**STATE OF MAINE**

**Department of Education**

*Office of the Commissioner*



**RFP# 202507094**

**Annual Commissioner’s Conference for Superintendents**

**Conference and Meeting Management**

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| *All communication regarding the RFP must be made through the RFP Coordinator.* | | |

|  |  |
| --- | --- |
| **Submitted Questions Due Date** | July 28, 2025, no later than 11:59 p.m., local time |
| *All questions must be received by the RFP Coordinator by the date and time listed above.* | |

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| --- | --- | --- |
| **Proposal Submission Deadline** | **DATE:** | August 8, 2025, no later than 11:59 p.m., local time. |
| **TO:** | [Proposals@maine.gov](mailto:Proposals@maine.gov) |
| *Proposals must be received electronically by the Office of State Procurement Services by the date and time listed above.* | | |

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PUBLIC NOTICE

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**State of Maine**

**Department of Education**

**RFP# 202507094**

**Annual Commissioner’s Conference for Superintendents**

**Conference and Meeting Management**

The State of Maine is seeking proposals for services in support of its annual commissioner’s conference.

A copy of the RFP and all related documents can be obtained at: <https://www.maine.gov/dafs/bbm/procurementservices/vendors/rfps>

Proposals must be submitted to the Office of State Procurement Services, via e-mail, at: [Proposals@maine.gov](mailto:Proposals@maine.gov). Proposal submissions must be received no later than 11:59 p.m., local time, on August 8, 2025. Proposals will be opened the following business day.

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**RFP TERMS/ACRONYMS with DEFINITIONS**

The following terms and acronyms, as referenced in the RFP, have the meanings indicated below:

|  |  |
| --- | --- |
| **Term/Acronym** | **Definition** |
| **AV** | Auto-Visual Equipment |
| **Bidder** | Entities that submit a proposal |
| **Department or DOE** | Maine Department of Education |
| **Provider** | Entity that is awarded the contract as result of this RFP |
| **RFP** | Request for Proposals |
| **SAUs** | School Administrative Units |
| **State** | State of Maine |
|  |  |
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|  |  |

**State of Maine**

**Department of Education**

*Commissioner’s Office*

**RFP# 202507094**

**Annual Commissioner’s Conference for Superintendents**

**Conference and Meeting Management**

**PART I INTRODUCTION**

1. **Purpose and Background**

The Maine Department of Education (Department) is seeking proposals to provide Conference and Meeting Management Services in support of its annual commissioner’s conference to include: meeting rooms, [meals at per diem rates](https://www.gsa.gov/travel/plan-book/per-diem-rates), audio and visual equipment and support, internet accessibility, lodging and related services as defined in this Request for Proposals (RFP) document. The annual conference will be the third Sunday in June through Tuesday, within the renewal periods in Part I, D below. Attendance will be approximately 150-200 people, including Department of Education staff. This document provides instructions for submitting proposals, the procedure and criteria by which the awarded Bidder will be selected, and the contractual terms which will govern the relationship between the State of Maine (State) and the awarded Bidder.

The purpose of the conference is to update Maine’s school leaders on Legislative matters that have an impact on Maine’s school administrative units (SAUs), and meets a requirement under [Title 20-A§254.4](https://www.mainelegislature.org/legis/statutes/20-a/title20-asec254.html#:~:text=The%20commissioner%20shall%20promote%20the%20importance%20of%20ongoing,6209.%20%5BPL%202001%2C%20c.%20454%2C%20%C2%A74%20%28AMD%29.%5D%203.) for the Commissioner to hold an annual conference for the instruction of superintendents.

1. **General Provisions**
   1. From the time the RFP is issued until award notification is made, all contact with the State regarding the RFP must be made through the RFP Coordinator. No other person/ State employee is empowered to make binding statements regarding the RFP. Violation of this provision may lead to disqualification from the bidding process, at the State’s discretion.
   2. Issuance of the RFP does not commit the Department to issue an award or to pay expenses incurred by a Bidder in the preparation of a response to the RFP. This includes attendance at personal interviews or other meetings and software or system demonstrations, where applicable.
   3. All proposals must adhere to the instructions and format requirements outlined in the RFP and all written supplements and amendments (such as the Summary of Questions and Answers), issued by the Department. Proposals are to follow the format and respond to all questions and instructions specified below in the “Proposal Submission Requirements” section of the RFP.
   4. Bidders will take careful note that in evaluating a proposal submitted in response to the RFP, the Department will consider materials provided in the proposal, information obtained through interviews/presentations (if any), and internal Departmental information of previous contract history with the Bidder (if any). The Department also reserves the right to consider other reliable references and publicly available information in evaluating a Bidder’s experience and capabilities.
   5. The proposal must be signed by a person authorized to legally bind the Bidder and must contain a statement that the proposal and the pricing contained therein will remain valid and binding for a period of 180 days from the date and time of the bid opening.
   6. The RFP and the awarded Bidder’s proposal, including all appendices or attachments, will be the basis for the final contract, as determined by the Department.
   7. Following announcement of an award decision, all submissions in response to this RFP will be public records, available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA) ([1 M.R.S. § 401](http://www.mainelegislature.org/legis/statutes/1/title1sec401.html) et seq.). State contracts and information related to contracts, including bid submissions, are generally public records per FOAA.
   8. In the event that a Bidder believes any information that it submits in response to this RFP is confidential, it must mark that information accordingly, and include citation to legal authority in support of the Bidder’s claim of confidentiality. In the event that the Department receives a FOAA request that includes submissions marked as confidential, the Department shall evaluate the information and any legal authority from the Bidder to determine whether the information is an exception to FOAA’s definition of public record. If the Department determines to release information that a Bidder has marked confidential, it shall provide advance notice to the Bidder to allow for them to seek legal relief.
   9. The Department, at its sole discretion, reserves the right to recognize and waive minor informalities and irregularities found in proposals received in response to the RFP.
   10. All applicable laws, whether or not herein contained, are included by this reference. It is the Bidder’s responsibility to determine the applicability and requirements of any such laws and to abide by them.
2. **Eligibility to Submit Bids**

Only Bidders with venues located within Hancock or Washington counties are invited to submit bids in response to this Request for Proposals.

The Maine DOE acknowledges that the Downeast portion of the State is often underserved and underrecognized because of location. By hosting this event in a region closer to the northern, eastern, and central counties of the state, rather than major hubs like Cumberland or York Counties, the Maine DOE aims to be as accommodating as possible for all parties planning to attend from across Maine.

1. **Contract Term**

The Department is seeking cost-efficient proposals to provide services, as defined in this RFP, for the anticipated contract period defined in the table below. The dates below are estimated and may be adjusted, as necessary, in order to comply with all procedural requirements associated with the RFP and the contracting process. The actual contract start date will be established by a completed and approved contract.

Contract Renewal: Following the initial term of the contract, the Department may opt to renew the contract for up to four (4) renewal periods, as shown in the table below, and subject to continued availability of funding and satisfactory performance.

The term of the anticipated contract, resulting from the RFP, is defined as follows:

|  |  |  |
| --- | --- | --- |
| **Period** | **Start Date** | **End Date** |
| Initial Period of Performance | January 1, 2026 | June 30, 2026 |
| Renewal Period #1 | January 1, 2027 | June 30, 2027 |
| Renewal Period #2 | January 1, 2028 | June 30, 2028 |
| Renewal Period #3 | January 1, 2029 | June 30, 2029 |
| Renewal Period #4 | January 1, 2030 | June 30, 2030 |

1. **Number of Awards**

The Department anticipates making one (1) award as a result of this RFP process.

**PART II SCOPE OF SERVICES TO BE PROVIDED**

The Maine Department of Education is seeking proposals for comprehensive annual conference and meeting management services. These services will include meeting rooms, [meals at per diem rates](https://www.gsa.gov/travel/plan-book/per-diem-rates), audiovisual equipment and support, internet access, lodging, and related amenities. The awarded bidder will oversee the event, starting with a Sunday evening reception to include hors d’oeuvres, followed by a two-day conference on Monday and Tuesday. Lodging options will be required for two nights (Sunday and Monday, with checkout on Tuesday). Bidders can review an example draft agenda in Appendix G.

The awarded bidder will manage all aspects of the conference, including onsite event planning, overnight accommodations for Maine DOE staff at [per diem rates](https://www.gsa.gov/travel/plan-book/per-diem-rates), and holding blocked accommodations for attendees until 30 days before the event. Meals and refreshments will also adhere to [per diem rates](https://www.gsa.gov/travel/plan-book/per-diem-rates). Meeting facilities must include a main conference room, a conference headquarters room, and four to five workshop rooms all equipped with reliable AV systems, computer network infrastructure, and onsite IT support throughout the event.

All spaces including, but not limited to, presentation spaces, parking, lodging and restrooms must be accessible for individuals with disabilities as per the Americans with Disabilities Act (ADA) <http://www.gpo.gov/fdsys/pkg/STATUTE-104/pdf/STATUTE-104-Pg327.pdf>.

1. **Location Requirements**

The Department welcomes proposals from Bidders with venues located within Hancock and Washington counties. This area would provide equitable access for underrepresented areas that are traditionally underserved.

1. **Minimum Meeting Facilities Requirements**
   1. **Registration Desk Area:** 
      1. The awarded Bidder must maintain a location for registration.
      2. Registration should be located centrally during the entirety of the event and be able to accommodate the number of attendees arriving during specified times.
      3. Registration should accommodate two people to welcome, check in attendees, as well as having enough space to present nametags and presentation folders.
      4. The Department will staff the registration, but the awarded Bidder must have at least one (1) assigned contact to assist with facility issues should they occur. (*See* ***Appendix G*** *for the Draft Conference Schedule*)
   2. **Main Conference Room:**
      1. One (1) large meeting space that will accommodate all attendees, seated, for main sessions and keynote speaker(s).
      2. The room must have at least two (2) microphone units to be located at the presenter’s table.
      3. One (1) unit on a podium, a second unit available for passing between presenters, and one lavalier microphone made available for the keynote speaker is preferred.
      4. Projectors to allow all attendees the ability to view presentations
      5. Wireless access for all participants is required.
   3. **Workshop Rooms:** 
      1. Four to five (4-5) large meeting rooms for groups of 30-40 seated at tables,
         1. AV equipment including digital projection equipment for use with standard laptop computers, table for presenter.
   4. **Conference Headquarters:** 
      1. One (1) room in a convenient central location for Department event staff. This will become headquarters where participants can find staff for questions or assistance.
         1. The room must have at least two (2) tables and each seat five (5) comfortably.
   5. **Dining/Catering Services:**
      1. A separate meal/break serving area is required so that neither set-up nor clean-up will interfere with presentations.
         1. A separate dining area is preferred, but the Department will consider responses that allow participants to return to their seat in the main conference room with meals.
   6. **Reception Space:**

Awarded Bidder must provide a reception space, and hors d’oeuvres at per diem rates, for approximately 150 - 200 participants.

* + - 1. The Department will host a welcome reception early in the evening on Sunday as people are arriving early for the beginning of the conference the next morning.
    1. A second reception will be held early in the evening on Monday, an hour after the end of the first day of the conference.
  1. **Meeting Facility Accessibility:**
     1. Venue Accessibility

Entrances & Exits: Must be wheelchair accessible with ramps or elevators if needed.

Pathways: At least 36 inches wide to accommodate wheelchairs.

Doors: Must have a minimum 32-inch clearance when open.

Elevators: Required if multiple floors are in use, with accessible buttons and Braille.

* + 1. Parking and Transportation

Accessible Parking: At least one accessible space for every 25 spaces, with appropriate signage.

Drop-off Zones: Must allow wheelchair users to safely enter the venue

* + 1. Seating and Wheelchair Accommodations

Reserved ADA Seating: Wheelchair-accessible seating with companion seats.

Clear Sightlines: Ensure an unobstructed view of the stage.

Hearing Accommodations: Provide assistive listening devices or sign language interpreters

* + 1. Restrooms

Accessible Stalls: At least one per restroom, with grab bars and sufficient space for mobility devices.

Clear Signage: Marked with the International Symbol of Accessibility.

* + 1. Food & Beverage Accommodations

Table Heights: At least some tables should be 28-34 inches high for wheelchair users.

Dietary Accommodations: Consider allergies, gluten-free, and other needs

* 1. **Signage:**

Bidder must maintain signage to assist attendees in locating all meeting locations, dining facilities, parking locations and overnight accommodations.

1. **Minimum Support and Technical Requirements**
   1. **Wireless Internet Access:** 
      * + 1. The awarded Bidder will provide and maintain internet connectivity throughout the meeting facilities allowing sufficient bandwidth to accommodate the total expected number of conference participants.
          2. Overnight accommodation rooms must also provide participants with wireless internet access.
   2. **Onsite Technical Expertise:** 
      * + 1. The awarded Bidder will have onsite technical expertise available throughout the entirety of the conference and be able to provide technical support to presenters and attendees for network and connectivity, and any troubleshooting needed for Bidder-provided equipment.
   3. **Network Infrastructure:** 
      * + 1. The conference will require regular access to public world-wide web as well as to standard email servers.

The Department does not require uncommon internet tools but has experienced connectivity difficulties at some large venues due to the plethora of online educational software system needs.

* + - * 1. The list of required websites/programs and ports will be finalized at least 30 days prior to the event.

1. **Minimum Lodging and Meal Requirements**
   1. **Maintain Lodging Facilities:** 
      * + 1. The awarded Bidder will maintain the lodging facilities and be able to accommodate the total expected conference participants.
          2. Shared bathrooms are acceptable. Single bedrooms are preferred.

The Department expects many participants, and staff will require overnight accommodations.

The Department estimates that accommodation will be needed for a minimum of 150 to 200 people – some participants may be accompanied by spouses.

* 1. **Overnight Rooms:** 
     + - 1. The awarded Bidder will need to manage the room assignments for the total expected number of conference participants.

Blocked room reservations for attendees.

Rooms provided to Department employees at per-dem rates.

* 1. **Security:**
     + - 1. The awarded Bidder will provide participants and staff with access cards or keys to access any building/facility used by the participants during the event if necessary.
  2. **Dining facilities:** 
     + - 1. Dining facilities are needed to accommodate the total expected number of conference participants and staff.
  3. **Meal Preparations and Service:** 
     + - 1. The awarded Bidder will ensure that the meal preparations and service are available to provide, at per-diem rates, for the total expected number of conference participants and staff.

Breakfast buffets, for each day of the conference (2).

One plated lunch that will be served during the Recognition & Awards event,

One boxed lunch on the final day of the conference.

Hors d’oeuvres to be served at the welcoming reception on Sunday (*See Appendix G*)

* + - * 1. The awarded Bidder must provide at least one vegetarian and one vegan option.
  1. **Special Dietary Needs:** 
     + - 1. The awarded Bidder will provide meals for participants who requiring special dietary needs, such as allergies or special diets (vegetarian, vegan, etc.).

The meal items must be clearly identified/labeled when serving in a buffet style manner.

* 1. **Snack/Beverage Stations:** 
     + - 1. The awarded Bidder will provide morning and afternoon snack/beverage stations located near workshop areas each day of the main conference.
  2. **Parking:** 
     + - 1. Provide overnight parking facilities for participants.

**PART III KEY RFP EVENTS**

1. **Questions**
   1. **General Instructions:** It is the responsibility of all Bidders and other interested parties to examine the entire RFP and to seek clarification, in writing, if they do not understand any information or instructions.
      1. Bidders and other interested parties should use **Appendix F** (Submitted Questions Form) for submission of questions. If used, the form is to be submitted as a WORD document.
      2. Questions must be submitted, by e-mail, and received by the RFP Coordinator identified on the cover page of the RFP as soon as possible but no later than the date and time specified on the RFP cover page.
      3. The RFP Number and Title must be included in the subject line of the e-mail containing the submitted questions. The Department assumes no liability for assuring accurate/complete/on time e-mail transmission and receipt.
   2. **Question & Answer Summary:** Responses to all questions will be compiled in writing and posted on the following website no later than seven (7) calendar days prior to the proposal due date: [Office of State Procurement Services RFP Page](https://www.maine.gov/dafs/bbm/procurementservices/vendors/rfps). It is the responsibility of all interested parties to go to this website to obtain a copy of the Question & Answer Summary. Only those answers issued in writing on this website will be considered binding.
2. **Amendments**

All amendments released in regard to the RFP will also be posted on the following website: [Office of State Procurement Services RFP Page](https://www.maine.gov/dafs/bbm/procurementservices/vendors/rfps). It is the responsibility of all interested parties to go to this website to obtain amendments. Only those amendments posted on this website are considered binding.

1. **Proposal Submission**
   1. **Proposals Due:** Proposals must be received no later than 11:59 p.m. local time, on the date listed on the cover page of the RFP.
      1. Any e-mails containing original proposal submissions or any additional or revised proposal files, received after the 11:59 p.m. deadline, will be rejected without exception.
   2. **Delivery Instructions:** E-mail proposal submissions must be submitted to the Office of State Procurement Services at [Proposals@maine.gov](mailto:Proposals@maine.gov).
      1. Only proposal submissions received by e-mail will be considered. The Department assumes no liability for assuring accurate/complete e-mail transmission and receipt.
         1. Proposal submission e-mails that are successfully received by the [proposals@maine.gov](mailto:proposals@maine.gov) inbox will receive an automatic reply stating as such.
      2. E-mails containing links to file sharing sites or online file repositories will not be accepted as submissions. Only e-mail proposal submissions that have the actual requested files attached will be accepted.
      3. Encrypted e-mails received which require opening attachments and logging into a proprietary system will not be accepted as submissions. Bidders should work with their Information Technology team to ensure that the proposal submission will not be encrypted due to any security settings.
      4. File size limits are 25MB per e-mail. Bidders may submit files separately across multiple e-mails, as necessary, due to file size concerns. All e-mails and files must be received by the due date and time listed above.
   3. **Submission Format:**
      1. Bidders are to insert the following into the subject line of their e-mail proposal submission: **“RFP# 202507094 Proposal Submission – [Bidder’s Name]”**
      2. Bidder’s proposal submissions are to be broken down into multiple files, with each file named as it is titled in bold below, and include:

* **File 1 [Bidder’s Name] – Preliminary Information:**

*PDF format preferred*

**Appendix A** (Proposal Cover Page)

**Appendix B** (Responsible Bidder Certification)

All required eligibility documentation stated in PART IV, Section I.

* **File 2 [Bidder’s Name] – Organization Qualifications and Experience:**

*PDF format preferred*

**Appendix C** (Organization Qualifications and Experience Form) and all required information and attachments stated in PART IV, Section II.

* **File 3 [Bidder’s Name] – Proposed Services:**

*PDF format preferred*

**Appendix D** (Proposed Services Form) and all required information and attachments stated in PART IV, Section III.

* **File 4 [Bidder’s Name] – Cost Proposal:**

*PDF format preferred*

**Appendix E** (Cost Proposal Form) and all required information and attachments stated in PART IV, Section IV.

**PART IV PROPOSAL SUBMISSION REQUIREMENTS**

This section contains instructions for Bidders to use in preparing their proposals. The Department seeks detailed yet succinct responses that demonstrate the Bidder’s qualifications, experience, and ability to perform the requirements specified throughout the RFP.

Bidders’ proposals must follow the outline used below, including the numbering, section, and sub-section headings. Failure to use the outline specified in PART IV, or failure to respond to all questions and instructions throughout the RFP, may result in the proposal being disqualified as non-responsive or receiving a reduced score. The Department, and its evaluation team, has sole discretion to determine whether a variance from the RFP specifications will result either in disqualification or reduction in scoring of a proposal. Rephrasing of the content provided in the RFP will, at best, be considered minimally responsive.

Bidders are not to provide additional attachments beyond those specified in the RFP for the purpose of extending their response. Additional materials not requested will not be considered part of the proposal and will not be evaluated. Bidders must include any forms provided in the submission package or reproduce those forms as closely as possible. All information must be presented in the same order and format as described in the RFP.

**Proposal Format and Contents**

**Section I Preliminary Information** (File #1)

* 1. **Proposal Cover Page**

Bidders must complete **Appendix A** (Proposal Cover Page). It is critical that the cover page show the specific information requested, including Bidder address(es) and other details listed. The Proposal Cover Page must be dated and signed by a person authorized to enter into contracts on behalf of the Bidder.

* 1. **Responsible Bidder Certification**

Bidders must complete **Appendix B** (Responsible Bidder Certification). The Responsible Bidder Certification must be dated and signed by a person authorized to enter into contracts on behalf of the Bidder.

* 1. **Eligibility Requirements**

Bidders must provide documentation to demonstrate meeting eligibility requirements stated in PART I, C. of the RFP. This documentation includes

* + 1. Completion of Appendix A, that identifies the address of the proposed venue.

**Section II Organization Qualifications and Experience** (File #2)

* 1. **Overview of the Organization**

Bidders must complete **Appendix C** (Qualifications and Experience Form) describing their qualifications and skills to provide the requested services in the RFP. Bidders must include three (3) examples of projects which demonstrate their experience and expertise in performing these services, as well as highlighting the Bidder’s stated qualifications and skills.

* 1. **Subcontractors**

If subcontractors are to be used, Bidders must provide a list that specifies the name, address, phone number, contact person, and a brief description of the subcontractors’ organizational capacity and qualifications.

* 1. **Litigation**

Bidders must attach a list of all current litigation in which the Bidder is named and a list of all closed cases that have closed within the past five (5) years in which the Bidder paid the claimant either as part of a settlement or by decree.  For each, list the entity bringing suit, the complaint, the accusation, amount, and outcome.

* 1. **Certificate of Insurance**

Bidders must provide a certificate of insurance on a standard ACORD form (or the equivalent) evidencing the Bidder’s general liability, professional liability and any other relevant liability insurance policies that might be associated with the proposed services.

**Section III Proposed Services** (File #3)

* 1. **Services to be Provided**

Bidders must complete **Appendix D** (Proposed Services Form) and discuss the Scope of Services in as referenced above in Part II of this RFP and what the Bidder will offer. Give particular attention to describing the methods and resources you will use and how you will accomplish the tasks involved. Also, describe how you will ensure expectations and/or desired outcomes as a result of these services will be achieved. If subcontractors are involved, clearly identify the work each will perform.

**Section IV Cost Proposal** (File #4)

* 1. **General Instructions**
     1. Bidders must submit a cost proposal that covers the initial contract period, from January 1, 2026 to June 30, 2026.
     2. The cost proposal must include the costs necessary for the Bidder to fully comply with the contract terms, conditions, and RFP requirements.
     3. No costs related to the preparation of the proposal for the RFP, or to the negotiation of the contract with the Department, may be included in the proposal. Only costs to be incurred after the contract effective date that are specifically related to the implementation or operation of contracted services may be included.
  2. **Cost Proposal Form Instructions**

Bidders must fill out **Appendix E** (Cost Proposal Form), following the instructions detailed here and in the form. Failure to provide the requested information, and to follow the required cost proposal format provided, may result in disqualification or reduction in scoring of the cost proposal, at the discretion of the Department.

Bidders are encouraged to offer their most competitive pricing for lodging, but in no instance should the costs exceed the State of Maine per diem rate for the designated pre-registration period. See per diem rate information at <https://www.gsa.gov/travel/plan-book/per-diem-rates/per-diem-rates-lookup>**PART V PROPOSAL EVALUATION AND SELECTION**

Evaluation of the submitted proposals will be accomplished as follows:

1. **Evaluation Process – General Information**
   1. An evaluation team, composed of qualified reviewers, will judge the merits of the proposals received in accordance with the criteria defined in the RFP.
   2. Officials responsible for making decisions on the award selection will ensure that the selection process accords equal opportunity and appropriate consideration to all who are capable of meeting the specifications. The goals of the evaluation process are to ensure fairness and objectivity in review of the proposals and to ensure that the contract is awarded to the Bidder whose proposal provides the best value to the State of Maine.
   3. The Department reserves the right to communicate and/or schedule interviews/presentations with Bidders, if needed, to obtain clarification of information contained in the proposals received. The Department may revise the scores assigned in the initial evaluation to reflect those communications and/or interviews/presentations.
   4. Changes to proposals, including updating or adding information, will not be permitted during any portion of the evaluation process. Therefore, Bidders must submit proposals that present their rates and other requested information as clearly and completely as possible.
2. **Scoring Weights and Process**
   1. **Scoring Weights:** Proposal scores will be based on a 100-point scale and will measure the degree to which each proposal meets the following criteria:

|  |  |  |
| --- | --- | --- |
| **Section I.** | **Preliminary Information**  Proposal materials to be evaluated in this section: all elements addressed in Part IV, Section I of the RFP. | **(No Points – Eligibility Requirements)** |
| **Section II.** | **Organization Qualifications and Experience** Proposal materials to be evaluated in this section: all elements addressed above in Part IV, Section II of the RFP. | **(10 points)** |
| **Section III.** | **Proposed Services**  Proposal materials to be evaluated in this section: all elements addressed above in Part IV, Section III of the RFP. | **(60 points)** |
| **Section IV.** | **Cost Proposal**  Proposal materials to be evaluated in this section:all elements addressed above in Part IV, Section IV of the RFP. | **(30 points)** |

* 1. **Scoring Process:** For proposals that demonstrate meeting the eligibility requirements in Section I, if applicable, the evaluation team will use a consensus approach to evaluate and score Sections II & III above. Members of the evaluation team will not score those sections individually but, instead, will arrive at a consensus as to assignment of points for each of those sections. Section IV, the Cost Proposal, will be scored as described below.
  2. **Scoring the Cost Proposal:** The total cost proposed for conducting all the functions specified in the RFP will be assigned a score according to a mathematical formula. The lowest bid will be awarded 30 points. Proposals with higher bid values will be awarded proportionately fewer points calculated in comparison with the lowest bid.

The scoring formula is:

((Lowest submitted cost proposal / Cost of proposal being scored) x 30 = pro-rated score

No Best and Final Offers: The State of Maine will not seek or accept a best and final offer (BAFO) from any Bidder in this procurement process.  All Bidders are expected to provide their best value pricing with the submission of their proposal.

* 1. **Negotiations:** The Department reserves the right to negotiate with the awarded Bidder to finalize a contract. Such negotiations may not significantly vary the content, nature or requirements of the proposal or the Department’s Request for Proposal to an extent that may affect the price of goods or services requested. The Department reserves the right to terminate contract negotiations with an awarded Bidder who submits a proposed contract significantly different from the proposal they submitted in response to the advertised RFP. In the event that an acceptable contract cannot be negotiated with the highest ranked Bidder, the Department may withdraw its award and negotiate with the next-highest ranked Bidder, and so on, until an acceptable contract has been finalized. Alternatively, the Department may cancel the RFP, at its sole discretion.

1. **Selection and Award**
   1. The final decision regarding the award of the contract will be made by representatives of the Department subject to approval by the State Procurement Review Committee.
   2. Notification of conditional award selection or non-selection will be made in writing by the Department.
   3. Issuance of the RFP in no way constitutes a commitment by the State of Maine to award a contract, to pay costs incurred in the preparation of a response to the RFP, or to pay costs incurred in procuring or contracting for services, supplies, physical space, personnel or any other costs incurred by the Bidder.
   4. The Department reserves the right to reject any and all proposals or to make multiple awards.
2. **Appeal of Contract Awards**

Any person aggrieved by the award decision that results from the RFP may appeal the decision to the Director of the Bureau of General Services in the manner prescribed in [5 M.R.S.A. § 1825-E](http://www.mainelegislature.org/legis/statutes/5/title5sec1825-E.html) and [18-554 Code of Maine Rules Chapter 120](https://www.maine.gov/dafs/bbm/procurementservices/policies-procedures/chapter-120).  The appeal must be in writing and filed with the Director of the Bureau of General Services, 9 State House Station, Augusta, Maine, 04333-0009 within 15 calendar days of receipt of notification of conditional contract award.

**PART VI CONTRACT ADMINISTRATION AND CONDITIONS**

1. **Contract Document**
   1. The awarded Bidder will be required to execute a State of Maine Service Contract with appropriate riders as determined by the issuing department.

The complete set of standard State of Maine Service Contract documents, along with other forms and contract documents commonly used by the State, may be found on the Office of State Procurement Services’ website at the following link: [Office of State Procurement Services Forms Page](https://www.maine.gov/dafs/bbm/procurementservices/forms)

* 1. Allocation of funds is final upon successful negotiation and execution of the contract, subject to the review and approval of the State Procurement Review Committee. Contracts are not considered fully executed and valid until approved by the State Procurement Review Committee and funds are encumbered. No contract will be approved based on an RFP which has an effective date less than fourteen (14) calendar days after award notification to Bidders. (Referenced in the regulations of the Department of Administrative and Financial Services, [Chapter 110, § 3(B)(i)](https://www.maine.gov/dafs/bbm/procurementservices/policies-procedures/chapter-110).)

This provision means that a contract cannot be effective until at least 14 calendar days after award notification.

* 1. The State recognizes that the actual contract effective date depends upon completion of the RFP process, date of formal award notification, length of contract negotiation, and preparation and approval by the State Procurement Review Committee. Any appeals to the Department’s award decision(s) may further postpone the actual contract effective date, depending upon the outcome. The contract effective date listed in the RFP may need to be adjusted, if necessary, to comply with mandated requirements.
  2. In providing services and performing under the contract, the awarded Bidder must act as an independent contractor and not as an agent of the State of Maine.

1. **Standard State Contract Provisions**
   1. Contract Administration

Following the award, a Contract Administrator from the Department will be appointed to assist with the development and administration of the contract and to act as administrator during the entire contract period. Department staff will be available after the award to consult with the awarded Bidder in the finalization of the contract.

* 1. Payments and Other Provisions

The State anticipates paying the Contractor on the basis of net 30 payment terms, upon the receipt of an accurate and acceptable invoice. An invoice will be considered accurate and acceptable if it contains a reference to the State of Maine contract number, contains correct pricing information relative to the contract, and provides any required supporting documents, as applicable, and any other specific and agreed-upon requirements listed within the contract that results from the RFP.

**PART VII LIST OF RFP APPENDICES AND RELATED DOCUMENTS**

**Appendix A** – Proposal Cover Page

**Appendix B** – Responsible Bidder Certification

**Appendix C** – Qualifications and Experience Form

**Appendix D** – Proposed Services Form

**Appendix E** – Cost Proposal Form

**Appendix F** – Submitted Question Form

**Appendix G** – Draft Conference Schedule

**APPENDIX A**

**State of Maine**

**Department of Education**

*Office of the Commissioner*

**PROPOSAL COVER PAGE**

**RFP# 202507094**

**Annual Commissioner’s Conference for Superintendents**

**Conference and Meeting Management**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Bidder’s Organization Name:** | |  | | |
| **Chief Executive - Name/Title:** | |  | | |
| **Tel:** |  | | **E-mail:** |  |
| **Headquarters Street Address:** | |  | | |
| **Headquarters City/State/Zip:** | |  | | |
| *(Provide information requested below if* ***different*** *from above)* | | | | |
| **Lead Point of Contact for Proposal - Name/Title:** | |  | | |
| **Tel:** |  | | **E-mail:** |  |
| **Headquarters Street Address:** | |  | | |
| **Headquarters City/State/Zip:** | |  | | |
| **Address of Proposed Venue:** | |  | | |

* This proposal and the pricing structure contained herein will remain firm for a period of 180 days from the date and time of the bid opening.
* No personnel currently employed by the Department or any other State agency participated, either directly or indirectly, in any activities relating to the preparation of the Bidder’s proposal.
* No attempt has been made, or will be made, by the Bidder to induce any other person or firm to submit or not to submit a proposal.
* The above-named organization is the legal entity entering into the resulting contract with the Department if they are awarded the contract.
* The undersigned is authorized to enter contractual obligations on behalf of the above-named organization.

*To the best of my knowledge, all information provided in the enclosed proposal, both programmatic and financial, is complete and accurate at the time of submission.*

|  |  |
| --- | --- |
| **Name (Print):** | **Title:** |
| **Authorized Signature:** | **Date:** |

**APPENDIX B**

**State of Maine**

**Department of Education**

*Office of the Commissioner*

**RESPONSIBLE BIDDER CERTIFICATION**

**RFP# 202507094**

**Annual Commissioner’s Conference for Superintendents**

**Conference and Meeting Management**

|  |  |
| --- | --- |
| **Bidder’s Organization Name:** |  |

*By signing this document, I certify to the best of my knowledge and belief that the aforementioned organization, its principals and any subcontractors named in this proposal:*

1. *Are not presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from bidding or working on contracts issued by any governmental agency.*
2. *Have not within three years of submitting the proposal for this contract been convicted of or had a civil judgment rendered against them for:*
   1. *Fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state, or local government transaction or contract.*
   2. *Violating Federal or State antitrust statutes or committing embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.*
3. *Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or Local) with commission of any of the offenses enumerated in paragraph (b) of this certification.*
4. *Have not within a three (3) year period preceding this proposal had one or more federal, state, or local government transactions terminated for cause or default*.
5. *Have not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services and this proposal is in all respects fair and without collusion or fraud. The above-mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.*
6. *Is not a foreign adversary business entity (*[*https://www.maine.gov/oit/prohibited-technologies*](https://www.maine.gov/oit/prohibited-technologies)*).*
7. *Is not on the list of prohibited companies (*[*https://www.maine.gov/oit/prohibited-technologies*](https://www.maine.gov/oit/prohibited-technologies)*) or does not obtain or purchase any information or communications technology or services included on the list of prohibited information and communications technology and services* [*https://www.maine.gov/oit/prohibited-technologies*](https://www.maine.gov/oit/prohibited-technologies) *(Title 5 §2030-B).*

|  |  |
| --- | --- |
| **Name (Print):** | **Title:** |
| **Authorized Signature:** | **Date:** |

**APPENDIX C**

**State of Maine**

**Department of Education**

*Office of the Commissioner*

## QUALIFICATIONS and EXPERIENCE FORM

**RFP# 202507094**

**Annual Commissioner’s Conference for Superintendents**

**Conference and Meeting Management**

|  |  |
| --- | --- |
| **Bidder’s Organization Name:** |  |

|  |
| --- |
| **Present a brief statement of qualifications. Describe the history of the Bidder’s organization, especially regarding skills pertinent to the specific work required by the RFP and any special or unique characteristics of the organization which would make it especially qualified to perform the required work activities. You may expand this form and use additional pages to provide this information.** |
|  |

|  |
| --- |
| **Provide a description of projects that occurred within the past five (5) years which reflect experience and expertise needed in performing the functions described in Part II – Scope of Services to be Provided of the RFP. Contract history with the State of Maine, whether positive or negative, may be considered in evaluating proposals even if not provided by the Bidder.**  *If the Bidder has not provided similar services, note this, and describe experience with projects that highlight the Bidder’s general capabilities.* |

|  |  |
| --- | --- |
| **Project One** | |
| **Client Name:** |  |
| **Client Contact Person:** |  |
| **Telephone:** |  |
| **E-Mail:** |  |
| **Brief Description of Project** | |
|  | |

|  |  |
| --- | --- |
| **Project Two** | |
| **Client Name:** |  |
| **Client Contact Person:** |  |
| **Telephone:** |  |
| **E-Mail:** |  |
| **Brief Description of Project** | |
|  | |

|  |  |
| --- | --- |
| **Project Three** | |
| **Client Name:** |  |
| **Client Contact Person:** |  |
| **Telephone:** |  |
| **E-Mail:** |  |
| **Brief Description of Project** | |
|  | |

**APPENDIX D**

**State of Maine**

**Department of Education**

*Office of the Commissioner*

**PROPOSED SERVICES FORM**

**RFP# 202507094**

**Annual Commissioner’s Conference for Superintendents**

**Conference and Meeting Management**

The following questions (II.1-9) address the work required to be performed by the Bidder.

|  |  |
| --- | --- |
| **II.1**  **Meeting Facilities** | **Describe facilities, including size, Table setup options, room capacity, and video and network conferencing capabilities. (As described in Part II, B).**  **It is recommended that bidders provide photographs along with descriptions of rooms.** |
| * 1. Registration desk area (as described in Part II, B, 1);   2. Main conference room (as described in Part II, B, 2);   3. Workshop rooms (as described in Part II, B, 3);      1. Room 1      2. Room 2      3. Room 4      4. Room 5 (if available)   4. Conference headquarters (as described in Part II, B, 4).   5. Dining/catering services (as described in Part II, B, 5).   6. Reception Space (as described in Part II, B, 6). | |

**APPENDIX D (continued)**

|  |  |
| --- | --- |
| **II.2**  **Meeting Facility Accessibility** | **Provide detailed information on compliance with ADA standards, including a description of the venue’s accessibility for all facilities and amenities that will be used during the event** **(As described in Part II, B, 9).** |
| * 1. Venue accessibility (as described in Part II, B, 7.a);   2. Parking and transportation (as described in Part II, B, 7.b);   3. Seating and wheelchair accommodations (as described in Part II, B, 7.c);   4. Restrooms (as described in Part II, B, 7.d);   5. Food and Beverage accommodations (as described in Part II, B, 7.e); | |

|  |  |
| --- | --- |
| **II.3**  **Signage** | **Describe the signage to assist attendees in locating all meeting locations, dining facilities, parking locations and overnight accommodations (As described in Part II, B, 8).** |
|  | |

|  |  |
| --- | --- |
| **II.4**  **Wireless Internet Access/Support and Technical Requirements** | **Describe the onsite technical support services to be provided, wireless internet capacity and overall internet connectivity speed in meeting facilities and overnight accommodation rooms.**  **(As described in Part II, C).** |
| * 1. Wireless internet access (as described in Part II, C, 1);      1. Bidder must describe its wireless internet capacity and its overall internet connectivity speed in its meeting facilities and overnight accommodation rooms.   2. Onsite technical expertise (as described in Part II, C, 2);      1. Bidder must include the number of tech staff available in proposal.   3. Network infrastructure (as described in Part II, C, 3);      1. Bidder must describe any internet filtering or port blocking in place on its network, and whether or not these filters or port blocking may be turned off for the conference should they be required for the conference | |

|  |  |
| --- | --- |
| **II.7**  **Lodging Requirements** | **Describe:**  **Address all items in Part II D, to also include the specific information identified below.** |
| * 1. Maintain lodging facilities (as described in Part II, D, 1);      1. The Bidder must describe the lodging and bath facilities, including size, capacity, network capabilities and room set-up including amenities (bedding, towels, etc.).   2. Overnight rooms (as described in Part II, D, 2);      1. The Bidder must also outline their proposed cancellation policy.   3. Security (as described in Part II, D, 3);      1. The Bidder must describe attendees’ overnight accommodations security.   4. Dining facilities (as described in Part II, D, 4);      1. The Bidder must describe proposed dining space including size, capacity, room set-up and hours of operation.   5. Meal preparations and service (as described in Part II, D, 5);      1. The Bidder must describe dining facility, layout, and presentation/serving methods.   6. Special dietary needs (as described in Part II, D, 6);      1. The Bidder must note how much advance notice is required to provide meals for participants with special dietary needs.   7. Snack/beverage stations (as described in Part II, D, 7);      1. The bidder must describe their capacity in providing this requirement.   8. Parking (as described in Part II, D, 8);      1. The Bidder must describe the parking facilities onsite and near the facility as well as their capacities. | |

**APPENDIX E State of Maine**

**Department of Education**

*Office of the Commissioner*

**COST PROPOSAL FORM**

**RFP# 202507094**

**Annual Commissioner’s Conference for Superintendents**

**Conference and Meeting Management**

|  |  |
| --- | --- |
| **Bidder’s Organization Name:** |  |

|  |  |  |
| --- | --- | --- |
| **1. Facility Costs** | | |
| Description of Service and/or Documentation | Room(s) | Total Cost |
| Meeting Room Rental Fee (including costs of all furniture, equipment, staging, etc.) |  |  |
| Group Session Room Costs |  |  |
| Information Technology (IT) Support |  |  |
| **1. Total Cost of Facility** |  |  |

|  |  |  |  |
| --- | --- | --- | --- |
| **2. Catering/Meals** | | | |
| Description of the Service and/or Documentation  *\*Designate how priced (per consumption, size of container, etc.)* | Price Per Person  *(tax free)* | Total Cost  *(Based on estimate of 150 attendees)* |
| Welcome reception hors d’oeuvres | $ | $ |
| Breakfast (buffet) x 2 | $ | $ |
| Coffee/Juice Station (a.m.) with refreshments at break x 2 | $ | $ |
| Lunch (plated, provided before Recognition & Awards Event (*See Appendix G*) | $ | $ |
| Lunch (boxed) | $ | $ |
| Plated, alternate meal (vegetarian, gluten free, or kosher) | $ | $ |
| Bottled water\* | $ | $ |
| Soda\* | $ | $ |
| Refreshments and beverage Station (p.m.) at break of day one | $ | $ |
| Please identify and describe any other miscellaneous meal costs | $ | $ |
|  | Percentage | Cost estimate |
| Service Fees | % | $ |
| **2. Total Cost of Catering** |  | $ |

|  |  |  |  |
| --- | --- | --- | --- |
| **3. Lodging** | | | |
| Description of the Service and/or Documentation | Room Rate | Additional charges | Total Cost |
| 20 Maine DOE staff rooms at per diem rates x 2 |  |  |  |
| **3. Total Cost of Lodging** |  |  | $ |

|  |  |
| --- | --- |
| **Final Total of 1, 2, and 3 Above** | **Total Cost** |
| **Total Proposed Cost of Bid**  ***(This amount will be used in the cost scoring formula)*** | $ |

Bidders must submit a cost proposal that includes the costs necessary to fully comply with the contract terms, conditions, and RFP requirements. The proposed cost must be presented as a fixed amount.

The fixed amount will be used to score the cost proposal as defined Part V, B, 3 of the RFP.

**APPENDIX F**

**State of Maine**

**Department of Education**

*Office of the Commissioner*

**SUBMITTED QUESTIONS FORM**

**RFP# 202507094**

**Annual Commissioner’s Conference for Superintendents**

**Conference and Meeting Management**

This form should be used by Bidders when submitting written questions to the RFP Coordinator as defined in Part III of the RFP.

If a question is not related to any section of the RFP, enter “N/A” under the RFP Section & Page Number. Add additional rows as necessary.

|  |  |
| --- | --- |
| **Organization Name:** |  |

|  |  |
| --- | --- |
| **RFP Section & Page Number** | **Question** |
|  |  |
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**APPENDIX G**

**State of Maine**

**Department of Education**

**DRAFT CONFERENCE SCHEDULE**

**RFP# 202507094**

**Annual Commissioner’s Conference for Superintendents**

**Conference and Meeting Management**

|  |  |
| --- | --- |
| **Sunday - (Early Arrival/Checking In)** | |
| 4:00 p.m.–6:00 p.m. | Welcome Reception & hors d’oeuvres |
|  | |
| **Day 1 Monday** | |
| 7:30 a.m. | Registration & Breakfast |
| 8:45 a.m. | Welcome/Opening Remarks |
| 9:00 a.m. | Keynote/Kickoff |
| 10:00 a.m. | Break |
| 10:15 a.m. | Session 1 (4-5 breakouts) |
| 11:00 a.m. | Break |
| 11:15 a.m. | Session 2 (4-5 breakouts) |
| 12:00 p.m. | Plated Lunch and Recognition & Awards Event |
| 1:30 p.m. | Session 3 (4-5 breakouts) |
| 2:15 p.m. | Break |
| 2:30 p.m. | Session 4 (4-5 breakouts) |
| 3:15 p.m. | Day One Sessions End |
|  | |
| **Day 2 Tuesday** | |
| 8:00 a.m. | Breakfast |
| 8:30 a.m. | Keynote/General Session |
| 10:30 a.m. | Break |
| 10:45 a.m. | Session 5 (4-5 breakouts) |
| 11:45 a.m. | Closing Remarks |
| 12:00 p.m. | Boxed Lunch |
| 1:00 p.m. | Conference Adjourned |