate leadership, structure, merger or acquisition.

Proposer Response:
Contract Performance: Describe how your company maintains communication to ensure the project stays on schedule, within scope, and aligned with expectations. Issue Management: Outline your process for identifying, addressing and resolving issues that impact the schedule, budget or quality. Change Management: Explain your approach to handling significant organizational changes to ensure continuity during the contract.

1.6.2 Primary Account Representatives

Proposer must identify by name, email address, and phone number for the following:

1. Contract performance – Single point of contact to troubleshoot any and all potential problems or issues.
2. Contract documents – Responsible for signing and negotiating Contract.
3. Reports – Responsible for reports.

Proposer Response:
1. Contact person’s name, email address, and phone number for Contract performance: 2. Contact person’s name, email address, and phone number for Contract documents: 3. Contact person’s name, email address, and phone number for reports:

1.6.3 Reserved

1.7 Customer Service

It is preferred that the Proposer have an accessible customer service department with an individual specifically assigned to Wayne RESA. Customer inquiries should be responded to same business day, unless it is an emergency in which an immediate response is expected. Describe your company's Customer Service Department (hours of operation, number and location of service centers, regular and emergency response times, etc.).

Proposer Response:
Customer Service Contact: Customer Service Phone#: Hours of Operations: Address: Regular Response Times: Emergency Response Times:

1.8 Purchase Orders

Requests for quotes will be initiated by participating agencies as specific needs arise. Participating agencies will issue individual detailed specifications to the pre-qualified vendor pool along with specific response information required, deliverables, and any special terms and conditions. The vendors will respond directly to the requesting agency within the timeframe specified in the request for quote. The participating agency will evaluate the responses and determine the Proposer that will be awarded a purchase order (PO). Resulting orders are to be shipped and billed directly to these institutions.

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**
☐	**I have reviewed the above requirements and have noted all exception(s) below.**
List all exception(s):	
Bidder must describe how they comply with the above requirement(s):	

1.9 Delivery and Acceptance

The awarded Proposer (Contractor) shall deliver all materials, products, and services per the agreed schedule. Physical materials must be securely packaged and shipped FOB destination, while digital resources must be provided via secure electronic transfer. The Contractor bears all shipping, handling, and packaging costs. Risk of loss remains with the Contractor until final acceptance by WRESA.

Acceptance is contingent upon:

- Conformance to requirements.

- Successful training and implementation as per the Contract.
- Functionality of digital components and system integrations.

If deficiencies are found, the Contractor must correct them within five (5) business days at no additional cost. Non-compliance may result in rejection, withheld payment, or Contract termination if unresolved.

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**
☐	**I have reviewed the above requirements and have noted all exception(s) below.**
List all exception(s):	
Bidder must describe how they comply with the above requirement(s):	

1.9.1 Invoice and Payments

All pricing must reflect net 30 payment terms.

Proposer Response:

All pricing must reflect net 30 payment terms. Agree? Yes or No

1.10 Criminal Background Check

WRESA is committed to providing a safe and secure environment for all staff, students, and clients that conduct business or visit any WRESA operated campus. Prior to any individual servicing WRESA-operated campuses, WRESA reserves the right to conduct a criminal history records check in accordance with state law. Individuals seeking access to WRESA operated campuses will be held to a similar standard of review as WRESA employees and contractors, including the requirement that any criminal conviction will require the individual to provide requested documentation so that WRESA can conduct a targeted review and individualized assessment. Background checks must be fully completed prior to starting work on any WRESA campus, and only individuals authorized in writing by Wayne RESA utilizing a DETERMINATION FOR ASSIGNMENT form will be accepted as qualified for placement.

If conducted, Proposer will be responsible for working with WRESA to run proper background checks. WRESA will process background checks for a fee of seventy-five dollars ($75.00) for each CHRI record initiated by the Proposer. The Proposer is responsible for all processing costs and fees associated with background checks, including WRESA processing fees. Wayne RESA shall issue an invoice to the Proposer detailing the fees owed to Wayne RESA during each month of the Term. The Proposer must remit payment within thirty (30) days of receipt of such invoice. Any invoices unpaid after that thirty (30) day period shall be deducted from amounts due from WRESA to the Proposer.

Proposer Response:

☐	**I have reviewed the above requirements and agree with no exceptions.**
☐	**I have reviewed the above requirements and have noted all exception(s) below.**
List all exception(s):	
Bidder must describe how they comply with the above requirement(s):	

1.11 Pricing Schedule

Respondents will provide pricing information on the price sheet (**Attachment A**) that will be utilized when evaluating price competitiveness.

1.11.1 RESERVED

1.11.2 Bid Pricing

Proposers have the option to provide high-volume pricing. Proposers who offer high-volume pricing may be evaluated more favorably than those who do not. Proposers should specify this discount option within their cost proposal and at what level.

1.11.3 Quantity Term

Proposer agrees to supply the complete quantity and products that each customer requires.

1.11.4 Tax Excluded from Price

(a) Sales Tax: Wayne RESA and local units of government are exempt from sales tax for direct purchases. The Proposer's prices must not include sales tax.

(b) Federal Excise Tax: Wayne RESA may be exempt from Federal Excise Tax, or the taxes may be reimbursable, if articles purchased under any resulting Contract are used for Wayne RESA's exclusive use. Certificates showing exclusive use for the purposes of substantiating a tax-free, or tax-reimbursable sale will be sent upon request. If a sale is tax exempt or tax reimbursable under the Internal Revenue Code, the Proposer's prices must not include the Federal Excise Tax.

Proposer Response:
Include any comments regarding pricing, discounts being offered, and information on other cooperative contracts held by respondent.

1.12 Price Assurance

The awarded Proposer agrees to provide pricing to Wayne RESA and its participating entities that are the lowest pricing available, and the pricing shall remain so throughout the duration of the contract. The awarded Proposer agrees to promptly lower the cost of any product purchased through Wayne RESA following a reduction in the manufacturer or publisher's direct cost. If respondent has existing cooperative contracts in place, Wayne RESA requests equal or better than pricing to be submitted.

All pricing submitted to Wayne RESA shall include a 2% administrative/remittance fee to be remitted to CoPro+ by the awarded Proposer**.** It is the awarded Proposer's responsibility to keep all product listings up to date and on file with Wayne RESA/CoPro+.

Proposer Response:

Please confirm your understanding by checking Yes or No.

☐ Yes	☐ No

If "NO" was answered on any item in this RFP, please explain:

SECTION 2.0 – PROPOSER INFORMATION AND ACCEPTANCE

1. The undersigned declares that the bid documents, including, without limitation, any RFP Addenda and Exhibits have been read.

   The undersigned is authorized, offers, and agrees to furnish the articles and/or services specified in accordance with the Specifications, Terms & Conditions of the bid documents of this RFP.

2. The undersigned has reviewed the bid documents and fully understands the requirements in this bid and that each proposer who is awarded a contract shall be, in fact, a prime contractor, not a subcontractor, and agrees that its bid, if accepted by Wayne RESA, will be the basis for the Proposer to enter into a contract with Wayne RESA in accordance with the intent of the bid documents.

3. The undersigned acknowledges receipt and acceptance of all addenda.

4. The undersigned agrees to the following terms, conditions, certifications, and requirements listed in Section 2.3:

   - Contractor's Employment Eligibility
   - Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion
   - Certification Regarding Nondiscrimination Under Federally and State Assisted Programs
   - Assurance Regarding Access to Records and Financial Statements
   - Iran Economic Sanctions Act
   - Certificate of Independent Price Determination
   - Certifications/Disclosure Requirements Related to Lobbying
   - U.S. Department of Energy Assurance of Compliance Non-Discrimination in Federally Assisted Programs

5. The undersigned acknowledges that proposer will be in good standing in the State of Michigan, with all the necessary licenses, permits, certifications, approvals, and authorizations necessary to perform all obligations in connection with this RFP and associated bid documents.

6. It is the responsibility of each proposer to be familiar with all of the specifications, terms and conditions and, if applicable, the site conditions. By the submission of a bid, the proposer certifies that if awarded a contract they will make no claim against Wayne RESA based upon ignorance of conditions or misunderstanding of the specifications.

7. Patent indemnity: Vendors who do business with the Wayne RESA shall hold Wayne RESA, its officers, agents and employees, harmless from liability of a nature or kind, including cost and expenses, for infringement or use of any patent, copyright or other proprietary right, secret process, patented or unpatented invention, article or appliance furnished or used in connection with the contract or purchase order.

8. Insurance certificates are not required at the time of submission. However, if awarded, the Contractor agrees to meet the minimum insurance requirements posted in the terms and conditions. This documentation must be provided to Wayne RESA, prior to award, and shall include an insurance certificate and additional insured certificate, naming Wayne RESA, which meets the minimum insurance requirements, as stated in the terms and conditions.

2.1 Company Profile

Company Profile
Legal Company Name of Proposer:
Street Address:
City:
State: Zip Code:
Website:
Primary Contact Name:
Primary Contact Phone Number:
Primary Contact Email Address:
Dun & Bradstreet (D&B) Number (if applicable):
Type of Entity/Organization (Corporation, LLC, Non-Profit, etc.):
Has your company been debarred by the Federal and/or State Government? ☐ Yes ☐ No *If yes, has it been lifted and if so, when?*
Have you ever been in bankruptcy or in reorganization proceedings?
Brief history of your company, including the year it was established:
Signature:
Name and Title of Signer:
Date:

2.2 References

Provide a minimum of three (3) customer references for commodities and/or services of similar scope dating within the past five (5) years. Please identify any experience relevant to the services you propose to provide through this RFP within the Scope of Work:

Entity Name:	
Contact Name:	Title:
City:	State:
Phone Number:	Dates of Services:
Description of Services:	
Annual Volume:	

Entity Name:	
Contact Name:	Title:
City:	State:
Phone Number:	Dates of Services:
Description of Services:	
Annual Volume:	

Entity Name:	
Contact Name:	Title:
City:	State:
Phone Number:	Dates of Services:
Description of Services:	
Annual Volume:	

2.3 Assurances and Certifications

CONTRACTOR'S EMPLOYMENT ELIGIBILITY

By entering the contract, Contractor represents and that it is, and shall remain throughout the term of this Contract, in compliance with all applicable federal, state, and local laws, regulations, and ordinances governing the employment of its personnel. Contractor shall ensure that all individuals assigned to perform work under this Contract are legally authorized to work in the United States and that all required employment verification documentation has been completed and maintained in accordance with applicable federal law. Upon request, Contractor shall provide reasonable documentation demonstrating compliance, to the extent permitted by law.

If the use of E-Verify is required by applicable federal or state law, regulation, grant condition, or by the Participating Entity, Contractor shall comply with such requirement.

Contractor shall comply with governing board policy of the Wayne RESA Participating entities in which work is being performed.

______________________________	______________________________
Printed Name of Respondent	Signature of Respondent
______________________________	______________________________
Company Name	Date of Signature

Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion
The prospective contractor certifies, by submission of this proposal, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded for from participating in this transaction by any Federal department of agency. Where the prospective contractor is unable to certify to any of the statements in this certification, such prospective contractor shall attach an explanation to this proposal.

Certification Regarding Nondiscrimination Under Federally and State Assisted Programs
The applicant herby agrees that it will comply with all federal and Michigan laws and regulations prohibiting discrimination and, in accordance therewith, no person, on the basis of race, color, religion, national origin or ancestry, age, sex, marital status or handicap, shall be discriminated against, excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination in any program or activity for which it is responsible or for which it receives financial assistance from the U.S. Department of Education or the MDE.

Assurance Regarding Access to Records and Financial Statements
The applicant hereby assures that it will provide the pass-through entity, i.e., the Wayne County Regional Educational Service Agency, and auditors with access to the records and financial statements as necessary for the pass-through entity to comply with 2 CFR, Part 200, Subpart F and Compliance Supplement for the U.S. Department of Education.

Iran Economic Sanctions Act
The prospective contractor certifies that its organization, by submission of this proposal, is not an Iran Linked Business. Please refer to the “Iran Economic Sanction Act” Public Act 517 for clarifications or questions. Wayne RESA as a Michigan public entity is required to follow Public Act 517 of 2012.

Proposer Signature:
Date:

Notary
State of _______________________________________ County of ______________________________________ Sworn to and subscribed before me, a notary public in and for the above state and county, on this ________ day of ____________________________, 20 ______.
Notary Public ___________________________________ My commission expires:

CERTIFICATE OF INDEPENDENT PRICE DETERMINATION

(A) By submission of this offer, the offeror certifies each party thereto certifies as to its own organization, that in connection with this procurement:

(1) The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting completion, as to any matter relating to such prices with any other offeror or with any competitor;

(2) Unless otherwise required by law, the prices which have been quoted in this offer have not been knowingly disclosed by the offeror and will not knowingly be disclosed by the offeror prior to bid opening in the case of an advertised procurement or prior to award in the case of a negotiated procurement, directly or indirectly to any other offeror or to any competitor; and

(3) No attempt has been made or will be made by the offeror to induce any person or firm to submit or not to submit an offer for the purpose of restricting competition.

(B) Each person signing this offer on behalf of the manufacturer or processor certifies that:

(1) He or she is the person in the offeror's organization responsible within the organization for the decision as to the prices being offered herein and has not participated, and will not participate, in any action contrary to (A)(1) through (A)(3) above; or

(2) He or she is not the person in other offeror's organization responsible within the organization for the decision as to the prices being offered herein, but that he or she has been authorized in writing to act as agent for the persons responsible for such decision in certifying that such persons have not participated and will not participate, in any action contrary to (A)(1) through (A)(3) above, and as their agent does hereby so certify; and he or she has not participated, and will not participate, in any action contrary to (A)(1) through (A)(3) above.

To the best of my knowledge, this manufacturer or processor, its affiliates, subsidiaries, officers, directors, and employees are not currently under investigation by any governmental agency and have not in the last three years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract, except as follows:

______________________________	______________________________
Company's Authorized Representative / Position Title	Signature of Company Representation
______________________________	______________________________
Company Name	Date of Signature

CERTIFICATIONS/DISCLOSURE REQUIREMENTS RELATED TO LOBBYING

Section 319 of Public Law 101-121 (31 U.S.C.), signed into law on October 23, 1989, and imposes new prohibitions and requirements for disclosure and certification related to lobbying on recipients of Federal contracts, grants, cooperative agreements, and loans. Certain provisions of the law also apply to Federal commitments for loan guarantees and insurance; however, it provides exemptions for Indian tribes and tribal organizations.

Effective December 23, 1989, current and prospective recipients (and their subtier contractors and/or subgrantees) will be prohibited from using Federal funds, other than profits from a Federal contract, for lobbying Congress and any Federal agency in connection with the award of a particular contract, grant, cooperative agreement, or loan. In addition, for each award action in excess of $100,000 (or $150,000 for loans) on or after December 23, 1989, the law requires recipients and their subtier contractors and/or subgrantees to: (1) certify that they have neither used nor will use any appropriated funds for payment to lobbyists; (2) disclose the name, address, payment details, and purpose of any agreements with lobbyists whom recipients or their subtier contractors or subgrantees will pay with profits or non-appropriated funds on or after December 23, 1989; and (3) file quarterly updates about the use of lobbyists if material changes occur in their use. The law establishes civil penalties for noncompliance. If you are a current recipient of funding or have an application, proposal, or bid pending as of December 23, 1989, the law will have the following immediate consequences for you:

You are prohibited from using appropriated funds (other than profits from Federal contracts) on or after December 23, 1989, for lobbying Congress and any Federal agency in connection with a particular contract, grant, cooperative agreement or loan; You are required to execute the attached certification at the time of submission of an application or before any action in excess of $100,000 is awarded; and You will be required to complete the lobbying disclosure form if the disclosure requirements apply to you.

Regulations implementing Section 319 of Public Law 101-121 have been published an Interim Final Rule by the Office of Management and Budget as Part III of the February 26, 1990, Federal Register (pages 6736-6746).

CERTIFICATION REGARDING LOBBYING CONTRACTS, GRANTS, LOANS, AND COOPERATIVE AGREEMENTS

The undersigned certifies, to the best of his or her knowledge and belief, that:

No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, 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 a Federal contract, the making of any Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement;

If any funds other than Federal appropriated funds have been paid or will be paid 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 this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions;

The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

______________________________	______________________________
Company's Authorized Representative / Position Title	Signature of Company Representation
______________________________	______________________________
Company Name	Date of Signature

SECTION 3.0 – BIDDING, EVALUATION, SELECTION & AWARD PROCESS

This section contains a description of activities as well as instructions to proposers on how to prepare and submit their proposal:

3.1 Wayne RESA Responsibility

Wayne RESA is not responsible for representations made by any of its officers or employees prior to the execution of the Master Agreement unless such understanding or representation is included in the Master Agreement.

3.2 Truth and Accuracy of Representations

False, misleading, incomplete, or deceptively unresponsive statements in connection with a proposal shall be sufficient cause for rejection of the proposal. The evaluation and determination in this area shall be at Wayne RESA Administrator/Purchasing agent designee's sole judgment, and his/her judgment shall be final.

3.3 Proposers Questions

Proposers may submit written questions regarding this RFP by e-mail to the address identified below. <u>All questions must be received by no later than the date identified on the cover page of this RFP</u>. All questions, without identifying the submitting company, will be compiled with the appropriate answers and issued as an addendum to the RFP.

When submitting questions please specify the RFP section and paragraph number and quote the language that prompted the question. This will ensure that the question can be quickly found in the RFP. Wayne RESA reserves the right to group similar questions when providing answers. Questions should be addressed to:

E-mail address: purchasing@resa.net

Wayne RESA may modify the RFP at any time during the bid process. All changes to the RFP will be posted under the bid number and each posting officially revises the RFP.

3.4 Preparation of the Proposal

Each Proposer must submit a complete proposal in response to this RFP. The proposal must remain valid for at least 120 days from the due date for responses to this RFP.

The Proposer will be responsible for completing and submitting the following sections of this RFP:

Section 1.0 – Proposal Section I – Executive Summary, Proposal Section II – Scope of Proposed Solution, Proposal Section III – Comprehensive List of Assumptions, and Section 1.3.1 – Scope of Work, Specifications and Requirements. The Proposer may utilize the "Proposer Response" boxes AND/OR may respond/acknowledge to the Specifications and Requirements within their proposal. However, each section, subsections, etc. MUST be clearly referenced within the proposal.

Section 2.0 – Proposer Information and Acceptance – The Proposer will be required to complete the information in this section and provide required signatures and notarization.

Attachment A – Pricing Schedule – The Proposer will be required to complete the tables that make up the pricing schedule Table A and Table B).

3.5 Bid Submission Deadline

See Cover Page for the Bid Submission Deadline (the "Due Date").

1. Submit an electronic version of your Proposal to BidNet not later than the **Due Date** identified on the RFP Timetable**.** Wayne RESA has no obligation to consider any proposal that is not timely received. Proposals will not be accepted via U.S. mail or any other delivery method.

Steps to Access Full RFP on BidNet:

a) Go to www.bidnetdirect.com/mitn/resa.
b) Register or log in if you are already a member.
c) Navigate to the RFP section and search for the solicitation number or title.
d) Download all relevant documents and follow the instructions specified in the RFP to submit your response.

WRESA Contact Information

For any queries related to this RFP, please contact:

- **Contact Person:** Stacey Shaw
- **Email:** purchasing@resa.net

3.6 Adherence to Minimum Mandatory Requirements (Pass/Fail)

Wayne RESA Administrator or designee shall review Section 2.2 References and determine if the Proposer meets the minimum mandatory requirements as outlined in this RFP.

Failure of the proposer to comply with the minimum mandatory requirements may eliminate its proposal from any further consideration. Wayne RESA may elect to waive any informality in a proposal if the sum and substance of the proposal is present.

3.7 Evaluations Process

All Proposals will be reviewed for compliance with the minimum mandatory requirements stated within this RFP. Proposals not meeting the minimum mandatory requirements will be deemed non-responsive and eliminated from further consideration. Wayne RESA may elect to waive any informality in a proposal if the sum and substance of the proposal is present.

A. Wayne RESA may contact the Proposer for clarification of the Proposer's Bid.
B. Wayne RESA may use other sources of information to perform the evaluation.
C. Wayne RESA may require the Proposer to submit additional and/or supporting materials.

Responsive Proposals will be evaluated on the factors identified in this RFP. The Proposer(s) whose proposal is advantageous to the Eligible Agencies, taking into consideration the evaluation factors, will be recommended for award approval.

After a prospective Proposer has been selected, Wayne RESA and the prospective Proposer(s) will negotiate a Master Agreement. If a satisfactory Master Agreement cannot be negotiated, Wayne RESA may, at its sole discretion, begin negotiations with the next qualified proposer who submitted a proposal.

3.8 Evaluation Criteria

Proposals that satisfy all Minimum Mandatory Requirements and are determined to be responsive will be evaluated based upon the criteria identified below. Wayne RESA intends to award the Contract to the responsible Proposer(s) whose proposal represents the best overall value to Wayne RESA, considering technical capability, implementation risk, experience, pricing, and contractual compliance. A valid and enforceable Contract exists when an agreement is fully executed between Wayne RESA and the Proposer(s).

	Technical Evaluation Criteria	**Points**
1.	**Proposal Section I – Executive Summary & Proposal Section II - Scope of Proposed Solution; Section 1.3.1 – Specifications and Requirements**	40
2.	**Section 2.2 -** References	20
3.	**Pricing –** Attachment A - Pricing	25
4.	**Adherence to Terms & Conditions -** https://www.resa.net/administrative-support/purchasing/request-for-proposal as (DOC) CoPro+ Contract Terms and Conditions. **Please submit any redlines/exceptions with your proposal.**	15
	Total Points Possible	**100**

3.9 Optional Tools to Enhance Evaluation Process

Wayne RESA, during the evaluation of proposals, may find it necessary to utilize one or multiple tools, as listed below, to facilitate their understanding of the proposal(s) in order to select the best offering to Wayne RESA.

- Clarifications
- Deficiency Report
- Oral Presentation
- Site Visit
- Best and Final Offer (BAFO)
- Negotiations

3.10 Wayne RESA Option to Reject Proposals

Wayne RESA may, in its sole and absolute discretion, reject any or all proposals submitted in response to this RFP. Wayne RESA shall not be liable for any costs incurred by the Proposer in connection with the preparation and submission of any proposal. Wayne RESA reserves the right to waive inconsequential disparities in a submitted proposal.

3.11 Freedom of Information Act

This Contract and all information submitted to Wayne RESA by the Contractor and Proposers is subject to the Michigan Freedom of Information Act (FOIA), 1976 PA 442, MCL 15.231, et seq.

Wayne RESA shall not, in any way, be liable or responsible for the disclosure of any such record or any parts thereof, if disclosure is required or permitted under the Michigan Freedom of Information Act or otherwise by law. The Proposer(s) must specifically label only those provisions of the proposal, which are actually trade secrets, confidential, or proprietary in nature. A blanket statement of confidentiality or the marking of each page of the proposal as "Trade Secret", "Confidential", or "Proprietary" shall not be permitted. Any such designation will be disregarded.

By submitting a response to this RFP, the Proposer shall be deemed to have agreed to indemnify and hold harmless Wayne RESA for any liability arising from or in connection with Wayne RESA's failure to disclose, in response to a request under the Michigan Freedom of Information Act, any portion or portions of the Proposer's response to this RFP which have been marked "Trade Secret," "Confidential," or "Proprietary."

3.12 Contacts with Wayne RESA Personnel

All contact with Wayne RESA regarding this RFP or any other matter relating thereto must be emailed as follows:

Email address: purchasing@resa.net

If it is discovered that a Proposer contacted and received information regarding this solicitation from any Wayne RESA personnel other than the Procurement Contact, Wayne RESA, in its sole discretion, may disqualify its proposal from further consideration. Only those communications made by Wayne RESA in writing will be binding with respect to this RFP.

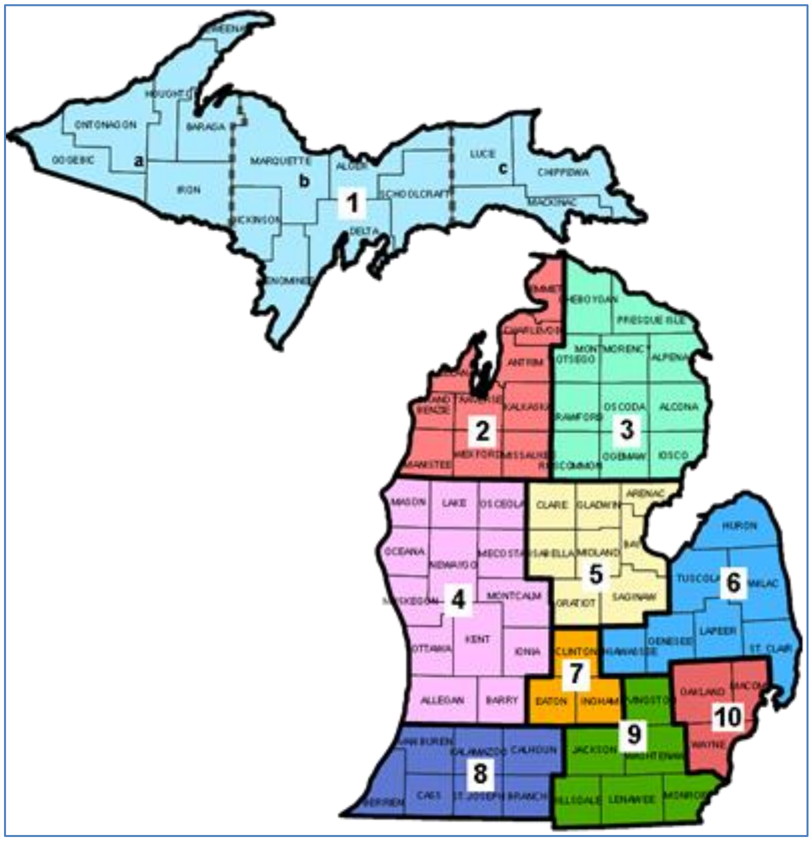
3.13 Final Agreement Award Determination

Wayne RESA reserves the right to make one total award, one award for each section, multiple awards, or a combination of awards, and to exercise its judgment concerning the selection of one or more proposals, the terms of any resultant agreement(s), and the determination of which, if any, proposal(s) best serves the interests of Wayne RESA.

3.14 Cancellation of Invitations for Bids or Requests for Proposals

An IFB, a RFP, or other solicitation may be cancelled, or any or all bids or proposals may be rejected in whole or in part as may be specified in the solicitation, when it is in the best interest of the County in accordance with regulations.

APPENDIX A – Regional Map



1. Upper Peninsula
2. Northwest
3. Northeast
4. West
5. East Central
6. East
7. South Central
8. Southwest
9. Southeast
10. Detroit Metro

Proposer Response:
Please list which Regions you will service.
