Request for Proposal
and Specifications for

Digital Cable and IPTV Television Service 2017

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Wayne State University
Procurement & Strategic Sourcing

January 7, 2017
January 7, 2017

Dear Vendors:

Wayne State University invites you to participate in its Request for Proposal process to provide Digital Cable and IPTV Television Services, for the Computing & Information Systems Department, per the specifications contained herein the Request for Proposal. This service is expected to commence on February 01, 2017.

We have a bid information package complete with the Request for Proposal and complete specifications available for downloading from the University Purchasing Web Site at http://www.forms.procurement.wayne.edu/Adv_bid/Adv_bid.html (include capitalization and underscores) as of January 7, 2017. When visiting the Web Site, click on the “Website Posting Category: Service” link in green. Copies of the RFP will not be available at the pre-proposal meeting. If you are interested in participating in this process, you and/or responsible representatives of your organization must attend our mandatory pre-proposal meeting to be held on:

January 13, 2017, 2:00 pm (EST)
Academic Administrative Building
5700 Cass Avenue,
Conference Room 4002
Detroit, MI 48202

Conference Call

** Vendors who would like to call into the meeting complete via Conference Call must complete the Registration Form (Appendix 2) enclosed with the RFP.

For your convenience a map of the University and appropriate parking lots can be downloaded and printed from: http://campusmap.wayne.edu. Guest parking in any of the University student and guest lots is $7.50. A detailed list of Cash & Credit Card operated lots can be viewed at http://procurement.wayne.edu/cash_and_credit_card_lots.php. Cash lots dispense change in quarters. Due to time constraints, Vendors are encouraged to avoid parking at meters on the street (especially blue “handicapped” meters). Please confirm your participation and/or attendance at the mandatory pre-proposal meeting by emailing your intent to participate (or not to participate) by sending Appendix 2 to Robert Kuhn at ac6243@wayne.edu no later than 12:00 noon on January 11, 2017.

We hope to see you at the mandatory pre-bid meeting. Please bring a copy of this Request for Proposal for your reference during the meeting. Should you have any questions or concerns about this invitation, please contact me at (313) 577–3712, or email: ac6243@wayne.edu. Thank you for your interest in doing business with Wayne State University.

Sincerely,

Robert Kuhn
Sr. Buyer

Enclosure
Cc: Leiann Day, David Fleig, Ken Doherty
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EXHIBITS TO BE SUBMITTED WITH VENDOR PROPOSAL(S)

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I. INTRODUCTION

A. Wayne State University, founded in 1868, is committed to preparing its students to excel in a fast-paced and interconnected global society. It combines the academic excellence of a major research university with the practical experiences of an institution whose history, location and diversity make it a microcosm of the world students will enter when they graduate. The University is classified by the Carnegie Foundation for the Advancement of Teaching as RU/VH (Research University, Very High research activity), a distinction held by only 2.3 percent of institutions of higher education in the United States. It has 13 colleges and schools and offers more than 380 academic programs including bachelor’s, master’s and doctoral degrees; post-baccalaureate, graduate and specialist certificates; and three professional programs (http://wayne.edu/about/facts/).

B. Procurement & Strategic Sourcing is soliciting proposals from qualified professional organizations, hereafter referred to as VENDOR(s), who specialize in providing Digital Cable and IPTV Television Service 2017 of superior quality, at competitive pricing, as described in the Statement of Work section of the Request for Proposal (RFP). The University is seeking to establish a Month-to-month, a 1 Year or 5 Year Agreement with a single provider, whichever is the most beneficial to the University. The Project must commence on or before February 01, 2017. See calendar below for 5 year agreement:

- Year 1: February 1, 2017 – September 30, 2017
- Year 2: October 1, 2017 – September 30, 2018
- Year 3: October 1, 2018 – September 30, 2019
- Year 4: October 1, 2019 – September 30, 2020
- Year 5: October 1, 2020 – September 30, 2021

This RFP outlines basic requirements as specified in the Scope of Work section of the RFP (Section III). Proposals submitted are to be in accordance with the outline and specifications contained in and are to remain in effect a minimum of 120 days from the date of submission, and may be subject to further extensions as negotiated.

C. The UNIVERSITY reserves the right to accept, reject, modify, and/or negotiate any and all proposals received in conjunction with the RFP. It reserves the right to waive any defect or informality in the Proposals on the basis of what it considers to be in its best interests. Any proposal may be rejected which the UNIVERSITY determines to be incomplete, conditional, obscure, or has irregularities of any kind. The UNIVERSITY reserves the right to award to the firm, or firms, which in its sole judgment, will best serve its long-term interest.

This RFP in no manner obligates the UNIVERSITY to the eventual purchase of any products or services described, implied, or which may be proposed, until confirmed by written agreement, and may be terminated by the UNIVERSITY without penalty or obligation at any time prior to the signing of an Agreement or Purchase Order.

D. Expenses for developing and presenting proposals shall be the entire responsibility of the VENDOR and shall not be chargeable to the UNIVERSITY. All supporting documentation and manuals submitted with this proposal will become the property of the UNIVERSITY.

E. All questions concerning this Request for Proposal are to be directed to Robert Kuhn, Sr. Buyer, Email: ac6243@wayne.edu and to Leiann Day, Procurement Analyst, Email: leiann.day@wayne.edu. Copy both Robert Kuhn and Leiann Day on all E-Mail questions. The deadline for questions is January 17, 2017, 12:00 noon. Under no circumstances may a VENDOR contact other individuals at the UNIVERSITY, or its consultants to discuss any aspect of this RFP, unless expressly authorized by Procurement & Strategic Sourcing to do so.

II. INFORMATION FOR VENDOR

A. General

This RFP contains requests for information. VENDORS, however, in responding to this RFP, are encouraged to provide any additional information they believe relevant. VENDORS are encouraged to examine all sections of this RFP carefully, in that the degree of interrelationship between sections is high.
B. Calendar of Events

<table>
<thead>
<tr>
<th>Activity</th>
<th>Responsibility</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Formal Release of RFP</td>
<td>Purchasing (PD)</td>
<td>January 7, 2017</td>
</tr>
<tr>
<td>Mandatory Pre-bid meeting at the Academic Administrative Building, 5700 Cass Avenue, Conference Room 4002, Detroit, MI 48202</td>
<td>PD/Evaluation Team (ET)/VENDORS</td>
<td>January 13, 2017 2:00 pm</td>
</tr>
<tr>
<td>Questions due to Procurement &amp; Strategic Sourcing</td>
<td>VENDORS</td>
<td>January 17, 2017 - 12 Noon</td>
</tr>
<tr>
<td>Delivery of Proposals to the Academic Administrative Bldg., Purchasing Dept., 5700 Cass Avenue, 4th Floor – Suite 4200, Detroit, MI</td>
<td>VENDORS</td>
<td>January 20, 2017 by 4:00 p.m.</td>
</tr>
<tr>
<td>Evaluation of Proposals (clarifications &amp; negotiations)</td>
<td>PD/ET</td>
<td>Beginning January 23, 2017</td>
</tr>
<tr>
<td>Announcement of Selected VENDOR</td>
<td>PD</td>
<td>Week of January 28, 2017</td>
</tr>
<tr>
<td>Readiness for Service/Contract Commencement</td>
<td>VENDORS</td>
<td>Week of February 1, 2017</td>
</tr>
</tbody>
</table>

The UNIVERSITY will make every effort to adhere to the above schedule. It is subject however, to time extensions at the University’s discretion.

C. Mandatory Pre-Proposal Meeting

You must attend a mandatory Pre-Proposal Meeting on January 13, 2017 at 2:00 pm (EST) at the Academic Administrative Building, 5700 Cass Avenue, Conference Room 4002, Detroit, MI 48202, as a condition for submitting a proposal.

Pre-registration for the meeting is to be made on or before Noon on January 11, 2017. Please email Appendix 2 to attention of Robert Kuhn at ac6243@wayne.edu to confirm your attendance.

During this meeting, we will answer any questions you may have to clarify any ambiguities in this Request for Proposal. Answers to questions that cannot be answered during this meeting will be emailed to all VENDORS and posted to the University website as soon as they are obtained.

D. Examination of the Request for Proposal

Before submitting proposals, each VENDOR will be held to have examined the UNIVERSITY requirements outlined in the Scope of Work and Technical Information sections, and satisfied itself as to the existing conditions under which it will be obligated to perform in accordance with specifications of this RFP.

No claim for additional compensation will be allowed due to unfamiliarity with the specifications and/or existing conditions. It shall be understood that the VENDOR has full knowledge of all of the existing conditions, and accepts them "as is."

E. Delivery of Proposals (10-30-2009)

An original (clearly marked as such) plus one copy (2 total) of concise proposals in booklet or notebook form with supporting documentation shall be delivered in a sealed envelope or container to UNIVERSITY Procurement & Strategic Sourcing.

In addition, an electronic version is required, which should be submitted to our secure mailbox at rfp@wayne.edu and be sure your subject line reads “(company name) RFP Digital Cable and IPTV Television Service 2017 Response”. The electronic submission should be limited to no more than one of each of the following file types: 1 Word Document and/or 1 Excel Workbook and/or 1 PDF document, with a total file size less than 20 megabytes. Zip files containing separate sections of a proposal
are not acceptable, drop box submissions are not accepted either. If your submission was sent correctly, you will receive an auto-reply message acknowledging receipt of your Proposal. If you do not receive an auto-reply message, check the address you used and resubmit your Proposal. However, in the event a discrepancy exists between the electronic submission and the original copy of the Vendor’s Response Proposal, the original copy will prevail.

Please note – Your RFP submission is not valid unless we receive both the hard copy and the electronic copy on or before the due date and time.

The specific format for responses is detailed in Section II F (below). Proposals and Schedule C, Cost Schedule must be signed and the authority of the individual signing must be stated thereon. All responses are to be addressed to:

ATTN.: Robert Kuhn, Sr. Buyer
Wayne State University
RFP: Digital Cable and IPTV Television Service 2017
5700 Cass Avenue, 4th Floor - Suite 4200 AAB
Detroit, MI 48202

And: E-mail a copy to RFP@wayne.edu /
Subject line: “(company name) RFP Digital Cable and IPTV Television Service 2017 Response”.

Deadline for receipt of proposals by Procurement & Strategic Sourcing is, January 20, 2017 by 4:00 p.m. (local time). Date and time will be stamped on the proposals by Procurement & Strategic Sourcing. Proposals received after that time will not be accepted. No details of the proposal will be divulged at the time of opening.

F. Proposal Format

Proposals are limited to 35 pages total, one sided, and eleven (11) point font. (This is inclusive of all required documents and schedules and any optional material included at the discretion of the respondent, but tab sheets and the cover pages do not count in the overall document count.)

Proposals are to be submitted in notebook form with appropriate indices. Each proposal should provide a straightforward concise description of the VENDOR’S service, approach and ability to meet the UNIVERSITY’S needs as stated in this RFP. Schedules and Exhibits listed below must be included in your proposal:

Schedules (provided in this package)

<table>
<thead>
<tr>
<th>Schedule</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>A -</td>
<td>Proposal Certification, Non Collusion Affidavit, VENDOR Acknowledgements</td>
</tr>
<tr>
<td>B -</td>
<td>Insurance Requirements</td>
</tr>
<tr>
<td>C -</td>
<td>Cost Schedule, Summary of Quoted Rates</td>
</tr>
<tr>
<td>D -</td>
<td>Summary Questionnaire</td>
</tr>
</tbody>
</table>

Exhibits (created by Vendors as needed)

<table>
<thead>
<tr>
<th>Exhibit</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 -</td>
<td>Exceptions/Restrictions; if any (Section II G)</td>
</tr>
<tr>
<td>2 -</td>
<td>Profile / Experience / References (Section II H)</td>
</tr>
<tr>
<td>3 -</td>
<td>VENDOR Service Plan (Section III)</td>
</tr>
</tbody>
</table>

Care should be exercised in preparation of the proposals since it is the UNIVERSITY’S intent to have the final contract documentation to consist of a University Standard Service Provider Agreement (Appendix 5) that incorporates the RFP, VENDOR Proposal, any letters of clarification, and will require the issuance of a Purchase Order for invoicing purposes.

Unnecessarily elaborate brochures or other presentations beyond those sufficient to present a complete and effective quotation are not desired.
G. Proposal Evaluation

1. Proposals will be evaluated and award will be based on the VENDOR'S ability to offer the best value (quality, past performance and price), and on anticipated quality of service. Items considered include but are not limited to:

- Ability to meet all mandatory requirements and specifications of this RFP;
- Cost of Services; Compensation and Fees; (Schedule C);
- Financial Strength of the VENDOR;
- Proposal Documentation / Presentation;
- VENDOR'S Experience (Exhibit 2);
- VENDOR Profiles/References; (Exhibit 2);
- VENDOR Service Plan; (Exhibit 3);

NOTE: Evaluation Criteria are in alphabetical order and are not stated in order of preference.

VENDOR proposals will be evaluated by a team consisting of members of the UNIVERSITY'S Purchasing and Computing & Information Systems. A preliminary screening will be used to identify competitive VENDORS who have met the mandatory requirements. Procurement & Strategic Sourcing may subsequently request selected VENDORS to make a presentation at a set time and date, to clarify information provided in the proposals. Final consideration, evaluation, and recommendation may be made at this point. However, the UNIVERSITY reserves the right to take additional time for reference review, site visits and/or proposal negotiations.

2. To qualify for evaluation, a VENDOR'S proposal must be responsive, must have been submitted on time and must materially satisfy all mandatory requirements identified throughout the RFP, in the judgment of the UNIVERSITY. Any deviation from requirements indicated herein must be stated in the proposal specifically under the category "Restricted Services", and clearly identified as Exhibit 1. Otherwise it will be considered that proposals are in strict compliance with all requirements. Check the box indicating "None" for Restricted Services on the Proposal Certification Schedule A. In those cases where mandatory requirements are stated, material failure to meet those requirements may result in disqualification of the VENDOR'S response.

3. If there are portions of any proposal the UNIVERSITY finds unacceptable or otherwise in need of clarification or revision, the UNIVERSITY reserves the right to clarify or negotiate with any or all VENDORS. Should the outcome of evaluations result in a recommendation, any resulting contract will be subject to the approval of the UNIVERSITY'S General Counsel and must be approved and signed by the appropriate UNIVERSITY representative.

4. After notification of acceptance of proposal and the signing of a resulting agreement and/or Purchase Order, the successful VENDOR will be expected to establish and be in a position to commence work or services on or before February 01, 2017.

H. VENDOR Profile, Experience, References, and Lost Accounts

1. VENDOR Profile should include:

VENDOR is required to provide organizational data that demonstrates the size, scope and capability of the Company to handle the UNIVERSITY'S specific requirements specified in this RFP. Explain any company relationships that could be construed to be a conflict of interest in doing business with the UNIVERSITY now or in the future.

Upon University request, VENDOR must agree to provide publicly distributed annual reports and/or independently audited financial statements including its statement of financial position, statement of operations, and statement of cash flows for at least the past three years. Vendor must further agree to permit the UNIVERSITY, upon request, to audit VENDOR's books as related to the Wayne State University account.

Failure to agree to this will result in disqualification of your bid (see Schedule D).

Financial Information will be treated as confidential and not added to the publicly permanent RFP file. Requested Financials must be sent to:
ATTN.: Kenneth Doherty, Assistant Vice President  
Procurement & Strategic Sourcing  
Wayne State University  
RFP: Digital Cable and IPTV Television Service 2017  
Procurement & Strategic Sourcing  
5700 Cass Avenue, 4th Floor - Suite 4200 AAB  
Detroit, MI  48202

VENDORS must include a self-addressed envelope marked "Confidential" with their financial statement. Statements will be returned upon completion of any University review.

2. Experience

VENDORS are to state in their proposals their qualifications to meet the RFP specifications in terms of past and current consulting experience with the same or similar requirements. This information should be provided in the VENDOR’S Exhibit 2 of their proposal. VENDORS are to focus on experiences with organizations having needs similar to that of the UNIVERSITY.

3. References

Upon request, VENDOR must agree to provide a minimum of three (3) qualified references. Requests for references will come from Robert Kuhn, Sr. Buyer, and will be treated as confidential and not added to the publicly permanent RFP file.

References are to be from organizations that have successfully utilized the products and services. The references supplied should include the name and address of the organization, and the contact name(s), titles, e-mail, and the telephone numbers.

Failure to agree to this will result in disqualification of your bid (see Schedule D).

4. Lost Accounts and Legal Actions

Upon request, VENDOR must agree to provide a list of significant accounts that the VENDOR has lost during the past three (3) years. “Significant” for this purpose shall be construed to mean accounts representing billings by the VENDOR in the range of $25,000.00 or more each year. A lost account can be defined when the vendor has been terminated on a job because of performance or default. Contact names and telephone numbers of affected Companies must be provided.

Indicate any significant past or pending lawsuits or malpractice claims against the VENDOR.

I. VENDOR Service Plan

Vendors should include a complete description of the products and services offered in their Proposal. The Service Plan should include, but not be limit to:

1. A summary of the products or services to be provided.
2. When applicable, a timeline showing how the Vendor plans to deliver products and/or services to fulfill any contract issued as a result of this RFP.
3. Key staff members at the Vendors organization that will be assigned to the University account or will otherwise be part of an implementation team.
4. Any resource requirements on the part of the University necessary in order for the Vendor to meet its obligations under an agreement resulting from this RFP.
5. Any hardware, software, or other technology the University must have in order to use the Vendors products or services.
6. Any alternative ideas or proposals that should be considered by the University in addition to the base proposal.
III. SCOPE OF WORK AND TECHNICAL REQUIREMENTS

Wayne State University (WSU) is seeking proposals to convert and update its existing free-to-guest analog campus cable television service and programming to a Hybrid Enterprise Streaming (IPTV) and Digital HDTV QAM free-to-guest model. WSU desires a solution where no set top boxes are required.

The University also desires a proposal for managed service to include maintenance and a 24/7/365 Call Center Help Desk.

Current programming is delivered via satellite from Dish Network and distributed via an aging analog headend to campus via a state-of-the-art 860 MHz hybrid fiber optic-coaxial network. WSU would like to decommission its existing analog headend and programming system and replace it with a modern digital system.

The University desires that the entirety of the conversion process shall be turnkey.

1. Statement of need
   a. The proposed digital system must integrate into the existing campus data network and fiber optic-coaxial cable network without the need for substantial changes, modifications or redesign.
      i. The University recognizes that some recalibration and rebalancing of signal levels may be required. Such recalibration and rebalancing shall be the bidder’s responsibility and shall be considered as part of the installation and maintenance processes.
   b. The University desires that the system be operated, managed and maintained by the successful bidder.
      i. Vendor shall manage a Call Center/Help Desk, Infrastructure Maintenance, Programming Maintenance and on-call support.
      1. WSU C&IT shall not provide any support beyond intra-building and inter-building network infrastructure which includes coaxial cable, fiber optic cable, related line amplifiers and related optical transmit/receive systems.
   c. The proposed solution must exist at other universities of comparable size and scope.
   d. The University desires to leverage the benefits of digital technology and would like to substantially reduce the physical size of any new equipment placed into the headend.
   e. The University desires to have programming cost fixed/held constant during term of contract. No programming or other services cost escalations are allowed during term of contract. The University desired a fixed cost contract, subject to change and/or cancellation provisions described herein.
   f. The University desires to have flexibility to add/delete/change programming on demand.
   g. List of buildings (billing units):
      i. Ghafari Hall (212), Atchinson Hall (264), Towers Residential Suites (300), Data Center (1), President’s office (1), Fitness Center (1), WSU Police Dept. (1), Tolan Park (1), Scott Hall (1), IBio (1), Digital Signage (1)
      ii. Total billing units (not prorated): 784
      iii. Potential list of future billing units
         1. Anthony Wayne Drive and Thompson Home Residence Halls and Apartments shall be approximately 700 billing units.
         2. FOR INFORMATION PURPOSES ONLY

2. Scope of Proposal by Bidders
   a. Bidders shall propose a detailed, comprehensive turnkey solution for all programming, hardware, software, external services, network services, installation, maintenance, warranty and help desk functions and/or requirements.
      i. Provide proposed programming lineup itemized by channel and format
         1. Hi Def channels
         2. Std Def channels
      ii. All work products and materials shall be clearly detailed and presented
         1. Provide submittals for all proposed hardware and software.
      iii. Provide detailed description of
1. Programming source (Ex: Comcast, AT&T, Dish Network, Direct TV, etc.)
2. Program distributor (Ex: Comcast, AT&T, Dish Network, Direct TV, etc.)
3. Service and delivery transport system.
4. Service and delivery format
   iv. Provide detailed project schedule
   v. Provide detailed cutover plan and change control
   vi. Provide detailed contract and contract terms
   vii. Provide and identify all programming source(s)
      1. Example: Dish Network DirecTV, Comcast, AT&T, etc.
   viii. Describe company, its history and its staff, with backgrounds, to be assigned
   ix. Any Owner-furnished requirements shall be detailed and presented

3. Programming lineup
   a. Appendix A (Main Bulk Sports and Entertainment)
   b. Appendix B (Foreign Language- Optional)
   c. CBC Windsor (optional)

4. Billing units
   a. Billing unit definitions (University)
      i. Each of the following shall count as and/or define one (1) billing unit:
         1. Door to common corridor or hallway in residential housing facilities
            a. Regardless of internal drops/outlets count
         2. Conference rooms, offices or common areas
            a. Per building, regardless of internal drop/outlet count
         3. Fitness Center as a whole
            a. Regardless of internal drop/outlet count
         4. Digital signage system as a whole
         5. University Apartment Complexes
            a. NOT INCLUDED AT THIS TIME
      b. Each bidder shall state its definition of “billing unit” as part of RFP response.

5. Prorating of billing – Academic period and Summer period
   a. Billing shall be calculated and prorated as follows to reflect academic period, Summer closures
      and no/low occupancy or use conditions.
      i. 9 months on – full occupancy (September – May)
      ii. 3 months off – closure/low occupancy (June – August)
   b. University-wide billing unit count
      i. 784 billing units total (current)
      ii. Prorated (example calculation)
         1. 784 units * 0.75 = 588 billable units per annum

6. Annual Proposal for Services - Renewal
   a. University Fiscal Year
      i. October 1 – September 30
      ii. Renewal proposals or invoices for annual payment of services shall be submitted no
          later than September 1 of current service/contract year.
      iii. Renewal proposal pricing must be valid for minimum of 1 year or shall conform to
           existing contract terms.

7. Billing and Invoicing
   a. Billed monthly
   b. 30 days net
   c. ACH payments preferred
      i. Describe procedure for use of ACH payments
   d. Annual prepayment
      i. Discount, if any for annual prepayment at beginning of new Fiscal Year
         1. Propose if applicable or available
   e. Provide sample monthly INVOICE itemizing programming, other services, fees, taxes, misc
      charges, rentals, etc.
      i. Provide all line items to be billed (amounts may be blank)
      ii. Describe any set top box fees that may be billed but are not included in cost proposal.
         1. One time
         2. Recurring
iii. Describe and itemize any local, state or federal taxes, fees, service charges, universal fees, FCC fees, governmental fees, municipal fees and/or franchise fees etc. that may be billed but are not included in cost proposal.

f. Provide sample itemized monthly CREDIT MEMO or INVOICE showing declining balance
   1. Provide itemized credit memo or monthly invoice showing declining credit balance shall be required.
   2. In case of annual or longer term prepayment for programming or services by University a monthly credit memo or invoice showing declining balance is required.

g. System failure or impairment
   i. In the event of a system failure, loss of programming (all or part) or impairment not caused by University, the cost of lost or impaired programming and/or service during outage shall be deducted on a daily, prorated basis from the total contract price.
   ii. Such deductions shall be credited during the current billing period or carried forward in a non-expiring manner in the event of advance long-term prepayment.
   iii. Temporary rain fade or rain/snow outages shall not apply
   iv. Describe “Force Majeure” terms and language that may apply.

8. Project Specifications
   a. All work shall conform to the latest version of the WSU Standards for Communications Infrastructure.
      i. [link to WSU Standards document]
      ii. Bidders are responsible for familiarizing themselves with the applicable WSU Standards.
   b. Describe headend requirements
      i. Describe how much physical space is required.
      ii. Describe the physical size of the equipment being proposed.
      iii. Describe the equipment AC power requirements and operating range.
      iv. Describe the environmental requirements.
         1. Describe ambient temperature and humidity requirements.
         2. Describe how much heat the equipment dissipates.
      v. Describe any external services required ie Network service.
   c. Programming
      i. Programming lineup
         1. See Appendix A and Optional Appendix B
         2. Bidders may propose alternate lineup or include specials offers.
      ii. Coaxial cable Programming to be all digital "CLEAR QAM" bulk free-to-guest unless otherwise noted or agreed to in advance.
      iii. Enterprise streaming (IPTV) programming to be all digital free-to-guest unless otherwise noted or agreed to in advance.
      iv. Selected channels may be desired to be provided in standard analog format (NTSC) for delivery by the existing coaxial cable
      v. 1080i/p or 720p Hi-Def clear QAM
      vi. 480p Std Def clear QAM
      vii. Easily selectable and changeable on demand via Service Provider Help Desk or self-service web-based interface
         1. 24 hour or less turnaround on programming change requests
         2. Billing to reflect changes
      viii. Provide reference list of other customers or universities where clear IPTV and QAM bulk free-to-guest programming is being provided.
   d. Programming cutover to new system
      i. Any outages shall be advance scheduled, coordinated and approved by an authorized representative of WSU C&IT.
      ii. All outages shall be subject to WSU C&IT Change Control Policies.
   e. System balancing
      i. Assist with rebalancing Optical to RF system levels to accommodate QAM modulation and carrier counts.
   f. Television and Exercise Equipment Rescanning and Retuning
      i. All television displays on campus are currently configured for NTSC analog reception.
ii. Most, if not all displays have built-in digital QAM tuners.
iii. Assist with rescanning and validating existing televisions and other displays on campus.
iv. Display count is approximately 150 units across approximately 10 buildings.
v. The bulk of the displays are in the Fitness Center.
g. Capable of interfacing with existing distribution system
   i. Olson Optical transmitters
      1. OTOT-870-15
      2. +15 dBmV
   ii. Olson Optical Receive nodes
      1. OTPN-1000
      2. OTPN-2000C
      3. CATV PDF files and drawings
         a. As required by bidders
h. Modulated NTSC analog carrier as pilot/AGC control and Test Signal for existing line amplifiers and overall system.
   i. Provide as required
   ii. Not to interfere
   iii. No additional programming cost
   iv. Programming source for modulated analog pilot/AGC carrier shall be existing Tektronix 1910 Digital NTSC Test Signal Generator
      1. Owner furnished
      2. Located in existing headend
   i. RF levels to input of optical distribution system
      i. To be determined by final channel count and format of programming selections
      ii. RF levels to match those recommended by Olson Technologies, Inc for its optical transmitters and receivers.
j. Optical carrier levels
   i. Optical carrier levels to be compatible with those recommended by Olson Technologies, Inc for its Optical Transmitters and Receiver Nodes
k. Optical receive node output levels
   i. Optical receive node levels to match those existing per Olson Technologies specifications
l. Outlet signal levels
   i. 0 dBmV to +15 dBmV

9. Enterprise Streaming (IPTV) Network service requirements
a. Describe all hardware and software required to support and operate the IPTV component of the Hybrid System.
b. Describe facility requirements for the IPTV component of the system.
c. Describe all data network requirements necessary to support IPTV system operation, such as but not limited to transport, maintenance, monitoring and remote control.
d. Delivery Method and format
   i. Describe encoding format (MPEG, H.264, H.265, etc)
   ii. Describe player/desktop application requirements
      1. Describe proprietary player if required or preferred
      2. Describe open source player capability (VLC, etc)
e. User Authentication
   i. Describe authentication capabilities (RADIUS, LDAP, etc)
f. Network Security
   i. Describe network security capabilities for all IPTV hardware, software and network attached devices
g. Data network loading
   i. Describe data network loading for single channel, multiple channels and full channel lineup.
   ii. Describe functionality over hardwired gigabit Ethernet connection.
   iii. Describe functionality over 802.11 b/g/n/ac 2.4 and 5 GHz wireless networks
   iv. Describe requirements for successful deployment into an 802.11 wireless environment.
v. Describe ideal and minimum 802.11 wireless environment requirements to ensure optimal user experience

10. System Block Diagram
   a. Provide detailed block diagram showing all major components of the Hybrid IPTV and QAM systems, their interconnections and their I/O requirements.

11. Describe method of delivery of programming to existing headend for both IPTV and QAM.
12. Describe Delivery method to end-user from existing headend.

13. Set Top Boxes
   a. Describe method to end-user from existing headend.

14. Access to facilities
   a. Upon request

15. Site work
   a. All site work shall be approved in advance by an authorized representative of WSU C&IT and FP&M.
   b. All building penetrations and entrances must be approved in advance by an authorized representative of WSU C&IT and FP&M.

16. Roof work
   a. NO ROOF PENETRATIONS ALLOWED
   b. Antenna systems
      i. All antenna systems and related work shall be clearly described in the proposal.
      ii. Antenna systems shall be warranted to withstand average and peak wind loads common to installed location, elevation above ground and all normal field conditions.
      iii. Describe in detail any non-penetrating antenna mounting systems
      iv. Describe in detail deicing system
   c. It shall be the contractor’s responsibility to be familiar with all related field conditions that may impact antenna operation, mounting, cabling and powering

17. Lightning protection/grounding
   a. All antenna systems shall be lightning protected and grounded to building steel frame or other approved ground.
   b. All coaxial cable shall be lightning protected.

18. Underground and aerial work
   a. All required underground work shall be clearly described in the proposal.
   b. No aerial work or aerial cabling is allowed.
   c. Use of WSU owned data network underground duct bank or conduit is not allowed without express written permission from authorized representative of WSU C&IT and FP&M.
   d. All underground work on University property shall be coordinated with authorized representative of WSU C&IT and FP&M.
   e. Contractor shall be responsible for any and all permits, fees, Miss Dig locating services.

19. Power requirements
   a. University prefers to use existing 208 volt single phase power for all devices whenever possible.
      i. NEMA C14-C15 power cords required for use with 208 volt power.

20. Help Desk
   a. Describe Call Center support services
   b. Describe time of operation ie: 24/7/365
   c. Describe promotional material to be made available to residential housing staff, students and others.
   d. Provide live Help Desk demonstration at mutually agreeable time as part of bid response
      i. Due date and terms of demo to be negotiated with WSU Purchasing and WSU C&IT.
      ii. Demo due date may be different or beyond general due date set forth in this RFP at a mutually agreeable time and place.

21. Current environment
   a. Service address and Headend location
      i. Ghafari Hall MDF and Rooftop
      ii. 695 Williams Mall, Detroit, MI 48202
   b. Hybrid coax/fiber/data network plant
      i. Fiber 8.3 micron SC/APC terminated single mode fiber
      ii. 860 MHz capable
iii. CCor line amps, 0.500” hardline riser, RG6U Commscope 2227V drop cable; Commscope 2287V RG-11U Riser and Commscope 2227V RG-6U drop cable
iv. Dell N2000, N3000, Cisco 2960 or Cisco 3750 switches for Enterprise Streaming and other network connections.
c. Olson optical transmitters and receive nodes
   i. Intra-building optical transport
d. See following CATV spec
e. The head end system will adhere to FCC performance standards including broadband signal level, CNR, CTB, interference, leakage requirements, etc.

22. Removal and disposal of existing analog headend equipment (Optional, see below)
a. Bidder shall propose removal and disposal of the existing analog headend equipment

23. No off air antennae – Detroit locals to be delivered as part of digital program service
   a. See optional CBC Windsor antenna

24. As built drawings
   a. As built drawings and pictures shall be included in the final closeout package.

25. As built drawings shall be in both AutoCAD (*.dwg) format and PDF format.

26. Third parties and subcontractors
   a. All third parties and subcontractors hired to work on the requested CATV System Upgrade shall be identified in advance.
   b. All third parties and subcontractors shall be approved in advance by an authorized representative of WSU C&IT.

27. Services, equipment and special contract terms
   a. To be included, but not limited to the following:
   b. To be itemized separately
   c. All interdependencies to be clearly stated and described
   d. Based on existing billing unit counts described above
   e. Channel guide
      i. To be both on screen and web based.
      ii. Web based version shall be interactive.
   f. 5 year term
      i. Programming
      ii. Help Desk
      iii. Hardware
      iv. Maintenance
   g. 1 year term
      i. Programming
      ii. Help Desk
      iii. Hardware
      iv. Maintenance
   h. Month-to-month
      i. Programming
      ii. Help Desk
      iii. Hardware
      iv. Maintenance
   i. Lease equipment and services
      i. Describe
         1. 5 year
         2. 1 year
   j. Purchase equipment and services
      i. Describe
         1. 5 year
         2. 1 year
   k. Help Desk Services/Call Center
      i. Describe offering
         1. Employee staffed
         2. Contractor staffed
   l. Monitoring system
i. Provide dashboard for local and remote monitoring of system performance and health.
   1. Describe in detail functionality and user interface

ii. Provide computer requirements
   1. Describe computer hardware, software, operating system and system configuration requirements
   2. Describe and OFE computer requirements

iii. SNMP Monitoring
   1. The purpose of the monitoring system shall be to identify and track outages such as lost channels and programming

iv. Video Monitoring
   1. The University desires a system whereas thumbnails of each program source can be combined into an easily viewable web page for monitoring by the C&IT NOC
   2. University desires system to be capable of sending SNMP traps to University provided network monitoring system.
   3. Describe capabilities
   4. Describe alternatives to using University Network Monitoring System
      a. Solarwinds

m. Maintenance Services
   i. Describe offering and scope of support
   ii. Describe options available
   iii. Describe levels of support
   iv. Describe response times
   v. Describe trouble ticketing process

n. Contracts
   i. Provide sample contracts covering
      1. Programming
      2. Purchase equipment
      3. Lease equipment
      4. Installation
      5. Maintenance
      6. Warranty
      7. Extended warranty

o. Cancellation terms if contract cancelled prior expiration
   i. Describe and provide amortized buyout schedule for early cancellation of lease
   ii. Describe any penalties
   iii. Provide written statement of cancellation policy and cost

p. Programming cost over length of term
   i. Itemize programming cost as follows
      1. By billing unit
      2. Per month
      3. Per year

q. Programming Change/Add/Delete
   i. University desires the ability to add, change and delete programming on an “ala carte” basis to meet demand and/or budget needs.
   ii. Describe any limitation or restrictions
   iii. Describe policy
      1. Programming change policy
         a. Describe programming change/add/delete policy
         b. Describe programming change/add/delete procedure
         c. Describe billing and invoicing impact

28. Ownership of and Title to New Infrastructure
   a. Describe in detail any new on-WSU property, premises or building infrastructure required to complete this project.
   b. Successful bidder shall work with WSU to establish and identify a Point of Demarcation (Demarc) which will define the WSU premises boundary and its location for purposes of this section.
c. Provision and installation of such infrastructure shall be the responsibility of the successful bidder.
i. Infrastructure to be defined as, but not limited to, handholes, manholes, conduits, raceways, optical cable, coaxial cable, UTP cable, hard line cable, antennae, terminations, power supplies, line amplifiers, taps, couplers, actives, passives, jacks, outlets, etc.
d. Ownership and legal title for such infrastructure upon its installation shall instantly transfer to WSU after satisfactory construction and acceptance by WSU.
e. Ownership and title transfer shall be in writing in a format acceptable to WSU Purchasing and WSU General Counsel.

29. Optional services
a. Foreign Language programming - 1 drop/1 classroom with multiple destinations within classroom such as computers with tuners.
i. Foreign language programming system shall be capable of operating as a separate system
ii. Foreign Language programming shall be offered as a separate, billable account with a unique account number, subject to the billing and payment terms described elsewhere in this document.
b. Emergency Alert System (EAS)
i. Describe EAS broadcasts
   1. Describe EAS operation and requirements.
   2. Describe any owner requirements for EAS.
c. CBC Windsor (Channel 9) may require an external antenna (HD)
i. Determine feasibility
   ii. Describe approach and requirements
d. Removal and disposal of existing analog headend equipment
   i. Bidder shall propose removal and disposal of the existing analog headend equipment

30. MTVu
a. Describe how existing MTVu analog programming might be combined and integrated into proposed digital system
b. MTVu system and programming provided by others and shall be considered OFE

31. Campus life channels
a. Describe how University originated channels and programming may be incorporated in the proposed system.
Appendix A – Main Programming Lineup (Typical)

<table>
<thead>
<tr>
<th>Channel</th>
<th>Network</th>
</tr>
</thead>
<tbody>
<tr>
<td>FOX2 (WJBK)</td>
<td>Comedy</td>
</tr>
<tr>
<td>CBS (WWJ)</td>
<td>Family</td>
</tr>
<tr>
<td>NBC (WDIV)</td>
<td>Disney</td>
</tr>
<tr>
<td>CW (WKBD)</td>
<td>Disney XD</td>
</tr>
<tr>
<td>PBS (WTVS)</td>
<td>Cartoon Network</td>
</tr>
<tr>
<td>ABC (WXYZ)</td>
<td>NICK</td>
</tr>
<tr>
<td>WMYD (MYTV)</td>
<td>Bravo</td>
</tr>
<tr>
<td>WADL</td>
<td>Food Network</td>
</tr>
<tr>
<td>The Weather Channel</td>
<td>HGTVD</td>
</tr>
<tr>
<td>CNN</td>
<td>A&amp;E</td>
</tr>
<tr>
<td>CNBC</td>
<td>E!</td>
</tr>
<tr>
<td>MSNBC</td>
<td>BET</td>
</tr>
<tr>
<td>FOX News</td>
<td>MTV</td>
</tr>
<tr>
<td>FOX Sports Detroit</td>
<td>MTV U (Owner Furnished)</td>
</tr>
<tr>
<td>ESPN</td>
<td>MTV 2</td>
</tr>
<tr>
<td>ESPN2</td>
<td>VH1</td>
</tr>
<tr>
<td>ESPN U</td>
<td>CMT Get Country</td>
</tr>
<tr>
<td>ESPN News Sportscenter</td>
<td>Great American Country</td>
</tr>
<tr>
<td>NFL Network</td>
<td>SPIKE</td>
</tr>
<tr>
<td>Big Ten Network</td>
<td>IFC</td>
</tr>
<tr>
<td>TBS</td>
<td>VH1 Classic</td>
</tr>
<tr>
<td>TNT</td>
<td>Lifetime</td>
</tr>
<tr>
<td>USA</td>
<td>We TV</td>
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<tr>
<td>FX</td>
<td>DIY</td>
</tr>
<tr>
<td>SyFy</td>
<td>GSN</td>
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<tr>
<td>Discovery</td>
<td>AMC</td>
</tr>
<tr>
<td>History</td>
<td>TCM</td>
</tr>
<tr>
<td>TLC</td>
<td>TVLAND</td>
</tr>
<tr>
<td>Animal Planet</td>
<td>truTV</td>
</tr>
<tr>
<td>OWN</td>
<td>C-SPAN</td>
</tr>
<tr>
<td>Science</td>
<td></td>
</tr>
<tr>
<td>Travel</td>
<td></td>
</tr>
<tr>
<td>BBC America</td>
<td></td>
</tr>
</tbody>
</table>
### Appendix B – Foreign Language Programming Lineup (Typical)

<table>
<thead>
<tr>
<th>Channel Number</th>
<th>Language</th>
<th>TV Channel</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Arabic</td>
<td>Al Jazeera</td>
</tr>
<tr>
<td>2</td>
<td>Chinese</td>
<td>Phoenix, Coeu</td>
</tr>
<tr>
<td>3</td>
<td>French</td>
<td>TV5Monde</td>
</tr>
<tr>
<td>4</td>
<td>German</td>
<td>ProSiebenSat.1, Welt</td>
</tr>
<tr>
<td>5</td>
<td>Italian</td>
<td>RAI</td>
</tr>
<tr>
<td>6</td>
<td>Japanese</td>
<td>TV Japan</td>
</tr>
<tr>
<td>7</td>
<td>Russian</td>
<td>NTV America</td>
</tr>
<tr>
<td>8</td>
<td>Greek</td>
<td>Antenna</td>
</tr>
<tr>
<td>9</td>
<td>Hebrew</td>
<td>The Israeli Network</td>
</tr>
<tr>
<td>10</td>
<td>Polish</td>
<td>Polsat 2, International</td>
</tr>
<tr>
<td>11</td>
<td>Spanish</td>
<td>CCTV TVE</td>
</tr>
<tr>
<td>12</td>
<td>Various</td>
<td>Eurochannel</td>
</tr>
<tr>
<td>13</td>
<td>Urdu</td>
<td>GeoTV</td>
</tr>
<tr>
<td>14</td>
<td>South Asian Tamil</td>
<td>Sun TV</td>
</tr>
<tr>
<td>15</td>
<td>South Asian Hindi</td>
<td>TV Zee-V</td>
</tr>
</tbody>
</table>
IV. SCOPE OF WORK AND OTHER TECHNICAL REQUIREMENTS

A. Fire Codes and Fire Safety Requirements

If a penetration or modification is required of the facility, VENDOR is to stop all work and apprise the Project Coordinator. All penetrations and alterations to the building/facility are strictly controlled to meet or exceed the existing fire codes and fire safety requirements. Any penetrations or alterations to the structure of the building/facility must be reported to the State Fire Marshal, which involves the preparation of detailed drawings and specifications for submission to the Bureau of Construction Codes and Fire Safety. Such drawings are prepared under the supervision of a licensed architect or registered professional engineer, with the documents bearing the stamp, accordingly.

B. Hazardous Materials are present within the building. Documentation will be conveyed to the successful bidder, however, due to the age of the edifice, friable materials should be presumed as asbestos containing and paint shall be presumed a containing lead. Specific testing of materials will ensue following clear construction means and methods, as determined by the low bidder.

C. Final electronic as built documents will be provided in accordance with the University standards. Contractor shall provide all documents prior to final payment.

D. Insurance Requirements (10-5-2009)

VENDORS must provide Certificates of Insurance or other evidence that insurance is in place. If awarded a contract, VENDOR must then provide a Certificate of Insurance naming Wayne State University / Office of Risk Management as the certificate holder. During the life of the contract, the VENDOR shall maintain the type of insurance as stated in Insurance Provision (Schedule B) attached and any additional requirements as specified by the UNIVERSITY Office of Risk Management for the VENDOR and assigned licensed VENDOR professionals.

The Board of Governors, Wayne State University, shall be named as an additional insured but only with respect to accidents arising out of said contract.

Questions on insurance requirements should be directed to Angela Moss, Director of the UNIVERSITY’S Risk Management Department at (313) 577-3110.

E. Construction Contract Terms

Said work will be governed by the Wayne State University Standard Agreement between the University and Contractor for Construction Services applicable to: Limited Scope Construction and Renovation Work and its related Terms and Conditions. A copy can be downloaded from our website at http://www.forms.purchasing.wayne.edu/RFPs/FPM_Construct_Standard_Terms.doc

F. PROPOSAL GUARANTEE

1. A certified check or bank draft payable to the Owner, or satisfactory Bid Bond executed by the Bidder and Surety Company, in an amount equal to not less than five percent (5%) of the maximum proposal amount shall be submitted with each Proposal, which amount may be forfeited to the Board of Governors, Wayne State University, if the successful Bidder refuses to enter into a Contract within sixty (60) days from receipt of Proposals.

2. The bid deposit of all bidders except the lowest three will be returned within three (3) days after the bids are opened. After the formal Contract and bonds are approved, the bid deposit will be returned to the lowest three bidders, except when forfeited.

3. Bid bonds shall be accompanied by a Power of Attorney authorizing the signer of the bond to do so on behalf of the Surety Company.
4. Withdrawal of Proposals is prohibited for a period of sixty (60) days after the actual date of opening thereof.

G. CONTRACT SECURITY (revised 4-2007)

A. The successful Bidder will be required to furnish a Performance Bond and Labor and Material Payment bond in an amount equal to 100% of the contract award amount, and include such cost in the Proposal, complying with the laws of the State of Michigan. The graduated formula no longer applies.

B. Performance Bond and Labor and Material Payment Bond shall be from a surety company acceptable to the Owner and made payable as follows:

(1) A bond for 100% of the contract award amount to the Board of Governors of Wayne State University, and guaranteeing the payment of all subcontractors and all indebtedness incurred for labor, materials, or any cause whatsoever on account of the Contractor in accordance with the laws of the State of Michigan relating to such bonds.

(2) A bond for 100% of the contract award amount to the Board of Governors of Wayne State University to guarantee and insure the completion of work according to the Contract.

C. The only acceptable Performance Bond shall be the AIA A312 – 2010.

H. BOND CLARIFICATION

For bids below $50,000.00,

1. Bid bond will not be required.
2. Performance Bond will not be required.

I. LIQUIDATED DAMAGES

It is understood and agreed that, if project is not completed within the time specified in the contract plus any extension of time allowed pursuant thereto, the actual damages sustained by the Owner because of any such delay, will be uncertain and difficult to ascertain, and it is agreed that the reasonable foreseeable value of the use of said project by Owner would be the sum of $250.00, (Two Hundred and Fifty Dollars) per day, and therefore the contractor shall pay as liquidated damages to the Owner the sum of $250.00, (Two Hundred and Fifty Dollars) per day for each day's delay in substantially completing said project beyond the time specified in the Contract and any extensions of time allowed thereunder.
IV. GENERAL REQUIREMENTS AND GUIDELINES

A. Terms and Conditions (2-23-2009)

Any contract between the UNIVERSITY and VENDOR resulting from this RFP will be made using the University’s Standard Service Provider Agreement (Exhibit V). The Agreement will incorporate this RFP and its terms and conditions by reference. Should the Vendor have additional terms to incorporate into the Agreement, the Vendor’s Proposal response must include a formal copy of any VENDOR's terms and conditions applicable to this transaction. Evaluation and acceptance and/or modification of these terms and conditions by the University’s General Counsel is essential prior to the award of the contract. If supplied, this should be included in Exhibit 1 of the Vendor’s proposal. In the event the VENDOR does not supply terms and conditions with their proposal, the University’s terms and conditions will govern this transaction.

B. Governing Law (Michigan)

VENDOR agrees that, in the event of a dispute, laws of the State of Michigan will prevail.

C. Non-Discrimination

The parties agree that in the performance of any contract they shall not discriminate in any manner on the basis of race, creed, color, national origin, age, religion, sex, sexual orientation, marital status or handicap protected by law. Such action shall include, but is not limited to the following: employment, upgrading, demotion, transfer, recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation. By submitting a proposal, VENDORS certify that they will conform to the provisions of the Federal Civil Rights Action of 1964, as amended. Information on the Civil Rights Act can be found at http://www.eeoc.gov/laws/statutes/titlevii.cfm

D. Civil Rights Requirements

All VENDORS must be in compliance with the directives of the Michigan Department of Civil Rights. The Department of Civil Rights web address is http://www.michigan.gov/mdcs/0,1607,7-147-6881—,00.html

E. Immigration Reform and Control Act of 1986

By submitting a proposal, the VENDORS certify that they do not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

F. Debarment Status (6-12-2009)

By submitting a proposal, VENDORS certify that they are not currently debarred from submitting bids on contracts. The University’s Department Policy can be found at http://procurement.wayne.edu/vendors/debarred.php. State of Michigan information on Debarment can be found at http://www.michigan.gov/buymichiganfirst/0,1607,7-225-48677-200442--00.html. The Federal Debarred Vendor List (Excluded Parties List System) and related links can be found at http://www.epis.gov/

G. Indemnification and Hold Harmless

The VENDOR shall defend, indemnify and hold harmless the UNIVERSITY, its officers, employees and agents, against any and all liability of whatever nature which may arise directly or indirectly by reason of the VENDOR’s performance under this Agreement.

H. VENDOR Liability

The VENDOR will be liable for any associated costs of repairs for damage to buildings or other UNIVERSITY property caused by the negligence of the VENDOR's employees.

I. Early Termination by the University

The UNIVERSITY shall have the right to terminate the contract with the VENDOR without penalty after the UNIVERSITY’S thirty (30) days written notice of termination to the VENDOR under the following circumstances:

1. Default of VENDOR

It shall be considered a default whenever the VENDOR shall:

a. Disregard or violate material provisions of the contract documents or UNIVERSITY instructions, or fail to execute the work according to the agreed upon schedule of completion and/or time of completion specified, including extensions thereof, or fail to reach agreed upon performance results.

b. Declare bankruptcy, become insolvent, or assign company assets for the benefit of creditors.

2. Convenience of the UNIVERSITY

When termination of the contract is determined to be in the best interest of the University for serving it’s community, and its students, faculty, and staff.

Note: Any contract cancellation notice shall not relieve the VENDOR of the obligation to deliver and/or perform prior to the effective date of cancellation.

J. Cancellation of Contract by VENDOR

VENDOR must provide a minimum of ninety (90) days written notice of cancellation of contract to the UNIVERSITY regardless of the reason for said termination. Such notification must be sent to:

Kenneth Doherty, Assistant Vice President
Procurement & Strategic Sourcing
Wayne State University
RFP: Digital Cable and IPTV Television Service 2017
5700 Cass Avenue, Suite 4200, AAB
Detroit, MI 48202

K. Joint or Partnering Bids/Proposals

A joint bid/proposal by two or more Vendors proposing to participate jointly in performance of proposed work may be submitted. A single Vendor must be clearly identified as the “Primary Vendor” who will assume responsibility for performance of all other Vendors and all subcontractors. The Primary Vendor must identify itself as such and submit the proposal under its company name and signature. If a contract is awarded in response to a joint bid/proposal, the Primary Vendor must execute the contract and all Partner Vendors must verify in writing that the Primary Vendor is authorized to represent them in all matters relating to the contract. At least one of the Vendors must have attended any and all mandatory Pre-Proposal or other meetings.

L. Non-Assignment

The agreement shall be between the UNIVERSITY and the VENDOR and the VENDOR shall neither assign nor delegate the agreement, its rights or obligations, or any of its terms without the express written permission of the UNIVERSITY.

M. Price Schedules

VENDOR is to quote the products and services in accordance with specifications set forth in this Request for Proposal. Prices and other requested data must be stated on or in the exact format of Cost Schedule C. Vendors must not modify the format of any Price Schedule or to alter its functionality.

Please Note: You must respond using Schedule C. Failure to do so may result in disqualification of your Proposal. VENDOR shall be responsible for all errors and omissions.

A copy of Cost Schedule C is to be provided in Excel format with your electronic submission. The paper copy will govern if any discrepancies exist between the paper copy and electronic version.
Pricing Variances

No changes shall be made, nor invoices paid for extra changes, alterations, modifications, deviations, and extra orders except upon a written change order from the UNIVERSITY. The UNIVERSITY will not authorize payment for changes, alterations, modifications, deviations, etc. that are a result of VENDOR error.

Certification, Affidavit, and Acknowledgements (11-01-11)

The Proposal Certification, Non-Collusion Affidavit, and Vendor Acknowledgements, Schedule A, must be executed as a part of the VENDOR’s proposal.

P. VENDOR Payment/Billing Terms

Payments of invoices will be made thirty (30) days after receipt and approval of invoice, by the UNIVERSITY, for each month completed.

ACH payments are both faster and less costly for Vendors and the University. As a result, this is the University’s preferred payment method. To enroll in the University’s ACH program, visit http://fisops.wayne.edu/disbursements/tax-forms.php and download the ACH payment agreement form. The completed form should be signed and sent to vendorach@wayne.edu.

Entire Agreement

An agreement, when fully executed, shall incorporate by reference this RFP and the Vendor’s response Proposal, and will contain all the covenants and agreements between the parties with respect to the subject matter of this agreement. Any amendment or modification to this agreement must be in writing and signed by all parties.

Severability

It is understood and agreed that if any part, term, or provision of this agreement is held to be illegal or in conflict with any law of the State of Michigan, the validity of the remaining portions or provisions shall be construed and enforced as if the Agreement did not contain the particular part, term, or provision held to be invalid.

Modification of Service

The UNIVERSITY reserves the right to modify the services during the course of the contract, with concurrence of the VENDOR. Any changes in pricing and rates proposed by the VENDOR resulting from such changes are subject to acceptance by the UNIVERSITY.

In the event prices and rates cannot be negotiated to the satisfaction of both parties, the contract may be subject to cancellation and competitive bidding based upon the new specifications.

Publicity

VENDORS must refrain from giving any reference to this project, whether in the form of press releases, brochures, photographic coverage, or verbal announcements, without written approval from the UNIVERSITY.

Independent Contractor

The VENDOR agrees that in all respects its relationship with the UNIVERSITY will be that of an independent contractor. Vendor will not act or represent that it is acting as an agent of the UNIVERSITY or incur any obligation on the part of the UNIVERSITY without written authority of the UNIVERSITY.

Confidentiality

Proposals could be subject to public review after the contracts have been awarded. VENDORS responding to this proposal are cautioned not to include any proprietary information as part of their proposal unless such proprietary information is carefully identified as such in writing, and the UNIVERSITY accepts, in writing, the information as proprietary.

Credit References

From time to time, the University is asked to provide credit and business references to potential new Vendors. In the event your company is awarded a contract as a result of your response to this RFP, the University would like the option to include your company as a future reference.

Insurance Requirements (10-5-2009)

VENDORS must provide Certificates of Insurance or other evidence that insurance is in place. If awarded a contract, VENDOR must then provide a Certificate of Insurance naming Wayne State University / Office of Risk Management as a certificate holder and the Board of Governors as an additional insured. During the life of the contract, the VENDOR must maintain insurance as stated in Insurance Provisions (Schedule B) and any additional requirements as specified by the UNIVERSITY Office of Risk Management.

Minority, Woman and Disabled Veteran Owned Business Enterprises (M/W/DVBEs)

Specify in your proposal whether ownership of your company is a certified M/W/DVBE. The University, in accordance with guidelines from the MMSDC and WBENC, considers an M/W/DVBE as one that is at least 51% owned, operated, and controlled by an M/W/DVBE, or in case of a publicly-owned business, at least 51% of the stock must be owned by an M/W/DVBE.

If the firm is not an M/W/DVBE, describe the firm’s partnering relationships (if any) with M/W/DBE and how it plans to support the UNIVERSITY’S goal to award UNIVERSITY business to M/W/DVBEs.

1. Reporting

The selected firm will identify and fairly consider M/W/DVBE for subcontracting opportunities when qualified firms are available to perform a given task in performing for the UNIVERSITY under the resulting agreement. The selected VENDOR must submit a quarterly M/W/DVBE business report to the UNIVERSITY Procurement & Strategic Sourcing by the 15th of the month following each calendar quarter; specifically the months of April, July, October, and January. Such reports should be sent directly to:

Kenneth Doherty, Assistant Vice President
Procurement & Strategic Sourcing
Wayne State University

Digital Cable Television Service 2017
5700 Cass Avenue, Suite 4200, AAB
Detroit, MI 48202

2. Report Detail

M/W/DVBE business reports must contain, but are not limited to the following:
- Firm’s name, address, and phone number with which the VENDOR has contracted over the specified quarterly period
- Contact person at the minority firm who has knowledge of the specified information
- Type of goods and/or services provided over the specified period of time
- Total amount paid to the minority firm as it relates to the UNIVERSITY account.

Specify in your proposal whether your company is a certified 8(A) firm.

A complete set of the University’s Supplier Diversity Program, which includes complete definitions of each of the above, can be downloaded from our web site at http://procurement.wayne.edu/docs/university_policy_2004_02.doc.

Ownership of Documents

All documents prepared by the VENDOR, including but not limited to: tracings, drawings, estimates, specifications, field notes, investigations, studies and reports, shall become the property of the UNIVERSITY. At the UNIVERSITY’S option, such documents will be delivered to...
UNIVERSITY Procurement & Strategic Sourcing. Prior to completion of the contracted services, the UNIVERSITY shall have a recognized proprietary interest in the work product of the VENDOR.

AA. **Prevailing Wage Rates** *(4-25-2010)*
   Not Applicable

BB. **Buy American**

Wayne State University intends to purchase products in the United States of America whenever an American made* product is available that meets or exceeds the specifications requested and the price is equal to or lower than a foreign made product. Vendors are required to bid American made products whenever available. Vendors may bid foreign made products when:

1) They are specified
2) As an alternate as long as they are technically equal to the product specified.

* (More than 50% of the product is manufactured or assembled in the U.S.A.)

CC. **Smoke and Tobacco-Free Policies** *(9-2015)*

On August 19, 2015, Wayne State joined hundreds of colleges and universities across the country that have adopted smoke- and tobacco-free policies for indoor and outdoor spaces. Contractors are responsible to ensure that all employees and all subcontractors’ employees are in compliance anytime they are on WSU’s main, medical, or extension center campuses. The complete policy can be found at http://wayne.edu/smoke-free/policy/.
Schedule A

Response to Wayne State University
Request for Proposal
RFP: Digital Cable and IPTV Television Service
And To Any Amendments, Thereto

Dated: January 7, 2017

Proposal Certification, Acknowledgements,
and Non-Collusion Affidavit

VENDOR is to certify its proposal as to its compliance with the Request for Proposal specifications using the language as stated hereon.

ACKNOWLEDGEMENTS

By virtue of submittal of a Proposal, VENDOR acknowledges and agrees that:

- All of the requirements in the Scope of Work of this RFP have been read, understood and accepted.
- The University’s General Requirements and Guidelines have been read, understood and accepted.
- Compliance with the Requirements and/or Specifications, General Requirements and Guidelines, and any applicable Supplemental Terms and Conditions will be assumed acceptable to the VENDOR if not otherwise noted in the submittal in an Exhibit I, Restricted Services.
- The Supplier is presently not debarred, suspended, proposed for debarment, declared ineligible, nor voluntarily excluded from covered transactions by any Federal or State of Michigan department or agency.
- Wayne State University is a constitutionally autonomous public university within Michigan’s system of public colleges and universities, and as such, is subject to the State of Michigan Freedom of Information Act 442 of 1976. Any Responses Proposals, materials, correspondence, or documents provided to the University are subject to the State of Michigan Freedom of Information Act, and may be released to third parties in compliance with that Act, regardless of notations in the VENDOR’s Proposal to the contrary.
- Any contract between the UNIVERSITY and VENDOR resulting from the RFP will be made using the University’s Standard Service Provider Agreement. The Agreement will incorporate this RFP and its terms and conditions and Vendor’s Response Proposal by reference. Should the Vendor have additional terms to incorporate into the Agreement, they will be incorporated into the Agreement as an Appendix.
- All of the Terms and Conditions of this RFP and Vendor’s Response Proposal become part of any ensuing agreement, regardless of whether the ensuing agreement specifically references the RFP and Vendor’s Response Proposal.
- The individual signing below has authority to make these commitments on behalf of Supplier.
- This proposal remains in effect for [120] days.

VENDOR, through the signature of its agent below, hereby offers to provide the requested products/services at the prices specified, and under the terms and conditions stated and incorporated into this RFP.

PROPOSAL CERTIFICATION

The undersigned, duly authorized to represent the persons, firms and corporations joining and participating in the submission of this Proposal states that the Proposal contained herein is complete and is in strict compliance with the requirements of the subject Request for Proposal dated January 7, 2017, except as noted in Exhibit 1, the “Restricted Services/Exceptions to RFP” section of the Proposal. If there are no modifications, deviations or exceptions, indicate “None” in the box below:

- [ ] NONE – There are no exceptions to the University’s requirements or terms
- [ ] YES – Exceptions exist as shown in Exhibit 1, Restricted Services.

NON-COLLUSION AFFIDAVIT

The undersigned, duly authorized to represent the persons, firms and corporations joining and participating in the submission of the foregoing Proposal, states that to the best of his or her belief and knowledge no person, firm or
corporation, nor any person duly representing the same joining and participating in the submission of the foregoing Proposal, has directly or indirectly entered into any agreement or arrangement with any other VENDORS, or with any official of the UNIVERSITY or any employee thereof, or any person, firm or corporation under contract with the UNIVERSITY whereby the VENDOR, in order to induce acceptance of the foregoing Proposal by said UNIVERSITY, has paid or given or is to pay or give to any other VENDOR or to any of the aforementioned persons anything of value whatever, and that the VENDOR has not, directly or indirectly entered into any arrangement or agreement with any other VENDOR or VENDORS which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing Proposal.

The VENDOR hereby certifies that neither it, its officers, partners, owners, providers, representatives, employees and parties in interest, including the affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other proposer, potential proposer, firm or person, in connection with this solicitation, to submit a collusive or sham bid, to refrain from bidding, to manipulate or ascertain the price(s) of other proposers or potential proposers, or to obtain through any unlawful act an advantage over other proposers or the college.

The prices submitted herein have been arrived at in an entirely independent and lawful manner by the proposer without consultation with other proposers or potential proposers or foreknowledge of the prices to be submitted in response to this solicitation by other proposers or potential proposers on the part of the proposer, its officers, partners, owners, providers, representatives, employees or parties in interest, including the affiant.

CONFLICT OF INTEREST

The undersigned proposer and each person signing on behalf of the proposer certifies, and in the case of a sole proprietorship, partnership or corporation, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of their knowledge and belief, no member of the UNIVERSITY, nor any employee, or person, whose salary is payable in whole or in part by the UNIVERSITY, has a direct or indirect financial interest in the award of this Proposal, or in the services to which this Proposal relates, or in any of the profits, real or potential, thereof, except as noted otherwise herein.

Any notice required under the Agreement shall be personally delivered or mailed by first class or certified mail, with proper postage, prepaid, to the Subject VENDOR at the following address:

Company Name: _________________________________________________________
Address: ________________________________________________________________
Telephone: ____________________________
Fax: ____________________________
Email address: _________________________________________________________
Submitted by: ____________________________________________________________
Signature  _________________________________________________________
____________________________________    ___________________
(Title)                                                  (Date)
Schedule B - INSURANCE REQUIREMENTS

(Rev 2-2015)

____________________________________________, at its sole expense, shall cause to be issued and maintained in full effect for the term of this agreement, insurance as set forth hereunder:

<table>
<thead>
<tr>
<th>Type of Insurance</th>
<th>General Requirements</th>
<th>Minimum Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Commercial General Liability (CGL)</td>
<td>CGL insurance should be written on ISO form CG 00 01 (or equivalent substitute)</td>
<td>$1,000,000 combined single limit</td>
</tr>
<tr>
<td></td>
<td>Contracts valued at $100,000 per year or more</td>
<td>$2,000,000 annual aggregate</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Umbrella Liability per occurrence and in the annual aggregate of $5,000,000.</td>
</tr>
<tr>
<td>2. Commercial Automobile Liability</td>
<td>(including hired and non-owned vehicles)</td>
<td>$1,000,000 combined single limit per accident for bodily injury and property damage, without annual aggregate.</td>
</tr>
<tr>
<td>3. Workers' Compensation</td>
<td>(Employers' Liability)</td>
<td>Required by the State of Michigan and Employer's Liability in the amount of $500,000 per accident for bodily injury or disease.</td>
</tr>
</tbody>
</table>

**Maximum Acceptable Deductibles**

<table>
<thead>
<tr>
<th>Type of Insurance</th>
<th>Deductible</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial General Liability</td>
<td>$5,000</td>
</tr>
<tr>
<td>Commercial Automobile Liability</td>
<td>0</td>
</tr>
<tr>
<td>Workers' Compensation</td>
<td>0</td>
</tr>
<tr>
<td>Property - All Risk</td>
<td>$1,000</td>
</tr>
</tbody>
</table>

**Coverage**

1. All liability policies must be written on an occurrence form of coverage.
2. Commercial General Liability (CGL) includes, but is not limited to: consumption or use of products, existence of equipment or machines on location, and contractual obligations to customers.
3. The Board of Governors of Wayne State University shall be named as an additional insured, but only with respect to accidents arising out of said contract.
4. The additional insured provision shall contain a cross liability clause as follows: “The insurance afforded applies separately to each insured against whose claim is made or suit is brought, except with respects to the limits of the company’s liability.”
5. The insurance company for each line of insurance coverage will be reviewed and checked per the A.M. Best’s Key Rating Guide. *A rating of not less than “A-” is required*

**Certificates of Insurance**

1. Certificates of Insurance naming Wayne State University / Office of Risk Management as the certificate holder and stating the minimum required coverage must be forwarded to the Office of Risk Management to be verified and authenticated with the agent and/or insurance company.
2. Certificates shall contain a statement from the insurer that, for this contract, the care, and custody or control exclusion is waived.
3. Certificates shall be issued on a ACORD form or one containing the equivalent wording, and require giving WSU a thirty (30) day written notice of cancellation or material change prior to the normal expiration of coverage.
4. Revised certificates must be forwarded to the Office of Risk Management thirty (30) days prior to the expiration of any insurance coverage listed on the original certificate, as follows:

   Wayne State University  
   Office of Risk Management  
   5700 Cass Avenue, Suite 4622 AAB  
   Detroit, MI 48202

**Specific Requirements** - Individual contracts may require coverage in addition to the minimum general requirement such as, business interruption, higher limits and or blanket fidelity insurance.

**Exception to the insurance requirements** is to be approved, in writing, by the Office of Risk Management. Exceptions are determined by the type and nature of the contract and the individual contractor.
Schedule C
(Cost Schedule; Compensation and Fees)

See web site:

http://www.forms.procurement.wayne.edu/Adv_bid/Adv_bid.html
<table>
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<tr>
<th>Question</th>
<th>YES</th>
<th>ALTERNATIVE</th>
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<tbody>
<tr>
<td>1. Can your company commence on or before February 01, 2017?</td>
<td></td>
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<tr>
<td>2. Does your company agree to provide a minimum of 3 references to the University upon request, with specific contact names and phone numbers?</td>
<td></td>
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<tr>
<td>3. Did you attend the mandatory Pre-Proposal meeting on January 13, 2017?</td>
<td></td>
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<tr>
<td>4. If awarded a contract, will your company provide a certificate of insurance to meet or exceed all our minimum requirements?</td>
<td></td>
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<tr>
<td>5. Did your company provide the required Proposal Certification, Non- Collusion Affidavit and Vendor Acknowledgement, Schedule A?</td>
<td></td>
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<tr>
<td>6. Did your company complete and provide the Summary Price Schedule C, and submit it electronically to <a href="mailto:rfp@wayne.edu">rfp@wayne.edu</a>? (Zip Files and Drop Box submissions are not acceptable)</td>
<td></td>
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<tr>
<td>7. Does your company agree to enroll in our ACH payment program?</td>
<td></td>
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<td>8. Did your company agree to guarantee to maintain a top priority for the UNIVERSITY?</td>
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<td>9. Please complete the following questions:</td>
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<td>Total number of employees in your company</td>
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<tr>
<td>Total years in business with this company name</td>
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<td>10. Does your company agree to provide financial reports to the University upon request?</td>
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<td>11. Does your company agree to allow the UNIVERSITY to audit your books pertaining to the UNIVERSITY account?</td>
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<tr>
<td>12. Are there any conflicts of interest in doing business with the University?</td>
<td>Yes</td>
<td>No</td>
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<tr>
<td>13. Did your company provide a “Restricted Services” exhibit, EXHIBIT 1?</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>14. Does your company agree to provide a list of lost accounts in excess of $25,000?</td>
<td></td>
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<tr>
<td>15. Did your company quote services at prevailing wage rates where applicable and clearly indicate such in your proposal?</td>
<td>N.A.</td>
<td></td>
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<tr>
<td>16. If awarded an agreement as a result of this RFP, is your company willing to serve as a future credit reference for the University?</td>
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<td>17. Does your company agree to comply with the University Smoke and Tobacco Free Policies?</td>
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</table>
18. **ADDENDA:**

The undersigned affirms that the cost of all work covered by the following Addenda are included in the lump sum price of this proposal.

<table>
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<th>Addendum No.</th>
<th>Date</th>
<th>Addendum No.</th>
<th>Date</th>
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**Company Name:**

__________________________________________________________________________

**Signature**

__________________________________________________________________________

**Typed Name**

__________________________________________________________________________

____________________________________    ___________________

(Title)                                                  (Date)
Schedule E – Detailed Questionnaire

Note: Please expand on your answers as required.

1. Does your company fully understand the technical scope, requirements and project specifications of this RFP?
   a. Yes
   b. No (if no, explain)

2. Does your company offer “Clear QAM” bulk, free-to-guest digital service?
   a. Yes
   b. No (if no, explain)

3. Does your company currently provide clear QAM bulk services to other customers in the Detroit metro area or beyond?
   a. Yes (if yes, to where and to whom)
   b. No (if no, explain)

4. Does your company require a set top box?
   a. Yes
   b. No (if no, explain)

5. Does your proposal conform to the WSU Communications Standards?
   a. Yes
   b. No (if no, explain)

6. Does your company allow for a mix of digital QAM and NTSC channels?
   a. Yes
   b. No (if no, explain)

7. Can your company offer clear QAM bulk services to the University service address in this RFP?
   a. Yes
   b. No (if no, explain)

8. Does your company require any underground work
   a. Yes (if yes, explain)
   b. No

9. Does your company offer Help Desk Service?
   a. Yes
   b. No (if no, explain)

10. Does your company offer a Network/System Monitoring capability?
    a. Yes
    b. No (if no, explain)
11. Does your company use non-employee third party contractors for any proposed work?
   a. Yes
   b. No (if no, explain)

12. Does your company allow for prorated billing and number of billing units during Summer closure?
   a. Yes
   b. No (if no, explain)

13. Does your company accept ACH payments?
   a. Yes
   b. No (if no, explain)

14. Does your company accept annual prepayment?
   a. Yes
   b. No (if no, explain)

15. Does your company provide a monthly invoice?
   a. Yes
   b. No (if no, explain)

16. Does your company provide a monthly credit memo showing a declining balance (in case of prepayment)?
   a. Yes
   b. No (if no, explain)

17. Does your company offer an annual prepayment discount?
   a. Yes
   b. No (if no, explain)

18. Does your company offer Foreign Language Programming?
   a. Yes (if yes, explain)
   b. No

19. Does your company offer an Emergency Alert System (EAS) system?
   a. Yes (if yes, explain)
   b. No

20. Does your company offer an IPTV (IP Streaming) overlay?
   a. Yes (if yes, explain and describe)
   b. No

21. Does your company offer campus life channel capability?
   a. Yes (if yes, explain)
   b. No

22. Does your company require any infrastructure construction for this project?
23. Is your company willing to instantly transfer ownership and title to WSU to any infrastructure constructed or installed on WSU property or buildings as part of this project?

a. Infrastructure to be defined as, but not limited to, handholes, manholes, conduits, raceways, optical cable, coaxial cable, UTP cable, hard line cable, antennae, terminations, power supplies, line amplifiers, taps, couplers, actives, passives, jacks, outlets, etc.

b. Yes

c. No (if no, explain)
APPENDIX 1

(Wayne State University Campus Map)

See web site:

http://campusmap.wayne.edu/

A detailed list of Cash & Coin operated lots can be viewed at http://procurement.wayne.edu/cash_and_credit_card_lots.php
REGISTRATION/INTENT FORM
RFP: Digital Cable and IPTV Television Service 2017/ Robert Kuhn

Please use this form to indicate your attendance at our mandatory Pre-proposal meeting to be held on, January 13, 2017 at 2:00 pm and your intent to submit a proposal for the services listed. Please type or print the information requested below, then email to attention of Sonya Hubbard at RFP@Wayne.edu by, January 11, 2017, 12:00 noon.

VENDOR Name: ____________________________

VENDOR Address: ____________________________

Contact Person: ____________________________

Telephone: (______) ____________________________

Fax: (______) ____________________________

E-mail ____________________________

YES ________ I will be attending the mandatory Pre-proposal meeting on January 13, 2017

Location: Academic Administrative Building
5700 Cass Avenue, Conference Room 4002
Detroit, MI 48202

Time: 2:00 pm (EST)

YES ________ I would like to participate in the pre-bid meeting via Conference Call, reference log-in conference number: 712-770-4010 (access code 670 826) on October 21, 2017, at 11:00 am(EST) hp 463385.

NO ________ I will not participate in the Request for Proposal and will not be present at the meeting.

I understand that this will not affect our status as a potential supplier to Wayne State University.

Thank you for interest shown in working with Wayne State University.

Robert Kuhn
Sr. Buyer
APPENDIX 3

PREVAILING WAGE RATES

(NOT APPLICABLE)

See web site:

http://www.forms.procurement.wayne.edu/Adv_bid/Adv_bid.html
DRAWINGS

(Not Applicable)
See web site:

http://www.forms.procurement.wayne.edu/Adv_bid/Adv_bid.html
WAYNE STATE UNIVERSITY
STANDARD SERVICE PROVIDER AGREEMENT
This Agreement is made by and between Wayne State University, 5700 Cass Avenue, suite 4200, Detroit, Michigan 48202, a constitutional body corporate of the State of Michigan ("University") and, (Supplier_Name), (Supplier_Address), (Supplier_City_State_Zip) ("the Supplier")

For good and valuable consideration, the parties agree as follows:

1. **General Purpose:** The general purpose of this Agreement is to engage the services of the Supplier to provide (Named_Services), per the University Request for Proposal dated (Quote_Date) (the RFP) and the Supplier’s response Proposal dated (Bid_Date), and the Price Schedule attached as Exhibit B). The University has assigned (Project_Manager) as the Contract Administrator. Only contract directives from the University’s Procurement and Strategic Sourcing Department or the Contract Administrator shall be accepted by the Supplier.

2. **General Duties of the Supplier:** The Supplier shall provide the University with (Named_Services) of superior quality, at competitive pricing, as described in the Statement of Work section of the RFP, which is incorporated by reference into this Agreement. The Supplier agrees to perform such professional services with the standard of professional care and skill customarily provided in the performance of such services. The supplier agrees to perform these services to the satisfaction of the University during the term of this Agreement.

3. **Term:** The contract period shall be for an initial time period through (Contract_End_Date), with the option to renew for up to one additional one-year period of service, through (Extention_Date). Renewal is contingent upon both parties agreeing in writing to do so, based on satisfaction of the price and the Supplier’s performance.

This Agreement may be terminated by the University or by the Supplier upon thirty (30) days’ written notice to the other party. Either party may designate a different person to whom notices should be sent at any time by notifying the other party in writing in accordance with this Agreement.

4. **The Roles and Responsibilities (Scope of Work):** The roles and responsibilities of the Supplier are listed in Exhibit A of this agreement.

5. **Customer Support:** The Supplier shall have a primary point of contact for the University community. The contact shall be accessible during normal business hours of every business day, 8:00 am to 5:00 pm (Eastern Time). A toll free number is preferred.

6. **Business Review Meetings:** In order to maintain the partnership between the University and the Preferred Supplier, the University requires regular Business Review meetings. Meetings shall be held on at least an annual basis, or more frequently upon University request. The business review meeting shall include, but not be limited to, the following:
   - Review of Preferred Supplier performance as demonstrated in supplier scorecards
   - Review of minimum required reports (see Section below)
   - Review of continuous improvement plans

Frequency of Business Review meetings will be defined at the end of Year One by mutual agreement.

7. **Reports:** The Supplier will submit applicable monthly and quarterly usage reports, in the format specified below, to the Procurement and Strategic Sourcing Department, which details the usage during the reporting period. Reports are to be submitted to Leiann Day, Procurement Analyst as listed below:

Monthly and Year-to Date (YTD) reports are required to be received in an excel format, no later than the 6th of the month following activity, and must include the following information:

   **Reports & Statistics**
   - Quantity and total value of all product being sold & installed
   - Total value of tier 2 purchases obtained from Diverse Businesses (M/W/DBE)
   - Weighted Average Discount for each purchase (Standard Educational Pricing vs Wayne State Pricing)
   - Overall Order Accuracy Rate = # orders with order accuracy rate of less than 98% vs. # orders with order accuracy rate of more than 98%
- Number of orders returned due to University or Supplier error
- Current Back Order Report

Upon request, additional Adhoc reports must be prepared and made available to the University.

8. **Purchase Orders:** Orders will be placed for goods, services or projects as the need arises. Each order will be placed on an individual University Purchase Order generated through our WayneBuy system. All subsequent invoices, packing tickets, and other correspondence related to the individual order are to include the unique PO number.

9. **Invoicing:** Deliveries shall be invoiced on an individual basis. It is the intent of Procurement and Strategic Sourcing to enable the Supplier in WayneBuy, the Supplier should be elnvoice capable. If elnvoicing is not an option at inception of the contract, the invoices must reference the PO number and be submitted to the University's Accounts Payable department via email address: wsuinvoices@wayne.edu.

10. **ACH Payments:** The Supplier is expected to enroll in the University's ACH program. The ACH payment agreement form can be downloaded at [http://fisops.wayne.edu/disbursements/tax-forms.php](http://fisops.wayne.edu/disbursements/tax-forms.php). The completed form should be signed, scanned, and sent to vendorach@wayne.edu.

11. **eProcurement Requirements:** The University has implemented an eProcurement platform. The Supplier will work in close cooperation with the Procurement Department to adapt to the eProcurement program as required by the University.

12. **Annual Price Increases:** All prices quoted must be firm for the first ____ months (__) of the contract, through September 30, 20__. If a price increase is required at the end of periods two or three, the Supplier must have their request in writing to the Commodity Manager no later than July 31 of each year. Price increases must be justified by citing the appropriate market indices. Price increases will be reviewed and either accepted or rejected in writing.

13. **Shared Revenue:** The Supplier will provide a “shared revenue” commission on all sales to help offset the internal cost for administration of the program through the University. This shared revenue plan is listed below:

   **Shared Revenue Schedule:** payable annually:
   - Sales up to $250,000 - 1%
   - Sales above $500,000 - 2%

14. **Confidentiality of Information:** The Preferred Supplier agrees to keep confidential and not to disclose to third parties any information provided by the University pursuant to this Agreement unless the Preferred Supplier has received prior written consent of the University to make such disclosure. This obligation of confidentiality does not extend to any information that:
   a) Was in the possession of the Preferred Supplier at the time of disclosure by the University, directly or indirectly;
   b) Is or has become, through no fault of the Preferred Supplier, available to the general public; or
   c) Is independently developed and hereafter supplied to the Preferred Supplier by a third party without restriction on disclosure.

   This provision shall survive expiration and termination of this Agreement.

The Preferred Supplier is required to sign the University Confidentiality and Non-Disclosure Agreement. A copy of the Agreement can be found in Exhibit C. If the Preferred Supplier is not an individual, the Preferred Supplier represents and warrants that it has the authority to bind each of its employees, officers, agents, representatives and consultants to the terms of the Agreement. The Preferred Supplier shall be responsible for ensuring such personnel are aware of and comply with all obligations imposed by this Confidentiality and Non-Disclosure Agreement.

15. **Independent Contractor:** The parties expressly acknowledge that the Supplier is an independent contractor. The Supplier is not an agent, partner, or employee of the University. The Supplier shall not have the authority to enter into any contract or agreement to bind the University and shall not represent to anyone that the Supplier has such authority. The Supplier represents and warrants to the University that in performing the Services, the Supplier will not be in breach of any agreement with a third party. The Supplier declares that he/she is not a Legislator, elected or appointed officer, or that his/her firm is not owned or controlled by any Legislator, elected or appointed officer, compensated or uncompensated, member of a State board or commission, or other employee of the State of Michigan (including an employee, officer, or official of Wayne State University). The Supplier agrees that he/she is subject to the University's regulations, laws of the United States and of the State of Michigan, and that, in the event of violation of these, or behavior that is considered to be detrimental to the University or its students, faculty or staff; the University shall have the right to terminate the agreement without prior notice.

16. **Property Rights and Reports:** The Supplier agrees that any computer programs, software, documentation, copyrightable work, discoveries, inventions, improvements, or other products developed by the Supplier solely, or with others, resulting from the performance of this Agreement are the property of the University, and the Supplier agrees to assign all rights therein to the University.
The Supplier further agrees to provide the University with any assistance which the University may require to obtain patents or copyright registrations, including the execution of any documents submitted by the University. This provision shall survive expiration and termination of this Agreement.

17. **Indemnification and Hold Harmless:** The Supplier agrees that any personal injury to the Supplier or third parties or any property damage incurred in the course of performance of this Agreement shall be the responsibility of the Supplier. The Supplier agrees to indemnify, defend, and hold harmless the University, its governing board, officers, employees, agents, and students from and against any and all costs, losses, damages, liabilities, expenses, demands, and judgments, including court costs and attorneys’ fees, whether for personal injury or property damage or any other claim, which may arise out of the Supplier’s performance of this Agreement whether caused in whole or in part by the Supplier or anyone for whom the Supplier is responsible, regardless of whether or not it is caused in part by the University.

18. **Notice:** Any notice to either party hereunder must be in writing signed by the party giving it and shall be served either personally or by registered or certified mail addressed as follows:

To the University:

Wayne State University  
Kenneth Doherty, Assistant VP  
Procurement & Strategic Sourcing  
5700 Cass Avenue, Suite 4200  
Detroit, MI, 48202

To the Supplier:

(Supplier Name)  
(Supplier Address)  
(Supplier City, State, Zip)

The above notification addresses as may be modified by either party during the agreement, only by written notice. All such notices shall be effective only when received by the addressee.

19. **Entire Agreement; Modification:** This Agreement, along with the RFP dated *(Quote Date)* and the Supplier’s Proposal dated *(Bid Date)* (and its attachments, if any), and subsequent clarifications and addenda, constitute the entire agreement between the parties with respect to the subject matter hereof and may not be amended except by an agreement signed by the Supplier and an authorized representative of the University. Said terms govern and supersede the standard terms and conditions of Purchase of individual Purchase Orders, regardless of whether said Purchase Orders specifically reference back to this Agreement.

20. **Severability:** The terms of this Agreement are severable such that if any term or provision is declared by a court of competent jurisdiction to be illegal, void, or unenforceable, the remainder of the provisions shall continue to be valid and enforceable.

21. **Governing Law and Compliance:** This Agreement shall be governed by and construed under the laws of the State of Michigan, without regard to its choice of law rules. Any lawsuits arising from or incident to this Agreement shall be brought in the Michigan Court of Claims. Each party will be individually responsible for compliance with all laws, including anti-discrimination laws, which may be applicable to their respective activities under this Agreement.

22. **Non-Waiver:** The delay or failure of either party to exercise any of its rights under this Agreement for a breach thereof shall not be deemed to be a waiver of such rights, nor shall the same be deemed to be a waiver of any subsequent breach, either of the same provision or otherwise.

23. **Assignment:** The Supplier may not assign the rights or obligations under this Agreement without the University’s prior written consent.

24. **Authority:** The parties warrant that they have the authority to enter into this Agreement and that entering into this Agreement is not restricted or prohibited by any existing agreement to which they are parties.

25. **Non Exclusivity:** This Agreement does not create an exclusive relationship between Wayne State University and the Supplier. The University reserves the right to use other service providers, either through the other Preferred Vendor agreements executed as a result of the RFP, or non-preferred service providers in the event it is determined to be in the best interest of the University, its employees, students, or staff.

26. **Credit References:** From time to time, the University is asked to provide credit and business references to potential new Vendors. Company agrees that it will serve as a Credit Reference for the University with respect to the amount and timeliness of payments.
27. Financial Reports: Upon University request, the Supplier must provide publicly distributed annual reports and/or independently audited financial statements including its statement of financial position, statement of operations, and statement of cash flows. Vendor must further agree to permit the UNIVERSITY, upon request, to audit Supplier’s books as related to the Wayne State University account. The University is limited to 1 request per calendar year of this agreement.

28. Insurance:

INSURANCE REQUIREMENTS (Rev 11-2012)

The Supplier, at its sole expense, shall cause to be issued and maintained in full effect for the term of this Agreement, insurance as set forth hereunder:

<table>
<thead>
<tr>
<th>Type of Insurance</th>
<th>Minimum Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Commercial General Liability (CGL)</td>
<td>$1,000,000 combined single limit</td>
</tr>
<tr>
<td></td>
<td>$2,000,000 annual aggregate</td>
</tr>
<tr>
<td>2. Commercial Automobile Liability (including hired and non-owned vehicles)</td>
<td>$1,000,000 combined single limit for bodily injury and property damage, without annual aggregate.</td>
</tr>
<tr>
<td>3. Workers’ Compensation (Employers’ Liability)</td>
<td>Required by the State of Michigan and Employer’s Liability in the amount of $500,000 per accident for bodily injury or disease.</td>
</tr>
</tbody>
</table>

Maximum Acceptable Deductibles

<table>
<thead>
<tr>
<th>Type of Insurance</th>
<th>Deductible</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comprehensive General Liability</td>
<td>$5,000</td>
</tr>
<tr>
<td>Comprehensive Automobile Liability</td>
<td>0</td>
</tr>
<tr>
<td>Workers’ Compensation</td>
<td>0</td>
</tr>
<tr>
<td>Property - All Risk</td>
<td>$1,000</td>
</tr>
</tbody>
</table>

1. All liability policies must be written on an occurrence form of coverage.
2. Commercial General Liability (CGL) includes, but is not limited to: personal injury, property damage, consumption or use of products, existence of equipment or machines on location, and contractual obligations to customers.
3. The Board of Governors of Wayne State University shall be named as an additional insured, but only with respect to accidents arising out of said contract, on any of Supplier’s or its subcontractors’ insurance policies.
4. The additional insured provision shall contain a cross liability clause as follows: “The insurance afforded applies separately to each insured against whose claim is made or suit is brought, except with respects to the limits of the company’s liability.”
5. The insurance company for each line of insurance coverage will be reviewed and checked per the A.M. Best’s Key Rating Guide. A rating of not less than “A-” is required.

Certificates of Insurance

1. Certificates of Insurance naming Wayne State University / Office of Risk Management as the certificate holder and stating the minimum required coverage must be forwarded to the Office of Risk Management to be verified and authenticated with the agent and/or insurance company.
2. Certificates shall contain a statement from the insurer that, for this contract, the care, custody, or control exclusion is waived.
3. Certificates shall be issued on an ACORD form or one containing the equivalent wording, and require giving WSU a thirty (30) day written notice of cancellation or material change prior to the normal expiration of coverage.
4. Revised certificates must be forwarded to the Office of Risk Management thirty (30) days prior to the expiration of any insurance coverage listed on the original certificate, as follows:

Wayne State University
Office of Risk Management
5700 Cass Avenue, Suite 4622 AAB
Additional Requirements. The Supplier shall either require each of its subcontractors or suppliers to procure and maintain during the life of the subcontract the same insurance types and in the same amounts as specified in this paragraph, above, or insure the activity of its subcontractors on its own policy.

IN WITNESS WHEREOF, the authorized representatives of the parties have executed this Agreement on (Contract_Date).

Wayne State University

Signature:

Name: Kenneth Doherty, CPSM

Title: Assistant Vice President – Procurement

Date:

Phone: 313-577-3756

email: ac0578@wayne.edu

(Supplier_Name)

Signature:

Name:

Title:

Date:

Phone:

email:

Wayne State University

Signature:

Name: William Decatur

Title: Vice President, Treasurer, and Chief Financial Officer

Date:

Phone: 313-577-5580

email: er9278@wayne.edu
EXHIBIT A
Roles & Responsibilities.

The roles and responsibilities of the Supplier are listed below.
(Scope_of_Work)
Wayne State University, hereafter referred to as “University”, has contracted with (Supplier_Name), hereafter referred to as “The Supplier” to supply (Named_Services) and related services to the University under a Service Provider Agreement. As part of this Agreement, the undersigned agrees to the terms of this Confidentiality and Non-Disclosure Agreement (the “NDA”) as follows:

1) Confidential Information
   For the purposes of this NDA the term “Confidential Information” shall include any information received by the Supplier, from the University, in the course of providing services as described above, including but not limited to: (i) any and all technical and business information of the University and (ii) information from third parties related to health care services and research.

2) Use of Information
   The undersigned hereby agrees not to use Confidential Information for any purpose except in the performance of services as described above.

3) Reproduction of Materials
   The undersigned will not retain or transfer any programming, documentation, or any other University controlled or provided software or other materials. No such materials may be copied or reproduced without the University’s express prior written consent, and any copies made shall become the property of the University.

4) Confidentiality
   The undersigned agrees to maintain the confidentiality of the Confidential Information, programs, documentation, and any related materials. The undersigned will not share any information regarding the Confidential Information, programs, documentation, and any related materials with any third party, subcontractor, or independent vendor unless expressly given permission in writing by an authorized University official.

5) No Waiver
   Nothing in this NDA shall be construed to limit or otherwise reduce the University’s rights to enforce its terms. No delay or forbearance by the University in enforcing any rights set forth in this NDA shall be construed to operate as a waiver of such rights.

6) Vendor Employees and Agents
   If the Supplier is not an individual, the Supplier represents and warrants that it has the authority to bind each of its employees, officers, agents, representatives, and consultants to the terms of the Agreement. The Supplier shall be responsible for ensuring such personnel are aware of and comply with all obligations imposed by this NDA.

7) Breach of Contract
   Any breach of this NDA by the Supplier and/or any of its officers, agents, employees, representatives and/or consultants shall be considered a material breach of the Service Provider Agreement or individual Purchase Order. The Supplier and each of its officers, agents, employees, representatives and/or consultants shall be both jointly and individually liable to the University for any Damages as a result of any breach of this NDA.

   The Supplier acknowledges and agrees that a breach of this NDA may cause continuing and irreparable injury to the University as a direct result of any such violation, for which the remedies at law may be inadequate, and that the University
shall therefore be entitled, in the event of any actual or threatened violation of the NDA by the Supplier, and in addition to any other remedies available to it, to a temporary restraining order and to injunctive relief against the Supplier or the undersigned to prevent any violations thereof, and to any other appropriate equitable relief.

8) **Governing Law, Modification**

This NDA shall be governed by and construed under the laws (other than the choice or conflict of law provisions) of the State of Michigan. Any legal action arising out of or relating to this NDA shall be brought in the Michigan Court of Claims. The provisions of this NDA may not be amended except in a writing signed on behalf of each party.

The undersigned agrees to the specific terms expressed in this NDA.

```
Name                      Telephone
_________________________  ____________________________
(Supplier_Name)           
Title                                                         Company
_________________________  ____________________________
Signature                Date
_________________________
```