



CONTRACT AMENDMENT

Materials Management Procurement

9875 N. 85th Ave., 2nd Fl.
Peoria, AZ 85345
Telephone: (623) 773-7115
Fax: (623) 773-7118

Buyer: Lisa Houg

Solicitation No. Q11-03 Page 1 of 1
Description: Spanish Language Program
Amendment No. Four (4) Date: 7/14/14

In accordance with the Contract Special Terms and Conditions, **Contract Extension**, the above referenced contract shall expire on 9/30/14. **LAST YEAR OF CONTRACT**

The New Contract Term: **10/01/14 to 09/30/15**

Contractor hereby acknowledges receipt and agreement. A signed copy shall be filed with the City of Peoria, Materials Management Division.

Alvaro Otálora
Signature

08/07/14
Date

Alvaro Otálora, Director
Typed Name and Title

Hispalia
Company Name

P.O. Box 25020
Address

Tempe
City

AZ
State

85285
Zip Code

Attested By:

Linda Blas
Rhonda Geriminsky, City Clerk

Julie Ayers
Director: Julie Ayers, HR Director

Tracey Booth
Department Rep: Tracey Booth, Training and Development Coordinator

Stephen M. Kemp
Approved as to Form: Stephen M. Kemp, City Attorney

The above referenced Contract Amendment is hereby Executed

Sept 23, 2014, at Peoria, Arizona

Dan Zenko
Dan Zenko, Materials Manager



City Seal

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(Rev 07/05/11)

Official File

ACON42110D



CONTRACT AMENDMENT

Materials Management Procurement

9875 N 85th Ave 2nd Fl
Peoria, AZ 85345
Telephone (623) 773 7115
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Buyer Lisa Houg, CPPB

Solicitation No Q11-03 Page 1 of 1

Description Spanish Language Program

Amendment No Three (3) Date 8/5/13

In accordance with the Contract Special Terms and Conditions, Contract Extension, the above referenced contract shall expire on 9/30/13

The New Contract Term **10/01/13 to 09/30/14**

Contractor hereby acknowledges receipt and agreement. A signed copy shall be filed with the City of Peoria, Materials Management Division

<u>Alvaro Otálora</u> Signature	<u>10/26/13</u> Date	<u>Alvaro Otálora, Director</u> Typed Name and Title	<u>Hispalia</u> Company Name
<u>P O Box 25020</u> Address	<u>Tempe</u> City	<u>AZ</u> State	<u>85285</u> Zip Code

Attested By
Rhonda Geriminsky
Rhonda Geriminsky, City Clerk

Julie Ayers
Director Julie Ayers, HR Director

Tracey Booth
Department Rep Tracey Booth Training and Development Coordinator

Stephen M. Kemp
Approved as to Form Stephen M Kemp, City Attorney

The above referenced Contract Amendment is hereby Executed
Nov 6, 2013, at Peoria, Arizona

Dan Zenko
Dan Zenko, Materials Manager





CONTRACT AMENDMENT

Materials Management Procurement

9875 N. 85th Ave., 2nd Fl.
Peoria, AZ 85345
Telephone: (623) 773-7115
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Buyer: Lisa Houg, CPPB

Solicitation No. Q11-03 Page 1 of 1

Description: Spanish Language Program

Amendment No. Two (2) Date: 9/11/2012

In accordance with the Contract Special Terms and Conditions, Contract Extension, the above referenced contract shall expire on 9/30/12.

NEW CONTRACT TERM: 10/01/12 to 09/30/13

Contractor hereby acknowledges receipt and agreement. A signed copy shall be filed with the City of Peoria, Materials Management Division.

Alvaro Otálora 09/11/12
Signature Date

Alvaro Otálora, Director
Typed Name and Title

Hispalia
Company Name

P.O. Box 25020
Address

Tempe
City

AZ
State

85285
Zip Code

Attested By:

Linda Blas
City Clerk

Julie Ayers
Director: Julie Ayers, HR Director

Tracy Booth
Department Rep. Tracy Booth, Training and Development Coordinator

Stephen M. Kemp
Approved as to Form: Stephen M. Kemp, City Attorney

The above referenced Contract Amendment is hereby Executed
Oct. 10, 2012, at Peoria, Arizona

Dan Zenko
Dan Zenko, Materials Management Supervisor



CC Number
ACON42110B
Contract Number

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CONTRACT AMENDMENT

Materials Management Procurement

9875 N. 85th Ave., 2nd Fl.
Peoria, AZ 85345
Telephone: (623) 773-7115
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Solicitation No. Q11-03 Page 1 of 1
Description: Spanish Language Program
Amendment No. One (1) Date: 07/12/11

Buyer: Lisa Houg, CPPB

In accordance with the Contract Special Terms and Conditions, Contract Extension, the above referenced contract shall expire on 9/30/11.

NEW CONTRACT TERM

Contract Term: 10/01/11 to 09/30/12

Contractor hereby acknowledges receipt and agreement. A signed copy shall be filed with the City of Peoria, Materials Management Division.

<i>Alvaro Otálora</i>	<i>07/31/11</i>	Alvaro Otálora, Director	Hispalia	
Signature	Date	Typed Name and Title	Company Name	
P.O. Box 25020	Tempe	AZ	85285	
Address	City	State	Zip Code	

Attested By:

Wanda Nelson
Wanda Nelson, City Clerk

Wynette Reed
Director, Wynette Reed, HR Director

Tracey Booth
Department Rep: Tracey Booth, Training and Development Coordinator

Stephen M. Kemp
Approved as to Form: Stephen M. Kemp, City Attorney



CC Number
ACON42110A
Contract Number

The above referenced Contract Amendment is hereby Executed
August 9, 2011 at Peoria, Arizona

Dan Zenko
Dan Zenko, Materials Management Supervisor

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A CON 42110A



City of Peoria, Arizona Request for Quotation



Invitation for Bid No: **RFQ 11-03** Bid Due Date: **August 16, 2010**
 Materials and/or Services: **Spanish Language Program** Time: **5:00 P.M. AZ Time**
 Contact: **Lisa Houg, CPPB**
 Location: **City of Peoria, Materials Management** Phone: **(623) 773-7115**
 Mailing Address: **9875 N. 85th Ave., 2nd Floor, Peoria, AZ 85345**

This is NOT a Purchase Order

The terms and conditions in this solicitation should be reviewed and understood before preparing a quotation. The quotation shall be the best net price, FOB destination, to include all delivery charges, and applicable taxes. Delivery schedule and discount for early payment shall be indicated in the spaces provided below. Return the quotation by the above time and date to the above address. Please reference the Buyer's name and RFQ number on the outside of the return envelope.

Vendor Quotation

Company Name	Address	City	State	Zip Code	Telephone
Hispanic LLC	P.O. Box 25020	Tempe	AZ	85285	480 303 0630
<i>Alvaro Galbra</i> Signature	Alvaro Galbra	Director	owner		09/07/10 Date

ACCEPTANCE OF OFFER AND CONTRACT AWARD (For City of Peoria Use Only)

Your offer is hereby accepted. The Contractor is now bound to sell the materials and/or services listed by the attached award notice based upon the solicitation, including all terms conditions, specifications, amendments, etc., and the Contractor's offer as accepted by the City. The Contractor is hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until Contractor receives an executed **Purchase Order**.

Attested by: *[Signature]*

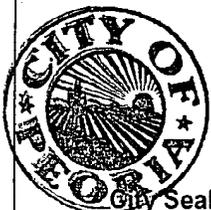
 City Clerk

City of Peoria, Arizona. Eff. Date: 10/1/2010

 Ellen Van Riper, Assistant City Attorney

[Signature]
 Approved as to Form _____
 Stephen M. Kemp, City Attorney

Awarded on Sept 8 2010
[Signature]
 Herman F. Koebergen, Materials Manager



AGW142110
 Contract Number

 Official File



REQUEST FOR QUOTATION

INSTRUCTIONS FOR QUOTATION AND TERMS AND CONDITIONS

Materials Management Procurement

9875 N. 85th Ave., 2nd Fl.
Peoria, Arizona 85345-6560
Phone: (623) 773-7115
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1. **Submission:** Quotations shall be signed and received by the due date and time, as designated on the Quotation.
2. **Opening:** A formal public opening will not be held for this quotation. However, all information may be publicly reviewed after award.
3. **Standard Provisions:** The City of Peoria's Instructions for Quotation and Terms and Conditions (Form COP203ITQ) and Standard Terms and Conditions (COP Form 202), where applicable, are a part of this document as if fully set forth herein. Copies of these documents are available from the City of Peoria, Materials Management Division.
4. **Taxes:** The City of Peoria is exempt from Federal Excise Tax, including Federal Transportation Tax. Sales Tax, if any, should be indicated as a separate item.
5. **Bid Rejection:** The City of Peoria reserves the right to reject any, or all, bids, combinations of items, or lot and to waive defects or informalities.
6. **Brand Names:** Any manufacturer's names, trade names, brand names, or catalog numbers used in the specifications are for the purpose of describing and establishing the general quality level, design and performance desired. Such references are not intended to limit or restrict bidding by other vendors, but are intended to approximate the quality design or performance which is desired. Any bid which proposes like quality, design or performance will be considered. Equivalent products will be considered, provided a complete description and product literature is provided. Unless a specific exception is made, assumption will be that the item is bid exactly as specified on the Request for Quotation.
7. **Erasures:** Erasures, interlineations or other modifications shall be initialed by the individual signing the Request for Quotation.
8. **Unit Price:** In case of error in the extension of prices, the unit shall govern. No Quotation shall be altered, amended or withdrawn after the specified date and time for receiving Quotations. Negligence by the Vendor in preparing the Quotation confers no right for the withdrawal of the Quotation after it has been opened.
9. **New:** All items shall be new, unless otherwise stated in the specifications.
10. **Payment:** The City of Peoria will make every effort to process for the purchase of goods or services within thirty (30) calendar days after receipt of goods or services and a correct notice of amount due, unless a good faith dispute exists as to any obligation to pay all or a portion of the account. Any bid that requires payment in less than thirty (30) days shall not be considered.
11. **Payment Discounts:** Payment discount periods will be computed from date of receipt of materials or services or correct invoice, whichever is later, to the date payment is mailed. Unless freight and other charges are itemized, any discount provided will be taken on full amount of invoice. Payment discounts of thirty (30) calendar days or more will be deducted from the bid price in determining the low bid. However, the City of Peoria shall be entitled to take advantage of any payment discount offered by the Vendor provided payment is made within the discount period.



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THE FOLLOWING TERMS AND CONDITIONS ARE AN EXPLICIT PART OF THE SOLICITATION AND ANY RESULTANT CONTRACT.

1. **CERTIFICATION:** By signature in the Offer section of the Offer and Contract Award page (COP Form 203), the Vendor certifies:
 - a. The submission of the offer did not involve collusion or other anti-competitive practices.
 - b. The Vendor shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11456.
 - c. The Vendor has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip favor, or service to a public servant in connection with the submitted offer. Failure to sign the offer, or signing it with a false statement, shall void the submitted offer or any resulting contracts, and the vendor may be debarred.
2. **GRATUITIES:** The City may, by written notice to the Contractor, cancel this contract if it is found by the City that gratuities, in the form of entertainment, gifts or otherwise, were offered or given by the Contractor or any agent or representative of the Contractor, to any officer or employee of the City with a view toward securing an order, securing favorable treatment with respect to the awarding, amending, or the making of any determinations with respect to the performing of such order. In the event this contract is cancelled by the City pursuant to this provision, the City shall be entitled, in addition to any other rights and remedies, to recover or withhold from the Contractor the amount of the gratuity. Paying the expense of normal business meals which are generally made available to all eligible city government customers shall not be prohibited by this paragraph.
3. **APPLICABLE LAW:** In the performance of this agreement, contractors shall abide by and conform to any and all laws of the United States, State of Arizona and City of Peoria including but not limited to federal and state executive orders providing for equal employment and procurement opportunities, the Federal Occupational Safety and Health Act and any other federal or state laws applicable to this agreement.

Contractor specifically understands and acknowledges the applicability to it of the Americans with Disabilities Act, the Immigration Reform and Control Act of 1986, and the Drug Free Workplace Act of 1989. In addition, if this agreement pertains to construction, Contractor must also comply with A.R.S. § 34-301, as amended (Employment of Aliens on Public Works Prohibited) and A.R.S. § 34-302, as amended (Residence Requirements for Employees).

Under the provisions of A.R.S. § 41-4401, Contractor hereby warrants to the City that Contractor and each of its subcontractors ("Subcontractors") will comply with, and are contractually obligated to comply with, all Federal immigration laws and regulations that relate to their employees and A.R.S. § 23-214(A) (hereinafter, "Contractor Immigration Warranty").

A breach of the Contractor Immigration Warranty shall constitute a material breach of this agreement and shall subject Contractor to penalties up to and including termination of this agreement at the sole discretion of the City. The City may, at its sole discretion, conduct random verification of the employment records of Contractor and any Subcontractors to ensure compliance with the Contractor Immigration Warranty. Contractor agrees to assist the City in regard to any random verifications performed.

Neither Contractor nor any Subcontractor shall be deemed to have materially breached the Contractor Immigration Warranty if Contractor or the Subcontractor establishes that it has complied with the employment verification provisions prescribed by §§ 274A and 274B of the Federal Immigration and Nationality Act and the E-Verify requirements prescribed by A.R.S. § 23-214(A).

The provisions of this Paragraph must be included in any contract Contractor enters into with any Subcontractors who provide services under this agreement or any subcontract. "Services" is defined as furnishing labor, time or effort in the



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State of Arizona by a contractor or subcontractor. Services include construction or maintenance of any structure, building or transportation facility or improvement to real property.

Contractor warrants, for the term of this agreement and for six months thereafter, that it has fully complied with the requirements of the Immigration Reform and Control Act of 1986 and all related or similar legal authorities.

This contract shall be governed by the City and Contractor shall have all remedies afforded each by the Uniform Commercial Code, as adopted in the State of Arizona, except as otherwise provided in this contract or in statutes pertaining specifically to the City. This contract shall be governed by the laws of the State of Arizona and suit pertaining to this contract may be brought only in courts in the State of Arizona.

This contract is subject to the provisions of ARS §38-511; the City may cancel this contract without penalty or further obligations by the City or any of its departments or agencies if any person significantly involved in initiating, negotiating, securing, drafting or creating the contract on behalf of the City or any of its departments or agencies, is at any time while the contract or any extension of the contract is in effect, an employee of any other party to the contract in any capacity or a consultant to any other party of the contract with respect to the subject matter of the contract.

4. **LEGAL REMEDIES:** All claims and controversies shall be subject to resolution according to the terms of the City of Peoria Procurement Code.
5. **CONTRACT:** The contract between the City and the Contractor shall consist of (1) the Solicitation, including instructions, all terms and conditions, specifications, scopes of work, attachments, and any amendments thereto, and (2) the offer submitted by the Vendor in response to the solicitation. In the event of a conflict in language between the Solicitation and the Offer, the provisions and requirements in the Solicitation shall govern. However, the City reserves the right to clarify, in writing, any contractual terms with the concurrence of the Contractor, and such written contract shall govern in case of conflict with the applicable requirements stated in the Solicitation or the Vendor's offer. The Solicitation shall govern in all other matters not affected by the written contract.
6. **CONTRACT AMENDMENTS:** This contract may be modified only by a written Contract Amendment (COP Form 217) signed by persons duly authorized to enter into contracts on behalf of the City and the Contractor.
7. **CONTRACT APPLICABILITY:** The Offeror shall substantially conform to the terms, conditions, specifications and other requirements found within the text of this specific Solicitation. All previous agreements, contracts, or other documents, which have been executed between the Offeror and the City are not applicable to this Solicitation or any resultant contract.
8. **PROVISIONS REQUIRED BY LAW:** Each and every provision of law and any clause required by law to be in the contract will be read and enforced as though it were included herein, and if through mistake or otherwise any such provision is not inserted, or is not correctly inserted, then upon the application of either party, the contract will forthwith be physically amended to make such insertion or correction.
9. **SEVERABILITY:** The provisions of this contract are severable to the extent that any provision or application held to be invalid shall not affect any other provision or application of the contract which may remain in effect without the invalid provision or application.
10. **RELATIONSHIP TO PARTIES:** It is clearly understood that each party will act in its individual capacity and not as an agent, employee, partner, joint venturer, or associate of the other. An employee or agent of one party shall not be deemed or construed to be the employee or agent of the other for any purpose whatsoever. The Contractor is advised that taxes or Social Security payments will not be withheld from any City payments issued hereunder and that the Contractor should make arrangements to directly pay such expenses, if any.



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11. **INTERPRETATION-PAROL EVIDENCE:** This contract represents the entire agreement of the Parties with respect to its subject matter, and all previous agreements, whether oral or written, entered into prior to this contract are hereby revoked and superseded by this contract. No representations, warranties, inducements or oral agreements have been made by any of the Parties except as expressly set forth herein, or in any other contemporaneous written agreement executed for the purposes of carrying out the provisions of this contract. This contract may not be changed, modified or rescinded except as provided for herein, absent a written agreement signed by both Parties. Any attempt at oral modification of this contract shall be void and of no effect.
12. **NO DELEGATION OR ASSIGNMENT:** Contractor shall not delegate any duty under this Contract, and no right or interest in this Contract shall be assigned by Contractor to any successor entity or third party, including but not limited to an affiliated successor or purchaser of Contractor or its assets, without prior written permission of the City. The City, at its option, may cancel this Contract in the event Contractor undertakes a delegation or assignment without first obtaining the City's written approval. Contractor agrees and acknowledges that it would not be unreasonable for the City to decline to approve a delegation or assignment that results in a material change to the services provided under this Contract or an increased cost to the City.
13. **SUBCONTRACTS:** No subcontract shall be entered into by the contractor with any other party to furnish any of the material, service or construction specified herein without the advance written approval of the City. The prime contractor shall itemize all sub-contractors which shall be utilized on the project. Any substitution of sub-contractors by the prime contractor shall be approved by the City and any cost savings will be reduced from the prime contractor's bid amount. All subcontracts shall comply with Federal and State laws and regulations which are applicable to the services covered by the subcontract and shall include all the terms and conditions set forth herein which shall apply with equal force to the subcontract and if the Subcontractor were the Contractor referred to herein. The Contractor is responsible for contract performance whether or not Subcontractors are used.
14. **RIGHTS AND REMEDIES:** No provision in this document or in the vendor's offer shall be construed, expressly or by implication, as waiver by the City of any existing or future right and/or remedy available by law in the event of any claim of default or breach of contract. The failure of the City to insist upon the strict performance of any term or condition of the contract or to exercise or delay the exercise of any right or remedy provided in the contract, or by law, or the City's acceptance of and payment for materials or services, shall not release the Contractor from any responsibilities or obligations imposed by this contract or by law, and shall not be deemed a waiver of any right of the City to insist upon the strict performance of the Contract.
15. **INDEMNIFICATION:** To the fullest extent permitted by law, the Contractor shall defend, indemnify and hold harmless the City, its agents, representatives, officers, directors, officials and employees from and against all claims, damages, losses and expenses (including but not limited to attorney fees, court costs, and the cost of appellate proceedings), relating to, arising out of, or alleged to have resulted from the acts, errors, mistakes, omissions, work or services of the Contractor, its employees, agents, or any tier of subcontractors in the performance of this Contract. Contractor's duty to defend, hold harmless and indemnify the City, its agents, representatives, officers, directors, officials and employees shall arise in connection with any claim, damage, loss or expense that is attributable to bodily injury, sickness, disease, death, or injury to, impairment, or destruction of property including loss of use resulting therefrom, caused by any acts, errors, mistakes, omissions, work or services in the performance of this Contract including any employee of the Contractor or any tier of subcontractor or any other person for whose acts, errors, mistakes, omissions, work or services the Contractor may be legally liable.
- The amount and type of insurance coverage requirements set forth herein will in no way be construed as limiting the scope of the indemnity in this paragraph.
16. **OVERCHARGES BY ANTITRUST VIOLATIONS:** The City maintains that, in practice, overcharges resulting from antitrust violations are borne by the purchaser. Therefore, to the extent permitted by law, the Contractor hereby assigns to the City any and all claims for such overcharges as to the goods and services used to fulfill the Contract.



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17. **FORCE MAJEURE:** Except for payment for sums due, neither party shall be liable to the other nor deemed in default under this Contract if and to the extent that such party's performance of this Contract is prevented by reason of force Majeure. The term "*force majeure*" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence. Without limiting the foregoing, force majeure includes acts of God: acts of the public enemy; war; acts of terror, hate crimes affecting public order; riots; strikes; mobilization; labor disputes; civil disorders; fire; floods; lockouts, injunctions-intervention-acts, or failures or refusals to act by government authority; events or obstacles resulting from a governmental authority's response to the foregoing; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with this Contract.

Force majeure shall not include the following occurrences:

- a. Late delivery of equipment or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or similar occurrences.
- b. Late performance by a subcontractor unless the delay arises out of a force majeure occurrence in accordance with this Force Majeure term and Condition.

Any delay or failure in performance by either party hereto shall not constitute default hereunder or give rise to any claim for damages or loss of anticipated profits if, and to the extent that such delay or failure is caused by force majeure. If either party is delayed at any time in the progress of the work by force majeure, then the delayed party shall notify the other party in writing of such delay within forty-eight (48) hours commencement thereof and shall specify the causes of such delay in such notice. Such notice shall be hand delivered or mailed *Certified-Return Receipt* and shall make a specific reference to this article, thereby invoking its provisions. The delayed party shall cause such delay to cease as soon as practicable and shall notify the other party in writing. The time of completion shall be extended by contract modification for a period of time equal to the time that the results or effects of such delay prevent the delayed party from performing in accordance with this contract.

18. **RIGHT TO ASSURANCE:** Whenever one party to this contract in good faith has reason to question the other party's intent to perform he may demand that the other party give a written assurance of this intent to perform. In the event that a demand is made and no written assurance is given within five (5) days, the demanding party may treat this failure as an anticipatory repudiation of the Contract.
19. **RIGHT TO AUDIT RECORDS:** The City may, at reasonable times and places, audit the books and records of any Contractor as related to any contract held with the City. This right to audit also empowers the City to inspect the papers of any Contractor or Subcontractor employee who works on this contract to ensure that the Contractor or Subcontractor is complying with the Contractor Immigration Warranty made pursuant to Paragraph 3 above.
20. **RIGHT TO INSPECT PLANT:** The City may, at reasonable times, inspect the part of the plant or place of business of a Contractor or Subcontractor which is related to the performance of any contract as awarded or to be awarded.
21. **WARRANTIES:** Contractor warrants that all material, service or construction delivered under this contract shall conform to the specifications of this contract. Unless otherwise stated in Contractor's response, the City is responsible for selecting items, their use, and the results obtained from any other items used with the items furnished under this contract. Mere receipt of shipment of the material/service specified and any inspection incidental thereto by the City shall not alter or affect the obligations of the Contractor or the rights of the City under the foregoing warranties. Additional warranty requirements may be set forth in the solicitation.



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22. **INSPECTION:** All material and/or services are subject to final inspection and acceptance by the City. Materials and/or services failing to conform to the specifications of this Contract will be held at Contractor's risk and may be returned to the Contractor. If so returned, all costs are the responsibility of the Contractor. The City may elect to do any or all:

- a. Waive the non-conformance.
- b. Stop the work immediately.
- c. Bring material into compliance.

This shall be accomplished by a written determination for the City.

23. **TITLE AND RISK OF LOSS:** The title and risk of loss of material and/or service shall not pass to the City until the City actually receives the material or service at the point of delivery, unless otherwise provided within this Contract.

24. **NO REPLACEMENT OF DEFECTIVE TENDER:** Every tender of materials shall fully comply with all provisions of the Contract. If a tender is made which does not fully conform, this shall constitute a breach of the Contract as a whole.

25. **DEFAULT IN ONE INSTALLMENT TO CONSTITUTE TOTAL BREACH:** Contractor shall deliver conforming materials in each installment of lot of this Contract and may not substitute nonconforming materials. Delivery of nonconforming materials or a default of any nature, at the option of the City, shall constitute a breach of the Contract as a whole.

26. **SHIPMENT UNDER RESERVATION PROHIBITED:** Contractor is not authorized to ship materials under reservation and no tender of a bill of lading will operate as a tender of the materials.

27. **LIENS:** All materials, service or construction shall be free of all liens, and if the City requests, a formal release of all liens shall be delivered to the City.

28. **LICENSES:** Contractor shall maintain in current status all Federal, State and Local licenses and permits required for the operation of the business conducted by the Contractor as applicable to this Contract.

29. **PATENTS AND COPYRIGHTS:** All services, information, computer program elements, reports and other deliverables, which may be patented or copyrighted and created under this contract are the property of the City and shall not be used or released by the Contractor or any other person except with the prior written permission of the City.

30. **PREPARATION OF SPECIFICATIONS BY PERSONS OTHER THAN CITY PERSONNEL:** All specifications shall seek to promote overall economy for the purposes intended and encourage competition and not be unduly restrictive in satisfying the City's needs. No person preparing specifications shall receive any direct or indirect benefit from the utilization of specifications, other than fees paid for the preparation of specifications.

31. **COST OF BID/PROPOSAL PREPARATION:** The City shall not reimburse the cost of developing presenting or providing any response to this solicitation. Offers submitted for consideration should be prepared simply and economically, providing adequate information in a straightforward and concise manner.

32. **PUBLIC RECORD:** All offers submitted in response to this solicitation shall become the property of the City and shall become a matter of public record available for review, subsequent to the award notification, in accordance with the City's Procurement Code. However, subsequent to the award of the contract, any information and documents obtained by the City during the course of an audit conducted in accordance with Paragraph 19 above for the purpose of determining compliance by Contractor or a Subcontractor with the Contractor Immigration Warranty mandated by Paragraph 3 above shall remain



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confidential and shall not be made available for public review or produced in response to a public records request, unless the City is ordered or otherwise directed to do so by a court of competent jurisdiction.

33. **ADVERTISING:** Contractor shall not advertise or publish information concerning this Contract, without prior written consent of the City.
34. **DELIVERY ORDERS:** The City shall issue a Purchase Order for the material and/or services covered by this contract. All such documents shall reference the contract number as indicated on the Offer and Contract Award (COP Form 203).
35. **FUNDING:** Any contract entered into by the City of Peoria is subject to funding availability. Fiscal years for the City of Peoria are July 1 to June 30. The City Council approves all budget requests. If a specific funding request is not approved, the contract shall be terminated.
36. **PAYMENT:** A separate invoice shall be issued for each shipment of material or service performed, and no payment will be issued prior to receipt of material and/or services and correct invoice.
37. **PROHIBITED LOBBYING ACTIVITIES:** The Offeror, his/her agent or representative shall not contact, orally or in any written form any City elected official or any City employee other than the Materials Management Division, the procuring department, City Manager, Deputy City Manager or City Attorney's office (for legal issues only) regarding the contents of this solicitation or the solicitation process commencing from receipt of a copy of this request for proposals and ending upon submission of a staff report for placement on a City Council agenda. The Materials Manager shall disqualify an Offeror's proposal for violation of this provision. This provision shall not prohibit an Offeror from petitioning an elected official after submission of a staff report for placement on a City Council agenda or engaging in any other protected first amendment activity after submission of a staff report for placement on a City Council agenda.
38. **PROHIBITED POLITICAL CONTRIBUTIONS:** Consultant during the term of this Agreement shall not make a contribution reportable under Title 16, Chapter 6, Article 1, Arizona Revised Statutes to a candidate or candidate committee for any city elective office during the term of this Agreement. The City reserves the right to terminate the Agreement without penalty for any violation of this provision.



SPECIAL TERMS AND CONDITIONS

Solicitation Number: Q11-03

Materials Management Procurement

9875 N. 85th Ave., 2nd Fl.
Peoria, Arizona 85345-6560
Phone: (623) 773-7115
Fax: (623) 773-7118

1. **Purpose:** Pursuant to provisions of the City Procurement Code, the City of Peoria, Materials Management Division intends to establish a contract for Spanish Language Program.
2. **Authority:** This Solicitation as well as any resultant contract is issued under the authority of the City Materials Manager. No alteration of any resultant contract may be made without the express written approval of the City Materials Manager in the form of an official contract amendment. Any attempt to alter any contract without such approval is a violation of the contract and the City Procurement Code. Any such action is subject to the legal and contractual remedies available to the City inclusive of, but not limited to, contract cancellation, suspension and/or debarment of the contractor.
3. **Offer Acceptance Period:** In order to allow for an adequate evaluation, the City requires an offer in response to this Solicitation to be valid and irrevocable for sixty (60) days after the opening time and date.
4. **Cooperative Purchasing:** Any contract resulting from this solicitation shall be for the use of the City of Peoria. In addition, specific eligible political subdivisions and nonprofit educational or public health institutions may also participate at their discretion. In order to participate in any resultant contract, a political subdivision or nonprofit educational or public health institution must have been invited to participate in this specific solicitation and the contractor must be in agreement with the cooperative transaction. In addition to cooperative purchasing, any eligible agency may elect to participate (piggyback) on any resultant contract; the specific eligible political subdivision, nonprofit educational or public health institution and the contractor must be in agreement.

Any orders placed to the successful contractor will be placed by the specific agencies participating in this purchase. Payment for purchases made under this agreement will be the sole responsibility of each participating agency. The City shall not be responsible for any disputes arising out of transactions made by others.
5. **Contract Type:** Fixed Price
6. **Term of Contract:** The term of any resultant contract shall commence on the first day of the month following the date of award and shall continue for a period of one (1) year thereafter, unless terminated, cancelled or extended as otherwise provided herein.
7. **Contract Extension:** By mutual written contract amendment, any resultant contract may be extended for supplemental periods of up to a maximum of forty-eight (48) months.
8. **Affirmative Action:** It is the policy of the City of Peoria that suppliers of goods or services to the City adhere to a policy of equal employment opportunity and demonstrate an affirmative effort to recruit, hire, and promote regardless of race, color, religion, gender, national origin, age or disability. The City of Peoria encourages diverse suppliers to respond to solicitations for products or services.
9. **Proposal Format:** Proposals shall be submitted in one (1) original and three (3) copies on the forms and in the format as contained in the Request for Proposal. Proposals shall be on 8 1/2" & 11" paper with the text on one side only. All submittal information must contain data for only the local office(s) which will be performing the work.
10. **Evaluation:** In accordance with the City of Peoria Procurement Code, awards shall be made to the responsible offeror whose proposal is determined in writing to be the most advantageous to the City, based upon the evaluation criteria listed below. The evaluation factors are listed in their relative order of importance.
 - a. Plan and Method of Approach.
 - b. Staff Assignments and Experience.
 - c. Cost Considerations.
 - d. Conformance to RFQ.



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11. **Interview Guidelines:** During the interview, which will be scheduled in the future, be prepared to discuss your firm's proposal, staff assignments, project approach and other pertinent information. The presentation shall be approximately 30 minutes, allowing 15 minutes for a question and answer session.
12. **Proposal Opening:** Proposals shall be submitted at the time and place designated in the request for proposals. All information contained in the proposals shall be deemed as exempt from public disclosure based on the City's need to avoid disclosure of contents prejudicial to competing offerors during the process of negotiation. The proposals shall not be open for public inspection until after contract award. **PRICES SHALL NOT BE READ.** After contract award, the successful proposal and the evaluation documentation shall be open for public inspection.
13. **Shipping Terms:** Prices shall be F.O.B. Destination to the delivery location designated herein. Contractor shall retain title and control of all goods until they are delivered and the contract of coverage has been completed. All risk of transportation and all related charges shall be the responsibility of the contractor. All claims for visible or concealed damage shall be filed by the contractor. The City will notify the contractor promptly of any damaged goods and shall assist the contractor in arranging for inspection.
14. **Non-Exclusive Contract:** Any contract resulting from this Solicitation shall be awarded with the understanding and agreement that it is for the sole convenience of the City of Peoria. The City reserves the right to obtain like goods or services from another source when necessary. Off-Contract Purchase Authorization may only be approved by the City Materials Manager. Approval shall be at the discretion of the City Materials Manager and shall be conclusive, however, approval shall be granted only after a proper review and when deemed to be appropriate. Off-contract procurement shall be consistent with the City Procurement Code.
15. **Price Adjustment:** The City of Peoria Purchasing Office will review fully documented requests for price increases after any contract has been in effect for one (1) year. Any price increase adjustment will only be made at the time of contract extension and will be a factor in the extension review process. The City of Peoria Materials Management Division will determine whether the requested price increase or an alternate option, is in the best interest of the City. Any price adjustment will be effective upon the effective date of the contract extension.
16. **Price Reduction:** A price reduction adjustment may be offered at any time during the term of a contract and shall become effective upon notice.
17. **Discussions:** In accordance with the City of Peoria Procurement Code, after the initial receipt of proposals, discussions may be conducted with offerors who submit proposals determined to be reasonably susceptible of being selected for award.
18. **Insurance Requirements:** The Contractor, at Contractor's own expense, shall purchase and maintain the herein stipulated minimum insurance with companies duly licensed, possessing a current A.M. Best, Inc. Rating of A-, or approved unlicensed in the State of Arizona with policies and forms satisfactory to the City.

All insurance required herein shall be maintained in full force and effect until all work or service required to be performed under the terms of the Contract is satisfactorily completed and formally accepted; failure to do so may, at the sole discretion of the City, constitute a material breach of this Contract.

The Contractor's insurance shall be primary insurance as respects the City, and any insurance or self-insurance maintained by the City shall not contribute to it.

Any failure to comply with the claim reporting provisions of the insurance policies or any breach of an insurance policy warranty shall not affect coverage afforded under the insurance policies to protect the City.



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The insurance policies, except Workers' Compensation, shall contain a waiver of transfer rights of recovery (subrogation) against the City, its agents, representatives, directors, officers, and employees for any claims arising out of the Contractor's acts, errors, mistakes, omissions, work or service.

The insurance policies may provide coverage which contain deductibles or self-insured retentions. Such deductible and/or self-insured retentions shall not be applicable with respect to the coverage provided to the City under such policies. The Contractor shall be solely responsible for the deductible and/or self-insured retention and the City, at its option, may require the Contractor to secure payment of such deductibles or self-insured retentions by a Surety Bond or an irrevocable and unconditional letter of credit.

The City reserves the right to request and to receive, within 10 working days, certified copies of any or all of the herein required insurance policies and/or endorsements. The City shall not be obligated, however, to review same or to advise Contractor of any deficiencies in such policies and endorsements, and such receipt shall not relieve Contractor from, or be deemed a waiver of the City's right to insist on, strict fulfillment of Contractor's obligations under this Contract.

The insurance policies, except Workers' Compensation and Professional Liability, required by this Contract, shall name the City, its agents, representatives, officers, directors, officials and employees as Additional Insureds.

19. Required Insurance Coverage:

a. Commercial General Liability

Contractor shall maintain Commercial General Liability insurance with a limit of not less than \$1,000,000 for each occurrence with a \$2,000,000 Products/Completed Operations Aggregate and a \$2,000,000 General Aggregate Limit. The policy shall include coverage for bodily injury, broad form property damage, personal injury, products and completed operations and blanket contractual coverage including, but not limited to, the liability assumed under the indemnification provisions of this Contract which coverage will be at least as broad as Insurance Service Office, Inc. Policy Form CG 00011207 or any replacements thereof. The coverage shall not exclude X, C, U.

Such policy shall contain a severability of interest provision, and shall not contain a sunset provision or commutation clause, nor any provision which would serve to limit third party action over claims.

The Commercial General Liability additional insured endorsement shall be at least as broad as the Insurance Service Office, Inc.'s Additional Insured, Form B, CG 20370704, and shall include coverage for Contractor's operations and products and completed operations.

Any Contractor subletting any part of the work, services or operations awarded to the Contractor shall purchase and maintain, at all times during prosecution of the work, services or operations under this Contract, an Owner's and Contractor's Protective Liability insurance policy for bodily injury and property damage, including death, which may arise in the prosecution of the Contractor's work, service or operations under this Contract. Coverage shall be on an occurrence basis with a limit not less than \$1,000,000 per occurrence, and the policy shall be issued by the same insurance company that issues the Contractor's Commercial General Liability insurance.

b. Automobile Liability

Contractor shall maintain Commercial/Business Automobile Liability insurance with a combined single limit for bodily injury and property damage of not less than \$1,000,000 each occurrence with respect to the Contractor's any owned, hired, and non-owned vehicles assigned to or used in performance of the Contractor's work. Coverage will be at least as broad as coverage code 1, "any auto", (Insurance Service Office, Inc. Policy Form CA 00010306, or any replacements thereof). Such insurance shall include coverage for loading and off loading hazards. If hazardous substances, materials or wastes are to be transported, MCS 90 endorsement shall be included and \$5,000,000 per accident limits for bodily



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injury and property damage shall apply.

c. Workers' Compensation

The Contractor shall carry Workers' Compensation insurance to cover obligations imposed by federal and state statutes having jurisdiction of Contractor's employees engaged in the performance of the work or services; and, Employer's Liability insurance of not less than \$100,000 for each accident, \$100,000 disease for each employee, and \$500,000 disease policy limit.

In case any work is subcontracted, the Contractor will require the Subcontractor to provide Workers' Compensation and Employer's Liability to at least the same extent as required of the Contractor.

20. **Certificates of Insurance:** Prior to commencing work or services under this Contract, Contractor shall furnish the City with Certificates of Insurance, or formal endorsements as required by the Contract, issued by Contractor's insurer(s), as evidence that policies providing the required coverages, conditions and limits required by this Contract are in full force and effect.

In the event any insurance policy(ies) required by this contract is(are) written on a "claims made" basis, coverage shall extend for two years past completion and acceptance of the Contractor's work or services and as evidenced by annual Certificates of Insurance.

If a policy does expire during the life of the Contract, a renewal certificate must be sent to the City fifteen (15) days prior to the expiration date.

All Certificates of Insurance shall be identified with bid serial number and title. A \$25.00 administrative fee will be assessed for all certificates received without the appropriate bid serial number and title.

21. **Cancellation and Expiration Notice:** Insurance required herein shall not expire, be canceled, or materially changed without thirty (30) days prior written notice to the City.

22. **Independent Contractor:**

a. General

- i. The Contractor acknowledges that all services provided under this Agreement are being provided by him as an independent contractor, not as an employee or agent of the City Manager or the City of Peoria.
- ii. Both parties agree that this Agreement is nonexclusive and that Contractor is not prohibited from entering into other contracts nor prohibited from practicing his profession elsewhere.

b. Liability

- i. The City of Peoria shall not be liable for any acts of Contractor outside the scope of authority granted under this Agreement or as the result of Contractor's acts, errors, misconduct, negligence, omissions and intentional acts.
- ii. To the fullest extent permitted by law, the Contractor shall defend, indemnify and hold harmless the City, its agents, representatives, officers, directors, officials and employees from and against all claims, damages, losses and expenses (including but not limited to attorney fees, court costs, and the cost of appellate proceedings), relating to, arising out of, or alleged to have resulted from the acts, errors, mistakes, omissions, work or services of the Contractor, its employees, agents, or any tier of subcontractors in the performance of this Contract. Contractor's duty to defend, hold harmless and indemnify the City, its agents, representatives, officers, directors, officials and



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employees shall arise in connection with any claim, damage, loss or expense that is attributable to bodily injury, sickness, disease, death, or injury to, impairment, or destruction of property including loss of use resulting therefrom, caused by any acts, errors, mistakes, omissions, work or services in the performance of this Contract including any employee of the Contractor or any tier of subcontractor or any other person for whose acts, errors, mistakes, omissions, work or services the Contractor may be legally liable.

The amount and type of insurance coverage requirements set forth herein will in no way be construed as limiting the scope of the indemnity in this paragraph.

c. **Other Benefits**

The Contractor is an independent contractor, therefore, the City Manager will not provide the Contractor with health insurance, life insurance, workmen's compensation, sick leave, vacation leave, or any other fringe benefits. Further, Contractor acknowledges that he is exempt from coverage of the Comprehensive Benefit and Retirement Act (COBRA). Any such fringe benefits shall be the sole responsibility of Contractor.

23. **Key Personnel:** It is essential that the Contractor provide adequate experienced personnel, capable of an devoted to the successful accomplishment of work to be performed under this contract. The Contractor must agree to assign specific individuals to the key positions.
- The Contractor agrees that, once assigned to work under this contract, key personnel shall not be removed or replaced without written notice to the City.
 - If key personnel are not available for work under this contract for a continuous period exceeding 30 calendar days, or are expected to devote substantially less effort to the work than initially anticipated, the Contractor shall immediately notify the City, and shall, subject to the concurrence of the City, replace such personnel with personnel of substantially equal ability and qualifications.
24. **Estimated Quantities:** The City anticipates considerable activity resulting from contracts that will be awarded as a result of this solicitation; however, no commitment of any kind is made concerning quantities actually acquired and that fact should be taken into consideration by each potential contractor.
25. **Billing:** All billing notices to the City shall identify the specific item(s) being billed and the purchase order number. Items are to be identified by the name, model number, and/or serial number most applicable. Any purchase/delivery order issued by the requesting agency shall refer to the contract number resulting from this solicitation.
26. **Licenses:** Contractor shall maintain in current status all Federal, State and Local licenses and permits required for the operation of the business conducted by the Contractor.
27. **Confidential Information:**
- If a person believes that a bid, proposal, offer, specification, or protest contains information that should be withheld, a statement advising the Materials Supervisor of this fact shall accompany the submission and the information shall be identified.
 - The information identified by the person as confidential shall not be disclosed until the Materials Supervisor makes a written determination.
 - The Materials Supervisor shall review the statement and information and shall determine in writing whether the information shall be withheld.



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- d. If the Materials Supervisor determines to disclose the information, the Materials Supervisor shall inform the bidder in writing of such determination.
28. **Identity Theft Prevention:** The Contractor shall establish and maintain Identity Theft policies, procedures and controls for the purpose of assuring that "personal identifying information," as defined by A.R.S. § 13-2001(10), as amended, contained in its records or obtained from the City or from others in carrying out its responsibilities under the Contract, is protected at all times and shall not be used by or disclosed to unauthorized persons. Persons requesting such information should be referred to the City. Contractor also agrees that any "personal identifying information" shall not be disclosed other than to employees or officers of Contractor as needed for the performance of duties under the Contract. Contractor agrees to maintain reasonable policies and procedures designed to detect, prevent and mitigate the risk of identity theft. Contractor is required under this contract to review the City of Peoria's Identity Theft Program and to report to the Program Administrator any Red Flags as defined within that program. At a minimum, the contractor will have the following Identity Theft procedures in place:
- Solicit and retain only the "personal identifying information" minimally necessary for business purposes related to performance of the Contract.
 - Ensure that any website used in the performance of the contract is secure. If a website that is not secure is to be used, the City shall be notified in advance before any information is posted. The City reserves the right to restrict the use of any non-secure websites under this contract.
 - Ensure complete and secure destruction of any and all paper documents and computer files at the end of the contracts retention requirements.
 - Ensure that office computers are password protected and that computer screens lock after a set period of time.
 - Ensure that offices and workspaces containing customer information are secure.
 - Ensure that computer virus protection is up to date.
29. **Confidentiality of Records:** The contractor shall establish and maintain procedures and controls that are acceptable to the City for the purpose of assuring that information contained in its records or obtained from the City or from others in carrying out its functions under the contract shall not be used or disclosed by it, its agents, officers, or employees, except as required to efficiently perform duties under the contract. Persons requesting such information should be referred to the City. Contractor also agrees that any information pertaining to individual persons shall not be divulged other than to employees or officers of contractor as needed for the performance of duties under the contract.
30. **Multiple Awards:** In order to assure that any ensuing contracts will allow the City to fulfill current and future requirements, the City reserves the right to award contracts to multiple companies. The actual utilization of any contract will be at the sole discretion of the City. The fact that the City may make multiple awards should be taken into consideration by each potential contractor.
31. **Contract Termination:** Any contract entered into as a result of this Solicitation is for the convenience of the City and as such, may be terminated without default by the City by providing a written thirty (30) day notice of termination.
32. **Cancellation:** The City reserves the right to cancel the whole or any part of this contract due to failure by the contractor to carry out any obligation, term or condition of the contract. The City will issue written notice to the contractor for acting or failing to act as in any of the following:
- The contractor provides material that does not meet the specifications of the contract;
 - The contractor fails to adequately perform the services set forth in the specifications of the contract;
 - The contractor fails to complete the work required or to furnish the materials required within the time stipulated in the contract;



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- d. The contractor fails to make progress in the performance of the contract and/or gives the City reason to believe that the contractor will not or cannot perform to the requirements of the contract.

Upon receipt of the written notice of concern, the contractor shall have ten (10) days to provide a satisfactory response to the City. Failure on the part of the contractor to adequately address all issues of concern may result in the City resorting to any single or combination of the following remedies:

- a. Cancel any contract;
- b. Reserve all rights or claims to damage for breach of any covenants of the contract;
- c. Perform any test or analysis on materials for compliance with the specifications of the contract. If the results of any test or analysis find a material non-compliance with the specifications, the actual expense of testing shall be borne by the contractor;
- d. In case of default, the City reserves the right to purchase materials, or to complete the required work in accordance with the City Procurement Code. The City may recover any actual excess costs from the contractor by:
 - i. Deduction from an unpaid balance;
 - ii. Any combination of the above or any other remedies as provided by law.



SCOPE OF WORK

Solicitation Number: Q11-03

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SPANISH LANGUAGE PROGRAM

Section 1 - Introduction

The City of Peoria is requesting Spanish language classes for select City employees. The City desires the instructional program be designed to deliver the highest level of fluency in the shortest amount of time, preferably using an immersion based teaching method with native speakers as instructors.

In order to fill classes and/or enrich the learning experience, the contractor or the City may open classes to the public. If opened to non-City employees, the contractor agrees to share in the revenue at a 25% (City)/75% (Contractor) split.

Section 2 – Specific Training Requirements

- a. Class size limited to a maximum of 12 participants per instructor. Class sizes may be larger if more than one instructor is present.
- b. Classes to be held on-site at City of Peoria City Hall, located at 8401 W. Monroe Street, Peoria, AZ.
- c. Provide employees the basic ability to speak in present tense within approximately 60 hours of instruction, or week-long immersion program.
- d. Prefer various levels that build upon each other (beginning, intermediate, advanced).
- e. Class structure and methodology will remain the same for all types and class of employees being trained.
- f. Two (2) classes during the work week for 2 hours each session are preferred.
- g. Provide a monthly Spanish language immersion event – preferably at lunchtime to keep former students engaged in conversational Spanish.
- h. Provide specific training tailored to public safety departments and other work groups with specific needs, including week-long immersion program.
- i. Ability to provide online Spanish courses and/or tutorials if requested.

Section 3 – Responsibilities of the Contractor

- a. Training materials and student workbooks will be supplied by the Contractor for all students. The Contractor must be prepared with additional copies of class materials (3-4 sets) prior to the start of each class to be used for additional students as needed. No copies to be made at the City of Peoria.
- b. Class rosters must be used to mark attendance for each session and the Contractor agrees to report absenteeism, drop outs, walk-in students, and any other student issues to the City's HR designee as they occur.
- c. Contractor agrees to provide completion reports that include a final pass/fail grade for each student which must be turned in to the City's HR designee upon completion of the classes.
- d. Invoices must include: Invoice Number, Purchase Order Number, Contract Number, beginning and end dates/times, name of course, course code and list of enrollees.



SCOPE OF WORK

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- e. Contractor agrees to conduct class in an organized and professional manner.
- f. If offering classes to non-City employees, the contractor will perform all registration duties, including collection of payment from students
- g. If offering classes to non-City employees, the contractor will submit payment of 25% of registration fee per student to the City within 30 days after the start of the first class.
- h. Conduct post-class fluency/evaluation test upon completion of program and provide results/analysis to the City's HR designee.
- i. Contractor agrees to coordinate all lunchtime immersion event activities and communicates plans to City's HR designee.
- j. It is recommended that the Contractor provide audio versions of the words/phrases covered in each class so students can practice pronunciation between classes if requested. Audio can be provided via CD, DVD, or made available online.

Section 4 – Responsibilities of the City

- a. The City of Peoria will provide the training room, tables, chairs, visual aids, flipchart easel and pads.
- b. The City agrees to pay the Contractor within 30 days upon receipt of invoice.
- c. If classes are being offered to non-City employees, the City will promote the program via various avenues used for similar events.
- d. The City of Peoria will provide a training room, tables, and chairs for the monthly Spanish language immersion lunchtime event.

Section 5 – Submittal Requirements

Proposals shall be submitted in one (1) original and three (3) copies on the forms and in the format as contained in the RFQ. Proposals shall be on 8 ½" x 11" paper with text on one side only. All submittal information must contain data for the local office(s) which will be performing the work. The proposals shall not exceed ten (10) pages in length, but shall include the following:

- a. Plan and Method of Approach to accomplish the required services.
 - Describe the plan and method of approach to accomplish the Scope of Work.
 - Describe any additional levels and time frames for employees to reach sufficient fluency to perform basic job functions in Spanish.
 - List other proposed learning programs and descriptions of those programs.
 - Describe methodology for testing student fluency levels at completion of class and indicate what remedial steps will be taken for students who are not progressing through the program.
- b. Staff Assignments and Experience.
 - Identify key staff, their anticipated role for this project, a resume for each key staff member, and any involvement with projects similar to the services specified.



SCOPE OF WORK

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c. Fee Schedule.

- Provide fee schedule to include cost per person.
- Provide fee schedule for non-City employee classes that includes sharing revenue with the City.
- Provide cost for any other learning programs proposed.
- Provide any additional cost for the monthly Spanish Immersion event.
- List any other fees or charges that may apply.

Section 6 – Proposal Evaluation and Selection Process

In accordance with the City of Peoria Procurement Code, awards shall be made to the responsible offeror whose proposal is determined in writing to be the most advantageous to the City, based upon the evaluation criteria listed below. The evaluation factors are listed in their relative order of importance.

- a. Plan and Method of Approach.
- b. Staff Assignments and Experience.
- c. Cost Considerations.
- d. Conformance to RFQ.

Proposals will be submitted in one (1) original and three (3) copies and shall be delivered to:

City of Peoria, Materials Management
9875 N. 85th Avenue, 2nd Floor
Peoria, AZ 85345

The proposal shall be due no later than 5:00 p.m. on August 16, 2010.

Lisa Houg, Contract Officer is the contact person and all questions regarding the proposal should be directed to Lisa Houg via email at Lisa.Houg@peoriaaz.gov



QUESTIONNAIRE

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Please list a minimum of three (3) references whom the Materials Management Division may contact:

1. Company: _____
Contact: _____
Address: _____
Phone: _____

2. Company: _____
Contact: _____
Address: _____
Phone: _____

3. Company: _____
Contact: _____
Address: _____
Phone: _____



QUESTIONNAIRE

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Has your firm been certified by any jurisdiction in Arizona as a minority or woman owned business enterprise? Yes _____, No _____.

If yes, please provide details and documentation of the certification.



Mission Statement *Enhance our community by increasing diversity through language and cultural awareness.*

HISPALIA

Center of Spanish Language & Culture

REQUEST FOR QUOTATION

Solicitation Number: Q11-03

Spanish Language Program

Contractor:

Hispalia Center of Spanish Language & Culture

Street address: 6829 S Jentilly Ln., Tempe, AZ 85283

Mail address: P.O Box 25020, Tempe, AZ 85285

Phone: (480) 303 0630

Fax: (480) 303 0629

E-mail address: learnspanish@hispalia.org

Website: www.hispalia.org



SCOPE OF WORK

Section 1-Introduction:

- Immersion based teaching method with native speakers as instructors...pages; 1, 4, 5, 7
- Open classes for non-City employees...pages; 1, 4, 5, 8, 9

Section 2- Specific Training Requirements:

- a. Class size limit...pages; 8, 9
- b. On-site classes...pages; 1, 8
- c. Basic ability to speak ...pages; 1, 4, 5, 6, 8, 9
- d. Levels...pages; 6, 7, 8
- e. Class structure and methodology...pages;1, 4, 5, 6
- f. Sessions...page; 8
- g. Spanish language immersion event...pages; 8, 9
- h. Groups with specific needs...pages; 4, 7, 8, 9
- i. Online Spanish courses/tutoring...pages; 5, 9

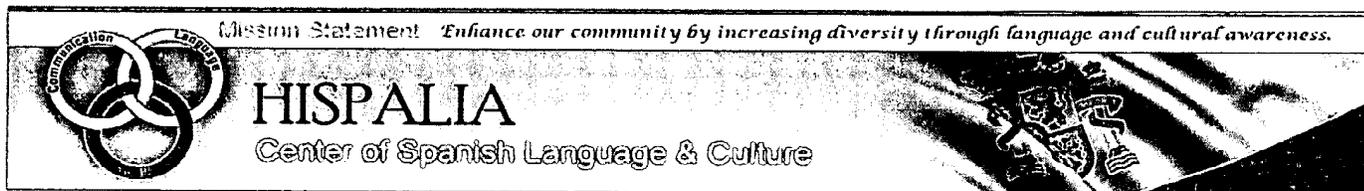
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August 16th, 2010

Dear Ms Lisa Houg:

In today's world, providing quality governmental services to municipalities depends on the relationship you build with each constituent. Here in the Valley, our diverse population requires communicating with citizens not only in English, but also in Spanish.

That's where HISPALIA has been helping The City of Peoria – we have been teaching employees conversational Spanish, on-site at City of Peoria City Hall. Our proven, building-block approach will guarantee that the City employees gain conversational Spanish fluency in record time. Recent research in Second Language Acquisition in Adults points to a learner's *motivation* as a critical component for success. At HISPALIA, our instructors are experts at motivating employee-students to master listening, speaking, reading and writing skills in Spanish. We've been teaching City of Peoria employees for more than five years.

Since July 2006, HISPALIA has successfully taught Spanish using a highly effective method based on observation, investigation and practice in the process of the acquisition of human language.

The simplicity of the program, the human and academic quality of our instructors, the teaching methodology, the dynamic interchanges of experiences in the classroom and the didactic materials guarantee that most of our students will learn Spanish quickly and easily. Currently, we provide our Spanish program to The City of Peoria, private and charter schools, public and private organizations and companies.

Presently, we are located at: 6829 S Jentilly Ln., Tempe, AZ 85283, Phone (480) 303 0630, Fax (480) 303 0629, E-mail: alvaro@hispalia.org, mail address: P.O Box 25020, Tempe, AZ 85285, Website: www.hispalia.org

City employees and non-employees will be taught by professional instructors who are native speakers in the language they teach. All the instructors are bilingual even though they won't speak English in class. The instructors have very strong educational backgrounds and know the subtleties of the Latin-American culture.

They are thoroughly trained in the curriculum to meet the individual needs of the students. Today, Hispalia is comprised of a team of 14 instructors. Instructors are provided with curriculum manual and given intensive orientation both on class management with emphasis in reports, grades, and pedagogical help, and our teaching method.

I, Alvaro Otálora, Hispalia's Director and owner, will work again with the City of Peoria. I have been a teacher for more than 25 years, and I am the founder of Hispalia Center of Spanish Language and Culture. I have a unique curriculum and the necessary educational material in order to teach Spanish effectively, at all levels, using a linguistically-oriented method that emphasizes sequential learning. I have Bachelor's degrees in Philosophy and Theology from la Universidad Santo Tomas in Bogotá; Three years of graduate level Psychology at la Universidad Javeriana in Bogotá, Colombia; and a Master's degree in Education from La Universidad del Valle in Cali, Colombia.

Sara Ramos has Bachelor's degree in Elementary School from La Universidad de Puerto Rico and a Master's degree in Schools administration from La Universidad de Turado en Puerto Rico. She has been a Hispalia's teacher in several schools including Foothills Academy Preparatory, Desert Garden Montessori and Khalsa Montessori as well as a Spanish tutor for numbered children.

Magaly Gomez has a Bachelor's degree in Business administration from La Universidad de Centro Occidental de Venezuela and a Master's degree in Education from La Universidad Pedagógica de Venezuela. She has been teaching for me for many years, first when I was in partnership with another company (Interlingua), and now for Hispalia.

Adriana Cuevas has been training as an Elementary and Secondary teacher at La Escuela Normal Superior de Jalisco. She has been a Hispalia's teacher at Foothills Academy Preparatory for more than three years and is a very knowledgeable teacher.

Claudia Nuñez has a Bachelor's degree in Arts from Arizona State University and Bachelor's degree in History from La Universidad Católica de Chile. She has been Hispalia's teacher for more than three years and is now teaching 5th through 8th grades in Our Lady of Mount Carmel.

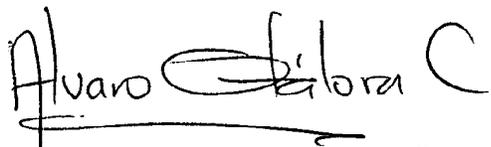
All of Hispalia's teachers are native speakers and have at least a Bachelor Degree from an accredited University. Considering that Hispalia is developing and applying an innovator method in the teaching of Spanish, we are in constant training. The

present workload capacity is 14 instructors. All the teachers have been fingerprinted and CPR training.

All the Hispalia's teachers who will be assigned to work with the City of Peoria will be fingerprinted, and will have a Universal background investigation.

I would also like to add that I have enjoyed being part of the teacher's team teaching at City of Peoria in many opportunities, and I look forward to keep serving the City of Peoria through my company Hispalia Center of Spanish Language and Culture. If you need further information, please contact me.

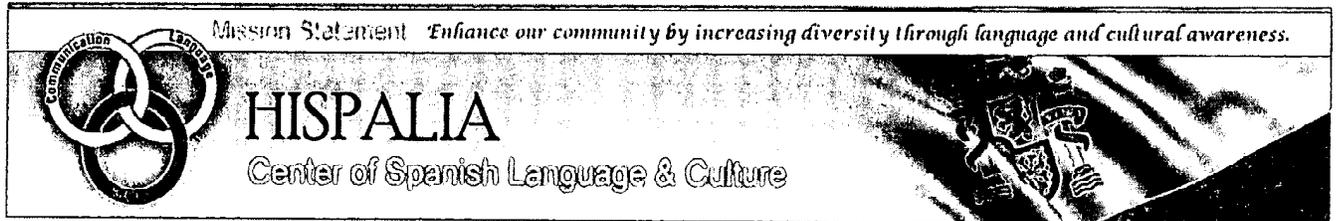
Sincerely,

A handwritten signature in black ink that reads "Alvaro Otálora". The signature is written in a cursive style with a large, stylized "C" at the end.

Alvaro Otálora alvaro@hispalia.org

Director

Hispalia Center of Spanish Language & Culture



Our Method

The Methodology

Based upon the principles of linguistic studies, our method is designed to maximize language proficiency. HISPALIA emphasizes student's development on conversational fluency and encourages students to practice their new and existing skills in every lesson.

The City of Peoria employees and non-City employees will be instructed by a team of professional teachers who are native Spanish speakers. From the moment instruction begins, they will learn Spanish the same way they did their native language, through: active participation, listening, understanding, speaking, reading and writing.

They will acquire the proper grammatical skills through spontaneous and informal conversation, enabling them to communicate correctly and successfully. Besides the regular courses, HISPALIA also offers:

- Local Immersion Programs
- A Variety of Workshops
- Summer Spanish Camps
- International Immersion Classes

Method Overview

HISPALIA's Method provides a clear, simple and efficient method that works as follows:

- A comprehensive and balanced curriculum integrating all aspects of the Spanish language that guarantees students learn Spanish and are able to transfer their knowledge to any setting.
- A detailed program that guarantees excellent results and gives the students the right tools to acquire the Spanish language in a short period of time.
- Popular songs, movies, Latin American guest speakers and games in Spanish that will allow practice, interaction and contact with authentic Hispanic culture.
- Thoroughly trained and constantly supervised professional Spanish speaking instructors.

- Frequent evaluations that will reflect the students' progress and regular follow-up on the advancement of the class by the teacher.
- Simple and clear didactic materials that help students to practice and review the lessons covered in class.

The Program

- HISPALIA offers customized programs for children of all ages, groups, businesses and individuals.
- HISPALIA has industry specific curriculum to meet the Spanish demands in various professional and technical fields, such as: international business, public health, law, medicine and engineering.
- Our accelerated programs provide students the support and resources to attain the highest level of fluency in the shortest amount of time.
- Support programs provide students the opportunity to make authentic, native cultural contacts through lectures, reading groups, movies and informal conversational groups.

Instruction

Our professional native-speaking teachers provide individuals the tools they need to incrementally and successfully increase their Spanish skills by applying our accelerated curriculum and proven linguistic approach.

Our customized program has proven effective with:

- individuals
- corporate groups
- students of all ages

Teachers

Our professional native-speaking teachers are educated and have extensive training in HISPALIA's teaching method. They are continually evaluated and have a deep knowledge of the Hispanic culture as well as a passion for education and teaching. Also they have been training in class management, that includes reports, grades, after class fluency assessment, and tutoring in order to help student achieve success.

Online Spanish Courses:

Hispalia has been working to have in place "Hispalia Spanish Virtual Academy"; we calculated that not later than December 2010 we will be in capacity to offer courses through internet. So far, The City of Peoria students (employees and non-City employees) will be able to access activities and audio that will help them to better practices the topics that they are learning in class. They will be provided with a password and user name that will permit them go online and use the necessary material. www.hispalia.org/training

Program Outline

LEVELS	Requirements	Course Description
LEVEL 1	No pre-requisite	<p>Complete grammar structures: affirmative, negative sentences, questions, question words</p> <p>Extensive vocabulary (nouns, family, transportation, places, colors, etc.)</p> <p>Present and infinitive forms of regular and irregular verbs and their conjugations</p> <p>Personal pronouns and cognates</p> <p>Basic conversation</p> <p>Context of ideas</p> <p>Functional Spanish reading and understanding</p>
LEVEL 2	Level 1	<p>Use of infinitives</p> <p>Present, continuous, past, future and imperative forms of regular and irregular verbs</p> <p>Extensive vocabulary (house, restaurant, etc)</p> <p>Numbers and values</p> <p>Time expressions</p> <p>Feelings, weather, cognates</p>
LEVEL 3	Level 2	<p>Passive voice Lots of verbs</p> <p>Conversational drills</p> <p>Use of "tú" (all verbs and tenses)</p> <p>Adverbs</p> <p>Expressions of frequency and materials</p> <p>Reflexive verbs.</p>

LEVEL 4	Level 3	<p>Opposites</p> <p>Celebrations</p> <p>Diminutives</p> <p>Civil status</p> <p>Auxiliary Verbs</p> <p>Subjunctive</p> <p>Extensive cognates</p> <p>Summary of all tenses and vocabulary</p>
LEVEL 5	Level 4	<p>Synonyms</p> <p>Antonyms</p> <p>Latin-American values</p> <p>Review of vocabulary and grammar</p> <p>Analyze and summarize a cultural article</p> <p>Open conversation</p> <p>Provide a structured presentation</p>

Local immersions (week long immersion program): for The Police Department, The Fire Department, and administrative personal. Hispalia counts with specific material and workbook for this intensive learning experience

International Immersions:

HISPALIA offers students the opportunity to study abroad through an international-immersion program to Grecia, Costa Rica. While in Costa Rica, students will attend school at ACCE (Academia Centroamericana de Español) an internationally renowned school; where students will have the opportunity to practice their skills while being immersed in the Latin American culture. Students will also have a choice of participating in a myriad of excursions and other experiences.

Monthly Spanish language immersion event

HISPALIA has every month, at the City Hall of the City of Peoria a free event called "Solamente Español" that allows the City employees and non-employees to meet and participate in many activities, expositions and conferences only in Spanish, and enjoy snacks and fun.

Group Classes

Group classes (maximum of 12 and minimum of 5 participants per instructor) provide student instruction with excellent results.

- HISPALIA offers group classes on- site at City of Peoria City Hall for employees and non-employees of the City of Peoria.
- Students enrolled in a group class will receive 60 hours of instruction (per levels 1, 2, 3), and 40 hours of instruction (advanced Spanish) with a native-speaking teacher and will have the opportunity of gathering insight and obtaining functional practice with other students.
- Classes meet twice a week for a two hour session.

Time: Two (2) sessions of 2 hours during the work week.

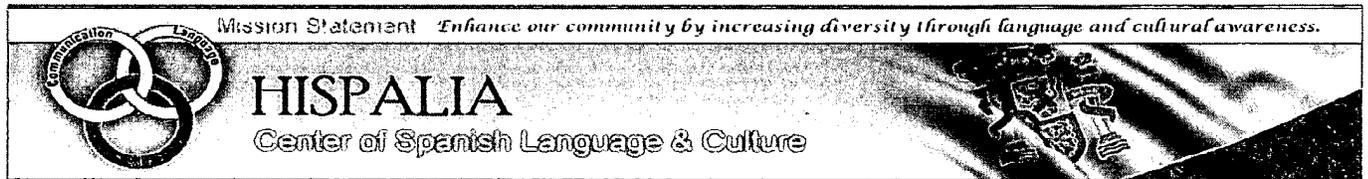
Place: City of Peoria City Hall.

Customized Programs

HISPALIA's industry specific curriculum meets the Spanish demands in various professional and technical fields; such as: international business, public health, law enforcement, engineering and the medical field.

These courses are available. Curriculum includes, but is not limited to:

- Fire Department Certification
- Federal and State Law Enforcement
 - Police Officer Certification
 - DUI Training
- Parks and Recreation
- Head Start and Child Care
- Legal Terminology
- Medical Terminology
- Special Training for Language Instructors



Fee Schedule

HISPALIA has established competitive pricing structures specifically for The City of Peoria.

- The average cost for a session (level 1, 2, and 3) of 60 hours is \$8.25 per hour, per student in a group (minimum 5 students needed).
- The average cost for a session (advanced level) of 40 hours is \$9.85 per hour, per student in a group (minimum 5 students needed).

HISPALIA has established this price by taking into account the City budget stress, the basic pay for instructors, taxes, overhead costs, plus a minimal profit.

- The monthly Spanish Immersion event is a courtesy from Hispalia.
- Training material and student workbooks will be supplied for Hispalia at no additional cost for the City of Peoria.
- The access to online activities and make up tutoring will be supplied for Hispalia at no additional cost for the City of Peoria.
- The average cost for a session of 40 hours for **non-employees** is \$14.17 per hour, per student in a group (minimum 5 students needed). Hispalia will share 25% of the non-employees tuition with the City of Peoria. Hispalia assumes all the registration duties including payment from students.
- The average cost for **Local immersions** (week long immersion program) for Peoria Police Department, Peoria Fire Department, and Peoria administrative personal, for 20 hours is \$8.75 per hour, per student in a group (minimum 10 students needed). Hispalia counts with specific material and workbook for this intensive learning experience.
- HISPALIA also offers an international-immersion program to Grecia, Costa Rica. The average cost is \$1,750 per one week per student in a group (minimum 7 students needed). And \$2,250 per two weeks per student in a group (minimum 7 students needed). The cost includes Airfare from Phoenix, accommodations with a host family or villa, airport pick up, Spanish Program, Monday through Friday (4 hours per day), visit to local Reserve System Manuel Antonio, and class Materials.



QUESTIONNAIRE

**Materials Management
Procurement**
9875 N. 85th Ave., 2nd Fl.
Peoria, Arizona 85345-6560
Phone: (623) 773-7115
Fax: (623) 773-7118

Solicitation Number: Q11-03

Please list a minimum of three (3) references whom the Materials Management Division may contact:

1. Company: Foothills Academy Preparatory
Contact: Joan Puddy (Academy Associate Director)
Address: 7191 East Ashler Hills Drive,
Scottsdale, AZ 85266
Phone: (480) 488-5583

2. Company: Our Lady of Mount Carmel
Contact: Dr. Sheridan (Director)
Address: 2117 South Rural Rd.,
Tempe, AZ 85282
Phone: (480) 967-5567

3. Company: Desert View Learning Center
Contact: Piya Jacob (Director)
Address: 4027 East Lincoln Drive,
Paradise Valley, AZ 85253
Phone: (602) 840-8950



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Has your firm been certified by any jurisdiction in Arizona as a minority or woman owned business enterprise? Yes _____, No _____.

If yes, please provide details and documentation of the certification.