

## **REQUEST FOR PROPOSAL 6018**

**TITLE: Advertising and Marketing Services** 

**DATE: June 18, 2024** 

**BUYER: Holly Teague** 

EMAIL: hteague@semo.edu

PHONE: (573) 651-2021

PROPOSAL MUST BE RECEIVED NO LATER THAN:

**DATE: July 9, 2024** 

TIME: 3:30 P.M.

## **DELIVERY INSTRUCTIONS**

For USPS/FedEx/UPS, etc.
Bids must be mailed to:
 Purchasing Department
 Southeast Missouri State University
 One University Plaza, Mail Stop 3280
 Cape Girardeau, MO 63701

OR delivered by bidder to: Purchasing Department Academic Hall Room 200F Normal Avenue Cape Girardeau, MO 63701

The notice of award is made subject to availability and appropriation of funds, as specified in the Request for Proposal, and the selection of the offeror is made in accordance with all applicable public procurement laws.

## MUST BE SIGNED TO BE VALID

The offeror hereby agrees to furnish items and/or services, at the firm, fixed prices quoted, pursuant to all requirements and specifications contained herein, upon either the receipt of an authorized purchase order from the Purchasing Department or when this document is countersigned by the Purchasing Department as a binding contract, and further agrees that the language of this document shall govern in the event of a conflict with his or her proposal.

AUTHORIZED SIGNATURE	PRINTED NAME/ITTLE	
COMPANY NAME		CURRENT DATE
MAILING ADDRESS		TELEPHONE NUMBER/EXT.
CITY	STATE	ZIP CODE
CONTACT PERSON CONTACT PERS	SON EMAIL ADDRESS	FACSIMILE NUMBER
DELIVERY DATE:DAYS ARO, FOB DESTINATION	PROMPT PAYMENT TERMS:%	DAYS NETDAYS
NOTICE OF AWARD (SOUTHEAST MISSOURI STATE UNIVERSITY US	SE ONLY)	
AUTHORIZED SIGNATURE FOR SOUTHEAST MISSOURI STATE UNIV	/ERSITY	DATE

## INTRODUCTION AND BACKGROUND INFORMATION

- 1. Southeast Missouri State University (hereinafter referred to as "University" or "Southeast") is seeking to obtain proposals from qualified organizations to provide Advertising and Marketing Services, in accordance with all terms and conditions contained in this Request for Proposal document.
- 2. The University is a regional public comprehensive university located in Cape Girardeau, Missouri, enrolling approximately 10,000 students and employing approximately 800 full and part-time employees. The University has a dedicated in-house marketing team consisting of graphic designers, web specialists, digital content producers, marketing and content strategists. The team manages the Southeast brand and produces or manages the production of all marketing collateral and strategic marketing planning for the University. The University is seeking firms to have "oncall" to provide a variety of advertising and marketing services as needed.
- 3. The University anticipates awarding multiple contracts as a result of this Request for Proposal, which allows for an initial contract period of one (1) year with the option of four (4) additional one-year periods in accordance with all terms and conditions as specified herein. However, the University does not guarantee any usage on any contract awarded.
- 4. The University's anticipated time frame for this project is as follows (dates are tentative and subject to change):

Issue RFP: June 18, 2024 RFP Closing Date: July 9, 2024

Proposal Evaluation Through: July 18, 2024 Contract Period Start Date: August 1, 2024

### **SCOPE OF SERVICES**

The University seeks to have partners on contract with demonstrated strength in advertising or marketing services. Potential partners may provide a proposal for all, some, or only one area.

- 1. The contract shall include, but not be limited to, the following services:
  - 1.1 Media Placement & Management Services
  - 1.2 Public Relations
  - 1.3 Graphic Design Services
  - 1.4 Photography & Video Production
  - 1.5 Other marketing services as identified
- 2. For all contracts awarded, the University's Contract Administrator shall be the Assistant Vice President of Marketing & Communications.
- 3. To enable the University to make corrections and modifications, the contractor must have compatible software capabilities to include Adobe Creative Cloud.
- 4. The University reserves the right to reject design and production work if it does not meet University quality standards. The University reserves the right to make alterations to original designs at any time during the design and production process. In all cases, designs must meet the marketing needs of the University and adhere to brand guidelines including graphic standards, voice, and messaging.
- 5. In addition, the University reserves the right to cancel a contract and/ or a specific job for non-performance or poorly produced materials.
- 6. All completed work remains the property of the University and must be returned to the University.
- 7. The quantity and type of work required will be performed on an "as needed" basis at the request of the University.
- 8. Selected contractors will be required to undergo University Brand Training before beginning any work on behalf of Southeast Missouri State University.
- The contractor shall not subcontract any of the work or services to be performed.
- 10. Invoices for completed projects must be received within 90 days of project completion.

## **GENERAL CONTRACTUAL REQUIREMENTS**

## This portion of the RFP pertains to the offeror selected for final contract award ("contractor").

- 1. The contract shall not bind, nor purport to bind, the University for any contractual commitment in excess of the original contract period, which is anticipated to be August 1, 2024, through July 31, 2025. The University shall have the right, at its sole option, to extend the contract for four (4) one-year periods, or any portion thereof. In the event that the University exercises such right, all terms, conditions, and specifications of the original contract shall remain the same and apply during the extension period.
  - 1.1 If an extension option is exercised, the contractor shall agree that the prices stated on the Pricing Page shall not be increased in excess of the maximum percentage of increase for the applicable option.
  - 1.2 The percentage of increase for each extension option shall be computed against and added to the prices stated on the Pricing Page for the <u>original</u> contract period. If the Pricing Page does not include such percentages or if applicable spaces are not completed by the contractor, the prices during extension periods shall be the same as during the original contract period.
  - 1.3 The University may not automatically exercise an extension option based upon the maximum percentage of increase and reserves the right to request justification from the contractor supporting the requested increase. The University reserves the right to request an extension of the contract at a price less than that price derived from the contractor's maximum percentage of increase.
- 2. All prices and percentages shall be as indicated on the Pricing Page of this document, or as specifically provided for by this document. The University shall not pay nor be liable for any other costs. The contractor shall not be allowed any additional compensation for any matter of which the contractor might have fully informed itself of prior to the closing date of the Request for Proposal.
  - 2.1 Payment for all services required herein shall be made after the successful completion of the respective contractual requirements. In addition, the University will not make any advance deposits.
  - 2.2 Due to the unique, comprehensive, and dynamic nature of services listed herein, the University reserves the right to engage in extensive discussions with the selected contractor as deemed necessary in future contract years, even if such are not specifically outlined herein. Compensation will be negotiated as appropriate to the situation.
- 3. Unless otherwise specified herein, the contractor shall be responsible for furnishing all material, labor, facilities, equipment, and supplies necessary to perform the services required herein.
- 4. The University reserves the right to terminate the contract at any time, for the convenience of the University, without penalty or recourse, by giving written notice to the contractor at least sixty (60) calendar days prior to the effective date of such termination. In the event of termination pursuant to this paragraph, all documents, data, reports, supplies, artwork, and accomplishments prepared, furnished or completed by the contractor shall, at the option of the University, become property of the University.
- 5. The contractor agrees and understands that the contract shall not be construed as an exclusive arrangement and further agrees that the University may secure identical and/or similar services from other sources at any time in conjunction with or in replacement of the contractor's service. The University also does not guarantee any amount of business to the contractor.

- 6. The contractor represents itself to be an independent contractor offering such services to the general public and shall not represent itself or its employees to be employed by the University. The sole relationship between the University and the contractor is as established by this contract. The contractor acknowledges responsibility for filing all returns and paying all taxes, FICA, employee fringe benefits, workers compensation, employee insurance, minimum wage requirements, overtime, etc., associated with the performance of the contractual requirements herein, and agrees to indemnify, save, and hold the University, its officers, agents, and employees, harmless from and against, any and all losses, costs, attorney fees, and damage of any kind related to such matters. Upon request, the contractor will provide to the University evidence of compliance with these requirements.
- 7. The contractor shall fully coordinate its activities in the performance of the contract with those of the University. As the work of the contractor progresses, advice and information on matters covered by the contract shall be made available by the contractor to the University throughout the contract period.
- 8. The contractor shall agree and understand that all exhibits, materials, written copy, video, photography, digital and camera-ready artwork, design features, and concepts developed as a result of the contract shall become the property of the University, with all rights and interests for present and future publication, display, sale, copyright, or other use as deemed appropriate by the University. No reports or material prepared, as required by the contract, shall be released to the public without the prior written consent of the University.
- 9. Inasmuch as under the contract the contractor may acquire confidential information, the contractor agrees to use such information only for the sole benefit of the University and to keep confidential such information, as well as all information developed in the conduct of the work contracted for including information disclosed by the University to contractor or any other person engaged in the contracted work. The contractor further agrees that all data, technical information, and reports developed by contractor or any person engaged in the contracted work are the property of the University and shall not be disclosed to others at any time or used for any other purpose other than for the sole benefit of the University, and that upon termination of the contract, or at any other time the University requests, the contractor or any other person involved in the contracted work will transmit to the University any written, printed, or other materials embodying such confidential information, including all copies and excerpts thereof, given to, prepared by or for the contractor, or any other person involved in the contracted work. It is further understood and agreed that this obligation to keep such information confidential shall continue at all times beyond the completion of the contracted work.
- 10. In accordance with all applicable provisions of the Revised Statutes of the State of Missouri, no official of the University or its governing body and no other public official of the State of Missouri who exercises any functions or responsibilities in the Scope of Work covered by the contract shall voluntarily acquire any personal interest, directly or indirectly, in the contract.
- 11. The contractor shall understand and agree that Southeast Missouri State University cannot save and hold harmless and/or indemnify the contractor or employees against any liability incurred or arising as a result of any activity of the contractor or any activity of the contractor's employees related to the contractor's performance under the contract. Therefore, the contractor must acquire and maintain adequate liability insurance in the form(s) and amount(s) sufficient to protect Southeast Missouri State University, its agencies, its employees, its clients, and the general public against any such loss, damage and/or expense related to his/her performance under the contract. The insurance shall include an endorsement that adds Southeast Missouri State University as an additional insured.
- 12. The contractor shall indemnify, defend and hold harmless the Board of Regents of the University, as well as the University's officers, agents, and employees, from and against all claims, loss or expenses from any cause of action arising from or incidental to the contractor's performance of the contractual requirements herein. The contractor agrees to reimburse the University for any such loss, damage, or claim, including its attorney's fees.
- 13. The contractor shall not be responsible for any injury or damage occurring as a result of any negligent act or omission committed by the University, including its Board of Governors, agencies, employees, and assigns.
- 14. In connection with services provided under the contract, the contractor agrees to comply with the Fair

Labor Standards Act, Fair Employment Practices, Equal Employment Opportunity Act, and all other applicable federal and state laws, regulations, and executive orders to the extent that the same may be applicable.

- 15. Authorized Personnel: The contractor shall only utilize personnel authorized to work in the United States in accordance with applicable federal and state laws. This includes but is not limited to the Illegal Immigration Reform and Immigrant Responsibility Act (IIRIRA) and INA Section 274A.
  - 15.1 If the contractor is found to be in violation of this requirement or the applicable state, federal and local laws and regulations, and if the University has reasonable cause to believe that the contractor has knowingly employed individuals who are not eligible to work in the United States, the University shall have the right to cancel the contract immediately without penalty or recourse and suspend or debar the contractor from doing business with the University. The University may also withhold up to twenty-five percent of the total amount due to the contractor.
  - 15.2 The contractor shall agree to fully cooperate with any audit or investigation from federal, state or local law enforcement agencies.
  - 15.3 If the contractor meets the definition of a business entity as defined in section 285.525, RSMo pertaining to section 285.530, RSMo the contractor shall maintain enrollment and participation in the E-Verify federal work authorization program with respect to the employees hired after enrollment in the program who are proposed to work in connection with the contracted services included herein. If the contractor's business status changes during the life of the contract to become a business entity as defined in section 285.525, RSMo pertaining to section 285.530, RSMo then the contractor shall, prior to the performance of any services as a business entity under the contract:
    - a. Enroll and participate in the E-Verify federal work authorization program with respect to the employees hired after enrollment in the program who are proposed to work in connection with the services required herein; AND
    - b. Provide to the University the documentation required in the exhibit titled <u>Business Entity</u>
      <u>Certification</u>, <u>Enrollment Documentation</u>, and <u>Affidavit of Work Authorization</u> affirming said company's/individual's enrollment and participation in the E-Verify federal work authorization program; AND
    - c. Submit to the University a completed, notarized Affidavit of Work Authorization provided in the attachment titled, <u>Business Entity Certification</u>, <u>Enrollment Documentation</u>, and Affidavit of Work Authorization.

## **OFFEROR'S INFORMATION**

This portion of the RFP pertains to any interested party which wishes to be provided an opportunity to submit a proposal.

- 1. Southeast currently issues all solicitations via the University Purchasing website at <a href="https://semo.edu/finance-admin/vendors.html">https://semo.edu/finance-admin/vendors.html</a>. It is the offeror's responsibility to check such for additional information, amendments, etc. Additionally, the website will be updated upon award.
- 2. Proposals must be priced, signed, and returned (with all necessary attachments) by the closing date and time specified. The unaltered, signed RFP cover sheet and signed cover sheets for any amendments, if applicable, should be placed at the beginning of the offeror's package.
  - 2.1 The University only requests copies of any pages completed by the offeror and any additional pages added by the offeror. Copies of the original Request for Proposal package or any attachments thereto are not needed.
  - In addition to one (1) physical paper copy, the offeror should include one (1) complete USB flash drive copy of the bid for distribution to the appropriate evaluation personnel.
  - 2.3 The offeror is cautioned that it is the offeror's sole responsibility to submit all necessary information.
- 3. Proposal openings are public on the opening date and at the opening time specified on the RFP cover sheet. However, only the names of the respondents shall be read at the proposal opening. The contents of the responses, including prices, shall not be disclosed at the public opening.
  - 3.1 Regardless of any confidential and/or proprietary markings included in the response, the offeror's response will not be considered to be confidential and/or proprietary. Once an award is announced, all proposals submitted in response to this RFP will be open to inspection by any interested person or organization. Therefore, the pricing will not be treated as trade secret or proprietary information, or otherwise be deemed confidential.
- 4. Any offeror with questions should contact Holly Teague, Buyer, via e-mail to <a href="https://new.ncbi.nlm.nih.gov/html">https://new.ncbi.nlm.nih.gov/html</a>. Any offeror with questions should contact Holly Teague, Buyer, via e-mail to <a href="https://new.ncbi.nlm.nih.gov/html">https://new.ncbi.nlm.nih.gov/html</a>. Calendar days prior to the RFP closing date. Offerors may not contact other University employees regarding any of these matters while the RFP and evaluation are in process. Inappropriate contacts are grounds for suspension and/or exclusion from this procurement or future procurements.
  - It shall be the offeror's responsibility to ask questions, request changes or clarification, or otherwise advise the Purchasing Department if any language, specifications, or requirements of the RFP appear to be ambiguous, contradictory, and/or arbitrary, or appear to inadvertently restrict or limit the requirements stated in the RFP to a single source. The offeror must submit such in writing no later than seven calendar days prior to the RFP closing date via email to hteague@semo.edu.

5. **Evaluation Criteria**: Contract award(s) resulting from the RFP shall be based on the best proposal(s) received in accordance with the following evaluation criteria. Failure to provide adequate information for evaluation of the subjective criteria will result in minimal subjective consideration and may result in rejection of the offeror's proposal package.

5.1	Experience & Portfolio	40%
5.2	Company Profile and References	30%
5.3	Cost	30%

- 6. **Experience & Portfolio**: The offeror must provide a link to view a sampling of creative works which have been produced within the last two (2) years for each area for which the offeror is submitting a proposal.
  - As stated in the Scope of Work, the University will not restrict awarded contracts based on the offeror's ability to service all areas. Offerors may provide a proposal for all, some, or only one. The offeror must clearly label the response(s) for each area to facilitate the evaluation process as proposals will be evaluated separately for each area for which an offeror submits a response. For example, if a vendor submits a response for both graphic design and media placement, each proposal will be evaluated individually, and only against other offerors that provided a response for the same area(s).
- 7. **Profile and References of Offeror's Organization:** Each proposal will be evaluated on the offeror's profile, reliability, and references. The offeror is advised to submit any information which documents its qualifications for the requirements of this criterion including, but not limited to:
  - 7.1 The offeror should submit an executive summary that includes age of firm, size of staff, and number of clients, highlighting successful campaigns, especially those performances related to activities similar to the requirements of this RFP or higher education.
  - 7.2 The offeror should submit at least three (3) references, preferably higher education institutions comparable in size to the University, for which the offeror is currently providing the same or similar services. Each reference should include organization name, contact person with respective email address, title, telephone number, and address. In addition, the offeror should provide a brief description of the services performed for each reference. The offeror may utilize **Attachment 1** to provide this information.
- 8. **Cost:** Cost shall be evaluated based upon the firm; fixed prices indicated by the offeror on the Pricing Page. Percentages quoted for extension options shall also be considered in the evaluation of cost.
- 9. Vendor Business Information: It is the intent of Southeast Missouri State University to seek and solicit vendor participation from certified minority, women, Missouri service-disabled veteran owned businesses, and blind/sheltered workshops. Therefore, the offeror is requested to complete and return **Attachment 2** with the proposal response. Completion of this attachment does not affect contract award.
- 10. Affidavit of Work Authorization and Documentation: Pursuant to section 285.530, RSMo, if the offeror meets the section 285.525, RSMo definition of a "business entity," the offeror must affirm the offeror's enrollment and participation in the E-Verify federal work authorization program with respect to the employees hired after enrollment in the program who are proposed to work in connection with the services requested herein. The offeror should complete applicable portions of **Attachment 3**, Business Entity Certification, Enrollment Documentation, and Affidavit of Work Authorization. The applicable portions of this attachment must be submitted prior to an award of a contract.
- 11. The attached Terms and Conditions for Request for Proposal (revised 08/27/19) are hereby incorporated. Offeror's terms and conditions which conflict with this Request for Proposal and/or the attached Terms and Conditions could result in rejection of the proposal.
- 12. Although an attempt has been made to provide accurate and up-to-date information, the University does not warrant or represent the information provided herein reflects all relationships or existing conditions related to this Request for Proposal.

## **PRICING PAGE**

The offeror must provide a firm, fixed hourly rate for each service listed below. The hourly rate must include all fees and expenses required to produce a job such as mock-ups, conceptual designs, photography, etc.

1.	Media Placement & Mar	nagement Services	
	\$	firm, fixed rate per hour or % of spen	d
2.	Public Relations		
	\$	firm, fixed rate per hour	
3.	Graphic Design Services		
	\$	firm, fixed rate per hour	
4.	Photography & Video Pro		
	\$	firm, fixed rate per hour	
5.	Additional hourly rates f	or other marketing services not included ab	oove:
Item			Applicable Rate

6.	In the event the University exercises its option state the maximum percentage of increase applicable renewal period. The offeror should completing this section.	to be applied to the above rates for the
	% Maximum percentag	e of increase for the first contract renewal period
	% Maximum percentag	e of increase for the second contract renewal period
	% Maximum percentag	e of increase for the third contract renewal period
	% Maximum percentag	e of increase for the fourth contract renewal period
quote	accordance with applicable federal and the Illegal Immigration Reform and Imm Section 274A.  If the contractor is found to be in violation federal and local laws and regulations, a cause to believe that the contractor has leligible to work in the United States, the contract immediately without penalty or contractor from doing business with the lup to twenty- five percent of the total am	Request for Proposal 6018. In addition, ving:  el authorized to work in the United States in state laws. This includes but is not limited to igrant Responsibility Act (IIRIRA) and INA  n of this requirement or the applicable state, and if the State of Missouri has reasonable knowingly employed individuals who are not University shall have the right to cancel the recourse and suspend or debar the University. The University may also withhold yount due to the contractor.  with any audit or investigation from federal,
Comp	pany Name	Signature/Date

## ATTACHMENT 1 OFFEROR'S EXPERIENCE

The bidder should provide three (3) references as requested on page 8, item 7.2 of RFP 6018

Organization Name			
Contact Person			
E-mail Address			
Address			
Telephone No .			
Brief Description			
Organization Name			
Contact Person			
E-mail Address			
Address			
Telephone No .			
Brief Description			
Organization Name			
Contact Person			
E-mail Address			
Address			
Telephone No .			
Brief Description			
1			

## ATTACHMENT 2 VENDOR INFORMATION

It is the intent of Southeast Missouri State University to seek and solicit vendor participation from certified minority, women, Missouri service-disabled veteran owned businesses, and blind/sheltered workshops. Please complete the applicable sections of this form and return with your bid or proposal response. Completion of the following information does not affect purchase order/contract award.

## **SECTION I BUSINESS**

## **TYPE**

☐ A. Small, Minority, Missouri	☐ F. Large, Non-Minority, Missouri
☐ B. Small, Non-Minority, Misso	ouri   G. Large, Minority, Non-Missouri
☐ C. Small, Minority, Non-Misso	ouri   H. Large, Non-Minority, Non-Missouri
☐ D. Small, Non-Minority, Non-M	/lissouri □ I. Female-Owned Business
☐ E. Large, Minority Missouri	□ J. Unable to Classify

## **DEFINITIONS:**

Small: An organization with less than 500 employees.

Large: An organization with greater than 500 employees.

<u>Minority</u>: An organization that has been (1) certified socially and economically disadvantaged by the Small Business Administration, (2) certified as a minority business enterprise by a state or federal agency, or (3) is an independent business concern that is 51% owned and controlled by a minority group member including:

- Black American
- Hispanic American with origins from Puerto Rico, Mexico, Cuba, South or Central America
- NativeIndian, Eskimo, or Native Hawaiian
- Asian Pacific American with origins from Japan, China, the Philippines, Vietnam, Korea, Samoa, Guam, the U.S. Trust Territories of the Pacific, northern Marianas, Laos, Cambodia, Taiwan, or the Indian Subcontinent

Non-Minority: An organization that does not satisfy the criteria listed above for Minority.

<u>Missouri</u>: An organization whose state of incorporation is in Missouri, or if not incorporated whose principal place of business is in Missouri.

<u>Non-Missouri</u>: An organization whose state of incorporation is not in Missouri, or if not incorporated whose principal place of business is located outside Missouri.

For example: An organization having 50 employees, owned by a Black American, and whose general mailing address is Tampa, Florida would be classified as:

☑ Small, Minority, Non-Missouri

## **SECTION II**

## **SERVICE-DISABLED VETERAN STATUS**

<u>Service-Disabled Veteran (SDV)</u>: Any individual who is disabled as certified by the appropriate federal agency responsible for the administration of veterans' affairs.

Service-Disabled Veteran Business Enterprise (SDVE): a business concern

- not less than fifty-one (51) percent of which is owned by one or more service-disabled veterans OR, in the case of any publicly owned business, not less than fifty-one (51) percent of the stock of which is owned by one or more service-disabled veterans; AND
- the management and daily business operations of which are controlled by one or more service-disabled veterans.

If a bidder meets the standards of a qualified SDVE as defined in 34.074 RSMo and is either doing business as a Missouri firm, corporation, or individual; or maintains a Missouri office or place of business, please provide the following:

- a copy of an award letter from the Department of Veterans Affairs (VA), or a copy of the bidder's discharge paper (DD Form 214, Certificate of Release or Discharge from Active Duty); AND
- a completed copy of this section

By signing below, I certify that I meet the standards of a SDVE as defined in section 34.074, RSMo, and that I am either doing business as a Missouri firm, corporation, or individual; or maintain Missouri offices or places of business at the location(s) listed below.

Service-Disabled Veteran's Name (Please Print)	Service-Disabled Veteran Business Name
Service-Disabled Veteran's Signature	
MO Address of Service-Disabled Veteran Business	

## **SECTION III**

## **BLIND OR SHELTERED WORKSHOP**

Indicate appropriate business classification (s):
Organization Sheltered for the Blind Workshop
Organization Name:
Organization Address:
Organization Contact Name:
Email Address:
Phone Number:
Certification Number:
(or attach a copy of certificate)
Certification Expiration Date:
Authorization Signature of Participating Organization  Organization of the Blind or Sheltered Workshop)  Date

# ATTACHMENT 3 BUSINESS ENTITY CERTIFICATION, ENROLLMENT DOCUMENTATION, AND AFFIDAVIT OF WORK AUTHORIZATION

## **BUSINESS ENTITY CERTIFICATION:**

The bidder must certify their current business status by completing either Box A or Box B on this Attachment.

BOX A: To be completed by a non-business entity as defined below.

BOX B: To be completed by a business entity who has not yet completed and submitted documentation pertaining to

the federal work authorization program as described at <a href="https://www.e-verify.gov/">https://www.e-verify.gov/</a>.

**Business entity,** as defined in section 285.525, RSMo pertaining to section 285.530, RSMo is any person or group of persons performing or engaging in any activity, enterprise, profession, or occupation for gain, benefit, advantage, or livelihood. The term "business entity" shall include but not be limited to self-employed individuals, partnerships, corporations, contractors, and subcontractors. The term "business entity" shall include any business entity that possesses a business permit, license, or tax certificate issued by the state, any business entity that is exempt by law from obtaining such a business permit, and any business entity that is operating unlawfully without such a business permit. The term "business entity" shall not include a self-employed individual with no employees or entities utilizing the services of direct sellers as defined in subdivision (17) of subsection 12 of section 288.034, RSMo.

Note: Regarding governmental entities, business entity includes Missouri schools, Missouri universities, out of state agencies, out of state schools, out of state universities, and political subdivisions. A business entity does not include Missouri state agencies and federal government entities.

BUX A - CURRENILY NOT A B	USINESS ENTITY
I certify that (Comp	pany/Individual Name) DOES NOT CURRENTLY MEET the
definition of a business entity, as defined in section	pany/Individual Name) <b><u>DOES NOT CURRENTLY MEET</u></b> the 285.525, RSMo pertaining to section 285.530, RSMo as stated
above, because: (check the applicable business status	
☐ I am a self-employed individua	
	tilizes the services of direct sellers as defined in subdivision.
(17) of subsection 12 of section 288	
	,
I certify that I am not an alien unlawfully present	in the United States and if
(Company/Individual Name) is awarded a contract for	the services requested herein under
(IFB/RFP/RFQ number) and if the business status cha	anges during the life of the contract to become a business entity
as defined in section 285.525, RSMo pertaining to	section 285.530, RSMo then, prior to the performance of any
services as a business entity,	(Company/Individual Name) agrees to complete
Box B, comply with the requirements stated in Bo	(Company/Individual Name) agrees to complete x B and provide Southeast Missouri State University with all
documentation required in Box B of this attachment.	
Authorized Representative's Name	Authorized Representative's Signature
(Please Print)	
Company Name (if applicable)	Data
Company Name (if applicable)	Date

## **ATTACHMENT 3 continued**

## **BOXB-CURRENT BUSINESS ENTITY STATUS** (Business Entity Name) **MEETS** the definition of a business entity as I certify that defined in section 285.525, RSMo pertaining to section 285.530. **Authorized Business Entity Representative's Authorized Business Entity Representative's** Name (Please Print) Signature Date **Business Entity Name** E-Mail Address As a business entity, the bidder/offeror/contractor must perform/provide each of the following. The bidder/offeror/contractor should check each to verify completion/submission of all of the following: ☐ Enroll and participate in the E-Verify federal work authorization program (Website: https://www.everify.gov/; Phone: 888-464-4218; Email: e-verify@dhs.gov) with respect to the employees hired after enrollment in the program who are proposed to work in connection with the services required herein: AND ☐ Provide documentation affirming said company's/individual's enrollment and participation in the E-Verify federal work authorization program. Documentation shall include a page from the E-Verify Memorandum of Understanding (MOU) listing the bidder's/offeror's name and the MOU signature page completed and signed, at minimum, by the bidder/offeror and the Department of Homeland Security – Verification Division. If the signature page of the MOU lists the bidder's/offeror's name and company ID, then no additional pages of the MOU must be submitted.; AND ☐ Submit a completed, notarized Affidavit of Work Authorization provided on the next page of this Attachment.

## **ATTACHMENT 3 continued**

## **AFFIDAVIT OF WORK AUTHORIZATION:**

	Name of Business		
(Position/Title) first bei (Business Entity Name) is enrolled and will continue respect to employees hired after enrollment in the progression.	to participate in the E-Ver gram who are proposed to	rify federal work auth work in connection w	norization program with with the services related
to contract(s) with the University for the duration of the 285.530, RSMo. I also affirm that knowingly employ a person who is an unauthorized			
knowingly employ a person who is an unauthorize contract(s) for the duration of the contract(s), if award		h the contracted se	rvices provided to the
In Affirmation thereof, the facts stated above a statements made in this filing are subject to the pe			
Authorized Representative's Signature	Printed Name		
Authorized Representative's Signature  Title	Printed Name  Date		
·			
Title  E-Mail Address  Subscribed and sworn to before me this	<b>Date</b> of(MONTH,	· ·	
Title  E-Mail Address	Date  of(MONTH,	State of	

### SOUTHEAST MISSOURI STATE UNIVERSITY TERMS AND CONDITIONS REQUEST FOR PROPOSAL

#### 1. TERMINOLOGY/DEFINITIONS

Whenever the following words and expressions appear in a Request for Proposal (RFP) document or any amendment thereto, the definition or meaning described below shall apply.

- a. Amendment means a written, official modification to an RFP or to a contract.
- b. **Attachment** applies to all forms which are included with an RFP to incorporate any informational data or requirements related to the performance requirements and/or specifications and which the offeror should complete and submit with the sealed bid prior to the specified opening date and time.
- c. **Proposal Closing Date and Time** and similar expressions mean the exact deadline required for the physical receipt of sealed bids in the Purchasing Department.
- d. **Offeror** means the person or organization that responds to an RFP by submitting a bid with prices to provide the equipment, supplies, and/or services as required in the RFP document.
- e. **Buyer** means the procurement staff member of the Purchasing Department. The **Contact Person** as referenced herein is usually the Buyer.
- f. **Contract** means a legal and binding agreement between two or more competent parties, in exchange for consideration, for the procurement of equipment, supplies, and/or services.
- g. Contractor means a person or organization who is a successful offeror as a result of an RFP and who enters into a contract.
- h. **Request for Proposal (RFP)** means the solicitation document issued by the Purchasing Department to potential offerors for the purchase of equipment, supplies, and/or services as described in the document. The definition includes these Terms and Conditions as well as all Pricing Pages, Attachments, and Amendments thereto.
- i. May means that a certain feature, component, or action is permissible, but not required.
- j. **Must** means that a certain feature, component, or action is a mandatory condition. Failure to provide or comply will result in a bid being considered non-responsive and not evaluated nor considered for contract award.
- k. **Pricing Page(s)** applies to the form(s) on which the offeror must state the price(s) applicable for the equipment, supplies, and/or services required in the RFP. The pricing pages must be completed and submitted by the offeror with the sealed bid prior to the specified bid opening date and time.
- I. **RSMo (Revised Statutes of Missouri)** refers to the body of laws enacted by the Legislature which govern the operations of all agencies of the State of Missouri.
- m. Shall has the same meaning as the word must.
- n. **Should** means that a certain feature, component and/or action is desirable but not mandatory.
- o. University and/or Southeast means Southeast Missouri State University.

### 2. APPLICABLE LAWS, REGULATIONS, AND POLICIES

- a. The contract shall be construed according to the laws of the State of Missouri. The contractor shall comply with all local, state, and federal laws and regulations related to the performance of the contract to the extent that the same may be applicable.
- b. To the extent that a provision of the contract is contrary to the Constitution or laws of the State of Missouri or of the United States, the provision shall be void and unenforceable. However, the balance of the contract shall remain in force between the parties unless terminated by consent of both the contractor and the University.
- c. The contractor must be registered and maintain good standing with the Secretary of State of the State of Missouri and other regulatory agencies, as may be required by law or regulations.
- d. The exclusive venue for any legal proceeding relating to or arising out of the RFP or resulting contract shall be in the Circuit Court of Cape Girardeau County, Missouri.
- e. The contractor shall only utilize personnel authorized to work in the United States in accordance with applicable federal and state laws and Executive Order 07-13 for work performed in the United States.
- f. The contractor shall comply with the University's Tobacco Usage in the Workplace Policy. The University is a smoke-free, tobacco-free campus. Therefore, smoking and using tobacco products (both indoors and outdoors) is prohibited on University property and in University vehicles.
- g. The contractor shall never have been terminated from a contract under section 432 of the HEA for a reason involving the acquisition, use, or expenditure of Federal, State, or local government funds, or have been administratively or judicially determined to have committed fraud or any other material violation of law involving Federal, State, or local government funds; or contract with or employ any individual, agency, or organization that has been, or whose officers or employees have been convicted of, or pled nolo contendere or guilty to, a crime involving the acquisition, use, or expenditure of Federal, State, or local government funds; or Administratively or judicially determined to have committed fraud or any other material violation of law involving Federal, State, or local government funds.

## 3. OPEN COMPETITION/REQUEST FOR PROPOSAL DOCUMENT

- a. It shall be the offeror's responsibility to ask questions, request changes or clarification, or otherwise advise the Purchasing Department if any language, specifications or requirements of an RFP appear to be ambiguous, contradictory, and/or arbitrary, or appear to inadvertently restrict or limit the requirements stated in the RFP to a single source. Any and all communication from offerors regarding specifications, requirements, competitive bid process, etc., must be directed to the Purchasing Department. Such communication must be received no later than seven (7) calendar days prior to the official bid opening date.
- b. Every attempt shall be made to ensure that the offeror receives an adequate and prompt response. However, in order to maintain a fair and equitable bid process, all offerors will be advised, via the issuance of an amendment to the RFP, of any relevant or pertinent information related to the procurement. Therefore, offerors are advised that unless specified elsewhere in the RFP, any questions received less than seven (7) calendar days prior to the RFP opening date may not be answered.
- c. Offerors are cautioned that the only official position of the University is that which is issued by the Purchasing Department in the form of the RFP or an amendment thereto. No other means of communication, whether oral or written, shall be construed as a formal or official response or statement.
- d. Southeast monitors all procurement activities to detect any possibility of deliberate restraint of competition, collusion among offerors, price-fixing by offerors, or any other anticompetitive conduct by offerors which appears to violate state and federal antitrust laws. Any suspected violation shall be referred to the Missouri Attorney General's Office for appropriate action.
- e. The RFP and any Amendments are available for viewing and printing from the University's website. Registered offerors may be electronically notified of the bid opportunity based on the information maintained in the University's vendor database.
- f. The University reserves the right to officially amend or cancel an RFP after issuance. E-mail notification of the amendment or cancellation will not be issued.

#### 4. PREPARATION OF BIDS

- a. Offerors must examine the entire RFP carefully. Failure to do so shall be at offeror's risk.
- b. Unless otherwise specifically stated in the RFP, all specifications and requirements constitute minimum requirements. All bids must meet or exceed the stated specifications and requirements.
- c. Unless otherwise specifically stated in the RFP, any manufacturer names, trade names, brand names, information and/or catalog numbers listed in a specification and/or requirement are for informational purposes only and are not intended to limit competition. The offeror may offer any brand which meets or exceeds the specification for any item, but must state the manufacturer's name and model number for any such brands in the bid. In addition, the offeror shall explain, in detail, (1) the reasons why the proposed equivalent meets or exceeds the specifications and/or requirements, and (2) why the proposed equivalent should not be considered an exception thereto. Bids which do not comply with the requirements and specifications are subject to rejection without clarification.
- d. Proposals lacking any indication of intent to bid an alternate brand or to take an exception shall be received and considered in complete compliance with the specifications and requirements as listed in the RFP.
- e. All equipment and supplies offered in a bid must be new, of current production, and available for marketing by the manufacturer unless the RFP clearly specifies that used, reconditioned, or remanufactured equipment and supplies may be offered.
- f. Prices shall include all packing, handling and shipping charges and must be FOB destination unless otherwise specified in the RFP.
- g. Proposals, including all pricing therein, shall remain valid for 90 days from proposal closing unless otherwise indicated. If the bid is accepted, the entire bid, including all prices, shall be firm for the specified contract period.
- h. Any foreign offeror not having an Employer Identification Number assigned by the United States Internal Revenue Service (IRS) must submit a completed IRS Form W-8 prior to or with the submission of their bid in order to be considered for award.

#### 5. SUBMISSION OF BIDS

- a. All bids must (1) be signed by a duly authorized representative of the offeror's organization, (2) contain all information required by the RFP, (3) be priced as required, (4) be sealed in an envelope or container, and (5) be mailed or hand-delivered to the Purchasing Department and officially clocked in no later than the exact opening time and date specified in the RFP.
- b. Mailed bids should be clearly marked on the outermost envelope with (1) the official RFP number, and (2) the official opening date and time. Different bids should not be placed in the same envelope, although copies of the same bid may be placed in the same envelope.
- c. A bid which has been delivered to the Purchasing Department may be modified by signed, written notice which has been received by the Purchasing Department prior to the official opening date and time specified. A bid may also be modified in person by the offeror or its authorized representative, provided proper identification is presented before the official opening date and time. Telephone, telegraphic, email, or faxed requests to modify a bid shall not be honored.
- d. A bid which has been delivered to the Purchasing Department may only be withdrawn by a signed, written notice or facsimile which has been received by the Purchasing Department prior to the official opening date and time specified. A bid may also be withdrawn in person by the offeror or its authorized representative, provided proper identification is presented before the official opening date and time. Telephone or e-mail requests to withdraw a bid shall not be honored.

- e. Offerors must sign and return the RFP cover page or, if applicable, the cover page of the last amendment thereto in order to constitute acceptance by the offeror of all RFP terms and conditions. Failure to do so may result in rejection of the bid unless the offeror's full compliance with those documents is indicated elsewhere within the offeror's response.
- f. Faxed bids shall not be accepted unless otherwise indicated on the RFP cover sheet. However, faxed and e-mailed no-bid notifications shall be accepted.

#### 6. BID OPENING

- a. Bid openings are public on the opening date and at the opening time specified on the RFP document. Names, locations, and prices of respondents shall be read at the bid opening.
- b. Bids which are not received in the Purchasing Department prior to the official opening date and time shall be considered late, regardless of the degree of lateness, and normally will not be opened. Under extraordinary circumstances, the Purchasing Department may authorize the opening of a late bid. The following guidelines may be utilized to determine the criteria for an extraordinary circumstance: (1) University offices were closed due to inclement weather conditions or other unforeseen reasons, and (2) postal or courier services were delayed due to labor strikes or unforeseen "Acts of God".

## 7. EVALUATION/AWARD

- a. Any clerical error, apparent on its face, may be corrected by the Purchasing Department before contract award. Upon discovering an apparent clerical error, the buyer shall contact the offeror and request clarification of the intended bid. The correction shall be incorporated in the notice of award. Examples of apparent clerical errors are (1) misplacement of a decimal point, and (2) obvious mistake in designation of unit.
- b. Any pricing information submitted by a offeror shall be subject to evaluation if deemed to be in the best interest of the University.
- c. The offeror is encouraged to propose price discounts for prompt payment or propose other price discounts that would benefit the University. However, unless otherwise specified in the RFP, pricing shall be evaluated at the maximum potential financial liability to the University.
- d. Award shall be made to the offeror whose bid (1) complies with all mandatory specifications and requirements of the RFP, (2) is the lowest or best bid, considering price, responsibility of the offeror, and all other evaluation criteria specified in the RFP, and (3) complies with Sections 34.010 and Executive Order 04-09.
- e. In the event all offerors fail to meet the same mandatory requirement in the RFP, the University reserves the right, at its sole discretion, to waive that requirement for all offerors and to proceed with the evaluation. In addition, the University reserves the right to waive any minor irregularity or technicality found in any individual bid.
- f. The University reserves the right to reject any and all bids. When all bids are non-responsive or otherwise unacceptable and circumstances do not permit a rebid, the University may negotiate for the required supplies.
- g. When evaluating a bid, the University reserves the right to consider relevant information and fact, whether gained from a bid, from an offeror, from offeror's references, or from any other source.
- h. Any information submitted with the bid, regardless of the format or placement of such information, may be considered in making decisions related to the responsiveness and merit of a bid and the award of a contract.
- i. Any award of a contract shall be made by notification from the Purchasing Department to the successful offeror. The Purchasing Department reserves the right to make awards by item, group of items, or an all or none basis. The grouping of items awarded shall be determined by the Purchasing Department based upon factors such as item similarity, location, administrative efficiency, or other considerations in the best interest of the University.
- j. All offeorors and associated documentation which were submitted on or before the official opening date and time will be considered open records pursuant to Section 610.021 RSMo following the official opening of bids.
- k. The Purchasing Department reserves the right to request clarification of any portion of the offeror's response in order to verify the intent of the offeror. The offeror is cautioned, however, that its response may be subject to acceptance or rejection without further clarification.
- I. The final determination of contract award shall be made by the Purchasing Department.
- m. The Purchasing Department's website will be updated upon contract award for offerors to view for a reasonable period of time.
- n. Any bid award protest must be submitted in writing and must be received within ten (10) business days after the date of award in accordance with the requirements of 1 CSR 40-1.050 (12). A protest submitted after the ten (10) business day period shall not be considered.

## 8. CONTRACT/PURCHASE ORDER

- a. By submitting a bid, the offeror agrees to furnish any and all equipment, supplies and/or services specified in the RFP, at the prices quoted, pursuant to all requirements and specifications contained therein.
- b. A binding contract shall consist of (1) the RFP and any amendments thereto, (2) the contractor's response (bid) to the RFP, (3) clarification of the bid, if any, and (4) University's acceptance of the response (bid) by "notice of award" or by "purchase order." All Attachments included in the RFP shall be incorporated into the contract by reference.

- c. A notice of award issued by the University does not constitute an authorization for shipment of equipment or supplies or a directive to proceed with services. Before providing equipment, supplies and/or services for the University, the contractor must receive a properly authorized purchase order or other form of authorization given to the contractor at the discretion of the University.
- d. The contract expresses the complete agreement of the parties and performance shall be governed solely by the specifications and requirements contained therein. Any change to the contract, whether by modification and/or supplementation, must be accomplished by a formal contract amendment signed and approved by and between the duly authorized representative of the contractor and the Purchasing Department or by a modified purchase order prior to the effective date of such modification. The contractor expressly and explicitly understands and agrees that no other method and/or no other document, including correspondence, acts, and oral communications by or from any person, shall be used or construed as an amendment or modification to the contract.

#### 9. INVOICING AND PAYMENT

- a. The University does not pay state or federal taxes unless otherwise required under law or regulation. The University's Missouri sales tax exemption number is 10124128.
- b. For each purchase order received, an invoice must be submitted that references the purchase order number and must be itemized in accordance with items listed on the purchase order. Failure to comply with this requirement may delay processing of invoices for payment.
- c. The contractor shall not transfer any interest in the contract, whether by assignment or otherwise, without the prior written consent of the University.
- d. Payment for all equipment, supplies, and/or services required herein shall be made in arrears unless otherwise indicated in the RFP
- e. The University assumes no obligation for equipment, supplies, and/or services shipped or provided in excess of the quantity ordered. Any unauthorized quantity is subject to the University's rejection and shall be returned at the contractor's expense.
- f. All invoices for equipment, supplies, and/or services purchased by the University shall be subject to late payment charges as provided in Section 34.055 RSMo.

#### 10. DELIVERY

Time is of the essence. Deliveries of equipment, supplies, and/or services must be made no later than the time stated in the contract or within a reasonable period of time, if a specific time is not stated.

#### 11. INSPECTION AND ACCEPTANCE

- a. No equipment, supplies, and/or services received by the University pursuant to a contract shall be deemed accepted until the University has had reasonable opportunity to inspect said equipment, supplies, and/or services.
- b. All equipment, supplies, and/or services which do not comply with the specifications and/or requirements or which are otherwise unacceptable or defective may be rejected. In addition, all equipment, supplies, and/or services which are discovered to be defective or which do not conform to any warranty of the contractor upon inspection (or at any later time if the defects contained were not reasonably ascertainable upon the initial inspection) may be rejected.
- c. The University reserves the right to return any such rejected shipment at the contractor's expense for full credit or replacement and to specify a reasonable date by which replacements must be received.
- d. The University's right to reject any unacceptable equipment, supplies, and/or services shall not exclude any other legal, equitable or contractual remedies the University may have.

### 12. WARRANTY

- a. The contractor expressly warrants that all equipment, supplies, and/or services provided shall (1) conform to each and every specification, drawing, sample or other description which was furnished to or adopted by the University, (2) be fit and sufficient for the purpose expressed in the RFP, (3) be merchantable, (4) be of good materials and workmanship, and (5) be free from defect.
- b. Such warranty shall survive delivery and shall not be deemed waived either by reason of the University's acceptance of or payment for said equipment, supplies, and/or services.

#### 13. CONFLICT OF INTEREST

a. Officials and employees of the University, its governing body, or any other public officials of the State of Missouri must comply with Sections 105.452 and 105.454 RSMo regarding conflict of interest.

b. The contractor hereby covenants that at the time of the submission of the bid the contractor has no other contractual relationships which would create any actual or perceived conflict of interest. The contractor further agrees that during the term of the contract neither the contractor nor any of its employees shall acquire any other contractual relationships which create such a conflict.

#### 14. REMEDIES AND RIGHTS

- a. No provision in the contract shall be construed, expressly or implied, as a waiver by the University of any existing or future right and/or remedy available by law in the event of any claim by the University of the contractor's default or breach of contract.
- b. The contractor agrees and understands that the contract shall constitute an assignment by the contractor to the University of all rights, title and interest in and to all causes of action that the contractor may have under the antitrust laws of the United States or the State of Missouri for which causes of action have accrued or will accrue as the result of or in relation to the particular equipment, supplies, and/or services purchased or procured by the contractor in the fulfillment of the contract with the University.

#### 15. CANCELLATION OF CONTRACT

- a. In the event of material breach of the contractual obligations by the contractor, the University may cancel the contract. At its sole discretion, the University may give the contractor an opportunity to cure the breach or to explain how the breach will be cured. The actual cure must be completed within no more than 10 working days from notification, or at a minimum the contractor must provide the University, within 10 working days from notification, a written plan detailing how the contractor intends to cure the breach.
- b. If the contractor fails to cure the breach or if circumstances demand immediate action, the University will issue a notice of cancellation terminating the contract immediately.
- c. If the University cancels the contract for breach, the University reserves the right to obtain the equipment, supplies, and/or services to be provided pursuant to the contract from other sources and upon such terms and in such manner as the University deems appropriate and charge the contractor for any additional costs incurred thereby.
- d. The contractor understands and agrees that funds required to fund the contract must be appropriated by the General Assembly of the State of Missouri for each fiscal year included within the contract period. The contract shall not be binding upon the University for any period in which funds have not been appropriated, and the University shall not be liable for any costs associated with termination caused by lack of appropriations.

### 16. COMMUNICATIONS AND NOTICES

Any notice to the offeror/contractor shall be deemed sufficient when deposited in the United States mail postage prepaid, posted to the University's website, transmitted by facsimile, transmitted by e-mail, or hand-carried and presented to an authorized employee of the offeror/contractor.

## 17. BANKRUPTCY OR INSOLVENCY

- a. Upon filing for any bankruptcy or insolvency proceeding by or against the contractor, whether voluntary or involuntary, or upon the appointment of a receiver, trustee, or assignee for the benefit of creditors, the contractor must notify the Purchasing Department immediately.
- b. Upon learning of any such actions, the Purchasing Department reserves the right, at its sole discretion, to either cancel the contract or affirm the contract and hold the contractor responsible for damages.

## 18. INVENTIONS, PATENTS AND COPYRIGHTS

The contractor shall defend, protect, and hold harmless the University, its officers, agents, and employees against all suits of law or in equity resulting from patent and copyright infringement concerning the contractor's performance or products produced under the terms of the contract.

## 19. NON-DISCRIMINATION AND AFFIRMATIVE ACTION

In connection with the furnishing of equipment, supplies, and/or services under the contract, the contractor and all subcontractors shall agree not to discriminate against recipients of services or employees or applicants for employment on the basis of race, ethnicity, religion, national origin, sex, sexual orientation, gender identity, age, genetic information, disability, or protected veteran status unless otherwise provided by law. If the contractor or subcontractor employs at least 50 persons, they shall have and maintain an affirmative action program which shall include:

a. A written policy statement committing the organization to affirmative action and assigning management responsibilities and procedures for evaluation and dissemination;

- b. The identification of a person designated to handle affirmative action;
- c. The establishment of non-discriminatory selection standards, objective measures to analyze recruitment, an upward mobility system, a wage and salary structure, and standards applicable to layoff, recall, discharge, demotion, and discipline;
- d. The exclusion of discrimination from all collective bargaining agreements; and
- e. Performance of an internal audit of the reporting system to monitor execution and to provide for future planning.

If discrimination by a contractor is found to exist, the University shall take appropriate enforcement action which may include, but not necessarily be limited to, cancellation of the contract, suspension, or debarment by the University until corrective action by the contractor is made and ensured, and referral to the Attorney General's Office, whichever enforcement action may be deemed most appropriate.

#### 20. AMERICANS WITH DISABILITIES ACT

In connection with the furnishing of equipment, supplies, and/or services under the contract, the contractor and all subcontractors shall comply with all applicable requirements and provisions of the Americans with Disabilities Act (ADA).

#### 21. EMERGENCIES

In the event a catastrophic situation occurs at the University, the University may request the contractor's assistance with the emergency procurement or transportation of equipment, supplies, and/or services.

## 22. TITLES

Titles of paragraphs used herein are for the purpose of facilitating reference only and shall not be construed to infer a contractual construction of language.

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