

STATE OF ALASKA REQUEST FOR PROPOSALS (RFP)



OPACITY MONITORING OF CRUISE SHIPS & STATE FERRIES

RFP 18-804-26

Issued September 3, 2025

The State of Alaska, Department of Environmental Conservation (DEC), Division of Air Quality is soliciting proposals for opacity monitoring of cruise ships and state ferries operating in state waters during the 2026, 2027, 2028, 2029, and 2030 cruise ship seasons.

ISSUED BY:

Department of Environmental Conservation
Division of Air Quality

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OFFERORS ARE NOT REQUIRED TO RETURN THIS FORM

IMPORTANT NOTICE: If you received this solicitation from the state of Alaska's "Online Public Notice" website, you must register with the procurement officer listed in this document to receive notification of subsequent amendments. Failure to contact the procurement officer may result in the rejection of your offer.

TABLE OF CONTENTS

SECTION 1. INTRODUCTION & INSTRUCTIONS.....	4
SEC. 1.01 PURPOSE OF THE RFP	4
SEC. 1.02 BUDGET.....	4
SEC. 1.03 DEADLINE FOR RECEIPT OF PROPOSALS.....	4
SEC. 1.04 PRIOR EXPERIENCE.....	4
SEC. 1.05 REQUIRED REVIEW.....	5
SEC. 1.06 QUESTIONS PRIOR TO THE DEADLINE FOR RECEIPT OF PROPOSALS	5
SEC. 1.07 RETURN INSTRUCTIONS.....	6
SEC. 1.08 ASSISTANCE TO OFFERORS WITH A DISABILITY.....	6
SEC. 1.09 AMENDMENTS TO PROPOSALS	6
SEC. 1.10 AMENDMENTS TO THE RFP	7
SEC. 1.11 RFP SCHEDULE	7
SEC. 1.12 PRE-PROPOSAL CONFERENCE.....	7
SEC. 1.13 ALTERNATE PROPOSALS	7
SEC. 1.14 NEWS RELEASES.....	8
SECTION 2. BACKGROUND INFORMATION.....	9
SEC. 2.01 BACKGROUND INFORMATION	9
SECTION 3. SCOPE OF WORK & CONTRACT INFORMATION	10
SEC. 3.01 SCOPE OF WORK	10
SEC. 3.02 CONTRACT TERM & WORK SCHEDULE	13
SEC. 3.03 DELIVERABLES.....	13
SEC. 3.04 CONTRACT TYPE	14
SEC. 3.05 PROPOSED PAYMENT PROCEDURES	14
SEC. 3.06 PROMPT PAYMENT FOR STATE PURCHASES	14
SEC. 3.07 CONTRACT PAYMENT	14
SEC. 3.08 CONTRACT PRICE ADJUSTMENTS	15
SEC. 3.09 LOCATION OF WORK	15
SEC. 3.10 SUBCONTRACTORS	16
SEC. 3.11 JOINT VENTURES.....	16
SEC. 3.12 RIGHT TO INSPECT PLACE OF BUSINESS	17
SEC. 3.13 F.O.B. POINT	17
SEC. 3.14 CONTRACT PERSONNEL	17
SEC. 3.15 INSPECTION & MODIFICATION - REIMBURSEMENT FOR UNACCEPTABLE DELIVERABLES	17
SEC. 3.16 CONTRACT CHANGES - UNANTICIPATED AMENDMENTS.....	17
SEC. 3.17 NONDISCLOSURE & CONFIDENTIALITY.....	18
SEC. 3.18 INDEMNIFICATION	19
SEC. 3.19 INSURANCE REQUIREMENTS.....	19
SEC. 3.20 TERMINATION FOR DEFAULT.....	20
SECTION 4. PROPOSAL FORMAT & CONTENT	21
SEC. 4.01 RFP SUBMITTAL FORMS	21
SEC. 4.02 SPECIAL FORMATTING REQUIREMENTS	21
SEC. 4.03 OFFEROR INFORMATION & CERTIFICATIONS (SUBMITTAL FORM A).....	22
SEC. 4.04 EXPERIENCE & QUALIFICATIONS (SUBMITTAL FORM B)	22
SEC. 4.05 UNDERSTANDING OF THE PROJECT (SUBMITTAL FORM C)	23
SEC. 4.06 METHODOLOGY USED FOR THE PROJECT (SUBMITTAL FORM D)	23
SEC. 4.07 MANAGEMENT PLAN FOR THE PROJECT (SUBMITTAL FORM E)	23
SEC. 4.08 SUBCONTRACTORS (SUBMITTAL FORM F)	23
SEC. 4.09 COST PROPOSAL (SUBMITTAL FORM G).....	23
SECTION 5. EVALUATION CRITERIA & CONTRACTOR SELECTION	24
SEC. 5.01 SUMMARY OF EVALUATION PROCESS	24
SEC. 5.02 EVALUATION CRITERIA	24
SEC. 5.03 SCORING METHOD & CALCULATION.....	25

SEC. 5.04	EXPERIENCE & QUALIFICATIONS	26
SEC. 5.05	UNDERSTANDING OF THE PROJECT	26
SEC. 5.06	METHODOLOGY USED FOR THE PROJECT	26
SEC. 5.07	MANAGEMENT PLAN FOR THE PROJECT	26
SEC. 5.08	CONTRACT COST (COST PROPOSAL)	27
SEC. 5.09	ALASKA OFFEROR PREFERENCE	28
SECTION 6.	GENERAL PROCESS & LEGAL INFORMATION	29
SEC. 6.01	INFORMAL DEBRIEFING.....	29
SEC. 6.02	ALASKA BUSINESS LICENSE & OTHER REQUIRED LICENSES	29
SEC. 6.03	SITE INSPECTION	29
SEC. 6.04	CLARIFICATION OF OFFERS.....	30
SEC. 6.05	DISCUSSIONS WITH OFFERORS.....	30
SEC. 6.06	EVALUATION OF PROPOSALS	30
SEC. 6.07	CONTRACT NEGOTIATION	30
SEC. 6.08	FAILURE TO NEGOTIATE.....	31
SEC. 6.09	OFFEROR NOTIFICATION OF SELECTION	31
SEC. 6.10	PROTEST.....	31
SEC. 6.11	APPLICATION OF PREFERENCES.....	32
SEC. 6.12	ALASKA BIDDER PREFERENCE	32
SEC. 6.13	ALASKA VETERAN PREFERENCE.....	33
SEC. 6.14	ALASKA MILITARY SKILLS PROGRAM PREFERENCE.....	33
SEC. 6.15	STANDARD CONTRACT PROVISIONS.....	34
SEC. 6.16	QUALIFIED OFFERORS	34
SEC. 6.17	PROPOSAL AS PART OF THE CONTRACT	35
SEC. 6.18	ADDITIONAL TERMS & CONDITIONS.....	35
SEC. 6.19	HUMAN TRAFFICKING	35
SEC. 6.20	RIGHT OF REJECTION	35
SEC. 6.21	STATE NOT RESPONSIBLE FOR PREPARATION COSTS	36
SEC. 6.22	DISCLOSURE OF PROPOSAL CONTENTS	36
SEC. 6.23	ASSIGNMENT.....	36
SEC. 6.24	FORCE MAJEURE (IMPOSSIBILITY TO PERFORM)	36
SEC. 6.25	DISPUTES	37
SEC. 6.26	SEVERABILITY	37
SEC. 6.27	SUPPLEMENTAL TERMS & CONDITIONS	37
SEC. 6.28	SOLICITATION ADVERTISING	37
SEC. 6.29	FEDERALLY IMPOSED TARIFFS	37
SECTION 7.	ATTACHMENTS	39
SEC. 7.01	ATTACHMENTS	39

SECTION 1. INTRODUCTION & INSTRUCTIONS

SEC. 1.01 PURPOSE OF THE RFP

The State of Alaska, Department of Environmental Conservation (DEC), Division of Air Quality is soliciting proposals for opacity monitoring of air emissions from cruise ships and state ferries operating in state waters during the 2026, 2027, 2028, 2029, and 2030 cruise ship seasons.

Deadline for receipt of proposals: No later than 1:00 p.m. prevailing Alaska Daylight Time (AKDT) on Friday, September 24, 2025, as indicated by email time stamp. Late proposals will not be considered.

The length of the contract: From the date of award, November 1, 2025, for one (1) year until completion on October 31, 2026, with four (4) one-year renewal options to be executed at the State's discretion.

SEC. 1.02 BUDGET

The Division of Air Quality estimates a budget of no more than \$350,000.00 for the performance and completion of this project. Proposals priced at more than \$350,000.00 will be considered non-responsive.

Payment for the contract is subject to funds already appropriated and identified.

SEC. 1.03 DEADLINE FOR RECEIPT OF PROPOSALS

Proposals must be received no later than 1:00 p.m. prevailing Alaska Daylight Time (AKDT) on Friday, September 24, 2025, as indicated by email timestamp, and late proposals will not be considered.

SEC. 1.04 PRIOR EXPERIENCE

In order for proposals to be considered responsive, offerors must meet these minimum prior experience requirements:

- **MINIMUM REQUIREMENT 1:** For the purposes of this RFP, the offeror shall have a minimum of one member with at least three (3) years of experience with logistics to Alaskan ports and/or work conditions revolving around inclement weather and environmental conditions revolving around cruise ship and/or state ferries arrivals and departures.
- **MINIMUM REQUIREMENT 2:** For the purposes of this RFP, the offeror shall have a minimum of one member with at least three (3) years of experience conducting opacity monitoring using United States (US) Environmental Protection Agency (EPA) Reference Method 9. The offeror must submit copies of the most recent Method 9 certification and provide at least two (2) examples of previous Method 9 readings conducted by, at a minimum, one (1) individual employed by the offeror. The offeror should demonstrate experience performing opacity readings of cruise ships or state ferries.

- **MINIMUM REQUIREMENT 3:** For the purposes of this RFP, the offeror shall demonstrate that each member of the offeror's team conducting independent opacity readings shall have at least one (1) week's worth – a minimum of 37.5 hours – of any combination of training and experience conducting opacity monitoring using US EPA Reference Method 9 in Alaskan cruise ship and/or state ferry ports. Supporting documentation must be provided prior to the member conducting independent opacity readings. Please note that Method 9 readings conducted as a component of Method 9 field certification classes may not be invoiced for compensation.

An offeror must identify and provide the resume for each person chosen to fill the above requirements in its project and/or management team within the proposal.

Any change in the project and management team member or subcontractor names in an offeror's proposal, or as provided upon completion of recruitment, must be submitted to the DEC project manager and approved in advance of beginning in the proposed role. Personnel changes made by the contractor that are not approved by the DEC project manager may be grounds for termination of the contract.

Proposals shall also include an organizational chart that names the positions assigned to accomplish the requirements herein, including an illustration of the lines of authority and a designation of which position is responsible and accountable for performing each task and deliverable as set forth in the Scope of Work.

An offeror's failure to meet these minimum prior experience requirements may result in their proposal being considered non-responsive and rejected.

SEC. 1.05 REQUIRED REVIEW

Offerors should carefully review this solicitation for defects and questionable or objectionable material. Comments concerning defects and questionable or objectionable material should be made in writing and received by the procurement officer at least ten days before the deadline for receipt of proposals. This will allow time for the issuance of any necessary amendments. It will also help prevent the opening of a defective proposal and exposure of the offeror's proposals upon which an award could not be made.

SEC. 1.06 QUESTIONS PRIOR TO THE DEADLINE FOR RECEIPT OF PROPOSALS

All questions must be in writing and directed to the procurement officer. The interested party must confirm telephone conversations in writing.

Two (2) types of questions generally arise. One may be answered by directing the questioner to a specific section of the RFP. These questions may be answered over the telephone. Other questions may be more complex and may require a written amendment to the RFP. The procurement officer will make that decision.

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SEC. 1.07 RETURN INSTRUCTIONS

Do not hand deliver or use U.S. mail or any delivery service to return your technical and cost proposals.

Oral proposals or faxed proposals are not acceptable. Please send the proposal package(s) via email. The technical proposal and cost proposal must be saved as separate PDF documents and emailed to **DECIDASPROCUREMENT@ALASKA.GOV** as separate, clearly labeled attachments, such as “Vendor A – Technical Proposal.pdf” and “Vendor A – Cost Proposal.pdf.” The email must contain the RFP number in the subject line.

The maximum size of a single email, including all text and attachments, the state can receive is 20 megabytes. If the email containing the proposal exceeds this size, the proposal must be sent in multiple emails that are each less than 20 megabytes, and each email must comply with the requirements described above.

Please note that email transmission is not instantaneous. Similar to sending a hard copy proposal, if you are emailing your proposal, the state recommends sending it ahead of time to ensure the email is delivered by the deadline for receipt of proposals.

It is the offeror’s responsibility to contact the issuing agency via email at **DECIDASPROCUREMENT@ALASKA.GOV** to confirm that the proposal has been received. The state is not responsible for unreadable, corrupt, or missing attachments.

SEC. 1.08 ASSISTANCE TO OFFERORS WITH A DISABILITY

Offerors with a disability may receive accommodation regarding the means of communicating this and subsequent requests resulting from this RFP or participating in the procurement process. For more information, contact the procurement officer no later than ten (10) days prior to the deadline for receipt of proposals.

One such resource is the Alaska Relay Service, a free service that provides full telephone accessibility to people who are deaf, hard-of-hearing, or speech-disabled persons who can hear. This service allows text-telephone (TTY) or assistive equipment users to communicate with standard (voice) telephone users through specially trained Communication Assistants. Callers should provide the Alaska Relay Service with the specific phone number they wish to call. More information can be found at the following hyperlink: <https://alaskarelay.com/>.

SEC. 1.09 AMENDMENTS TO PROPOSALS

Amendments to or withdrawals of proposals will only be allowed if acceptable requests are received prior to the deadline that is set for receipt of proposals. No amendments or withdrawals

will be accepted after the deadline unless they are in response to the state's request in accordance with 2 AAC 12.290.

SEC. 1.10 AMENDMENTS TO THE RFP

If an addendum is issued before the deadline for receipt of proposals, the addendum will be posted on the State of Alaska Online Public Notice (OPN) website. The link to the posting of the addendum will be provided to all who were notified of the RFP and to those who have registered with the procurement officer after receiving the RFP from the OPN.

After receipt of proposals, if there is a need for any substantial clarification or material change in the RFP, an addendum will be issued. The addendum will incorporate the clarification or change, and a new date and time will be established for new or amended proposals. Evaluations may be adjusted as a result of receiving new or amended proposals.

SEC. 1.11 RFP SCHEDULE

The RFP schedule set out herein represents the state's best estimate of the schedule that will be followed. If a component of this schedule, such as the deadline for receipt of proposals, is delayed, the rest of the schedule may be shifted accordingly. All times are Alaska Daylight Time (AKDT).

ACTIVITY	TIME	DATE
Issue Date / RFP Released		September 3, 2025
Deadline for Receipt of Proposals / Proposal Due Date	1:00 p.m.	September 24, 2025
Proposal Evaluations Complete		Approximately the week of September 29, 2025
Notice of Intent to Award (NOIA)		Approximately the week of September 29, 2025
Contract Issued		Approximately the week of October 13, 2025

This RFP does not, by itself, obligate the state. The state's obligation will commence when the contract is approved by the Commissioner of the Department of Environmental Conservation or the Commissioner's designee. Upon written notice to the contractor, the state may set a different starting date for the contract. The state will not be responsible for any work done by the contractor, even work done in good faith, if it occurs prior to the contract start date set by the state.

SEC. 1.12 PRE-PROPOSAL CONFERENCE

This section is not applicable as a pre-proposal conference/teleconference will not be held.

SEC. 1.13 ALTERNATE PROPOSALS

Offerors may only submit one proposal for evaluation. In accordance with 2 AAC 12.830, alternate proposals – proposals that offer something different than what is asked for – will be rejected.

SEC. 1.14 NEWS RELEASES

News releases related to this RFP will not be made without prior approval of the project director.

SECTION 2. BACKGROUND INFORMATION

SEC. 2.01 BACKGROUND INFORMATION

The services requested by this RFP are governed by Alaska Statutes (AS) AS 46.03.020, AS 46.14.010, AS 46.14.030, AS 46.03.488, and Alaska Administrative Code (AAC) 18 AAC 50.070 – Marine vessel visible emission standards.

The DEC uses US EPA Reference Method 9 to measure the opacity of visible air emissions from cruise ships and state ferries to determine if regulatory limits are met. The Air Quality Compliance Program determines compliance with the Marine Vessel Visible Emission Standard listed in 18 AAC 50.070. Visible emission readers, also known as opacity readers, are trained and certified using Method 9. Method 9 is used to monitor air emission opacity from particulate matter exiting the ship stacks when ships are docked or anchored.

Marine vessels generate air emissions from the use of fuels to produce power and heat, which in turn provide propulsion and support the operation of the ship. Diesel engines are commonly used to provide propulsive and electrical power on ships. Boilers are used to heat water and fuel. Some ships have incinerators installed for the burning of waste. Burning of fuel produces pollutants, acids, and particles that have the potential to be hazardous to human health. Cruise ships do not need to generate power for propulsion while docked, but need a significant amount of power for the “hotel loads,” including electricity, heating, and other activities onboard. The power generated in port for passenger vessels is higher compared with other ships.

Since 2000, with the assistance of a contractor, the DEC has typically completed between 200 and 500 opacity readings per year on cruise ships and state ferries in Alaska’s ports. Due to weather conditions and travel to ports, opportunities to perform the readings in Alaska are challenging. However, working closely with the opacity contractors, DEC obtains quality readings that provide a good overview of the opacity performance of cruise ships and state ferries.

The State of Alaska receives fees from commercial passenger vessel operators (AS 46.03.480) to support passenger vessel environmental compliance monitoring. A portion of these funds is used to fund and implement the opacity monitoring contract. This portion is intended to fund the project from fiscal years 2026 through 2031, provided that DEC receives an appropriation from the legislature.

Information on the Marine Vessel Visible Emissions Standards and time exceptions can be found at <https://dec.alaska.gov/media/b1kj1lr4/18-aac-50.pdf>.

SECTION 3. SCOPE OF WORK & CONTRACT INFORMATION

SEC. 3.01 SCOPE OF WORK

The offeror awarded the contract resulting from this RFP shall perform visible emission readings on cruise ships and state ferries in accordance with the laws and regulations of the State of Alaska for the next five (5) cruise ship seasons, 2026 through 2030, on behalf of DEC's Division of Air Quality Compliance Program. All work shall be consistent with the Scope of Work herein and applicable to state and federal regulations.

The contractor shall observe the opacity of visible emissions from cruise ships and state ferries in Alaska. The contractor shall observe and document the visible emissions in accordance with the requirements set forth in 40 CFR 60 Appendix A and EPA Reference Method 9 to determine compliance with the state opacity standards in 18 AAC 50.070. DEC only requires one (1) person to perform each reading. The Method 9 Marine Vessel Visible Emissions Observations Form will be made available from DEC's Compliance Program at the beginning of each cruise ship season.

The contractor shall manage the opacity monitoring of cruise ships and state ferries for the entire term of the contract. The contractor shall perform all management tasks associated with the performance of the contract from this RFP.

For the duration of the contract resulting from this RFP, any conflicting technical requirements will be resolved in negotiation with the DEC project manager. Any changes to the schedules or tasks must be addressed in writing and approved by mutual agreement of the parties.

Each of the subsections within the Scope of Work includes a description of the requirements, duties of the Department, duties of the contractor, and deliverables. All documents provided to DEC as deliverables will be provided in the manner and format as requested by the Department.

Opacity Monitoring & Schedule

The contractor shall develop and implement a monitoring schedule as outlined herein and submit it to the DEC project manager for approval. DEC anticipates between 225 and 500 opacity readings per cruise ship season. For the purpose of this RFP, the three (3) busiest cruise ship ports in Alaska are defined by the number of large cruise ships scheduled to make port calls in 2025:

- Juneau (692),
- Ketchikan (623), and
- Skagway (509).

During each annual cruise ship season, approximately from April 1st through October 31st, the contractor shall:

1. Perform opacity readings while a cruise ship or state ferry is docked or anchored.
2. Provide for a minimum of 225 opacity readings per cruise ship season.
3. Conduct opacity readings within Alaska's cruise ship ports. In 2025, the three (3) busiest ports were Juneau, Ketchikan, and Skagway. A maximum of 160 opacity readings per cruise ship

- season shall be taken in a single cruise ship port. Opacity readings shall be spread across each season as evenly as possible to provide for consistent monitoring in Alaska's cruise ship ports.
4. The contractor shall provide opacity readings to DEC no less than once per week, unless:
 - a. Approved by the DEC project manager. In the event of extenuating circumstances, such as but not limited to emergencies or illness, that may prevent monitoring, the contractor shall make all reasonable efforts to inform the DEC project manager of these circumstances for approval.
 - b. Traveling to and from ports to conduct opacity monitoring.
 5. Perform opacity readings in Alaska's ports in a manner that provides cost-efficient monitoring of cruise ship opacity in affected communities.
 6. Upon approval of the DEC project manager, the contractor shall perform opacity readings outside of Alaska's three (3) busiest ports no less than three (3) and no more than 12 times per season at the discretion of DEC's program manager.
 7. Perform opacity readings of each large cruise ship with at least three (3) port calls in Alaska's three (3) busiest cruise ship ports, in any combination, at least once per season.
 8. Make reasonable efforts to provide opacity readings of each small cruise ship and state ferry with at least three (3) voyages, and every large cruise ship. For purposes of this contract, a large cruise ship has an overnight passenger capacity of 250 persons or more. A small cruise ship has a passenger capacity of 249 persons or fewer. State ferries include mainline vessels and day boat/shuttle ferries. DEC will provide an annual list of registered ships, including the passenger capacity, the number of voyages, the approximate stack height, and the number of main stacks.
 9. Opacity readings must not occur on the same stack on the same vessel in succession to each other.

Each member of the contractor's team conducting independent opacity readings shall have at least one (1) week's worth – a minimum of 37.5 hours – of any combination of training and experience conducting opacity monitoring using US EPA Reference Method 9 in Alaskan cruise ship and/or state ferry ports. Supporting documentation must be provided prior to the member conducting independent opacity readings. Please note that Method 9 readings conducted as a component of Method 9 field certification classes may not be invoiced for compensation.

DEC expects the contractor to be aware of reading conditions, travel demands, seasonal inclement weather, and vessel schedules in order to achieve maximum monitoring efficiency. The contractor's ability to satisfy the anticipated monitoring may be affected by these and other elements outside the contractor's control. Therefore, expectations may differ from actual results. However, the contractor shall perform its duties efficiently in order to obtain the maximum possible opacity readings under inclement weather and potential schedule changes. A list of the scheduled port calls is available at the Cruise Line Agencies of Alaska website: <https://claalaska.com/>. DEC will make reasonable efforts to provide the contractor with current schedules. Sometimes, ship schedules may change during the cruise season, and these changes are not always included in the published schedules.

The offeror shall describe in its proposal how it will accomplish this subsection. A successful offeror will describe awareness of weather and travel conditions in Alaska and how to mitigate any

negative impact on the schedule to best ensure the efficiency of the services provided by the contractor.

Consultation & Communication

The contractor shall perform or provide the following:

1. Attend an annual pre-season meeting. At the discretion of the DEC project manager, the pre-season meeting will be held either at the DEC office, located at 410 Willoughby Avenue in Juneau, Alaska, or via teleconference.
2. Consult with the DEC project manager monthly, in person or by teleconference.
3. Opacity readers to be available to the state as a witness for up to ten (10) hours per year over the life of the contract with no additional compensation.
4. Opacity readers to be available to the state as a witness for time in excess of ten (10) hours per year at a rate of no more than \$100.00 per hour.

Project Management

Any change in the project and management team member or subcontractor must be submitted to the DEC project manager and approved in advance of beginning in the proposed role. Personnel changes made by the contractor that are not approved by the DEC project manager may be grounds for termination of the contract.

A pre-season meeting shall be held annually between DEC and the contractor no later than May 1st of each monitoring season. The location for all pre-season meetings will be at the DEC office in Juneau or via teleconference at the discretion of the DEC project manager. The DEC project manager will notify the contractor of the exact scheduled date.

The following topics will be discussed during the pre-season meetings:

1. The contractor shall identify all field personnel and team roles.
2. DEC will provide guidance on opacity reading locations, notation, and other specifics. The contractor shall follow the procedures and requirements outlined in the US EPA Reference Method 9 and the EPA Quality Assurance Handbook for Air Pollution Measurement Systems.
3. DEC will provide guidance on document naming conventions, document and other material submittals, and other specifics as needed.
4. A communication procedure for the cruise ship season with the identity and role of key participants, expectations, contact information, methods of communication, and a meeting schedule. The communication procedure will be updated as necessary.

Prior to the pre-season meeting, the contractor shall:

1. Provide resumes and documentation showing current EPA Reference Method 9 certification for all field personnel for DEC's review. Field personnel conducting readings must maintain valid Method 9 certification during each cruise ship season covered by the contract. The contractor shall provide DEC a copy of each new certification for each field personnel throughout the life

of the contract. Any changes to field personnel, their certifications, or their roles within the team shall be communicated to DEC as soon as practicable.

2. Provide a preliminary schedule of the intended reading locations (ports) during the season with potential travel dates.

On a regular basis, the contractor shall:

1. Provide a status report of monitoring schedules for each cruise ship season. Updated schedules shall be provided as needed.
2. Contact DEC and provide the status/progress made towards opacity reading volume with a target of 225 opacity readings per season, upcoming travel, and updated strategies to ensure opacity reading volume will be met.

SEC. 3.02 CONTRACT TERM & WORK SCHEDULE

The length of the contract will be from the date of award, November 1, 2025, for approximately one (1) year until completion on October 31, 2026, with four (4) one-year renewal options to be executed at the State's discretion.

Unless otherwise provided in this RFP, the State and the successful offeror/contractor agree that

1. any extension of the contract, excluding any exercised renewal options, will be considered as a month-to-month extension, and all other terms and conditions shall remain in full force and effect; and
2. the procurement officer will provide notice to the contractor of the intent to cancel such month-to-month extension at least 30 days before the desired date of cancellation. A month-to-month extension may only be executed by the procurement officer via a written contract amendment.

SEC. 3.03 DELIVERABLES

The contractor will be required to provide the following deliverables:

The contractor shall perform the visible emission readings using the approved Visible Emission Observation (VEO) form as follows:

- If visible emission readings are at or below 15% opacity, then 18 minutes of readings shall suffice.
- If any visible emission readings are between 15% and 30%, then 30 minutes of readings shall suffice.
- If any visible emission readings are at or above 30%, then 67 minutes of readings shall suffice.

The contractor shall provide reports that meet the following requirements:

1. No less than once a week, the contractor shall submit all VEO forms conducted the previous week to DEC. The VEO forms must be completed in accordance with EPA Reference Method 9, and each VEO form must include a map on a separate page that shows the location of the observer in relation to the vessel at the time of the reading and the vessel's approximate position. The VEO forms and maps must be submitted in .pdf format.

2. The contractor shall provide digital photographs and/or videos of the source of emissions during each VEO event. At least one (1) photo per VEO event shall be provided. Additional photographs and at least one (1) minute video shall be provided for any 67-minute VEO event. The contractor shall also make attempts to photograph or video any unusual events or opacity more than 30% that occur during the reading, as practicable. The contractor shall provide these photographs and videos with each VEO form and map submittal. The contractor shall provide additional photographs and videos upon request from DEC. The photographs must be submitted in .jpg format, while the videos must be submitted in .mp4 or .mov format.
3. Any VEO event with a single observation that exceeds 25% opacity must be submitted as soon as practicable, but not to exceed 24 hours.
4. By no later than October 31st of each year, the contractor shall submit an annual report electronically containing a summary of the observations taken during each season. The report shall include a list and numbering of the performed opacity readings, including the date, vessel name, vessel location, and the start and end times of the opacity readings. For the purpose of numbering, each VEO event, regardless of its duration (18 minutes, 30 minutes, or 67 minutes), must be considered a single event. The contractor shall also provide recommendations and resolutions that occurred during the season. The annual report must be submitted in .pdf format.

SEC. 3.04 CONTRACT TYPE

The contract resulting from this solicitation will be a Firm-Fixed-Price (FFP) contract.

SEC. 3.05 PROPOSED PAYMENT PROCEDURES

The state will make payments based on a negotiated payment schedule. Each billing must consist of an invoice and a progress report. No payment will be made until the progress report and the invoice have been approved by the project director.

SEC. 3.06 PROMPT PAYMENT FOR STATE PURCHASES

This section is not applicable as the state will not be pursuant of a prompt payment discount.

SEC. 3.07 CONTRACT PAYMENT

No payment will be made until the contract is approved by the Commissioner of the Department of Environmental Conservation or the Commissioner's designee. Under no conditions will the state be liable for the payment of any interest charges associated with the cost of the contract. The state is not responsible for and will not pay local, state, or federal taxes. All costs associated with the contract must be stated in U.S. currency.

Payment for agreements under \$500,000 for the undisputed purchase of goods or services provided to a state agency will be made within 30 days of the receipt of a proper billing or the delivery of the goods or services to the location(s) specified in the agreement, whichever is later. A late payment is subject to 1.5% interest per month on the unpaid balance. Interest will not be paid if there is a dispute or if there is an agreement that establishes a lower interest rate or precludes the charging of interest.

Any single contract payment of \$1,000,000 or higher must be accepted by the contractor via Electronic Funds Transfer (EFT).

SEC. 3.08 CONTRACT PRICE ADJUSTMENTS

The Contractor or State may request price adjustments – no sooner than 12 months from the contract execution date – and no more than once per contract year. Contractors must submit a request to the State at least thirty (30) days prior to the end of the current term. All Requests must be in writing and must be received thirty (30) days prior to the contract renewal date.

- a. If the Contractor or State fails to request a CPI price adjustment thirty (30) days prior to the Contract renewal date, the adjustment will be effective thirty (30) days after the State or Contractor receives their written request.
- b. Price adjustments will be made in accordance with the percentage change in the U.S. Department of Labor, Bureau of Labor and Statistics, Consumer Price Index (CPI-U) for All Urban Consumers, All Items, Urban Alaska.
- c. The price adjustment rate will be determined by comparing the percentage difference between the CPI in effect for the base year reported HALF1 (January through June 202X) (depending on the timing, it may be HALF2 for July through December); and each HALF1 (or HALF2) thereafter. The percentage difference between those two CPI issues will be the price adjustment rate. No retroactive contract price adjustments will be allowed. All price adjustments must be approved by the Procurement Officer prior to the implementation of the adjusted pricing. Approval shall be in the form of a Contract Amendment issued by the Procurement Officer.
- d. Approval for all price increases is dependent upon full compliance with the terms of the Contract, including reporting requirements.

SEC. 3.09 LOCATION OF WORK

The location(s) where the work is to be performed, completed, and managed will be statewide, primarily within Alaska's three busiest cruise ship ports, but shall also occur at any of Alaska's other ports.

The state will not provide workspace for the contractor. The contractor must provide its own workspace.

The contractor should include in their price proposal: transportation, lodging, and per diem costs sufficient to pay for no less than three and no more than twelve trips per season to any of Alaska's three busiest cruise ship ports or other ports.

By signature on their proposal, the offeror certifies that all services provided under this contract by the contractor and all subcontractors shall be performed in the United States.

If the offeror cannot certify that all work will be performed in the United States, the offeror must contact the procurement officer in writing to request a waiver at least ten (10) days prior to the deadline for receipt of proposals.

The request must include a detailed description of the portion of work that will be performed outside the United States, the location(s), by whom, and the reason the waiver is necessary.

Failure to comply with these requirements may cause the state to reject the proposal as non-responsive or cancel the contract.

SEC. 3.10 SUBCONTRACTORS

Subcontractors may be used to perform work under this contract. If an offeror intends to use subcontractors, the offeror must complete the Submittal Form identified in Section 4.02 of this RFP.

An offeror's failure to provide this information with their proposal may cause the state to consider their proposal non-responsive and reject it.

Subcontractor experience shall be considered in determining whether the offeror meets the requirements set forth in **SEC. 1.04 PRIOR EXPERIENCE**.

If a proposal with subcontractors is selected, the offeror must provide the following information concerning each prospective subcontractor within five working days from the date of the state's request:

- complete name of the subcontractor;
- complete address of the subcontractor;
- type of work the subcontractor will be performing;
- percentage of work the subcontractor will be providing; and
- evidence that the subcontractor holds a valid Alaska business license.

If a subcontractor on the list will be performing work within Alaska and does not have a valid Alaska business license at the close of the RFP, the Offeror may not use the subcontractor in the performance of the contract and shall replace the subcontractor with a subcontractor who had a valid Alaska business license at the close of the RFP.

- a written statement, signed by each proposed subcontractor, that clearly verifies that the subcontractor is committed to rendering the services required by the contract.

An offeror's failure to provide this information within the time set will cause the state to consider their proposal non-responsive and reject it. The substitution of one subcontractor for another that has already been approved may be made only at the discretion and prior written approval of the project director.

Note that if the subcontractor will not be performing work within Alaska, they will not be required to hold an Alaska business license.

SEC. 3.11 JOINT VENTURES

Joint ventures are acceptable. If submitting a proposal as a joint venture, the offeror must submit a copy of the joint venture agreement, which identifies the principals involved and their rights and responsibilities regarding performance and payment.

SEC. 3.12 RIGHT TO INSPECT PLACE OF BUSINESS

At reasonable times, the state may inspect those areas of the contractor's place of business that are related to the performance of a contract. If the state makes such an inspection, the contractor must provide reasonable assistance.

SEC. 3.13 F.O.B. POINT

All goods purchased through this contract will be free on board (F.O.B.) final destination. Unless specifically stated otherwise, all prices offered must include the delivery costs to any location within the State of Alaska.

SEC. 3.14 CONTRACT PERSONNEL

Any change of the project team members or subcontractors named in the proposal must be approved in advance and in writing by the project director and the procurement officer. Changes that are not approved by the state may be grounds for the state to terminate the contract.

SEC. 3.15 INSPECTION & MODIFICATION - REIMBURSEMENT FOR UNACCEPTABLE DELIVERABLES

The contractor is responsible for the completion of all work set out in the contract. All work is subject to inspection, evaluation, and approval by the project director. The state may employ all reasonable means to ensure that the work is progressing and being performed in compliance with the contract. The project director or procurement officer may instruct the contractor to make corrections or modifications if needed in order to accomplish the contract's intent. The contractor will not unreasonably withhold such changes.

Substantial failure of the contractor to perform the contract may cause the state to terminate the contract. In this event, the state may require the contractor to reimburse monies paid (based on the identified portion of unacceptable work received) and may seek associated damages.

SEC. 3.16 CONTRACT CHANGES - UNANTICIPATED AMENDMENTS

During the course of this contract, the contractor may be required to perform additional work. That work will be within the general scope of the initial contract. When additional work is required, the project director will provide the contractor with a written description of the additional work and request the contractor to submit a firm time schedule for accomplishing the additional work and a firm price for the additional work. Cost and pricing data must be provided to justify the cost of such amendments per AS 36.30.400.

The contractor will not commence additional work until the procurement officer has secured any required state approvals necessary for the amendment and issued a written contract amendment, approved by the Commissioner of the Department of Environmental Conservation or the Commissioner's designee.

SEC. 3.17 NONDISCLOSURE & CONFIDENTIALITY

The contractor agrees that all confidential information shall be used only for the purposes of providing the deliverables and performing the services specified herein and shall not disseminate or allow the dissemination of confidential information except as provided in this section. The contractor shall hold as confidential and will use reasonable care (including both facility physical security and electronic security) to prevent unauthorized access by, storage, disclosure, publication, dissemination to, and/or use by third parties of confidential information. “Reasonable care” means compliance by the contractor with all applicable federal and state laws, including the Social Security Act and HIPAA. The contractor must promptly notify the state in writing if it becomes aware of any storage, disclosure, loss, unauthorized access to, or use of confidential information.

Confidential information, as used herein, means any data, files, software, information, or materials (whether prepared by the state or its agents or advisors) in oral, electronic, tangible, or intangible form and however stored, compiled, or memorialized that is classified confidential as defined by State of Alaska classification and categorization guidelines provided by the state to the contractor or a contractor agent or otherwise made available to the contractor or a contractor agent in connection with this contract, or acquired, obtained or learned by the contractor or a contractor agent in the performance of this contract. Examples of confidential information include, but are not limited to, technology infrastructure, architecture, financial data, trade secrets, equipment specifications, user lists, passwords, research data, and technology data (infrastructure, architecture, operating systems, security tools, IP addresses, etc.).

If confidential information is requested to be disclosed by the contractor pursuant to a request received by a third party and such disclosure of the confidential information is required under applicable state or federal law, regulation, governmental or regulatory authority, the contractor may disclose the confidential information after providing the state with written notice of the requested disclosure (to the extent such notice to the state is permitted by applicable law) and giving the state opportunity to review the request. If the contractor receives no objection from the state, it may release the confidential information within 30 days. Notice of the requested disclosure of confidential information by the contractor must be provided to the state within a reasonable time after the contractor’s receipt of notice of the requested disclosure and, upon request of the state, shall seek to obtain legal protection from the release of the confidential information.

The following information shall not be considered confidential information: information is previously known to be public information when received from the other party; information freely available to the general public; information which now is or hereafter becomes publicly known by other than a breach of confidentiality hereof; or information which is disclosed by a party pursuant to a subpoena or other legal process and which as a result becomes lawfully obtainable by the general public.

SEC. 3.18 INDEMNIFICATION

The contractor shall indemnify, hold harmless, and defend the contracting agency from and against any claim of or liability for error, omission, or negligent act of the contractor under this agreement. The contractor shall not be required to indemnify the contracting agency for a claim of, or liability for, the independent negligence of the contracting agency. If there is a claim of, or liability for, the joint negligent error or omission of the contractor and the independent negligence of the contracting agency, the indemnification and hold harmless obligation shall be apportioned on a comparative fault basis. “Contractor” and “contracting agency,” as used within this and the following article, include the employees, agents, and other contractors who are directly responsible, respectively, to each. The term “independent negligence” is negligence other than in the contracting agency’s selection, administration, monitoring, or controlling of the contractor and in approving or accepting the contractor’s work.

SEC. 3.19 INSURANCE REQUIREMENTS

Without limiting the contractor’s indemnification, it is agreed that the contractor shall purchase at its own expense and maintain in force at all times during the performance of services under this agreement the following policies of insurance. Where specific limits are shown, it is understood that they shall be the minimum acceptable limits. If the contractor's policy contains higher limits, the state shall be entitled to coverage to the extent of such higher limits.

Certificates of Insurance must be furnished to the procurement officer prior to beginning work and must provide for a notice of cancellation, non-renewal, or material change of conditions in accordance with policy provisions. Failure to furnish satisfactory evidence of insurance or lapse of the policy is a material breach of this contract and shall be grounds for termination of the contractor's services. All insurance policies shall comply with and be issued by insurers licensed to transact the business of insurance under AS 21.

- **Workers’ Compensation Insurance:** The contractor shall provide and maintain, for all employees engaged in work under this contract, coverage as required by AS 23.30.045 and, where applicable, any other statutory obligations, including but not limited to Federal U.S.L. & H. and Jones Act requirements. The policy must waive subrogation against the State.
- **Commercial General Liability Insurance:** covering all business premises and operations used by the Contractor in the performance of services under this agreement with minimum coverage limits of \$300,000 combined single limit per claim.
- **Commercial Automobile Liability Insurance:** covering all vehicles used by the contractor in the performance of services under this agreement with minimum coverage limits of \$300,000 combined single limit per claim.
- **Professional Liability Insurance:** covering all errors, omissions, or negligent acts in the performance of professional services under this agreement. Limits required per the following schedule:

Contract Amount	Minimum Required Limits
\$100,000 to \$499,000	\$500,000 per Claim/Annual Aggregate

SEC. 3.20 TERMINATION FOR DEFAULT

- a. If the Project Director or Procurement Officer determines that the contractor has refused to perform the work or has failed to perform the work with such diligence as to ensure its timely and accurate completion, the state may, by providing written notice to the contractor, terminate the contractor's right to proceed with part or all the remaining work.
- b. The Procurement Officer may also, by written notice, terminate this contract under Administrative Order 352 if the contractor supports or participates in a boycott of the State of Israel.

This clause does not restrict the state's termination rights under the contract provisions of Appendix A, attached in **SECTION 7. ATTACHMENTS**.

SECTION 4. PROPOSAL FORMAT & CONTENT

SEC. 4.01 RFP SUBMITTAL FORMS

This RFP contains Submittal Forms, which the offeror must complete and submit as part of their proposal. Offerors must provide Submittal Forms B, C, D, E, and F (if applicable) on their own documents, in .pdf format, with company letterhead.

Unless otherwise specified in this RFP, the Submittal Forms shall be the offeror's entire proposal. Do not include any marketing information in the proposal. The offeror shall not disclose their costs in Submittal Forms A, B, C, D, E, and F (if applicable). Submission forms shall not exceed the page limit.

Any proposal that does not follow these requirements may be deemed non-responsive.

SEC. 4.02 SPECIAL FORMATTING REQUIREMENTS

The offeror must ensure their proposal meets all special formatting requirements in this section.

Documents and Text: All attachment documents must be written in English, single-sided, and single-spaced with a minimum font size of ten (10). Pictures or graphics may be used if the offeror feels they are necessary to communicate their information; however, be aware of the page limits below.

Page Limits: Some Submittal Forms listed below have maximum page limit requirements. Offerors may present Submittal Forms B and C on their own documents, in PDF format, with a company letterhead. Offerors must not exceed the maximum page limits. Note that the page limit applies to the front side of a page only (for example, '1 Page' implies that the offeror can only provide a response on one side of a piece of paper). Any pages exceeding the maximum page limit will be discarded and will not be included in the evaluations. For example, if the maximum page limit is three (3) pages, but the Offeror submits five (5) pages for that submittal form, only pages one (1) through three (3) will be evaluated. The Procurement Officer would discard pages four (4) and five (5) before sending them to the proposal evaluation committee for evaluation. Resumes will not be included in the page count under Experience and Qualifications.

Submittal Form	Maximum Page Limits
Submittal Form A – Offeror Information and Certifications	
Submittal Form B – Experience and Qualifications	5
Submittal Form C – Understanding of the Project	5
Submittal Form D – Methodology Used for the Project	5
Submittal Form E – Management Plan for the Project	5
Submittal Form F – Subcontractors	
Submittal Form G – Cost Proposal	

Any Submittal Form submitted as part of a proposal that is not compliant with the instructions above may be a basis for finding the proposal non-responsive and thus rejected.

SEC. 4.03 OFFEROR INFORMATION & CERTIFICATIONS (SUBMITTAL FORM A)

The offeror must complete and submit this Submittal Form. The form must be signed by an individual authorized to bind the offeror to the provisions of the RFP.

By signature on the form, the offeror certifies they comply with the following:

- a. the laws of the State of Alaska;
- b. the applicable portion of the Federal Civil Rights Act of 1964;
- c. the Equal Employment Opportunity Act and the regulations issued thereunder by the federal government;
- d. the Americans with Disabilities Act of 1990 and the regulations issued thereunder by the federal government;
- e. all terms and conditions set out in this RFP;
- f. a condition that the proposal submitted was independently arrived at, without collusion, under penalty of perjury; and
- g. that the offers will remain open and valid for at least 90 days.

If any offeror fails to comply with [a] through [g] of this paragraph, the state reserves the right to disregard the proposal, terminate the contract, or consider the contractor in default.

The Submittal Form also requests the following information:

- a. The complete name and address of the offeror's firm, along with the offeror's Tax ID.
- b. Information on the person the state should contact regarding the proposal.
- c. Names of critical team members/personnel.
- d. Addenda acknowledgement.
- e. Conflict of interest statement.
- f. Federal requirements.
- g. Alaska preference qualifications.

An offeror's failure to address/respond/include these items may cause the proposal to be determined to be non-responsive, and the proposal may be rejected.

SEC. 4.04 EXPERIENCE & QUALIFICATIONS (SUBMITTAL FORM B)

Offerors must provide details on the personnel assigned to accomplish the work called for in this RFP, illustrate the lines of authority, and designate the individual responsible and accountable for the completion of each component and deliverable of the RFP.

Offerors must provide a narrative description of the organization of the project team and a personnel roster that identifies each person who will actually work on the contract, along with their titles and location(s) where work will be performed.

Offerors must also provide reference names and phone numbers for similar projects the offeror's firm has completed.

The offeror shall not disclose their costs in this Submittal Form. Submission forms shall not exceed the page limit (as described in Section 4.02).

Offerors must attach resumes for personnel with names and titles who will be assigned to complete the project as a separate attachment to Submittal Form B.

SEC. 4.05 UNDERSTANDING OF THE PROJECT (SUBMITTAL FORM C)

Offerors must provide comprehensive narrative statements that illustrate their understanding of the requirements of the project and the project schedule.

The offeror shall not disclose their costs in this Submittal Form. Submission forms shall not exceed the page limit (as described in Section 4.02).

SEC. 4.06 METHODOLOGY USED FOR THE PROJECT (SUBMITTAL FORM D)

Offerors must provide comprehensive narrative statements that set out the methodology they intend to employ and illustrate how the methodology will serve to accomplish the work and meet the state's project schedule.

The offeror shall not disclose their costs in this Submittal Form. Submission forms shall not exceed the page limit (as described in Section 4.02).

SEC. 4.07 MANAGEMENT PLAN FOR THE PROJECT (SUBMITTAL FORM E)

Offerors must provide comprehensive narrative statements that set out the management plan they intend to follow and illustrate how the plan will serve to accomplish the work and meet the state's project schedule.

The offeror shall not disclose their costs in this Submittal Form. Submission forms shall not exceed the page limit (as described in Section 4.02).

SEC. 4.08 SUBCONTRACTORS (SUBMITTAL FORM F)

If using subcontractors, the offeror must complete a submittal form on their own documents in .pdf format with company letterhead.

SEC. 4.09 COST PROPOSAL (SUBMITTAL FORM G)

Offerors must complete and submit this Submittal Form. Proposed costs must include all direct and indirect costs associated with the performance of the contract, including, but not limited to, the total number of hours at various hourly rates, direct expenses, payroll, supplies, overhead assigned to each person working on the project, percentage of each person's time devoted to the project, and profit. The costs identified in the cost proposal are the total amount of costs to be paid by the state. No additional charges shall be allowed.

SECTION 5. EVALUATION CRITERIA & CONTRACTOR SELECTION

SEC. 5.01 SUMMARY OF EVALUATION PROCESS

The state will use the following steps to evaluate and prioritize proposals:

1. Proposals will be assessed for overall responsiveness. Proposals deemed non-responsive will be eliminated from further consideration.
2. A proposal evaluation committee (PEC), made up of at least three state employees or public officials, will evaluate the technical portion of all responsive proposals.
3. The Submittal Forms from each responsive proposal will be sent to the PEC. No cost information will be shared or provided to the PEC.
4. The PEC will independently evaluate and score the documents based on the degree to which they meet the stated evaluation criteria.
5. After independent scoring, the PEC will have a meeting chaired by the procurement officer, where the PEC may have a group discussion prior to finalizing their scores.
6. The evaluators will submit their final individual scores to the procurement officer, who will then compile the scores and calculate awarded points as set out in Section 5.03.
7. The procurement officer will calculate scores for cost proposals as set out in Section 5.08 and add those scores to the awarded points, along with factoring in any Alaska preferences.
8. The procurement officer may ask for best and final offers from offerors eligible for award and revise the cost scores accordingly.
9. The state will then conduct any necessary negotiations with the highest-scoring offeror and award a contract if the negotiations are successful.

SEC. 5.02 EVALUATION CRITERIA

Proposals will be evaluated based on their overall value to the state, considering both cost and non-cost factors as described below. Note: An evaluation may not be based on discrimination due to the race, religion, color, national origin, sex, age, marital status, pregnancy, parenthood, disability, or political affiliation of the offeror.

Overall Criteria	Weight
Responsiveness	Pass/Fail

Qualifications Criteria		Weight
Experience & Qualifications	(Submittal Form B)	200
Understanding of the Project	(Submittal Form C)	100
Methodology Used for the Project	(Submittal Form D)	100
Management Plan for the Project	(Submittal Form E)	100
Total		500

Cost Criteria		Weight
Cost Proposal	(Submittal Form G)	400
Total		400

Preference Criteria		Weight
Alaska Offeror Preference (if applicable)		100
Total		1000

TOTAL EVALUATION POINTS AVAILABLE: 1000**SEC. 5.03 SCORING METHOD & CALCULATION**

Each Proposal Evaluation Committee (PEC) member will individually evaluate and score each responsive proposal using the criteria set out in Sections 5.04 through 5.07 and assign a single score of one (1) through ten (10), with ten (10) representing the highest score and 1 representing the lowest score. Using only whole numbers, PEC members should start with a score of five (5) on each section. The score may either increase or decrease depending on the offeror's response to each question for that section. For example, if the Offeror provided responses over and above the evaluation questions in a section, they would receive a higher score. However, if the Offeror's response fails to address all questions of a section or demonstrates some lack of understanding or competency as it relates to a question for that section, the Offeror would then receive a lower score.

After the PEC has scored, the scores for each section will be totaled, and the following formula will be used to calculate the total amount of points awarded for each section:

$$\frac{\text{Offeror Total Score}}{\text{Highest Total Score Possible}} \times \text{Max Points} = \text{Points Awarded}$$

Example (RFP may have multiple sections, Max Points for one Section = 1000):

	PEC Member 1 Score	PEC Member 2 Score	PEC Member 3 Score	PEC Member 4 Score	Combined Total Score	Points Awarded
Offeror 1	10	5	5	10	30	750
Offeror 2	5	5	5	5	20	500
Offeror 3	10	10	10	10	40	1000

Offeror 1 was awarded 75 points:

$$\frac{\text{Offeror Total Score (30)}}{\text{Highest Total Score Possible (40)}} \times \text{Max Points (1000)} = \text{Points Awarded (750)}$$

Offeror 2 was awarded 50 points:

$$\frac{\text{Offeror Total Score (20)}}{\text{Highest Total Score Possible (40)}} \times \text{Max Points (1000)} = \text{Points Awarded (500)}$$

Offeror 3 was awarded 100 points:

$$\frac{\text{Offeror Total Score (40)}}{\text{Highest Total Score Possible (40)}} \times \text{Max Points (1000)} = \text{Points Awarded (1000)}$$

SEC. 5.04 EXPERIENCE & QUALIFICATIONS

This portion of the offeror's proposal will be evaluated against the following questions:

Questions regarding the personnel:

1. Do the individuals assigned to the project have experience with similar projects?
2. Are resumes complete, and do they demonstrate backgrounds that would be desirable for individuals engaged in the work the project requires?
3. How extensive is the applicable education and experience of the personnel designated to work on the project?

Questions regarding the firm and subcontractor (if used):

1. How well has the firm demonstrated experience in completing similar projects on time and within budget?
2. How successful is the general history of the firm regarding the timely and successful completion of projects?
3. Has the firm provided letters of reference from previous clients?
4. If a subcontractor will perform work on the contract, how well do they measure up to the evaluation used for the offeror?

SEC. 5.05 UNDERSTANDING OF THE PROJECT

This portion of the offeror's proposal will be evaluated against the following questions:

1. How well has the offeror demonstrated a thorough understanding of the purpose and scope of the project?
2. How well has the offeror identified pertinent issues and potential problems related to the project?
3. To what degree has the offeror demonstrated an understanding of the deliverables the state expects it to provide?
4. Has the offeror demonstrated an understanding of the state's time schedule and can meet it?

SEC. 5.06 METHODOLOGY USED FOR THE PROJECT

This portion of the offeror's proposal will be evaluated against the following questions:

1. How comprehensive is the methodology, and does it depict a logical approach to fulfilling the requirements of the RFP?
2. How well does the methodology match and achieve the objectives set out in the RFP?
3. Does the methodology interface with the time schedule in the RFP?

SEC. 5.07 MANAGEMENT PLAN FOR THE PROJECT

This portion of the offeror's proposal will be evaluated against the following questions:

1. How well does the management plan support all of the project requirements and logically lead to the deliverables required in the RFP?

2. How well is accountability completely and clearly defined?
3. Is the organization of the project team clear?
4. How well does the management plan illustrate the lines of authority and communication?
5. To what extent does the offeror already have the hardware, software, equipment, and licenses necessary to perform the contract?
6. Does it appear that the offeror can meet the schedule set out in the RFP?
7. Has the offeror gone beyond the minimum tasks necessary to meet the objectives of the RFP?
8. To what degree is the proposal practical and feasible?
9. To what extent has the offeror identified potential problems?

SEC. 5.08 CONTRACT COST (COST PROPOSAL)

A minimum of 40% of the total evaluation points will be assigned to cost. After the procurement officer applies any applicable preferences, the offeror with the lowest total cost will receive the maximum number of points allocated to cost per 2 AAC 12.260(c). The point allocations for cost on the other proposals will be determined using the following formula:

$$[(\text{Price of Lowest Cost Proposal}) \times (\text{Maximum Points for Cost})] \div (\text{Cost of Each Higher Priced Proposal})$$

Example (Max Points for Contract Cost = 400):

Step 1

List all proposal prices, adjusted where appropriate by the application of applicable preferences claimed by the offeror.

Offeror #1	\$40,000
Offeror #2	\$42,750
Offeror #3	\$47,500

Step 2

In this example, the RFP allotted 40% of the available 1000 points to cost. This means that the lowest cost will receive the maximum number of points.

Offeror #1 receives 400 points.

The reason they receive that amount is that the lowest cost proposal, in this case, \$40,000, receives the maximum number of points allocated to cost, 400 points.

Offeror #2 receives 374 points.

$$\$40,000 \text{ lowest cost} \times 400 \text{ maximum points for cost} = 16,000,000 \div \$42,750 \text{ cost of Offeror \#2's proposal} = 374.2$$

Offeror #3 receives 336.8 points.

$$\$40,000 \text{ lowest cost} \times 400 \text{ maximum points for cost} = 16,000,000 \div \$47,500 \text{ cost of Offeror \#3's proposal} = 336.8$$

SEC. 5.09 ALASKA OFFEROR PREFERENCE

Per 2 AAC 12.260, if an offeror qualifies for the Alaska Bidder Preference, the offeror will receive an Alaska Offeror Preference. The preference will be 10% of the total available points, which will be added to the offeror's overall evaluation score.

Example:

Step 1

Determine the number of points available to qualifying offerors under this preference:

1000 Total Points Available in RFP x 10% Alaska Offeror preference = 100 Points for the preference

Step 2

Determine which offerors qualify as Alaska bidders and, thus, are eligible for the Alaska Offeror preference. For the purpose of this example, presume that all proposals have been completely evaluated based on the evaluation criteria in the RFP. The scores at this point are:

Offeror #1	830 points	No Preference	0 points
Offeror #2	740 points	Alaska Offeror Preference	100 points
Offeror #3	800 points	Alaska Offeror Preference	100 points

Step 3

Add the applicable Alaska Offeror preference amounts to the offerors' scores:

Offeror #1	830 points	
Offeror #2	840 points	(740 points + 100 points)
Offeror #3	900 points	(800 points + 100 points)

Offeror #3 is the highest-scoring offeror and would receive the award, provided their proposal is responsive and responsible.

SECTION 6. GENERAL PROCESS & LEGAL INFORMATION

SEC. 6.01 INFORMAL DEBRIEFING

When the contract is completed, an informal debriefing may be performed at the discretion of the project director or procurement officer. If performed, the scope of the debriefing will be limited to the work performed by the contractor.

SEC. 6.02 ALASKA BUSINESS LICENSE & OTHER REQUIRED LICENSES

Prior to the award of a contract, an offeror must hold a valid Alaska business license. However, in order to receive the Alaska Bidder Preference and other related preferences, such as the Alaska Veteran Preference and Alaska Offeror Preference, an offeror must hold a valid Alaska business license prior to the deadline for receipt of proposals. Offerors should contact the **Department of Commerce, Community and Economic Development, Division of Corporations, Business, and Professional Licensing, PO Box 110806, Juneau, Alaska 99811-0806**, for information on these licenses. Acceptable evidence that the offeror possesses a valid Alaska business license may consist of any one of the following:

- copy of an Alaska business license;
- certification on the proposal that the offeror has a valid Alaska business license and has included the license number in the proposal;
- a canceled check for the Alaska business license fee;
- a copy of the Alaska business license application with a receipt stamp from the state's occupational licensing office; or
- a sworn and notarized statement that the offeror has applied and paid for the Alaska business license.

You are not required to hold a valid Alaska business license at the time proposals are opened if you possess one of the following licenses and are offering services or supplies under that specific line of business:

- fisheries business licenses issued by the Alaska Department of Revenue or Alaska Department of Fish and Game,
- liquor licenses issued by the Alaska Department of Revenue for alcohol sales only,
- insurance licenses issued by the Alaska Department of Commerce, Community and Economic Development, Division of Insurance, or
- Mining licenses issued by the Alaska Department of Revenue.

Prior to the deadline for receipt of proposals, all offerors must hold any other necessary applicable professional licenses required by the Alaska Statutes.

SEC. 6.03 SITE INSPECTION

The state may conduct on-site visits to evaluate the offeror's capacity to perform the contract. An offeror must agree, at risk of being found non-responsive and having its proposal rejected, to

provide the state reasonable access to relevant portions of its work sites. Individuals designated by the procurement officer at the state's expense will make site inspections.

SEC. 6.04 CLARIFICATION OF OFFERS

In order to determine if a proposal is reasonably susceptible to award, communications by the procurement officer or the proposal evaluation committee (PEC) are permitted with an offeror to clarify uncertainties or eliminate confusion concerning the contents of a proposal. Clarifications may not result in a material or substantive change to the proposal. The evaluation by the procurement officer or the PEC may be adjusted as a result of a clarification under this section.

SEC. 6.05 DISCUSSIONS WITH OFFERORS

The state may conduct discussions with offerors in accordance with AS 36.30.240 and 2 AAC 12.290. The purpose of these discussions will be to ensure a full understanding of the requirements of the RFP and proposal. Discussions will be limited to specific sections of the RFP or proposal identified by the procurement officer. Discussions will only be held with offerors who have submitted a proposal deemed reasonably susceptible for award by the procurement officer. Discussions, if held, will be after the initial evaluation of proposals by the procurement officer or the PEC. If modifications are made as a result of these discussions, they will be put in writing. Following discussions, the procurement officer may set a time for best and final proposal submissions from those offerors with whom discussions were held. Proposals may be reevaluated after receipt of best and final proposal submissions.

If an offeror does not submit a best and final proposal or a notice of withdrawal, the offeror's immediate previous proposal is considered the offeror's best and final proposal.

Offerors with a disability needing accommodation should contact the procurement officer prior to the date set for discussions so that reasonable accommodation can be made. Any oral modification of a proposal must be reduced to writing by the offeror.

SEC. 6.06 EVALUATION OF PROPOSALS

The procurement officer or an evaluation committee made up of at least three state employees or public officials, will evaluate proposals. The evaluation will be based solely on the evaluation factors set out in **SECTION 5. EVALUATION CRITERIA & CONTRACTOR SELECTION**.

After receipt of proposals, if there is a need for any substantial clarification or material change in the RFP, an amendment will be issued. The amendment will incorporate the clarification or change, and a new date and time will be established for new or amended proposals. Evaluations may be adjusted as a result of receiving new or amended proposals.

SEC. 6.07 CONTRACT NEGOTIATION

After the final evaluation, the procurement officer may negotiate with the offeror of the highest-ranked proposal. Negotiations, if held, shall be within the scope of the request for proposals and limited to those items that would not affect the ranking of proposals. If the highest-ranked offeror

fails to provide necessary information for negotiations promptly or fails to negotiate in good faith, the state may terminate negotiations and negotiate with the offeror of the next highest-ranked proposal. Contract negotiations may be held via teleconference using Microsoft Teams if contract negotiations are commenced.

SEC. 6.08 FAILURE TO NEGOTIATE

If the selected offeror

- fails to provide the information required to begin negotiations in a timely manner; or
- fails to negotiate in good faith; or
- indicates they cannot perform the contract within the budgeted funds available for the project; or
- if the offeror and the state, after a good faith effort, simply cannot come to terms,

the state may terminate negotiations with the offeror initially selected and commence negotiations with the next highest-ranked offeror.

SEC. 6.09 OFFEROR NOTIFICATION OF SELECTION

After the completion of contract negotiation, the procurement officer will issue a written Notice of Intent to Award and send copies of that notice to all offerors who submit proposals. The notice will list the names of all offerors and identify the offeror selected for the award.

SEC. 6.10 PROTEST

AS 36.30.560 provides that an interested party may protest the content of the RFP.

An interested party is defined in 2 AAC 12.990(a) (7) as "an actual or prospective bidder or offeror whose economic interest might be affected substantially and directly by the issuance of a contract solicitation, the award of a contract, or the failure to award a contract."

If an interested party wishes to protest the content of a solicitation, the protest must be received, in writing, by the procurement officer at least ten days prior to the deadline for receipt of proposals.

AS 36.30.560 also provides that an interested party may protest the award of a contract or the proposed award of a contract.

If an offeror wishes to protest the award of a contract or the proposed award of a contract, the protest must be received, in writing, by the procurement officer within ten days after the date the Notice of Intent to Award the contract is issued.

A protester must have submitted a proposal in order to have sufficient standing to protest the proposed award of a contract. Protests must include the following information:

- the name, address, and telephone number of the protester;
- the signature of the protester or the protester's representative;
- identification of the contracting agency and the solicitation or contract at issue;

- a detailed statement of the legal and factual grounds of the protest, including copies of relevant documents; and
- the form of relief requested.

Protests filed by telex or telegram are not acceptable because they do not contain a signature. Fax copies containing a signature are acceptable.

The procurement officer will issue a written response to the protest. The response will set out the procurement officer's decision and contain the basis of the decision within the statutory time limit in AS 36.30.580. A copy of the decision will be furnished to the protester by certified mail, fax, or another method that provides evidence of receipt.

All offerors will be notified of any protest. The review of protests, decisions of the procurement officer, appeals, and hearings will be conducted in accordance with the State Procurement Code (AS 36.30), Article 8, "Legal and Contractual Remedies."

SEC. 6.11 APPLICATION OF PREFERENCES

Certain preferences apply to all state contracts, regardless of their dollar value. The Alaska Bidder, Alaska Veteran, and Alaska Offeror preferences are the most common preferences involved in the RFP process. Additional preferences that may apply to this procurement are listed below. Guides that contain excerpts from the relevant statutes and codes, explain when the preferences apply, and provide examples of how to calculate the preferences are available at the following website: [Application of Preferences](#).

- Alaska Products Preference - AS 36.30.332
- Recycled Products Preference - AS 36.30.337
- Local Agriculture and Fisheries Products Preference - AS 36.15.050
- Employment Program Preference - AS 36.30.321(b)
- Alaskans with Disabilities Preference - AS 36.30.321(d)
- Alaska Veteran's Preference - AS 36.30.321(f)
- Alaska Military Skills Program Preference – AS 36.30.321(l)

The Division of Vocational Rehabilitation in the Department of Labor and Workforce Development keeps a list of qualified employment programs and individuals who qualify as persons with a disability. As evidence of a business's or an individual's right to the Employment Program or Alaskans with Disabilities preferences, the Division of Vocational Rehabilitation will issue a certification letter. To take advantage of these preferences, a business or individual must be on the appropriate Division of Vocational Rehabilitation list prior to the time designated for the receipt of proposals. Offerors must attach a copy of their certification letter to the proposal. **An offeror's failure to provide this certification letter with their proposal will cause the state to disallow the preference.**

SEC. 6.12 ALASKA BIDDER PREFERENCE

An Alaska Bidder Preference of 5% will be applied to the price in the proposal. The preference will be given to an offeror who:

1. holds a current Alaska business license prior to the deadline for receipt of proposals;
2. submits a proposal for goods or services under the name appearing on the offeror's current Alaska business license;
3. has maintained a place of business within the state staffed by the offeror or an employee of the offeror for a period of six months immediately preceding the date of the proposal;
4. is incorporated or qualified to do business under the laws of the state, is a sole proprietorship and the proprietor is a resident of the state, is a limited liability company (LLC) organized under AS 10.50, and all members are residents of the state or is a partnership under AS 32.06 or AS 32.11 and all partners are residents of the state; and
5. if a joint venture is composed entirely of ventures that qualify under (1)-(4) of this subsection.

Alaska Bidder Preference Certification Form

In order to receive the Alaska Bidder Preference, the proposal must include the Alaska Bidder Preference Certification Form attached to this RFP. An offeror does not need to complete the Alaska Veteran Preference questions on the form if not claiming the Alaska Veteran Preference. An offeror's failure to provide this completed form with their proposal will cause the state to disallow the preference.

SEC. 6.13 ALASKA VETERAN PREFERENCE

An Alaska Veteran Preference of 5%, not to exceed \$5,000, will be applied to the price in the proposal. The preference will be given to an offeror who qualifies under AS 36.30.990(2) as an Alaska bidder and is a:

- a. sole proprietorship owned by an Alaska veteran;
- b. partnership under AS 32.06 or AS 32.11 if a majority of the partners are Alaska veterans;
- c. limited liability company organized under AS 10.50 if a majority of the members are Alaska veterans; or
- d. a corporation that is wholly owned by individuals, and a majority of the individuals are Alaska veterans.

In accordance with AS 36.30.321(i), the bidder must also add value by actually performing, controlling, managing, and supervising the services provided or for supplies; the bidder must have sold supplies of the general nature solicited to other state agencies, other government, or the general public.

Alaska Veteran Preference Certification

In order to receive the Alaska Veteran Preference, the proposal must include the Alaska Bidder Preference Certification Form attached to this RFP. An offeror's failure to provide this completed form with their proposal will cause the state to disallow the preference.

SEC. 6.14 ALASKA MILITARY SKILLS PROGRAM PREFERENCE

An Alaska Military Skills Program Preference of 2%, not to exceed \$5,000, will be applied to the price in the proposal. The preference will be given to an offeror who qualifies under AS 36.30.990(2) as an Alaska bidder and:

- a. Employs at least one person who is currently enrolled in, or within the previous two years graduated from, a United States Department of Defense SkillBridge or United States Army career skills program for service members or spouses of service members that offers civilian work experience through specific industry training, pre-apprenticeships, registered apprenticeships, or internships during the last 180 days before a service member separates or retires from the service; or
- b. has an active partnership with an entity that employs an apprentice through a program described above.

In accordance with AS 36.30.321(i), the bidder must also add value by actually performing, controlling, managing, and supervising the services provided or for supplies; the bidder must have sold supplies of the general nature solicited to other state agencies, other government, or the general public.

Alaska Military Skills Program Preference Certification

In order to receive the Alaska Military Skills Program Preference, the proposal must include the Alaska Bidder Preference Certification Form attached to this RFP. An offeror's failure to provide this completed form with their proposal will cause the state to disallow the preference.

SEC. 6.15 STANDARD CONTRACT PROVISIONS

The contractor will be required to sign the state's Standard Agreement Form for Professional Services Contracts (form SAF.DOC/Appendix A). The contractor must comply with the contract provisions set out in this attachment. No alteration of these provisions will be permitted without prior written approval from the Department of Law, and the state reserves the right to reject a proposal that is non-compliant or takes exception with the contract terms and conditions stated in the Agreement. Any requests to change language in this document (adjust, modify, add, delete, etc.) must be set out in the offeror's proposal in a separate document. Please include the following information with any change that you are proposing:

1. Identify the provision that the offeror takes exception with.
2. Identify why the provision is unjust, unreasonable, etc.
3. Identify exactly what suggested changes should be made.

SEC. 6.16 QUALIFIED OFFERORS

Per 2 AAC 12.875, unless provided for otherwise in the RFP, to qualify as an offeror for an award of a contract issued under AS 36.30, the offeror must:

1. Add value to the contract by actually performing, controlling, managing, or supervising the services to be provided; or
2. Be in the business of selling and have actually sold on a regular basis the supplies that are the subject of the RFP.

If the offeror leases services or supplies or acts as a broker or agency in providing the services or supplies in order to meet these requirements, the procurement officer may not accept the offeror as a qualified offeror under AS 36.30.

SEC. 6.17 PROPOSAL AS PART OF THE CONTRACT

Part of or all of this RFP and the successful proposal may be incorporated into the contract.

SEC. 6.18 ADDITIONAL TERMS & CONDITIONS

The state reserves the right to add terms and conditions during contract negotiations. These terms and conditions will be within the scope of the RFP and will not affect the evaluation of proposals.

SEC. 6.19 HUMAN TRAFFICKING

By signature on their proposal, the offeror certifies that the offeror is not established and headquartered or incorporated and headquartered in a country recognized as Tier 3 in the most recent United States Department of State's Trafficking in Persons Report.

The most recent United States Department of State's Trafficking in Persons Report can be found at the following website: <https://www.state.gov/trafficking-in-persons-report/>

Failure to comply with this requirement will cause the state to reject the proposal as non-responsive or cancel the contract.

SEC. 6.20 RIGHT OF REJECTION

Offerors must comply with all of the terms of the RFP, the State Procurement Code (AS 36.30), and all applicable local, state, and federal laws, codes, and regulations. The procurement officer may reject any proposal that does not comply with all of the material and substantial terms, conditions, and performance requirements of the RFP.

Offerors may not qualify the proposal nor restrict the rights of the state. If an offeror does so, the procurement officer may determine the proposal to be a non-responsive counteroffer and the proposal may be rejected.

Minor informalities that:

- do not affect responsiveness;
- are merely a matter of form or format;
- do not change the relative standing or otherwise prejudice other offers;
- do not change the meaning or scope of the RFP;
- are trivial, negligible, or immaterial in nature;
- do not reflect a material change in the work; or
- do not constitute a substantial reservation against a requirement or provision;

may be waived by the procurement officer.

The State reserves the right to refrain from making an award if it determines that it is not in the best interest of the State.

A proposal from a debarred or suspended offeror shall be rejected.

SEC. 6.21 STATE NOT RESPONSIBLE FOR PREPARATION COSTS

The state will not pay any cost associated with the preparation, submittal, presentation, or evaluation of any proposal.

SEC. 6.22 DISCLOSURE OF PROPOSAL CONTENTS

All proposals and other material submitted become the property of the State of Alaska and may be returned only at the state's option. AS 40.25.110 requires public records to be open to reasonable inspection. All proposal information, including detailed price and cost information, will be held in confidence during the evaluation process and prior to the time a Notice of Intent to Award is issued. Thereafter, proposals will become public information.

The Office of Procurement and Property Management (OPPM), or their designee recognizes that some information an offeror submits might be confidential under the United States or the State of Alaska Constitution, a federal statute or regulation, or a State of Alaska statute, i.e., might be confidential business information (CBI). See, e.g., article 1, section 1 of the Alaska Constitution; AS 45.50.910 – 45.50.945 (the Alaska Uniform Trade Secrets Act); *DNR v. Arctic Slope Regional Corp.*, 834 P.2d 134, 137-39 (Alaska 1991). For OPPM or their designee to treat information an offeror submits with its proposal as CBI, the offeror must do the following when submitting their proposal: (1) mark the specific information it asserts is CBI; and (2) for each discrete set of such information, identify, in writing, each authority the offeror asserts make the information CBI. If the offeror does not do these things, the information will become public after the Notice of Intent to Award is issued. If the offeror does these things, OPPM or their designee will evaluate the offeror's assertion upon receiving a request for the information. If OPPM or their designee reject the assertion, they will, to the extent permitted by federal and State of Alaska law, undertake reasonable measures to give the offeror an opportunity to object to the disclosure of the information.

SEC. 6.23 ASSIGNMENT

Per 2 AAC 12.480, the contractor may not transfer or assign any portion of the contract without prior written approval from the procurement officer.

SEC. 6.24 FORCE MAJEURE (IMPOSSIBILITY TO PERFORM)

The parties to a contract resulting from this RFP are not liable for the consequences of any failure to perform, or default in performing, any of its obligations under the contract if that failure or default is caused by any unforeseeable Force Majeure beyond the control of, and without the fault or negligence of, the respective party.

For the purposes of this RFP, Force Majeure will mean war (whether declared or not); revolution; invasion; insurrection; riot; civil commotion; sabotage; military or usurped power; lightning; explosion; fire; storm; drought; flood; earthquake; epidemic; quarantine; strikes; acts or restraints of governmental authorities affecting the project or directly or indirectly prohibiting or restricting the furnishing or use of materials or labor required; inability to secure materials, machinery, equipment or labor because of priority, allocation or other regulations of any governmental authorities.

SEC. 6.25 DISPUTES

A contract resulting from this RFP is governed by the laws of the State of Alaska. If the contractor has a claim arising in connection with the agreement that it cannot resolve with the State by mutual agreement, it shall pursue the claim, if at all, in accordance with the provisions of AS 36.30.620 – AS 36.30.632. To the extent not otherwise governed by the preceding, the claim shall be brought only in the Superior Court of the State of Alaska and not elsewhere.

SEC. 6.26 SEVERABILITY

If any provision of the contract or agreement is declared by a court to be illegal or in conflict with any law, the validity of the remaining terms and provisions will not be affected, and the rights and obligations of the parties will be construed and enforced as if the contract did not contain the particular provision held to be invalid.

SEC. 6.27 SUPPLEMENTAL TERMS & CONDITIONS

Proposals must comply with Section 6.08, Right of Rejection. However, if the state fails to identify or detect supplemental terms or conditions that conflict with those contained in this RFP or that diminish the state's rights under any contract resulting from the RFP, the term(s) or condition(s) will be considered null and void.

After the award of the contract:

- If conflict arises between a supplemental term or condition included in the proposal and a term or condition of the RFP, the term or condition of the RFP will prevail; and
- If the state's rights would be diminished as a result of the application of a supplemental term or condition included in the proposal, the supplemental term or condition will be considered null and void.

SEC. 6.28 SOLICITATION ADVERTISING

Public notice has been provided in accordance with 2 AAC 12.220.

SEC. 6.29 FEDERALLY IMPOSED TARIFFS

Price changes (increase or decrease) resulting directly from a new or updated federal tariff, excise tax, or duty imposed after contract award may be adjusted during the contract period or before delivery into the United States via a contract amendment.

- **Notification of Changes:** The contractor must promptly notify the procurement officer in writing of any new, increased, or decreased federal excise tax or duty that may result in either an increase or decrease in the contract price and shall take appropriate action as directed by the procurement officer.
- **After-imposed or Increased Taxes and Duties:** Any federal excise tax or duty for goods or services covered by this contract that was exempted or excluded on the contract award date but later imposed on the contractor during the contract period, as a result of legislative, judicial, or administrative action, may result in a price increase, provided:

- a. The tax or duty takes effect after the contract award date and isn't otherwise addressed by the contract.
 - b. The contractor warrants, in writing, that no amount of the newly imposed federal excise tax or duty or rate increase was included in the contract price, as a contingency or otherwise.
- **After-relieved or Decreased Taxes and Duties:** The contract price shall be decreased by the amount of any decrease in federal excise tax or duty for goods or services under the contract, except social security or other employment taxes, that the contractor is required to pay or bear, or does not obtain a refund of, through the contractor's fault, negligence, or failure to follow instructions of the procurement officer.
- **State's Ability to Make Changes:** The state reserves the right to request verification of federal excise tax or duty amounts on goods or services covered by this contract and increase or decrease the contract price accordingly.
- **Price Change Threshold:** No adjustment shall be made in the contract price under this clause unless the amount of the adjustment exceeds \$250.00.

SECTION 7. ATTACHMENTS

SEC. 7.01 ATTACHMENTS

Attachments:

1. Offeror Information & Certifications (Submittal Form A)
2. Cost Proposal (Submittal Form G)
3. Alaska Bidder Preference Certification Form
4. Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion Lower-tier Covered Transactions Form
5. Certification Regarding Lobbying Form
6. System for Award Management (SAM) Helpful Information
7. Certification Regarding Drug-free Workplace Requirements Form
8. Standard Agreement Form with Appendix A

SEC. 7.02 RFP RESPONSE CHECKLIST

This checklist is provided to assist both the offeror and the State in identifying the RFP requirements within the proposal. There may be additional requirements beyond those listed on this checklist. Offerors are responsible for thoroughly reviewing the RFP to ensure they have met all the requirements and provided all necessary information.

- a. Submission of complete and signed Submittal Forms A, B, C, D, E, F (if applicable), and G;
- b. Acknowledgement of receipt of all addenda, if applicable;
- c. Proof of receipt of proposal documents being received no later than 1:00 p.m., prevailing Alaska Daylight Time (AKDT), on Friday, September 24, 2025; and
- d. Submission of resumes meeting the mandatory requirements detailed under Sec. 4.04.