ARKANSAS LOTTERY COMMISSION

MAJOR PROCUREMENT RULES

ATTACHMENT A

1 Section 1. Purpose.

- The Purpose of these Rules is to proscribe the procurement process for all major
- 3 procurement contracts entered into with the Arkansas Lottery Commission.

4 Section 2. Authority.

- 5 This Rule is issued pursuant to the authority vested in the Commission under Ark. Code
- 6 Ann. §§ 23-115-207 and 23-115-701, and the Arkansas Administrative Procedures Act, §§ 25-
- 7 15-201, *et seq*.

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8 Section 3. Scope.

This Rule shall apply to the procurement process for all major procurement contracts entered into with the Commission. In any decision made under these rules, the Commission shall take into account the particularly sensitive nature of the state lottery and shall act to promote and ensure security, honesty, fairness, and integrity in the operation and administration of the lottery and the objectives of raising net lottery proceeds for the benefit of educational programs and purposes.

Section 4. Definitions.

- 16 A. "Act" means the Arkansas Scholarship Lottery Act.
- B. "Commission" means the Arkansas Lottery Commission.
- 18 C. "Director" means the director of the Arkansas Lottery Commission.
- D. "Major procurement" means the act or process of securing a major procurement contract or the obtaining of the products or services that are subject of a major procurement
- 21 contract.
- E. "Major procurement contract" means a contract for a gaming product or service costing more than seventy-five thousand dollars (\$75,000) including without limitation:

i. A major advertising contract; 1 An annuity contract; 2 ii. 3 iii. A prize payment agreement; iv. A consulting service; 4 Lottery equipment; 5 v. 6 vi. Tickets; and 7 vii. Any other product and service unique to lotteries. 8 Major procurement contract does not include a material, supply, equipment, or service 9 common to the ordinary operations of the Commission. When the cost of a proposed contract for a gaming product or service is to be paid in whole or in part on a contingent basis, the 10 Commission shall estimate the value of the proposed contract to determine whether it is a major 11 procurement contract. 12 F. "Person" means any individual, corporation, partnership, unincorporated 13 14 association, or other legal entity. G. "Proposal," "bid," "quote," and "offer" shall all denote that which a vendor 15 provides for competitive consideration or comparison under any competitive procurement 16 17 process. H. "Request for Proposals" means all documents or electronic media, whether 18 19 attached or incorporated by reference, utilized for soliciting proposals. I. 20 "Request for Qualifications" means a solicitation document requiring submittal of qualifications or specialized expertise in response to the scope of work or services required and 21

"Responsible Bidder/Proposer" means a vendor who submits a bid, offer, quote

does not require pricing.

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- or proposal in response to a solicitation and who, in the reasonable opinion of the Commission:
- i. Is able and is otherwise qualified in all respects to perform fully the
- 3 contract requirements without delay; and
- 4 ii. Has the integrity and reliability which will assure good faith performance.
- 5 K. "Responsive Bidder/Proposer" means a vendor who has submitted a bid, offer,
- 6 quote, or proposal that conforms in all material respects to the Commission's solicitation.
- 7 L. "Scope of Products and Services" means a description of the products or services
- 8 or both that will be the subject of the applicable major procurement contract.
- 9 M. "Solicitation" means all documents, whether attached or incorporated by
- 10 reference, utilized for soliciting bids, offers, quotes, or proposals with respect to a particular
- 11 major procurement.
- N. "Specification" means a description of the required physical, functional, or
- performance characteristics, or of the nature of, a product or service. A specification
- includes, as appropriate, requirements for inspecting, testing, or preparing a product or service.
- O. "Vendor" means a person who provides or proposes to provide goods or services
- to the Commission under a major procurement contract. Vendor does not include:
- i. An employee of the Commission;
- ii. A retailer; or
- iii. A state agency or instrumentality.
- Vendor includes a corporation whose stock is publicly traded and that is the parent
- 21 company of the contracting party in a major procurement contract.
- 22 Section 5. General Policies.
- 23 <u>A. Collection and Maintenance of Vendor EEO Policies.</u>

Equal Opportunity Policies are required from vendors who submit responses to the Commission or the Office of State Procurement of the Department of Finance and Administration for major procurements. The Office of State Procurement will maintain a file of vendor Equal Opportunity Policies. When issuing solicitations, the Commission will be responsible for confirming that vendors have a current Equal Opportunity Policy on file with the Office of State Procurement either through requesting that it be supplied with the solicitation response; maintaining an agency file of vendor supplied Equal Opportunity Policies; or by accessing and checking the files maintained by the Office of State Procurement. A major procurement contract may not be awarded prior to determining that a copy of the vendor's current Equal Opportunity Policy is on file with the Office of State Procurement. Vendors will be responsible for supplying the Office of State Procurement with updated versions of their respective Equal Opportunity Policies as they are implemented and revised.

B. Employment of Illegal Immigrants - Prohibition - Certification by Vendor.

A vendor must certify on line at www.arkansas.gov/dfa/procurement prior to award of a major procurement contract that the vendor does not employ or contract with any illegal immigrant. If the vendor violates the certification or is found to not be in compliance during the term of the major procurement contract, the Commission shall require the vendor to remedy the violation within sixty (60) days of discovery of that violation. Failure to remedy the violation within the sixty (60) day period will result in termination of the major procurement contract for breach of contract, and the vendor shall be liable to the Commission for the Commission's actual damages. If the vendor uses a subcontractor at the time of the certification, the subcontractor shall certify that the subcontractor does not employ or contract with an illegal immigrant. The subcontractor's certification shall be submitted within thirty (30) days after award of the major

- 1 procurement contract, and the vendor is required to maintain the certification on file for the
- 2 remainder of the term of the major procurement contract. In the event that the vendor learns that
- 3 the subcontractor's certification is in violation of the Act, and terminates the contract with the
- 4 subcontractor, the termination of the subcontract for a violation of this section will not be
- 5 considered a breach of the vendor's contract with the Commission. However, any subcontractor
- subsequently hired by the vendor shall be required to provide like certification.

C. Approval Required; Execution of Contracts.

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The Commission must approve each major procurement contract. The Director or his or her designee must approve and sign each Commission purchase order or contract. Only the Director or his or her designee is authorized to bind the Commission in contractual agreements (a purchase order, notice of contract award, or contract signed by other Commission personnel is null and void and shall not obligate the Commission to payment for products and

D. Commodity Inspection and Testing.

All materials, equipment, supplies, products, and services are subject to inspection and testing. Items that do not meet specifications will be rejected. Failure to reject upon receipt, however, does not relieve any supplier of liability. When subsequent tests are conducted after receipt and when such tests reveal damage or failure to meet specifications, the Commission may seek damages regardless of whether a part or all of the merchandise has been consumed.

E. Commodity Substitutions.

A vendor may manufacture or ship an item that materially conforms to or exceeds specifications, but which may be technically different, however, all such substitutions shall require the approval of the Commission prior to shipment.

F. Contract.

The purpose of a written contract is to embody, in writing, the complete agreement between parties. No terms shall be left to an unwritten understanding. Further:

- i. All Commission solicitations for and all major procurement contracts shall state: "It shall be a breach of ethical standards for a person to be retained, or to retain a person, to solicit or secure a state contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except for retention of bona fide employees or bona fide established commercial selling agencies maintained by the contractor for the purpose of securing business."
- ii. All major procurement contracts shall specifically state: "The Vendor hereby covenants and agrees that no person shall (A) be excluded from participation in, or be denied benefits of, this Agreement, or (B) be excluded from employment, denied any of the benefits of employment or otherwise be subjected to discrimination on the grounds of handicap or disability, age, race, color, religion, sex, national origin or ancestry, or any other classification protected by federal, Arkansas state constitutional, or statutory law. The Vendor shall, upon request, show proof of such nondiscrimination and shall post in conspicuous places, available to all employees and applicants, notices of nondiscrimination."
- iii. All major procurement contracts shall specifically state: "The Vendor shall maintain documentation for all charges against the Commission under this

Agreement or any modifications or amendments thereto. The books, documents, papers, accounting records, and other evidence pertaining to products and/or services to be provided or performed or money received under this Agreement (A) shall be maintained for a period of five (5) full years from the date of the final payment and (B) shall be subject to audit or inspection at any reasonable time and upon reasonable notice by the Commission or its duly appointed representatives. Vendors shall make such materials available at its offices, and copies thereof shall be furnished to the Commission or its duly appointed representative by the Vendor, at no cost to the Commission or its duly appointed representative, if requested by the Commission or its duly appointed representative. Such records shall be maintained in accordance with any applicable provisions of generally accepted accounting principles (or other applicable accounting principles or policies) and any other applicable procedures established by the Commission from time to time."

G. Contract Amendment.

A contract amendment is a written document that changes, adds, or deletes one or more terms or conditions of an existing contract. During the course of the performance of a contract, it may become necessary to change, add to, or delete from the terms and conditions of the contract.

- i. A contract amendment shall clearly detail the additions, deletions, and modifications to the subject contract.
- ii. The Commission may enter into a contract amendment with respect to a major procurement contract if the Director determines any or all of the following: (A) the contract amendment is within the original scope of work and within the intent and purpose of the applicable major procurement contract, (B) the contract amendment is a logical extension to the

- original scope of work of the applicable major procurement contract, or (C) if entered into as a
- 2 stand-alone contract, such contract would not constitute a major procurement contract.

H. Contract Termination.

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The Director may, for good cause, suspend, revoke, or refuse to renew any contract entered into in accordance with the provisions of the Act or the Commission's regulations.

I. Minority-Owned Business and Female-Owned Business Participation.

It is the declared policy and intent of the Commission (i) to encourage participation by minority-owned and female-owned businesses, and (ii) to strive to maximize participation of minority-owned and female-owned businesses to achieve a minimum participation through both prime and second tier business contracting opportunities. In furtherance of such policy and intent, and in order to achieve to the greatest extent possible a level of participation by minority-owned businesses and female-owned businesses taking into account the total number of all retailers and vendors, including any subcontractors, the Commission shall adopt a plan to encourage to the greatest extent possible a level of participation by minorityowned businesses and female-owned businesses. Pending the adoption of the plan, the Commission will include in its solicitation documents such provisions as the Commission deems reasonable and appropriate regarding equal business opportunities for minority-owned businesses and female-owned businesses. Such provisions will include, without limitation, (A) requirements regarding the efforts that potential vendors must undertake to give minorityowned businesses the opportunity to enter into a joint venture with, or serve as a subcontractor for, such potential vendor; and (B) the required non-discrimination provisions that must be included in the contract resulting from such solicitation.

J. Negotiation and Other Communication.

The Commissioners, the Director, and all Commission employees may conduct negotiations and other communications with vendors and potential vendors with respect to potential major procurement contracts and other contracts as they deem to be in the best interests of the Commission; provided, that any communication or negotiation which may take place regarding any major procurement or contract shall be conducted in a manner so as not to disclose any information that would give one or more vendors unfair advantage or unfairly enable one or more vendors to improve their bids, offers, quotes, or proposals as a result. Specifically, in connection with a major procurement, the Commission will only be permitted to negotiate with the vendor whose bid, offer, quote, or proposal is the highest rated bid, offer, quote, or proposal. In the event that negotiations with the highest rated vendor fail to result in a contract, or if for any other reason a contract with such vendor is not executed, the Commission may conduct negotiations with the second highest rated vendor and so forth until a major procurement contract is successfully executed.

K. Procurement Record.

The Commission shall retain a record of the procurement process regarding any major procurement contract, any negotiations upon which a major procurement contract is based, documentation of required approvals, and documentation that each major procurement contract is awarded to a responsible and responsive bidder or proposer.

L. Purchase Order or Contract Required.

Any vendor or other person who manufactures or delivers a product or service without a written purchase order or contract or who delivers a product or service not specifically authorized by a purchase order or contract does so at the vendor's (or other person's) own risk.

- 1 Under no conditions shall the Commission be liable for payment of any type for any product or
- 2 service provided by a vendor or other person, even such provided in good faith, which is not
- 3 specifically authorized by a purchase order or contract.

4 Section 6. General Provisions.

A. Applicability.

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- The provisions of these rules are applicable to all major procurements by the Commission; provided, however, that the provisions of these rules shall not be applicable:
- i. To sole-source procurements pursuant to Section 6(B); or
 - ii. To emergency purchases. For purposes of these Rules an emergency is a circumstance or set of circumstances caused by the occurrence of events beyond the control of the Commission and which could reasonably be believed to (A) threaten the security, integrity, or the financial status of the lottery, (B) threaten the public health, welfare, or safety or (C) lead to imminent injury or loss; an emergency purchase shall be made by obtaining pricing information from at least two (2) prospective vendors unless the Commission determines in writing that the time required to obtain pricing information will increase the immediate consequences of the emergency, in which case, the pricing requirement shall be excepted.

B. Sole-source Procurements.

- i. For purposes of these Rules, "sole-source procurements" means those procurements which, by virtue of the performance specification, are available from a single
- source. Brand name or design specifications shall not be sufficient explanation for sole source.
- 22 Such procurements may include but shall not be limited to:
- a. Requirements of performance compatibility with existing

1	commodities or services; or				
2		b.	Repairs involving hidden damage.		
3	ii.	Procu	rements under this section shall be approved in advance by the		
4	Commission.				
5	iii.	Reque	est for approval shall be made in writing and shall include in the		
6	justification:				
7		a.	a copy of the purchase order or requisition;		
8		b.	why the service is needed;		
9		c.	the methods used to determine that a lack of		
10	responsible/responsive competition exists for the service;				
11		d.	how it was determined that the provider possesses exclusive		
12	capabilities;				
13		e.	why the service is unique;		
14		f.	whether or not there are patent or proprietary rights which make		
15	the required service unavailable from other sources;				
16		g.	what the agency would do if the provider/service were no longer		
17	available, and				
18		h.	any program considerations which make the use of a "Sole Source"		
19	critical to the succes	sful con	npletion of the agency's task.		
20	C. Majo	r Proci	arement Contracts to be Competitively Bid.		
21	Except as p	rovide	d at subsections (6)(A)(i) and (6)(A)(ii) of these Rules, all major		
22	procurement contrac	ets shal	l be competitively bid in accordance with the provisions of these		
23	Rules				

D. Procedures Regarding Submissions.

- i. The Commission is committed to a competitive procurement process that maintains the highest level of integrity. Therefore, no communication outside the procurement process initiated by vendors, their attorneys, representatives, or others promoting their position, other than normal business activities not associated with the procurement, will be allowed with any officer, employee, or member of, or consultant or advisor to, the Commission. Any attempt to influence any employees, officers, consultants, advisors or Commission members of the Commission with respect to a procurement, whether such attempt is oral or written, formal or informal, is strictly prohibited and will result in disqualification.
- ii. All bids, offers, quotes or proposals and the contracts resulting from solicitations are subject to the requirements of and must comply with the Act, regardless of whether or not specifically addressed in either the solicitations or the proposal. All potential vendors shall read and be familiar with the Act, a copy of which may be obtained through a link on the Commission's web site.
- iii. All data, materials, and documentation originated and prepared for the Commission pursuant to solicitations shall belong exclusively to the Commission and, subject to rules and the provisions of Ark. Code Ann. § 23-115-404, may be available to the public in accordance with Arkansas law. Under no circumstances will the Commission be liable to any vendor or to any other person or entity, for any disclosure of any trade secret or confidential information.
- iv. Issuance of any solicitation does not constitute a commitment on the part of the Commission to award a contract. The Commission retains the right to reject any

- or all proposals, in whole or in part, and to cancel any solicitation (before or after receipt
- of proposals in response thereto) if the Commission considers it to be in the best interests of the
- 3 Commission.
- 4 v. The Commission shall not, under any circumstance, be responsible for any
- 5 expenses incurred by a vendor in preparing and submitting a proposal.
- ovi. All materials submitted to the Commission by vendors shall upon
- submission become the property of the Commission and may be used as the Commission
- 8 deems appropriate.
- 9 vii. From the time a solicitation is issued until either (A) six (6) months
- after the award of a contract or (B) the rejection of all bids, offer, quotes, or proposals received
- by the Commission, vendors are prohibited from officially or unofficially making any
- 12 employment offer or proposing any business arrangement whatsoever to any Commission
- employee, officer, or Commission member.
- viii. Each bid, offer, quote, or proposal must be signed by the
- vendor's authorized agent. If a joint proposal that includes multiple vendors is submitted, it
- must define completely the responsibilities that each entity is proposing to undertake, as well as
- the proposed responsibilities of each subcontractor of each entity. The proposal must be
- signed by an authorized officer or agent of each entity. In addition, the Commission reserves
- the right, in its sole discretion, to require an authorized officer or agent of each subcontractor,
- or each subcontractor that is expected to provide a specified amount of the procured product
- or service, to sign the proposal. Such requirement shall be clearly set forth in the solicitation.
- 22 The proposal must designate a single authorized official from one of the entities to serve as the
- sole point of contact between the Commission and the responding joint venture, strategic

partnership, or prime contractor team. Any contract resulting from a joint proposal must be signed by an authorized officer or agent of each entity. In addition, the Commission reserves the right, in its sole discretion, to require an authorized officer or agent of each subcontractor, or each subcontractor that is expected to provide a specified amount of the procured product or service, to sign any such contract. Such requirement, or the possibility of such requirement, shall be clearly set forth in the solicitation.

- ix. The Commission reserves the right to make changes to any solicitation by issuance of a written addendum or amendment. The Commission may issue any such addendum or amendment at any time prior to entering a contract regarding the applicable major procurement. Any addendum or amendment will be posted on the Commission's web page, and notice of the same shall be communicated, via facsimile, to all vendors who requested and were sent a copy of the applicable solicitation or who have submitted a bid, offer, quote, or proposal in respect of such solicitation.
- x. A submitted proposal may be modified or withdrawn by written notice received by the Commission at any time prior to the submission deadline. Each proposer is under a continuing obligation to notify the Commission following the submission of a proposal of any changes to the information, data, or facts submitted in their response that could reasonably be expected to affect the Commission's consideration of the proposal. Amendments to the technical or cost portions of the proposal will not be accepted during the evaluation process, although the Commission reserves the right to request additional information or clarification on the contents of the proposal. After the solicitation deadline, a vendor may withdraw its bid, offer, quote, or proposal, or other response or a portion thereof only upon a written determination by the Commission that there is an obvious error in such response and

- where the enforcement of the response would impose an unconscionable hardship on the vendor.
- 2 A reduction or diminution in profit margin shall not be deemed an unconscionable hardship
- 3 under this subsection.

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- 4 xi. The Commission reserves the right to obtain any information from
- 5 any lawful source as required by the Act and regarding the past business history,
- 6 practices, and abilities of vendors, their officers, directors, employees, owners, team
- 7 members, partners, or subcontractors. Such information may be taken into consideration
- 8 in evaluation of the proposals.

Section 7. Procurement Methods.

A. Procurement Methods Available to the Commission.

The Commission may utilize either of the following methods, both of which are further described herein, to competitively bid major procurement contracts: (i) a request for proposal, or (ii) a request for qualifications. The Director shall determine, with the consent of the Commission, the procurement method to be used in the case of any major procurement contract. No vendor shall be permitted to challenge any decision of the Director or the Commission with regard to the determination of the procurement method authorized hereby to be utilized in connection with any procurement.

B. Pre-Solicitation Process.

Whenever the Commission wants to evaluate the availability, durability, adaptability, or other specifications of goods or services in advance of seeking to procure such goods or services, the Director may elect to utilize a pre-solicitation process to identify potential bidders or possible solutions to the need being addressed. The Director may opt to use any or all of the following methods to acquire information:

I	1.	Oral presentations;			
2	ii.	Pre-solicitation notices;			
3	iii.	Pre-solicitation conferences;			
4	iv.	Requests for information;			
5	V.	Site visits; or			
6	vi.	Any other method the Director deems appropriate in his or her discretion.			
7	C. Reque	est For Proposals.			
8	The provision	ons of this subsection (7)(C) shall be applicable solely to solicitations			
9	of major procurem	ent contracts by means of a Request for Proposal (RFP).			
10	i.	Issuance of RFP. The Commission shall prepare and issue an			
11	RFP and evaluate p	roposals in accordance with this subsection. Failure by the Commission			
12	to comply with an	y technical requirement of this subsection shall not alone be deemed a			
13	defect requiring re-	issuance of the RFP or rejection of all bids, offers, quotes, or proposals,			
14	such decision remaining in the discretion of the Commission.				
15	ii.	RFP Document. An RFP shall set forth provisions including:			
16		a. A clear description of the scope of products and services.			
17	The technical requi	irements, scope, and other essential requirements shall be in sufficient			
18	detail to minimize th	ne likelihood of requests by vendors for clarification;			
19		b. Complete directions about making proposals;			
20		c. An RFP schedule of events that specifies all deadline requirements.			
21	Vendors must be giv	en a reasonable time, as determined by the Commission, to consider the			
22	required scope of	products and services and the proposal evaluation factors before proposals			
23	must be submitted:				

- d. RFP requirements and proposal restrictions;
- e. A description of the factors that will be used to evaluate the
- proposals. Factors may include but are not limited to vendor qualifications, experience, technical
- 4 approach, minority-owned business or female-owned business participation, and cost; and
- f. A declaration of certain contract terms and conditions which shall
- 6 be required by the Commission.

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- 7 iii. RFP Review and Approval. Each RFP must be reviewed and approved by
- 8 the Director prior to publication against the criteria of sound business principles, adequacy of
- 9 the scope of products and services description, and adequacy of the RFP's assurance of:
- a. Fairness to potential vendors;
 - b. Achievement of procurement objectives; and
- 12 c. Protection of the Commission's interests.
 - iv. RFP Publication. The Commission shall publish each RFP solicitation on the Commission's web page, and, if desired by the Commission, the Arkansas Office of State Procurement web site established for such solicitations. The Commission shall further solicit interest in each RFP by sending a formal notice of such or notice that the specific RFP has been released to a documented list of potential vendors. The Commission shall compile the list of potential vendors from those known to the Commission's staff. The Commission shall determine the number of vendors to include on the list by considering the nature of the procurement, the anticipated amount of the resulting contract, and the number of known vendors. To the extent practicable, the Commission will strive to compile lists of potential bidders which are minority-owned businesses, and female-owned businesses; the Commission will actively solicit bids from such businesses or otherwise make such businesses

- aware of opportunities to bid for major procurement contracts. The Commission is not
- 2 required to send a solicitation notice to more than a total of three (3) vendors; provided
- 3 however, that the Commission may send a solicitation notice to fewer than three (3) vendors, if,
- 4 in the opinion of the Director, fewer than three (3) vendors are qualified. A general or
- 5 standing request for notice of all solicitations of a given type shall not suffice as a request for a
- 6 specific solicitation and shall create no obligation on the Commission.
- 7 v. The Commission shall require each proposer to submit the cost proposal
- 8 component of the proposal in a sealed and labeled envelope separate from the technical
- 9 proposal component. The purpose is to allow the cost component to be evaluated
- separately from the technical component.
- a. The cost proposals shall not be opened until after the evaluation of
- the technical component is completed. After the technical proposal evaluation is completed, the
- cost proposals shall be opened and evaluated, and the total evaluation of the proposals will
- then be based on the criteria established in the applicable RFP.
- b. Any proposal which fails to adequately separate the cost proposal
- 16 components from the technical proposal may be considered nonresponsive and rejected by the
- 17 Commission.
- 18 vi. The Commission shall communicate, clarify, and negotiate in the
- best interests of the Commission, provided that all communication is conducted in a manner so
- as not to disclose any information that would give one or more vendors unfair advantage or
- 21 unfairly enable one or more vendors to improve their proposal. Specifically, negotiations will
- 22 only be permitted with the vendor whose bid, offer, quote, or proposal is the highest rated
- bid, offer, quote, or proposal. In the event that negotiations with the highest rated vendor

- fail to result in a contract, or if for any other reason a contract with such vendor is not
- 2 executed, the Commission may conduct negotiations with the second highest vendor and
- 3 so forth until a contract is successfully executed.
- 4 vii. The Commission shall have the right, at its sole discretion, to amend an
- 5 RFP in writing at any time.
- 6 vii. The Commission shall have the right, at its sole discretion, to reject any and
- 7 all proposals.
- a. Any proposal that does not meet the requirements of an RFP may
- 9 be considered to be non-responsive, and the proposal may be rejected.
- b. Any proposal that restricts the rights of the Commission or
- otherwise qualifies the proposal may be considered to be non-responsive, and the proposal may
- be rejected.
- ix. The Commission has the right, at its sole discretion, to cancel an
- 14 RFP in its entirety and to reissue or not reissue an RFP.
- 15 x. Evaluation and Award. Proposals shall be evaluated in accordance
- with the solicitation and in such a manner as to reasonably assure that all proposals are
- impartially considered and Commission requirements are adequately met.
- a. Proposals shall be evaluated by a committee established by the
- 19 Commission.
- b. Prior to reviewing proposals, each proposal evaluation committee
- 21 member shall review a list of vendors making proposals, determine if a conflict of interest exists
- 22 with a potential vendor, and sign a statement of whether or not the member has a potential
- conflict of interest. The statement shall be retained as procurement file documentation.

c. Proposals shall be evaluated in accordance with the evaluation criteria set forth in the solicitation.

- d. Neither the technical proposal, the cost nor any other single criterion shall be the only criterion for a major procurement contract award recommendation. Rather, evaluations shall be conducted and criteria shall be established to select proposals that provide the greatest overall value, the greatest long-term benefit to the State of Arkansas, the greatest integrity for the Commission, and the best services and products for the public. However, specific factors may be set forth in the applicable solicitation as criteria for determining whether a vendor who submits a bid, offer, quote, or proposal in response to that solicitation is a Responsible Bidder/Proposer and which proposals shall be considered responsive to the RFP.
- e. Pricing discounts for payment within certain time periods or in cash shall not be considered in evaluating bids. f. Only signed, sealed bids delivered prior to the date and time of bid opening shall be accepted.
- g. The past performance of a bidder on a state contract may be used by the Commission to determine whether the bidder is "responsible". Past performance must be supported by written documentation not greater than three (3) years old. Reports, memos, and files may be in electronic form. Past performance may be positive or negative. Past performance on contracts from other Arkansas state agencies may also be used for evaluation. Supporting documentation should be provided. Past performance evaluation should not take the place of suspension or debarment procedures.
- h. In the event of a tie bid, the person responsible for awarding a major procurement contract must ensure that all offers meet specifications. An award will be

- made by flip of a coin. The coin flip will be done in the presence of a witness by the person
- 2 responsible for awarding the contract. The witness must be an employee of the State of
- 3 Arkansas. A documentation of the coin flip must be included on the tabulation or bid history
- 4 sheet and be signed by both parties.

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- D. Request for Qualifications.
- The provisions of this subsection (7)(D) will be applicable solely to solicitations of major procurement contracts by means of a request for qualifications (RFQ).
- 8 i. The request for qualifications procurement method is usedwhen the 9 qualifications or specialized expertise of the vendor is the most important factor in selection.
 - ii. RFQ Publication. The Commission shall publish each RFQ solicitation on the Commission's web page and, if desired by the Commission, the Arkansas Office of State Procurement web site established for such solicitations. The Commission shall further solicit interest in each RFQ by sending a formal notice of such or notice that the specific RFQ has been released to a documented list of qualified vendors. The Commission shall compile the list of vendors from those known to the Commission's staff. The Commission shall determine the number of vendors to include on the list by considering the nature of the procurement, the anticipated amount of the resulting contract, and the number of known vendors. To the extent practicable, the Commission will strive to compile lists of potential bidders which are minority-owned businesses, and female-owned businesses, and the Commission will actively solicit bids from such businesses or otherwise make such businesses aware of opportunities to bid for major procurement contracts. The Commission is not required to send a solicitation notice to more than a total of three (3) vendors; provided however, that the Commission may send a solicitation notice to fewer than three (3) vendors. A general or

- standing request for notice of all solicitations of a given type shall not suffice as a request for a
- 2 specific solicitation and shall create no obligation on the Commission.
- 3 iii. The Commission shall communicate, clarify, and negotiate in the
- 4 best interests of the Commission, provided that all communication is conducted in a manner so
- 5 as not to disclose any information that would give one or more vendors unfair advantage or
- 6 unfairly enable one or more vendors to improve their proposal.
- 7 iv. The Commission shall have the right, at its sole discretion, to amend an
- 8 RFQ in writing at any time.
- 9 v. The Commission shall have the right, at its sole discretion, to
- cancel an RFQ in its entirety and to reissue or not reissue an RFQ.
- vii. Evaluation and Award. The Commission will make its initial selection
- based upon the respondents' qualifications. Only after the most qualified respondent is identified
- does cost become a factor in determining the award. Discussion may be conducted with
- qualified vendors who, based upon qualifications submitted, are determined to reasonably be
- susceptible of being selected for the purpose of clarification to assure full understanding of, and
- responsiveness to the solicitation requirements, and to obtain best and final offers.
- vii. Proposals shall be evaluated by a committee established by the
- 18 Commission.
- a. Prior to reviewing proposals, each proposal evaluation committee
- 20 member shall review a list of vendors making proposals, determine if a conflict of interest exists
- 21 with a potential vendor, and sign a statement of whether or not the member has a potential
- 22 conflict of interest. Said statement shall be retained as procurement file documentation.

- b. Proposals shall be evaluated in accordance with the evaluation criteria set forth in the solicitation.
- c. Evaluations shall be conducted and criteria shall be established to select proposals that provide the greatest overall value, the greatest long-term benefit to the State of Arkansas, the greatest integrity for the Commission, and the best services and products for the public.
- 7 d. Time discounts or cash discounts shall not be considered.
- e. Only signed, sealed responses delivered prior to the date and time of bid opening shall be accepted.
 - by the Commission to determine whether the bidder is "responsible". Past performance must be supported by written documentation not greater than three (3) years old. Reports, memos, and files may be in electronic form. Past performance may be positive or negative. Past performance on contracts from other Arkansas state agencies may also be used for evaluation. Supporting documentation should be provided. Past performance evaluation should not take the place of suspension or debarment procedures.
 - viii. Compliance With This Subsection. Failure by the Commission to comply with any technical requirement of this subsection (7)(D) shall not alone be deemed a defect requiring rejection of all bids, offers, quotes, or proposals, such decision remaining in the discretion of the Commission.

E. Solicitations.

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- The provisions of this subsection (7)(E) is applicable to all solicitations of major procurement contracts, regardless of the procurement method used by the Commission.
- i. All solicitations shall detail:

- a. Terms and conditions clearly detailing the requirements for the response to the solicitation, including the schedule for submitting and evaluating responses to solicitations as well as contract language in the event of award;
- b. Where more than one item is specified, whether the Commission will have the right to accept proposals either on the basis of each individual item, a group of items, or total of all items; and
 - c. Any requirement for a performance bond.
 - ii. Unless the solicitation specifically permits offers of used or reconditioned items, all solicitations shall be deemed to require that all materials, supplies, and equipment offered and furnished must be new and not reconditioned.

F. Contractual Award and Agreement.

- i. Each major procurement contract shall be awarded by the Commission by prompt written notice to the responsible and responsive vendor pursuant to a solicitation whose bid, offer, quote or proposal represents the best value to the Commission and offers what the Commission believes will result in the greatest long-term benefit to the State of Arkansas, the greatest integrity for the Commission, and the best services and products for the public. The Commission shall also publish notice of the intent to award on the Commission's website.
 - ii. The delivery of a Commission purchase order or a notice of major

- procurement contract award for term contracts which require vendor signature with the
- valid signature of the Director constitutes acceptance of the offer to sell and consummates the
- binding contractual agreement. The Commission shall not execute a major procurement contract
- 4 prior to the expiration of five (5) business days from the date notice of the intent to award is
- 5 published on the Commission's website.

G. Inspection of Purchasing Records.

Upon the Commission's issuance of a notice of intent to award a major procurement contract, the Commission's procurement files for such major procurement will be open for public inspection. Notwithstanding the foregoing, (i) the Commission shall not be required to make available for public inspection information protected by or otherwise not required to be disclosed pursuant to applicable law, these Procurement Regulations, or information that the Commission determines in accordance with Ark. Code Ann. § 23-115-404 shall not be disclosed to the public; and (ii) the Commission may delay making its procurement files available to the public for such reasonable period of time as the Commission determines is necessary for it to redact or otherwise secure that portion of its procurement files that will not be made available to the public. The Commission's procurement records that are made available to the public shall be available for inspection during the Commission's regular office hours.

Section 8. Protest.

A. Filing of a Protest.

i. Any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a major procurement contract may file a protest seeking a determination with respect to any matter related to the solicitation or

- award of a major procurement contract except as otherwise provided herein. An Aggrieved
- 2 Person who files a protest is hereinafter referred to as a "Petitioner". Other than as
- 3 expressly set forth in these Rules, nothing contained herein shall confer any rights or
- 4 remedies upon any Aggrieved Person or Petitioner, or impose any duties or obligations upon the
- 5 Commission, which are not otherwise so conferred or imposed by the Act.
- 6 ii. The protest shall be in writing, shall be filed by delivery by hand or
- 7 courier to the Director with a copy to the Chief Legal Counsel of the Commission at the
- 8 headquarters of the Commission.
- 9 iii. The protest shall include the following information:
- a. The name, address, and telephone number of the Petitioner;
- b. The signature of the Petitioner;
- 12 c. Identification of the solicitation or contract number that is the
- subject of the dispute;
- d. A statement of the legal and factual grounds supporting the
- position of the Petitioner, including copies of relevant documents;
- e. Any other documentation the Petitioner wishes to submit in
- support of Petitioner's position; and
- 18 f. A statement of the relief requested whether legal, equitable, or
- otherwise. If a monetary award is requested, the amount shall be stated.
- For a protest to be timely filed, the original protest manually signed by
- 21 the Petitioner must be physically received by the Commission within the time period
- 22 prescribed in Subsection (8)(B). Facsimile or other electronically transmitted copies of the
- protest will not be accepted.

1	iv. The Petitioner shall be required to provide a suitable bond to				
2	the Commission in certified funds at the time the Protest is filed. The purpose of this bond				
3	is to:				
4	a. Discourage frivolous petitions and litigation; and				
5	b. Assure payment by the Petitioner of the costs incurred as a result				
6	of the protest, including reasonable attorney's fees of the Commission, employees or members of				
7	the Commission, in the event Petitioner appeals and such costs are adjudged against the				
8	Petitioner pursuant to Ark. Code Ann. § 23-115-209; and				
9	c. Assure payment of all other amounts for which the Petitioner may				
10	be found liable, including without limitation any loss of income to the Commission resulting				
11	from the institution of a frivolous appeal.				
12	Failure to provide such bond with any protest will result in the dismissal of such				
13	protest. A Petitioner shall not have met the requirement in Subsection (8)(B) to timely				
14	file a protest unless the applicable bond accompanies the protest when it is timely filed. This				
15	requirement does not apply to any Petitioner who has already provided a bond in the proper bond				
16	amount as part of a bidding process.				
17	v. The amount of the bond shall be the amount established in the applicable				
18	solicitation. In the event that no amount is specified in the applicable solicitation, the bond shall				
19	be Seventy-Five Thousand Dollars (\$75,000) or Fifty Percent (50%) of the major procurement				
20	contract amount in controversy, whichever is less.				
21	B. Time for Filing a Protest.				
22	i. Protests concerning a solicitation.				
23	a. A protest in regard to a major procurement contract solicitation				

for which the basis for the protest is reasonably apparent before the closing date for receipt of initial proposals shall be filed within five (5) business days after the deadline for vendor questions established in the solicitation. A protest in regard to any other solicitation for which the basis for the protest is reasonably apparent before the closing date for receipt of initial proposals shall be filed before the closing date for receipt of initial proposals. A protest based upon a solicitation that is reasonably apparent before the bid opening shall be filed before bid opening.

- b. Protests based upon an amendment to any solicitation, or upon any additional information requested or accepted by the Commission with respect to any solicitation or response thereto, that is reasonably apparent before the closing date for receipt of proposals or any supplemental information requested by the Commission shall be filed within five (5) business days after the deadline for vendor questions or the date of the amendment, whichever date is later.
- c. Subject to the provisions of subsection (8)(B)(ii), if a protest is filed with the Director and the Chief Legal Counsel of the Commission before the award of a contract, the award of such contract may be made before a decision is rendered on the protest.
 - ii. Protest concerning an award of contract.
- a. Subject to subsection (8)(B)(ii)(c), any aggrieved person may protest the Commission's decision to award a major procurement contract. Any such written protest shall be filed (1) in the case of a major procurement contract that has not been competitively bid by the Commission, within five (5) business days after either the Commission's issuance of a notice of intent to award such major procurement contract or the

- 1 Commission's award of such major procurement contract is posted, published, or otherwise
- 2 made publicly available, whichever occurs first; and (2) in the case of a major procurement
- 3 contract that has been competitively bid by the Commission, within five (5) business days after
- 4 the Commission's issuance of a notice of intent to award such major procurement contract is
- 5 posted, published, or otherwise made publicly available.
- b. If a protest seeking equitable relief regarding the award of any
- 7 major procurement contract is filed with the Director and the Chief Legal Counsel of the
- 8 Commission in accordance with subsection (8)(B)(ii)(a), the Commission may award and enter
- 9 into such major procurement contract only if (a) such protest has been resolved in accordance
- with these Rules, or (b) the Commission has made a written determination that the award of
 - such major procurement contract without delay is necessary to protect substantial interests of
- the Commission.

- c. Only persons or entities that submit a bid, offer, quote, or
- proposal with respect to a major procurement solicitation for a competitively bid major
- procurement contract may be considered an "Aggrieved Person" with standing to file a
- protest with respect to the award of such contract or the issuance of a notice of intent to
- 17 award such contract.
- iii. In all other cases pertaining to a solicitation or award of an agreement or a
- 19 contract other than those covered in subsections (8)(B)(i) through (8)(B)(ii), a protest must be
- 20 filed within five (5) business days after the announcement of the Commission's decision to
- award is posted, published, or otherwise made publicly available, whichever occurs first.
- iv. In all cases other than those covered in subsections (8)(B)(i) through
- 23 (8)(B)(iii), the protest must be filed within five (5) business days after the aggrieved person

- knows or should have known of the facts giving rise to the action complained of.
- v. Failure to file a written protest in accord with subsection (8)(A) within the
- applicable time limit provided in subsection (8)(B) shall bar any further administrative, legal, or
- 4 equitable action.
- 5 vi. Failure to provide the applicable bond in the amount required and as
- otherwise provided in subsections (8)(A)(iv) and (8)(A)(v) within the applicable time frame shall
- 7 result in an untimely filing and bar any further administrative, legal, or equitable action.

C. Notice of Filing of a Protest.

In the event a protest is filed, the Director shall immediately provide a copy of

the the protest to the Commission and to the successful person or entity, if an award has

been made, or, if no award has been made, to all persons or entities who have submitted bids or

12 proposals.

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D. Confidential Information.

- i. Material submitted by a petitioner shall not be withheld from any
- interested party except to the extent required by law.
- ii. If the petitioner believes the protest contains material that should be
- withheld, a statement advising the Chief Legal Counsel of this fact shall accompany the protest
- 18 submission.

E. Decision by the Director.

- i. The Director, or a Hearing Officer designated by him or her, shall
- 21 have the exclusive authority to decide all protests.
- 22 ii. After submittal of a timely protest and prior to issuance of a written
- 23 decision to that protest, the petitioner shall be afforded an opportunity to discuss with the

1 Director the issues giving rise to the protest.

- shall consult the Attorney General or legal counsel. The award of costs shall be allowed only to compensate a petitioner for reasonable expenses incurred in preparation and submission of a bid or proposal for which the petitioner was wrongfully denied a contract award. The costs which are allowable shall be those which the petitioner is able to prove that are incurred in preparation and submission of the bid or proposal in question, but exclude travel and production costs that may result from participation in pre-bid conferences; attending on-site inspections, and demonstrations or presentations made in responding to formal solicitations issued by the State. A petitioner may not recover profit which it anticipates would have been made if the petitioner had been awarded the major procurement contract. Attorney's fees associated with the filing and prosecution of the protest are not recoverable.
 - iv. If the protest is not resolved by mutual agreement, the Director or Hearing Officer shall issue a written decision within thirty (30) calendar days after a protest has been filed. The decision shall include:
 - a. A brief description of the claim;
 - b. A reference to the pertinent contract provision;
 - c. A brief statement of the factual and legal issues;
- d. A statement of the Director's or Hearing Officer's decision, with supporting rationale and the remedial action or award, if any.
 - v. The Director or Hearing Officer shall furnish a copy of the decision to the petitioner by certified mail, return receipt requested, or by any other method that provides written evidence of delivery, such as hand delivery by courier, express mail or overnight

- 1 express courier.
- vi. The time limit for decisions set forth in subsection (8)(E)(ii) may be
- 3 extended by the Director or Hearing Officer for good cause for a reasonable time not to
- 4 exceed thirty (30) additional calendar days. The Director or Hearing Officer shall notify the
- 5 petitioner in writing that the time for the issuance of a decision has been extended and the date
- 6 by which a decision will be issued.
- vii. If the Director or Hearing Officer fails to issue a decision within the
- 8 time limits set forth in subsection (8)(E)(ii) or subsection (8)(E)(iv), the petitioner may
- 9 proceed as if the Director or Hearing Officer had issued an adverse decision.
- viii. In lieu of a written decision, the Director may, in his or her sole
- discretion, within thirty (30) calendar days after a protest is filed, give written notice to the
- petitioner that the protest shall be resolved by a hearing conducted by the Director or Hearing
- Officer pursuant to the procedures for hearing set forth in subsection (8)(F).
- Notwithstanding the foregoing, the Commission may at any time on its own motion direct that a
- protest be resolved by a hearing conducted by the Director or Hearing Officer pursuant to the
- procedures for hearing set forth in subsection (8)(F).
- ix. Nothing in this subsection (8)(E) shall prohibit a contractor who is also
- an aggrieved person or petitioner from submitting an invoice to the Commission for
- 19 final payment after the work is completed and accepted.
- 20 x. Pending claims shall not delay payment for undisputed amounts
- from the Commission to a contractor who is also an aggrieved person or petitioner.
- F. Hearing Procedures.
- i. All hearings conducted under these Rules shall be conducted by

- the Director or by a Hearing Officer designated by the Director. The decision as to
- whether the Director or a Hearing Officer will conduct the hearing shall be in the sole
- 3 discretion of the Director. The Hearing Officer's actions, decisions, and orders shall be
- 4 deemed to be on behalf of the Director and effective as though taken by the Director,
- 5 subject to the appeals procedures as hereinafter provided.
- ii. If the Director determines under subsection 8(E)(iii) that the protest will
- be resolved after a hearing, the hearing shall be held within thirty (30) calendar days following
- 8 the Director's determination under subsection 8(E)(iii) to resolve a protest by this procedure for
- a hearing. A notice which will set forth the time, date, and location of the hearing will be sent
- to the party or parties at least seven (7) calendar days before the date set for such hearing.
- iii. In connection with the hearing, the Director or Hearing Officer may:
- a. Conduct the hearing in an informal manner without formal rules of
- 13 evidence or procedure;
- b. Require each party to state, either orally or in writing, its
- position concerning the factual and legal issues involved in the hearing;
- 16 c. Require each party to produce for examination those relevant
- witnesses and documents under its control;
- d. Rule on motions and other procedural items pending before him or
- 19 her, including without limitation the methods, scope and extent of discovery available to the
- 20 parties;
- e. Regulate the course of the hearing and conduct of the participants,
- 22 including the imposition of reasonable time limits;
- f. Establish time limits for submission of motions or memoranda;

- g. Take official notice of any material fact not appearing in evidence in the record, if the fact is among the traditional matters of which judicial notice can be taken;
- h. Administer oaths or affirmations;
- i. Issue subpoenas; and

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- j. Join any necessary parties to the hearing.
- 6 iv. The hearing shall be conducted before a court reporter. The petitioner shall procure, at petitioner's own cost and on petitioner's own initiative, the 7 court reporting services (including the preparation of the transcript) for such hearing. The 8 9 original transcript of any such proceedings shall be submitted to the Director or Hearing Officer as soon as the transcript is available, and in no event later than five (5) 10 calendar days following the conclusion of the hearing, and shall be made a part of the record. 11 The petitioner shall also submit a copy of the transcript to all other parties to the protest as soon 12 as the transcript is available. 13
- v. Any party may appear and be represented with or without counsel at the hearing.
 - vi. If a Hearing Officer conducts the hearing, he or she shall make a written recommendation containing the Hearing Officer's ruling, in the form of a proposed decision, to the Director, within thirty (30) calendar days after receiving an original transcript of the hearing pursuant to subsection (8)(F)(iv). If a proposed decision is received by the Director, he or she must render a decision in writing and deliver the decision to the parties within thirty (30) calendar days after receiving the proposed decision from the Hearing Officer.
 - a. If the Director receives a recommendation in a proposed decision from a Hearing Officer, he or she may:

I	1. Accept, modify, or reject the Hearing Officer's
2	recommendation in whole or in part;
3	2. Return the matter to the Hearing Officer with instruction;
4	3. Make any other appropriate disposition; or
5	4. Issue a no action response.
6	b. If the Director issues a no action response, then the
7	determination in the Proposed Decision of the Hearing Officer will be deemed to be
8	accepted by the Director.
9	vii. If the Director conducts the hearing, he or she must render a
10	decision in writing and deliver the decision to the petitioner within thirty (30) calendar
11	days after receiving an original transcript of the hearing.
12	viii. The Director's decision and any proposed decision made by a Hearing
13	Officer shall be sent to the petitioner by certified mail, return receipt requested, or any other
14	method by which a written business record of delivery is kept, such as hand delivery by
15	courier, express mail or overnight express courier.
16	G. Procedure for filing an appeal to the Commission.
17	i. A petitioner may appeal a decision of the Director or Hearing Officer
18	to the Commission. Any appeal from a decision of the Director or Hearing Officer must be filed
19	with the Commission within five (5) business days after receipt of such decision.
20	ii. Any appeal shall be filed by delivery by hand or courier, to the Director
21	with a copy to the Chief Legal Counsel of the Commission at the headquarters of the
22	Commission. An appeal so delivered will be timely filed only if received by the Commission
23	during its normal business hours on or before the fifth (5 th) business day prescribed by

1 subsection (8)(G)(i).

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- 2 iii. An appeal must be in writing and shall contain the following:
- a. Copy of the decision of the Director or Hearing Officer;
- b. A copy of the transcript of any hearing; and
- 5 c. The basis for the precise factual or legal error in the decision of the
- 6 Director or Hearing Officer from which the appeal is taken.
- 7 iv. The Commission shall notify interested parties of the appeal by
- 8 certified mail, return receipt requested, or any other method by which a written business
- 9 record of delivery is kept, such as hand delivery by courier, express mail, or overnight express
- courier within five (5) calendar days after the appeal is filed.
- 11 v. Any interested party may file a written brief stating its position on
- the appeal within five (5) business days after receipt of such notice.

H. Commission's Decision.

- i. The Commission, or a committee of the Commission, may review the
- 15 record without a hearing or oral argument and issue a written decision on behalf of the
- 16 Commission. The Commission, or a committee of the Commission, may, in its sole discretion:
- 17 (a) conduct its own review or investigation; (b) conduct a de novo review in whole or in part;
- or (c) allow oral argument, in the manner and under procedures that the Commission or its
- 19 committee shall deem appropriate under the circumstances.
- 20 ii. A copy of the Commission's written decision will be sent to the
- appellant by certified mail, return receipt requested, or any other method by which a written
- business record of delivery is kept, such as hand delivery by courier, express mail or
- overnight express courier. The original written decision shall be retained by the Commission.

- 1 The written decision of the Commission, or a committee of the Commission, will be final,
- 2 and no further appeal to the Commission will be allowed.

I. Judicial Review.

4 Any adverse final decision of the Commission issued under this Section shall

5 be subject to judicial review pursuant to Ark. Code Ann. § 23-115-209 by any person or entity

who was a party to the appeal, and the complaint seeking review must be filed with the Pulaski

7 County Circuit Court.

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J. Exclusive Remedy.

These Rules provide the exclusive procedure for asserting a claim against the Commission arising out of or relating to any matter related to the procurement process for any major procurement contract. Neither an aggrieved person, petitioner, nor any other interested party has a right to any remedy against the Commission with respect to any matter related to the procurement process for any major procurement contract except in accordance with the procedures set forth in these Rules.