



Department of  
Job and Family Services

**John R. Kasich**, Governor  
**Cynthia C. Dungey**, Director

July 7, 2015

Dear Vendor:

This letter is to announce the release of the Ohio Department of Job and Family Services (ODJFS) Request for Proposals (RFP) for the purpose of competitively selecting a qualified vendor to provide a methodology and validation analysis of Ohio's Tiered Quality Rating and Improvement System (TQRIS), Step Up To Quality (SUTQ), per the requirements created within the Early Learning Challenge Grant. The vendor will be responsible for developing a methodology and validation study to analyze the current 5-Star Quality Rating and Improvement System. Research will include critical analysis of the system and its ability to produce accurate and meaningful results, as well as its ability to support continuous quality improvement across ODJFS and Ohio Department of Education (ODE) licensed early learning and development programs. ODJFS is seeking a vendor qualified in the development and implementation of large scale validation research, analysis, evaluation and reporting across multiple agencies with multiple program types.

If your organization is interested in submitting a response for this important project, please obtain the RFP through the ODJFS web site at <http://www.jfs.ohio.gov/rfp/>. In the event of any problems accessing this document or opening the above referenced ODJFS URL, please contact the RFP/RLB Unit at (614) 728-5693.

Responses must be prepared and submitted in strict accordance with the requirements and time frames given in the RFP. Thank you for your attention to this request.

Sincerely,

Jay Easterling  
Deputy Director  
Contracts and Acquisitions

30 East Broad Street  
Columbus, Ohio 43215  
[jfs.ohio.gov](http://jfs.ohio.gov)

An Equal Opportunity Employer and Service Provider

*Step Up To Quality  
Validation Study*

**JFSR1617178101**

**The Ohio Department of Job and Family Services**

# Step Up To Quality Validation Study RFP

RFP number JFSR1617178101

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## **ODJFS REQUEST FOR PROPOSALS (RFP) Step Up To Quality Validation Study**

### **SECTION I. GENERAL PURPOSE**

#### **1.1 Purpose**

The Ohio Department of Job and Family Services (ODJFS) releases this Request for Proposals (RFP) for the purpose of competitively selecting a qualified vendor to provide a methodology and validation analysis of Ohio's Tiered Quality Rating and Improvement System (TQRIS), Step Up To Quality (SUTQ), per the requirements created within the Early Learning Challenge Grant. The vendor will be responsible for developing a methodology and validation study to analyze the current 5-Star Quality Rating and Improvement System. Research will include critical analysis of the system and its ability to produce accurate and meaningful results, as well as its ability to support continuous quality improvement across ODJFS and Ohio Department of Education (ODE) licensed early learning and development programs. ODJFS is seeking a vendor qualified in the development and implementation of large scale validation research, analysis, evaluation and reporting across multiple agencies with multiple program types.

For the purpose of this RFP, the term "vendor" shall be defined as an institute of higher education, business, firm, organization or individual interested in this opportunity. The terms "bid" and "proposal" may be used interchangeably to indicate materials submitted to ODJFS by a vendor in order to be considered for award of a contract for services described in this RFP. The terms "contractor" and "selected vendor" may be used interchangeably in reference to a vendor selected by ODJFS through this RFP for contract award.

#### **1.2 Background**

In December 2011, Ohio was awarded the Race to the Top Early Learning Challenge (RTT-ELC) grant. Ohio's RTT-ELC was designed to dramatically improve the existing network of state-funded early childhood development programs essential to helping high-needs children begin kindergarten ready to learn. Ohio's RTT-ELC draws upon the administration's goal to close the kindergarten readiness gap between high-needs children and their more advantaged peers. The grant work is implemented collaboratively by ODE, ODJFS, Ohio Departments of Health (ODH), Mental Health and Addiction Services (ODMHA) and Developmental Disabilities (DODD). The office of Early Learning and School Readiness in ODE serves as the lead and fiscal agency for RTT-ELC. A copy of the full RTT-ELC grant application is located at [www.earlychildhoodohio.org](http://www.earlychildhoodohio.org). Below is a summary of initiatives and goals relevant to this RFP.

#### ***Ohio's RTT-ELC initiatives and goals:***

- Create comprehensive standards that programs will use to ensure that children are prepared academically, socially, emotionally and physically to move on to kindergarten.
- Develop high quality assessments to inform instruction and support young students.
- Create extensive professional development for early childhood educators.

- Expand Ohio's TQRIS and SUTQ, to provide a clear and common way to measure program quality regardless of the program setting to inform parents, families, and communities.
- Complete a study to validate the effectiveness of the Ohio's TQRIS.
- By 2015, have:
  - 1,300 currently funded early childhood settings rated as high-quality (3-star, 4-star and 5-star).
  - 37,000 additional high-needs children placed in highly rated programs.
  - the kindergarten-readiness gap closed by 5% for high-needs children.
- By 2020:
  - Ohio will fund early childhood services only in quality settings.

Please review the RTT-ELC grant application for further initiative and goal details.

### ***Step Up To Quality Background and RTT-ELC Expansion***

SUTQ, Ohio's TQRIS, was initially implemented in 2005 as a pilot program and moved to statewide implementation in 2006. All early learning and development programs licensed by ODJFS, including Head Start and Early Head Start, large family child care homes, and programs receiving funds through the Child Care Development Fund (CCDF) program, were eligible to participate in this 3 tier TQRIS. Ohio has revised its TQRIS program standards to reflect the desire for the field to be intentional with its instructional support; to implement screening, assessment and referral processes; and to align curriculum and planning to age appropriate state early learning and development standards (ELDS). ODJFS, in collaboration with the Governor's Office, DODD, ODE, ODH and ODMHA finalized the new SUTQ program standards and a guidance document for an October 1, 2013 implementation. The revised program standards have replaced Ohio's previous early learning program guidelines which were used as Ohio's program standards in district preschool settings. Also beginning in October 2013, programs licensed by ODE, including state Pre- K sites and Preschool Special Education sites, were rated for the first time. Small family child care homes (Type B Homes), were transitioned from certification to licensure in January 2014 and began participation in SUTQ in July 2014.

The revisions to SUTQ included the addition of 2 additional tier levels, moving from a 3 to a 5 star system. The top 3 tiers of SUTQ are considered high quality. At the top three tiers, classrooms are observed to verify that the program understands and implements a comprehensive curriculum that addresses all developmental domains and is aligned to Ohio's Early Learning and Development Standards. Ohio developed the Ohio Classroom Observation Tool (OCOT) in 2013 to document and measure classroom quality. In addition to curriculum, programs are observed and the staffs are interviewed to determine if they are implementing a comprehensive assessment that is aligned to standards and is used to inform instruction. The OCOT measures environmental quality ensuring the needs, abilities and interests of all students are addressed, and that adult child interactions are positive.

To better focus resources on the programs with challenging licensing compliance histories, ODJFS modified its inspection schedule for programs participating in SUTQ. Programs that are fulltime, full-year are required to receive 2 licensing inspections per year. However, star-rated programs receive 1 licensing and 1 quality inspection instead of receiving 3 on-site inspections in one year (2 licensing and 1 quality inspection). Two through five-star rated programs are required to submit an annual report, detailing progress made on goals identified in their continuous improvement plans, during years they do not receive an on-site monitoring visit. This allows ODJFS staff to provide more technical assistance and support to programs that are struggling with achieving and maintaining compliance.

In addition to Serious Risk Non Compliances review, ODJFS began implementation of an integrated inspection model for its staff. Previously ODJFS maintained one staff to review the regulatory compliance and a different

staff to implement the SUTQ inspections. To more effectively link licensing and quality expectations and to streamline communication with programs, ODJFS will have the same person assess licensing and quality standards during the same inspection. ODJFS has conducted research of best practices this past year regarding a combined inspection model for regulatory and quality standards. Internal policies have been developed to define what will be inspected during each of the on-site inspections. This function will be automated, when possible, and captured in Ohio's new data system, the Ohio Child Licensing and Quality System (OCLQS).

The OCLQS will be used by staff and programs from both ODE and ODJFS for SUTQ registration and desk reviews and on-site verification visits. Eventually, the OCLQS will include an inspection tool that will allow staff to complete licensing and SUTQ monitoring visits at the same time. When completed, the OCLQS will allow staff to document the licensing inspection and SUTQ verification visit while at the program and email a copy of the compliance results to the program for posting onsite. This will provide families enrolled at the program with timely information about licensing compliance and SUTQ rating results. The ODJFS website currently includes information about SUTQ and the importance of high quality early learning and development settings. Licensing inspection findings and information about a program's star rating are searchable by multiple criteria, including a program's location and star rating level. When the new database is operational, this feature also will be used for ODE licensed programs, as well as small family child care homes. The information on program quality obtained from this data system will also be linked to child outcome information, including formative assessments and kindergarten entry assessment information, to inform decision-making about investments and further funding.

### **1.3 Overview of the Project**

The selected vendor will design and implement a comprehensive evaluation of Ohio's expanded SUTQ system that employs a mixed-methods approach, and produce a detailed technical report of findings. The evaluation must address four primary areas:

1. Validity of the SUTQ rating system including domains, sub-domains, and standards across all programs types;
2. Reliability of the SUTQ rating system;
3. Relationship between SUTQ rating and children's outcomes; and
4. Validity and Reliability of the Ohio Classroom Observation Tool (OCOT).

### **1.4 Objectives of the Project**

This study must evaluate the ability of the SUTQ system to produce accurate ratings and meaningful results, and to support continuous quality improvement across ODJFS and ODE licensed early learning and development programs. Additionally, the study must examine the relationship between the ratings generated by the State's TQRIS System and the outcomes of children served by the State's early learning and development programs. The study must include the following four overarching goals and specifications:

- 1) Validity of the SUTQ rating system including domains, sub-domains, and standards across all programs types;
  - a) Validity of the new SUTQ standards and tiers across all ODE and ODJFS rated and non-rated program types.
  - b) Validity, via external measures, as to how well the levels in the State's TQRIS reflect differential levels of program quality.
- 2) Reliability of the SUTQ rating system;
  - a) Rating accuracy.
  - b) Inter-rater reliability.

- c) Stability of rating in the absence of focused quality improvement efforts.
- 3) Relationship between SUTQ rating and children's outcomes;
- a) Assessing, using appropriate research designs and measures of progress, the extent to which changes in quality ratings are related to progress in child outcomes. The evaluation will include ODE and ODJFS infants, toddlers, and preschoolers randomly selected to ensure appropriate representation and adequate sample size, including those receiving Publicly Funded Child Care (PFCC). The evaluation should include an initial assessment of the child as well as a follow-up assessment for evaluation measures. The selected vendor will be required to obtain child level data on children participating in rated and unrated programs. Early Learning Assessment data will be available for some preschool age children enrolled in 3, 4, and 5 star rated programs. The selected vendor may choose to use the Early Learning Assessment for child outcomes, or identify a different measure to use. The data must include the five domains of school readiness as defined in the Early Learning Challenge Grant application. The selected vendor may include the qualitative data from providers and parents regarding child information. Secondary data from indicated measurement tools listed in the scope of work and deliverables will also be utilized to obtain child outcomes.
- 4) Validity and Reliability of the Ohio Classroom Observation Tool (OCOT);
- a) Relationship to other similar measures.
- b) Stability.
- c) Inter-rater.

## **SECTION II. PROCUREMENT PROCESS INFORMATION**

### **2.1 Anticipated Procurement Timetable**

| <b>DATE</b>                               | <b>EVENT/ACTIVITY</b>  |
|---|--|
| July 7, 2015                              | ODJFS releases RFP on ODJFS and DAS Web Sites; Q&A period opens.<br>- RFP becomes active; vendors may submit inquiries for RFP clarification.  |
| July 27, 2015                             | Vendor Q&A period for vendor questions closes, 8:00 a.m.<br>- <b>No further inquiries for RFP clarification will be accepted.</b>  |
| July 30, 2015                             | ODJFS provides final answers to vendor questions (estimated).  |
| <b>3:00 P.M.<br/>August 12, 2015</b>      | <b>Deadline for vendors to submit proposals to ODJFS (3 p.m.).</b><br>- This is the beginning the ODJFS process of proposal review. <b>LATE PROPOSALS WILL NOT BE CONSIDERED. NO EXCEPTIONS WILL BE MADE.</b>                        |
| August 21, 2015                           | ODJFS issues contract award notification letter (estimated).<br>- <b>Vendors that submitted proposals in response to this RFP will be sent letters stating whether their proposal was selected for award of the contract.</b>        |
| September 2015 to<br>December 31,<br>2016 | Implementation* (estimated—following notification of all contractual and funding approvals).**<br>- <b>ODJFS contracts are not valid and effective until the state Office of Budget Management approves a valid purchase order.*</b> |

ODJFS reserves the right to revise this schedule in the best interest of the State of Ohio and/or to comply with the State of Ohio procurement procedures and regulations.

\* According to requirements of ORC 126.07, ODJFS contracts are not valid and enforceable until the Office of Budget and Management (OBM) certifies the availability of appropriate funding, as indicated by the approval of the Purchase Order (P.O.). The selected vendor may neither perform work nor submit an invoice for payment for work performed for this project for any time period prior to the P.O. approval date. The ODJFS Contract Manager will notify the contractor when the requirements of ORC Section 126.07 have been met.

\*\* Subject to approval by the Controlling Board, the contract period is expected to run from approximately September 2015 through December 31, 2016.

## **2.2 Internet Question and Answer Period; RFP Clarification Opportunity**

Potential vendors or other interested parties may ask clarifying questions regarding this RFP via the Internet during the Q&A Period as outlined in Section 2.1, Anticipated Procurement Timetable. To ask a question, potential vendors must use the following Internet process:

- \* **Access the ODJFS Web Page at <http://jfs.ohio.gov/>**
- \* **Select “Doing Business with ODJFS” from the bottom of the page;**
- \* **Select “RFP’s” from the left side column;**
- \* **Select RFP Number *JFSR1617178101* from the list of competitive opportunities;**
- \* **Follow the link to the dedicated web page;**
- \* **Select “Submit Inquiry” near the bottom of the web page;**
- \* **Follow instructions there for submitting questions; or, to view posted questions and answers,**
- \* **Select “View Q and A” near the bottom of the web page.**

Questions about this RFP must reference the relevant part of this RFP, the heading for the provision under question, and the page number where the provision can be found. The name of a representative of the potential vendor (or other interested party), the company name, phone number, and e-mail address must be provided to submit an inquiry. The State may, at its option, disregard any questions which do not appropriately reference an RFP provision or location within the RFP, or which do not include identification of the originator of the question. Questions submitted after **8:00 a.m.** on the date the Q&A period closes will not be answered.

The State’s responses to all questions asked via the Internet will be posted on the Internet website dedicated to this RFP for public reference by any interested party. The State will not provide answers directly to the vendor (or any interested party) that submitted the question. All questions regarding this RFP that are submitted in accordance with these instructions will be answered on the RFP’s dedicated web page.

Questions submitted may be no more than 4,000 characters in length, but there is no limit on the number of questions that may be submitted. The State’s answers may be accessed by following the instructions above, but rather than selecting “Submit Inquiry,” vendors and others should select “View Q and A.” The State strongly encourages vendors to ask questions early in the Q&A period so that answers can be posted with sufficient time for any possible follow-up questions.

Vendor proposals in response to this RFP are to take into account any information communicated by ODJFS in the Q&A process for the RFP. **It is the responsibility of all potential vendors to check this site on a regular basis for responses to all questions, as well as for any amendments, alerts, or other pertinent information regarding this RFP.** Accessibility to questions and answers will be clearly identified on the website dedicated to this RFP **once submitted questions have been answered.**

Requests for copies of any previous RFPs, RLBs, (or etc.) or for past vendor proposals, score sheets or contracts for this or similar past projects, are Public Records Requests (PRRs), and are not clarification questions regarding the present RFP. The State will only answer those questions submitted within the established time period for the Vendor Q&A process (see Section 2.1, Anticipated Procurement Timetable, above), and which pertain to issues of RFP clarity, and which are not requests for public records. The State is under no obligation to acknowledge questions submitted through the Q&A process if those questions are not in accordance with these instructions.

\* Should vendors experience technical difficulties accessing the ODJFS website where the RFP and its related documents are published, they may contact the ODJFS Office of Contracts and Acquisitions, RFP/RLB Unit, at (614) 728-5693 for guidance.

### **2.3 Communication Prohibitions**

From the issuance date of this RFP until a contract is awarded to a vendor, there may be no communications concerning the RFP between any vendor and any employee of ODJFS in the issuing office, or any other ODJFS employee, or any other individual regardless of their employment status, who is in any way involved in the development of the RFP or the selection of the contractor.

The only exceptions to this prohibition are as follows:

1. Communications conducted pursuant to Section 2.2, Internet Question & Answer (Q&A) Period; RFP Clarification Opportunity;
2. As necessary in any pre-existing or on-going business relationship between ODJFS and any vendor that could submit a proposal in response to this RFP;
3. As part of any vendor interview process or proposal clarification process initiated by ODJFS, which ODJFS deems necessary in order to make a final selection;
4. If it becomes necessary to revise any part of this RFP. ODJFS will post those revisions, amendments, etc., to the website dedicated to this RFP;\* and
5. Any Public Records Request (PRR) made through the ODJFS Office of Legal and Acquisition Services (OLAS).

\* **Important Note:** Amendments to the RFP or to any documents related to it will be accessible to vendors through the original web page established for the RFP. All interested vendors must refer to that web page regularly for amendments or other announcements. ODJFS may not specifically notify vendors of changes or announcements related to this RFP except through the website posting. It is the affirmative responsibility of vendors to be aware of and to fully respond to all updated information posted on this web page.

ODJFS is not responsible for the accuracy of any information regarding this RFP that is obtained or gathered through a source other than the Q&A process described in this RFP. Any attempts at prohibited communications by vendors may result in the disqualification of those vendors' proposals.

If interested vendors have a need to communicate regarding this RFP, they must contact ODJFS using one of the mechanisms provided for in Sections 2.2, Internet Question & Answer (Q&A) Period; RFP Clarification Opportunity, or 2.3, Communication Prohibitions, of this RFP. Vendors are cautioned that communication

attempts which do not comply with these instructions will not be answered, and that ODJFS will not consider any proposals submitted to any address other than the one provided in Section 5.1 of this RFP. Vendor proposals must be submitted to ODJFS in strict accordance with proposal submission instructions provided in Section 5.1, Proposal Submission Information.

## 2.4 **Program Resource Library**

ODJFS recognizes that interested vendors might need historical program information and so has created a Program Resource Library which may be used to access the documents on the ODJFS website at <http://jfs.ohio.gov>. The following documents will be available:

### *Previous Step Up To Quality Research*

#### **Study 1 – (Summary Only Available):**

The first independent evaluation examined the following questions: **“Is there a relationship between a SUTQ quality rating and quality as measured by the Early Childhood Environment Rating Scale-Revised (ECERS-R), and is there any relationship between the ECERS-R Subscales and differentiated SUTQ rating settings?”** The ECERS-R data were gathered by external evaluators within the Child Care Resource and Referral (CCR&R) system who were trained in reliability by the authors of the ECERS-R and their team. The CCR&R system maintained an inter-rater reliability system with guidelines for the frequency of checks after the completion of every 15 visits. The evaluation studied programs at all 3 levels of the rating system and programs that were in a “Getting Ready” category. Getting Ready programs could not be rated because of their licensing compliance history or because they were unable to meet all of the standards at Tier 1. The evaluation found significant differences between those achieving a tier level (1, 2, and 3) and those not achieving a tier level. Additionally, at each increased tier level, higher ECERS-R scores were earned by the participating programs, thereby validating the appropriate graduation of Ohio’s standards across tier levels. This first evaluation also analyzed the relationship between the standards to determine whether one standard was the quality driver or whether it was the combination of the standards selected that worked together to create quality settings. The analysis demonstrated that the standards worked as a whole and that no one indicator (e.g., ratio) drove the tier ratings, again validating that the standards selected by Ohio were meaningful for producing and predicting quality environments.

#### **Study 2 – (Summary Only Available):**

As SUTQ expanded statewide, the focus of the second external evaluation was to begin **examining the relationship between child outcomes and star ratings**. Using extensive questionnaires, the Ohio Collaborative research team gathered information on the characteristics of participating administrators, teachers, and children (via parent reports). A small subset of classrooms were assessed by the research team using the Early Language and Literacy Classroom Observation (ELLCO) tool and a small subset of children in those classrooms (138) were assessed using Phonological Awareness Literacy Screening (PALS)-Pre-K. Children in these programs with tier ratings of 2 and 3 scored higher on the various outcome measures than children in Tier 1 programs. These findings were consistent across literacy and social/emotional development. In the subsample of observed programs, Tier 2 and Tier 3 programs had consistently higher ELLCO classroom environment scores than programs with Tier 1 ratings. In addition to the use of these standardize tools, parents were asked about their perceptions of their child’s skills. Parents in Tier 3 programs rated their children significantly higher on social/emotional outcomes like “executive functioning” and “independence/maturity” than parents of children in non-rated programs or those with children in lower-tiered programs within SUTQ.

#### **Study 3 – (Summary Only Available):**

The third independent evaluation of SUTQ was completed in 2011 with the most compelling linkages to child outcomes to date. The primary question was, “**To what extent are SUTQ ratings associated with teacher instructional practices and children’s social, behavioral, and pre-academic skills?**” 2 teachers and 5 children from each classroom in 36 randomly selected SUTQ rated programs (12 at each of the 3 quality rating tiers) were assessed by researchers from the Ohio Collaborative. Controlling for family characteristics and children’s age, gender, and race, children in Tier 3 Programs performed better on measures of literacy and math based on standardized tools and exhibited fewer problem behaviors based on teacher reports. The blend of academic, social, and emotional tools provided Ohio with the most comprehensive picture of a child’s learning and development and expanded our ability to link to a more comprehensive definition of school readiness. Exhibit VI(B)-1 lists the measures on which programs with a Tier 3 rating scored significantly higher than programs at lower levels within the TQRIS or those not rated at all . The study also included a geographically matched sample of 12 non-rated programs. The Ohio Collaborative found that rated programs scored significantly higher than non-rated programs on many of the teacher quality and child outcome measures.

### ***Resources***

Informational resources are available to prospective vendor:

1. Summary of Ohio State University’s Step Up To Quality Validation Study Results  
[http://jfs.ohio.gov/cdc/SUTQ\\_General\\_Information.stm](http://jfs.ohio.gov/cdc/SUTQ_General_Information.stm)
2. Ohio’s Early Learning Challenge Grant Application  
<http://earlychildhoodohio.org/elcg.php>
3. Step Up To Quality Program Standards  
[http://earlychildhoodohio.org/sutq\\_prgm\\_standards.php](http://earlychildhoodohio.org/sutq_prgm_standards.php)

## **SECTION III. VENDOR EXPERIENCE AND QUALIFICATIONS**

Vendor proposals must address all the following minimum qualifications as well as organizational and staff experience and capabilities:

### **3.1 Mandatory Vendor Qualifications**

In order to be considered for the contract expected to result from this RFP, ODJFS requires that interested vendors **MUST** meet, at minimum, **ALL** the following qualification requirements:

- A. ODJFS will only consider proposals from vendors with a minimum of at least five (5) years of recent full-time experience in the development and execution of validation projects similar to the scope of this RFP. One of the years of experience included must be within the last three years. Vendors must have proven capacity, financial strength, and stability to conduct a large scale project research and evaluation project.
- B. Vendors must have the resources and demonstrated expertise and experience with, and knowledge of the following:
  1. Conducting similar large scale evaluation programs on complex and diverse TQRIS including evaluation of outcomes such as child outcomes for early childhood educational programs and rating systems.
  2. Validation of TQRIS.
  3. Technical experience in data collection, research and evaluation.

4. Using a variety of evaluation designs employing both quantitative and qualitative data collection.
5. Quantitative research, surveys, sampling methodology, statistical analysis, and interpretation of standardized tests and other student achievement data.
6. Qualitative research, including onsite observational, interviews, case studies, focus groups, and content analysis.
7. Existing achievement data in Ohio schools and the uses thereof for student impact, benefit, and academic achievement analysis sought in this RFP.
8. Experience in working with public, private and non-profit agencies.

**\*NOTE:** Proposals must include a narrative description of the vendor's background and experience with public, private, or non-profit agencies, including details such as the size and primary location of the agency, length of time in the type of work, level of responsibility, significant accomplishments, and a thorough description of experience working in the early childhood field.

**Vendors which do not meet ALL the above experience and qualifications will be disqualified from further consideration for contract award. Additionally, the Technical Proposal Score Sheet (Attachment C.) identifies other mandatory criteria, all of which must be met in Phase I for the proposal to be accepted for full detailed scoring.**

### **3.2 Organizational Experience and Capabilities**

As part of the evaluation process, vendors are to provide the following information to be scored by ODJFS:

- A. Samples of at least three similar size, scope, and nature projects within the past five years displaying the successful management, development, research and execution of the projects. Details of similarities must be included.
- B. Proven capacity and financial strength and stability to financially monitor a large scale project. Vendors are to include the most recent financial disclosure report or comparable documentation showing the organizations financial stability.
- C. Names and contact information for at least three entities for which they have performed similar large scale projects in the past five years.
- D. If the organization is an Encouraging Diversity, Growth and Equity (EDGE) or Minority Business Enterprise (MBE) business, provide a photocopy (or other independently verifiable evidence) of the current certification. Additional consideration will be given to vendors that are certified in the State of Ohio as EDGE or MBE vendor. Please see Attachment C for scoring consideration.

### **3.3 Staff Experience and Capabilities**

The vendor proposal is to demonstrate significant expertise by assigning staff to key leadership roles for this project. Key positions will require profiles, resumes and/or curriculum vitae. The vendor is to, at minimum:

- A. Identify a **Primary Investigator** that demonstrates the following:
  - a. At least a Master's degree in research, program evaluation, measurement, early childhood education or related field, with 3 to 5 years of work experience conducting program evaluation and/or applied research studies in area of social science, education, or early childhood education. Ph.D. preferred;
  - b. Experience and knowledge of best-practices for program validation;
  - c. Experience collecting and analyzing both qualitative and quantitative data;

- d. Ability to research, coordinate and analyze multiple challenging environments with diverse quality settings, socio-demographic characteristics, and children and family characteristics;
  - e. Ability to act as the liaison between ODJFS/ODE and project staff;
  - f. Ensure inclusion and timely completion of all research questions, project scope, reporting and presentation;
  - g. Ability to implement and maintain quality control procedures to manage conflict, support critical review and ensure accurate results; and
  - h. Ability to assemble a team made up of individuals that have knowledge and expertise that have conducted research, methodology development, field observation, analysis, and reporting.
- B. Identify a **Fiscal manager** that demonstrates the following:
- a. Bachelor's degree in Accounting or CPA, 5 to 7 years of experience with program evaluation and research study budgets;
  - b. Experience with fiscal accounting processes and budgetary controls to ensure the responsible use and management of contract funds and accurate invoicing; and
  - c. Ability to monitor RFP budget.
- C. Identify any subcontractors for the project.
- D. Include **resume(s) of key staff** expected to work on the project that have a diverse and rich set of experience and skills. Proposals lacking the appropriate education and experience shall be disqualified from consideration. Key staff must have at least a Master's Degree in research, program evaluation, measurement or related field, with 1 to 3 years of work experience conducting program evaluation and/or applied research studies in area of social science, education, or early childhood education, Masters degree preferred. Key staff cannot be changed within the project without approval of their departure and a replacement, with at least one month notice.
- E. Include a **Table of Organization** to display how the key staff and team will be organized and match each team member to the requirements within this RFP.
- F. Include a contingency plan that shows the ability to add more staff if needed to ensure meeting the Project's due dates.

**Important:** It is the affirmative responsibility of the vendor submitting a proposal to remove all personal confidential information (such as home addresses and social security numbers) of vendor staff and/or of any subcontractor and subcontractor staff from resumes or any other part of the proposal package. Following submission to ODJFS, all proposals submitted may become part of the public record. **ODJFS reserves the right to disqualify any vendor whose proposal is found to contain such prohibited personal information.**

#### **SECTION IV. SCOPE OF WORK & SPECIFICATIONS OF DELIVERABLES**

The selected vendor will be responsible for the deliverables, including all intervening steps whether or not specified in this RFP. It is the responsibility of the vendor to fully and appropriately plan and price the proposed project.

##### **4.1 Scope of Work**

The selected vendor for this project will be required to (1) develop a research plan to address the research questions listed below, (2) develop measures necessary to answer the research questions, (3) collect data using multiple methods, (4) analyze the data, (5) summarize the results, (6) and develop a technical report on the full SUTQ system that addresses all research questions listed below. The selected vendor should have knowledge of

quantitative, qualitative, and mixed methods research. The varying numbers of programs at each rating level and across the different settings, along with the overlap in data necessary to answer all research questions will require a complex research plan. Additionally, vendor proposals submitted in response to this RFP must reflect the vendor's understanding of, and commitment to, perform this Scope of Work fully. The selected vendor will be responsible for the deliverables as described in Section 4.4, including all preparatory and intervening steps, whether or not ODJFS has explicitly specified or delineated them within the RFP.

A significant consideration when developing a response to this RFP is the availability of data already collected by ODE and ODJFS related to the research questions. Next to each research question is an indication of what data is available to the vendor: Data Available, Limited Data, or No Data. For the questions marked Data Available, ODE and ODJFS will provide the necessary data to answer the research question. For questions marked No Data, the vendor will be responsible for identifying or creating a tool to gather the information necessary to answer the question. Questions marked Limited Data will have a more detailed explanation of what data will be available related to the question.

### A. *SUTQ System*

This section poses questions about the SUTQ system as programs prepare and implement quality requirements. These questions focus on whether the information, supports, program structure, and incentives offered in the SUTQ are effective. This section also addresses the adequacy, equity and value of resources provided to the various participants in the SUTQ, asking whether the resources are sufficient to implement the planned activities. Lastly, this section addresses the Ohio Classroom Observation Tool.

|  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Does the state Tiered Quality Rating and Improvement System, SUTQ, accurately reflect differential levels of program quality? <ul style="list-style-type: none"> <li>○ Are there significant differences in program quality by geographic area, socioeconomic status (SES) of families enrolled, program type (center-based vs. home/family child care)*program schedule (part-time, full-time)?</li> </ul> </li> </ul> | <p>Limited Data<br/>SES data is only collected for publically funded children in JFS programs.</p> <p>* For home/family child care, only descriptive data is required due to small sample size.</p> |
| <ul style="list-style-type: none"> <li>• Do providers increase quality after initial rating? If not, what are the barriers to increased quality? <ul style="list-style-type: none"> <li>○ Does the increase in quality continue toward the highest level? (Including review of historical SUTQ data)</li> </ul> </li> </ul>  | Data Available  |
| <ul style="list-style-type: none"> <li>• What factors predict SUTQ participation: neighborhood characteristics; socioeconomic status (SES) of families enrolled; management practices? <ul style="list-style-type: none"> <li>○ What barriers to participation do providers report regarding SUTQ requirements and general characteristics?</li> </ul> </li> </ul>   | <p>Limited Data<br/>SES data is only collected for publically funded children in JFS programs.</p>  |
| <ul style="list-style-type: none"> <li>• Do providers consider SUTQ ratings fair and accurate? <ul style="list-style-type: none"> <li>○ Which components of the rating system do they consider better or worse?</li> </ul> </li> </ul>   | No Data   |
| <ul style="list-style-type: none"> <li>• Does participation in different program standards at the extra points level predict the SUTQ rating obtained?</li> </ul>  | Data Available  |
| <ul style="list-style-type: none"> <li>• Do the extra point values as assigned vary appropriately by program standard?</li> </ul>  | Data Available  |

**B. SUTQ Implementation and Supports**

|  |                |
|--|----------------|
| <ul style="list-style-type: none"> <li>• Are quality ratings conducted in a timely, thorough manner?                             <ul style="list-style-type: none"> <li>○ If not, why not?</li> <li>○ Are sufficient staff deployed to conduct timely ratings?</li> </ul> </li> </ul>                                | Data Available |
| <ul style="list-style-type: none"> <li>• Do all providers have access to the supports and financial incentives that are expected to improve quality?                             <ul style="list-style-type: none"> <li>○ Is support available for sufficient time to achieve the objectives?</li> </ul> </li> </ul> | Data Available |
| <ul style="list-style-type: none"> <li>• Does the program interact with their local Resource and Referral (CCR&amp;R) agency?                             <ul style="list-style-type: none"> <li>○ Does the R&amp;R provide adequate resources advancing the programs participation in SUTQ?</li> </ul> </li> </ul>  | Data Available |
| <ul style="list-style-type: none"> <li>• Do programs receive adequate technical assistance support?</li> </ul>   | No Data        |
| <ul style="list-style-type: none"> <li>• What are the challenges to increasing star levels?</li> </ul>   | No Data        |
| <ul style="list-style-type: none"> <li>• What is the perception of the SUTQ system to programs?</li> </ul>   | No Data        |

**C. Ohio Classroom Observation Tool (OCOT)**

|  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Do the OCOT domains, elements, and indicators measure unique characteristics of program quality?</li> </ul>         | Limited Data<br>OCOT raw score information is available for programs rated 3, 4, or 5 star. |
| <ul style="list-style-type: none"> <li>• What is the relationship between environment quality as measured by the OCOT and other similar measures?</li> </ul> | Limited Data<br>OCOT raw score information is available for programs rated 3, 4, or 5 star. |
| <ul style="list-style-type: none"> <li>• Do OCOT scores vary by SUTQ rating?</li> </ul>  | Limited Data<br>OCOT raw score information is available for programs rated 3, 4, or 5 star. |
| <ul style="list-style-type: none"> <li>• Do OCOT scores vary by points earned above 3-star?</li> </ul>   | Data Available  |
| <ul style="list-style-type: none"> <li>• What is the relationship between program characteristics and OCOT score?</li> </ul>                                 | Limited Data<br>OCOT raw score information is available for programs rated 3, 4, or 5 star. |
| <ul style="list-style-type: none"> <li>• Do child outcomes (annual progress) vary by OCOT score?</li> </ul>  | Limited Data<br>OCOT raw score information is available for programs rated 3, 4, or 5 star. |

**D. Program**

This set of questions addresses the impact of SUTQ on the program. There is emphasis on both the overall level of impact, and whether the impact varies for sub-groups of children, families, or providers.

|   |  |
|---|--|
| <ul style="list-style-type: none"> <li>• Do program characteristics (curriculum, ratio, staff education level, etc.) differ by program type?</li> </ul> | Limited Data<br>Data available for rated programs. |
| <ul style="list-style-type: none"> <li>• What is the relationship between program characteristics</li> </ul>  | Limited Data                                       |

|   |  |
|---|--|
| and program quality in SUTQ?  |  |
| <ul style="list-style-type: none"> <li>Do program standards, such as staff education, curriculum, assessments, predict quality as measured by environment and interaction rating scales?</li> </ul> | Limited Data<br>Program standard data is available for all rated programs.         |
| <ul style="list-style-type: none"> <li>Does availability of highly rated programs vary depending on family socio-economic status and or race/ethnicity?</li> </ul>                                  | Limited Data<br>Demographic data is available for publically funded children only. |

**E. Child Outcomes**

This set of questions addresses the impact of SUTQ on the child. There is emphasis on both the overall level of impact, and whether the impact varies for sub-groups of children, families, or providers.

|   |   |
|---|---|
| <ul style="list-style-type: none"> <li>Does a child's annual progress vary by quality rating?</li> </ul>  | Limited Data<br>Early Learning Assessment raw data available for preschool children in some programs. Vendor must identify child outcome assessment for infants and toddlers. Vendor may choose to use the Early Learning Assessment for all preschool children or identify another tool. |
| <ul style="list-style-type: none"> <li>Do Kindergarten Readiness Assessment scores vary by quality rating (only required for children with a statewide student identifier (SSID) issued prior to kindergarten who attend public kindergarten)?</li> </ul> | Data Available  |
| <ul style="list-style-type: none"> <li>What program standards are associated with kindergarten readiness (only required for children with a statewide student identifier (SSID) issued prior to kindergarten who attend public kindergarten)?</li> </ul>  | Data Available  |
| <ul style="list-style-type: none"> <li>What is the relationship among program rating or nonrated status and outcomes of children who are funded by PFCC, as measured by kindergarten readiness?</li> </ul>  | Data Available  |

**F. Family Experience**

The research questions posed in this section address the degree to which parents are utilizing and responding to the information, supports and incentives they are offered through SUTQ to encourage the enrollment of a higher percentage of children in higher-rated settings.

|  |              |
|--|--------------|
| <ul style="list-style-type: none"> <li>What percent of parents change provider or demand improvements from their current provider?</li> </ul>  | No Data      |
| <ul style="list-style-type: none"> <li>What level of awareness and knowledge of the quality rating system do parents have?</li> </ul>  | No Data      |
| <ul style="list-style-type: none"> <li>What factors affect parents' choice of provider?                             <ul style="list-style-type: none"> <li>What barriers to enrolling at a higher quality provider do they report, e.g., cost; location; participation in public programs, assumptions about the link between cost and quality?</li> </ul> </li> </ul> | No Data      |
| <ul style="list-style-type: none"> <li>What parent characteristics affect their level of SUTQ knowledge and awareness?</li> </ul>  | No Data      |
| <ul style="list-style-type: none"> <li>What are the characteristics of families and children enrolled within</li> </ul>  | Limited Data |

|   |   |
|---|---|
| <p>ODE and ODJFS program settings?</p> <ul style="list-style-type: none"> <li>○ Do families and children with certain characteristics have greater access to quality programs?</li> </ul> | <p>Demographic data is available for publically funded children only.</p> |
| <ul style="list-style-type: none"> <li>● What methods of communication are employed to inform parents about SUTQ?</li> </ul>  | <p>Limited Data<br/>State-level communication history available.</p>      |

**4.2 Number of Participants**

The table below shows the most recent ODJFS and ODE program counts by participation and rating in SUTQ.

| Agency                                       | Non-Rated | 1-star | 2-star | 3-star | 4-star | 5-star | Total |
|--|-----------|--------|--------|--------|--------|--------|-------|
| ODE Programs                                 | 1623      | 0      | 0      | 11     | 27     | 101    | 1762  |
| ODJFS Center                                 | 2840      | 552    | 113    | 348    | 238    | 91     | 4182  |
| ODJFS family Child Care (type A and B Homes) | 3832      | 72     | 17     | 8      | 0      | 1      | 3930  |

There are 106,852 ODJFS children enrolled in rated programs and 96,431 children enrolled ODE licensed programs (rated and nonrated).

**4.3 Administrative Structures—Proposed Work Plan**

Vendors are to include, at minimum, the following administrative structures and technical approach for the proposed work plan. The vendor shall:

- A. State the key objectives of the proposed project. [NOTE: Vendors are advised to refrain from simply restating the objectives as identified in Section 1.4 of this RFP];
- B. Provide a technical approach and work plan to be implemented. This includes a proposed timeline for the project;
- C. Provide a status reporting procedure for reporting work completed, and resolution of unanticipated problems;
- D. Provide a current organizational chart (including any subcontractors and all organizational partnerships and collaborations) and specify the key management and administrative personnel who will be assigned to this project; and
- E. Provide a timeline for each component of the scope of work and the project overall including the staff hours for personnel involved. Include a Table of Organization (including any subcontractors) and a chart showing the number of hours to be devoted to the project by vendor

or sub-contractor staff. The vendor must provide the percentage of time each key management person will devote to the project.

#### **4.4 Specifications of Deliverables**

The contracted services shall include, but may not be limited to, the following areas:

##### **A. Evaluation Design:**

The vendor evaluation design must employ mixed methods approach and address rated and nonrated programs licensed by both ODE and ODJFS. The methods should include adequate program samples, program and child observations, parent, teacher, and child qualitative data collection procedures, measures, and data analysis methods.

##### *1. Sampling*

The vendor must indicate the method that will be used to collect an adequate sample of current licensed ODE and ODJFS programs including rated and nonrated ODE programs, centers, and family child care (Type A and Type B Homes) for each sub-evaluation component.

##### *2. Data Collection*

The vendor must describe the methods, process and measures that will be utilized to collect the appropriate data to provide results for the proposed research questions and deliverables. The data collection methods must thoroughly describe how the vendor and key staff will compile and analyze data for each research question as well as the project as a whole. The vendor must also identify what measures will need to be developed for this study and detail a process and timeline for developing such methods.

##### **B. Child Outcomes:**

The vendor must describe the procedure and measures that will be used to collect child outcomes data within ODE and ODJFS rated and nonrated programs. The procedure and measures must also include specific targeted areas of focus such as child/teacher interactions, child/family characteristics, etc. This may include survey research, analysis of secondary data (agency or otherwise), interviews, observations, and any others methods deemed appropriate by the vendor. Ohio's Ready for Kindergarten Early Learning Assessment may be used as a measure for preschool children.

##### **C. Provider Experience:**

The vendor must describe the procedure and measures that will be used to collect provider experience data within ODE and ODJFS rated and nonrated programs to examine providers' experiences with the SUTQ system. This may include survey research, analysis of secondary data (agency or otherwise), interviews, and/or observations.

##### **D. Program/Classroom Environment:**

The vendor must describe the procedure and measures that will be used to collect program/classroom environmental quality data within ODE and ODJFS rated and nonrated programs to validate quality environments and the relationship among child outcomes. This may include survey research, analysis of secondary data (agency or otherwise), interviews, and/or observations. The Ohio Classroom Observation Tool, Classroom Assessment Scoring System (CLASS) for PreK, CLASS for K-3, and CLASS for Infant/Toddler; Early Childhood Environmental Rating Scale Revised (ECERS-R), ECCERS-E, Infant Toddler Environmental Rating Scale Revised (ITERS-R), Family Child Care Rating Scale Revised (FCCRS-R), and the School-Age Care Environment Rating Scale (SACERS) are required measures.

## E. Family Experience:

The vendor must describe the procedure and measures that will be used to collect parent and family characteristics/socio-demographics within ODE and ODJFS rated and nonrated programs. This may include survey research, analysis of secondary data (agency or otherwise), interviews, observations, and any others methods deemed appropriate by the vendor.

## F. Development of Measures:

- a. Family survey, interview protocol, or focus group protocol
- b. Provider survey, interview protocol, or focus group protocol
- c. Others as needed

## G. Data Security Plan:

The vendor must describe the procedures that will be used to assure data security for any child level data obtained.

## H. Data Analysis;

The vendor must describe the data analysis methods that will be used to answer the research questions.

## I. Technical Report;

The vendor must produce a technical report that addresses all the goals and objectives listed in this RFP.

## J. Quarterly Project Reports;

The vendor must submit a quarterly project report detailing activities completed during the quarter, status of deliverables, any project risks, and a fiscal report.

### ***Deliverables Specifications***

| <b><i>Date</i></b>                    | <b><i>Deliverable Due</i></b>  |
|---------------------------------------|--|
| September 2015                        | Detailed Research Plan including<br>-Identify all necessary data sources<br>-Identify sampling plan<br>-Identify all existing measures to be used<br>-Identify what measures need to be developed and timeline(e.g., parent survey, program survey, focus group questions)<br>-Identify training needs of researchers and timeline (e.g., ECERS-R reliability) |
| Quarterly from date of contract award | Quarterly report of activities, status of deliverables, fiscal activity and status   |
| September 30, 2016                    | All data collection completed  |
| November 1, 2016                      | Full technical report due for review that addresses all research questions   |
| December 31, 2016                     | Revised final full technical report due<br>Final project report of activities and fiscal report due<br>Delivery of raw data on an external hard drive  |

## **4.5 Selected Vendor Compensation Structure**

Vendors are to propose their firm, fixed, all-inclusive cost for each deliverable listed in section 4.4. The proposed prices for each deliverable are to represent the entire cost the vendor offers for the full and successful completion of that deliverable. The sum of the proposed cost of all deliverables to be performed under the resulting contract will equal the vendor's total cost for successful completion of the work described in this RFP. Vendors are to use their business expertise in pricing the work described in this RFP, taking into consideration any intervening steps or activities that must be performed in order to complete the work, and offer their costs accordingly, even if ODJFS does not explicitly identify those intervening costs in this RFP. No separate travel expenses or any other type of expenses will be paid under the contract to result from this RFP.

The total contract award for the selected proposal will be for the full duration of the project, from the award date through the termination date. The contract award will strictly correspond with the approved cost proposal. Compensation will be made monthly via the submission of invoices. The selected vendor must submit valid invoices to ODJFS within ten business days after the last business day of the previous month. Compensation will be made monthly as reimbursement for actual, allowable, expenditures incurred and paid by the selected vendor during the billing period in accordance with the vendor's accepted cost proposal. Available funding for this project is strictly limited. For budgeting reasons, ODJFS reserves the right to request last and best offers from vendors, and/or to negotiate with all responding vendors and/or with the selected vendor for removal or reduction of certain aspects of the work. Vendors are to propose costs that reflect the actual level of effort that the vendors, using their professional expertise, believe would be required to successfully achieve the state's goals for this project, and ODJFS will not disclose the funding amount available.

## **SECTION V. PROPOSAL FORMAT & SUBMISSION**

### **5.1 Proposal Submission Information**

ODJFS requires proposal submissions in both paper and electronic format. The proposal must be prepared and submitted in accordance with instructions found in this section. The proposal submission must be comprised of:

- **Five (5)** paper copies (one signed original and four (4) copies) and one CD-ROM copy of the technical proposal;

It is the vendor's affirmative responsibility to ensure that all copies and all formats of the proposal are identical. Any pages or documents omitted from any or all copies can negatively affect the vendor's score and possibly result in the vendor's disqualification. In the event of any discrepancies or variations between copies, ODJFS is under no obligation to resolve the inconsistencies and may make its scoring and vendor selection decisions accordingly, including the decision to disqualify the vendor.

**AND**

- in a sealed, separate envelope, **three (3)** paper copies (one signed original and two copies) and one CD-ROM copy of the cost proposal.

The vendor's original technical and cost proposals must contain all the information and documents specified in Section 5.2, Format for Organization of the Proposal. The vendor's total proposal submission (both the technical and cost proposals in all required copies) must be received by ODJFS complete no later than 3:00 p.m. on **Monday August 10, 2015**. Faxes or e-mailed submissions will not be accepted. **Proposals must be addressed to:**

**Office of Contracts and Acquisitions  
Ohio Department of Job and Family Services  
30 East Broad Street, 31<sup>st</sup> Floor  
Columbus, Ohio 43215  
ATTN: RFP/RLB Unit**

The entire vendor technical proposal should be converted into **one single secure .pdf document** saved to the technical proposal CD-ROM submitted to ODJFS, if possible. If the proposal's size necessitates more than a single .pdf document to contain the entire technical proposal, vendors must still send the CD-ROM copy of the proposal, but use the fewest separate .pdf documents possible.

Along with the technical proposal, the vendor must submit the cost proposal in a separate, sealed envelope/package labeled: **“DO NOT OPEN. COST PROPOSAL ENCLOSED FOR OHIO VALIDATION AND EVALUATION SERVICES, RFP JFSR1617178101 SUBMITTED BY [VENDOR'S NAME].”**

The CD-ROM copy of the cost proposal must include all cost proposal components, including any required or voluntary attachments. **The CD-ROM containing the cost proposal must be submitted in the sealed envelope containing the hardcopy cost proposal.**

Both CD-ROMs must be labeled with the vendor's name, the RFP number, and the proposal submission date or proposal due-date, at minimum. The requested CD-ROMs may be used in the formal ODJFS proposal review process, and will be used by ODJFS for archiving purposes and for fulfillment of Public Records Requests; failure to include or to properly label them may, at ODJFS discretion, result in the rejection of the vendor from any consideration.

All proposal submissions must be received, complete, at the above address, via mail or hand delivery by the above date and time. Materials received separately from a vendor's proposal submission (*e.g.*, letters of recommendation from past customers) will not be added to the proposal nor considered in the review and scoring process. Materials received after the date and time as stated above will not be added to any previously received submissions, nor will they be considered.

OCA will accept proposals at any time during normal ODJFS business hours prior to the posted submission deadline (date and time). For hand delivery on the due-date, vendors must allow sufficient time for traffic incidents, downtown parking considerations, and for security procedures in the lobby of the Rhodes State Office Tower (address as stated above) and on the 31<sup>st</sup> Floor. All proposals must be received **no later than the specified deadline, both date and time**, by the Office of Contracts and Acquisitions (OCA), on the 31<sup>st</sup> Floor of the Rhodes Tower. ODJFS is not responsible for proposals incorrectly addressed or for proposals delivered to any ODJFS location other than the address specified above. No confirmation of mailed proposals can be provided.

Submission of a proposal indicates acceptance by the vendor of the conditions contained in this RFP, unless clearly and specifically noted in the proposal submitted and confirmed in the contract between ODJFS and the vendor selected.

## **5.2 Format for Organization of the Proposal**

In developing their proposals, vendors must fully and appropriately plan and price their proposed projects (cost information must be restricted to the cost proposal only), including all necessary preparatory and intervening steps, regardless of whether those steps are delineated in this RFP. The vendor's technical proposal must contain the following components, at minimum. It is mandatory that vendor proposals be organized in the following order and that wherever appropriate, sections/portions of the vendor proposal make reference by section number/letter to those RFP requirements to which they correspond.

A sample Technical Proposal Score Sheet is provided as Attachment C. of this RFP. **Vendors are strongly encouraged to use the Score Sheet to check their proposals for quality, compliance, and completeness prior to submission.**

#### **A. Proposal Organization**

The vendor's technical proposal must contain the following components, organized in primary tabs and divided into sub-tabs, as described below. Any other information thought to be relevant, but not applicable to a specific RFP section number/letter may be provided as an appendix to the proposal and so marked as an additional tab. ODJFS reserves the right not to review submitted appendices which includes information or materials not required in the RFP. All pages beyond Tab 1 shall be sequentially numbered.

Vendors must organize their technical proposals in the following order:

##### **Tab 1 Required Vendor Information and Certifications Document**

**Attachment A., Section I.** --In this section, the vendor is required to provide required information and certifications of eligibility for state contract awards, as described in Attachment A., Section I. to this RFP, entitled "Required Vendor Information & Certifications Document." Vendors may, at their discretion, either print Attachment A., Section I., complete and sign it, and return it as the content of their proposal Tab 1; or they may provide all the required information and certifications (each fully re-stated from Attachment A.) on their own letterhead, properly signed, and include that replication in their proposal Tab 1. Vendors who fail to provide all information and certifications as described in Attachment A., Section I. in their proposal Tab 1 will be disqualified.

**Attachment A., Section II. -- Standard Affirmation and Disclosure Form** Banning the Expenditure of Public Funds on Offshore Services. This form must be completed and signed by every vendor or applicant seeking to do business with the Ohio Department of Job and Family Services. This must be submitted as part of the response to any request for proposals, invitation to bid, request for grant applications, informal quotations, or other such competitive process. **Failure by any vendor to complete, sign, and return the Standard Affirmation and Disclosure Form with its proposal will result in rejection of the proposal as being non-responsive and disqualified from further consideration.**

The signed originals of the above referenced forms (RFP Attachment A., Sections I. and II.) are to be provided in the vendor's original proposal; photocopies of the completed and signed forms must also be provided with each of the required copies.

In the event that the vendor proposes the use of any subcontractor(s), information on the subcontractor(s) and letters of commitment as required by Section 8.8, Minority Business Enterprise or 8.9, Subcontractor Identification and Participation Information should also be provided in Tab 1.

In order to be acknowledged as a vendor with an Ohio presence (as described in RFP Section 8.23, Ohio Presence Consideration) for additional scoring consideration, the vendor must demonstrate in this Tab1 section of its proposal either that it currently has a physical presence in Ohio or has concrete plans for establishing a physical presence. Information to be presented includes the actual or proposed location of the vendor's presence, a description of the work to be performed at that location, and the number of its personnel to operate from the Ohio location. If the Ohio location is planned but not yet operational, an estimated implementation schedule should be provided.

**Tab 2** Vendor Experience and Qualifications

**Sub-Tab 2a.** Mandatory Vendor Qualifications (Section 3.1, A and B)

The vendor must include information to demonstrate how the vendor meets the mandatory qualifications as described in Section 3.1, of this RFP.

**Sub-Tab 2b.** Organizational Experience and Capabilities (Section 3.2, A through D)

In this section, the vendor is to include their response to the organization experience and capabilities requirements (including any subcontractors) as described in Section 3.2, of this RFP.

**Sub-Tab 2c.** Staff Experience and Capabilities (Section 3.3, A through F)

In this section, the vendor is to include their response to the staff experience and capabilities requirements (including any subcontractors) as described in Section 3.3, of this RFP.

**Tab 3** Scope of Work (Section 4.1, A through F)

**Sub-Tab 3a.** Activity A

**Sub-Tab 3b.** Activity B

**Sub-Tab 3c.** Activity C (etc.)

This section should describe in detail how the vendor proposes to successfully perform, at minimum, each activity of the scope of work identified in Sections 4.1, Proposed Work Plan for the Scope of Work. The responses must address each activity fully.

**Tab 4** Administrative Structures and Proposed Work Plan (Section 4.3, A through E)

**Sub-Tab 4a.** Item A

**Sub-Tab 4b.** Item B

**Sub-Tab 4c.** Item C (etc.)

This section should describe in detail (in the order as outlined) the vendor's administrative structures as specified in Section 4.3, Administrative Structures of this RFP.

**Tab 5** Specifications of Deliverables (Section 4.4, A through J)**Sub-Tab 5a.** Deliverable A**Sub-Tab 5b.** Deliverable B**Sub-Tab 5c.** Deliverable C (etc.)

This section should describe in detail how the vendor proposes to successfully achieve each of the deliverables specified in Section 4.4, Specifications of Deliverables, of this RFP. The responses must address each element separately. Vendors should place their responses for each deliverable identified in Section 4.4 behind separate sub-tabs as described above.

**Tab 6** (Optional - as needed) Vendor Attachments or Appendices**B. Cost Proposal**

**Three** (one signed original and two copies) copies of the Cost Proposal must be submitted in a separate, sealed envelope, and labeled: **“NOTE: DO NOT OPEN. COST PROPOSAL ENCLOSED FOR OHIO VALIDATION AND EVALUATION SERVICES, RFP JFSR-1617-17-8101, SUBMITTED BY [VENDOR’S NAME HERE].”**

This envelope/package must also contain the labeled cost proposal CD-ROM. The Proposal must include a statement that the prices quoted are firm.

Vendors are to complete the Cost Proposal Form, provided as Attachment D. to this RFP according to instructions, sign it, and submit it fully completed as the separate sealed cost proposal. The Cost Proposal Form requires interested vendors to provide a group of individual prices for those services defined in Section 4.4 Specifications of Deliverables. Vendors are to use their professional comprehension of the effort required to perform those services and to offer to ODJFS its flat, all-inclusive fee for performing each. The prices offered in the vendor’s cost proposal will be the prices in effect throughout the contract period, including any renewal contracts.

Vendors are to use the format in Attachment D., Cost Proposal Form, to submit their cost proposal for SFYs 16 and 17. At the vendor’s discretion, additional documentation may also be included with the completed Attachment D. as explanatory information, but when making the vendor selections and when executing the contract, ODJFS will consider only the dollar amounts displayed on the Cost Proposal Form.

In calculating their total proposed cost, vendors must consider cost resulting from each deliverable listed in Section 4.4 of this RFP, as well as all program costs, primary and incidental, necessary to complete all program activities (whether explicitly identified by ODJFS in this RFP or not).

**C. IMPORTANT –DISQUALIFIERS FOR PROPOSAL ERRORS:**

- Any vendor technical proposal found to contain any prohibited cost information shall be disqualified from consideration. Prohibited cost information is defined as any dollar amounts which might be deemed to be indicative of the relative cost or economy of the proposed

project. Information on the assets, value, or historical business volume of the vendor is NOT considered to be such prohibited cost information, and MAY be included in any vendor's technical proposal as information on business capacity and stability. All prohibited cost information must be submitted with the separate, sealed cost proposal. The technical proposal is defined as any part of the vendor's proposal (either as required by ODJFS or sent at vendor's discretion), such as work plan, resumes, letters of recommendation, letters of cooperation from any subcontractors, etc., which is not specifically identified by ODJFS as a required component of the separate, sealed cost proposal. Should a vendor determine to include in the technical proposal any documents which contain such cost information, the cost information in those documents must be made unreadable by the vendor before submission of the proposal to ODJFS. Failure to follow these instructions will result in disqualification.

- Any trade secret, proprietary, or confidential information (as defined in Section 8.5 of this RFP) found anywhere in a vendor's proposal shall result in immediate disqualification of that vendor's proposal.
- Any sensitive personal information on vendor *or* sub-contract staff (e.g., social security numbers, addresses) must be omitted from vendor proposals, or rendered fully unreadable, or ODJFS may at its option disqualify the vendor from any consideration.

## **SECTION VI. CRITERIA FOR PROPOSAL EVALUATION & SELECTION**

### **6.1 Scoring of Proposals**

ODJFS will contract with a vendor that best demonstrates the ability to meet requirements as specified in this RFP. Vendors submitting a response will be evaluated based on the capacity and experience demonstrated in their technical and cost proposal. All qualifying proposals will be reviewed and scored by a Proposal Review Team (PRT), comprised of staff from ODJFS, Office of Family Assistance and their designees. Vendors should not assume that the review team members are familiar with any current or past work activities with ODJFS. Proposals containing assumptions, lack of sufficient detail, poor organization, lack of proofreading and unnecessary use of self-promotional claims will be evaluated accordingly. PRT members will be required to sign disclosure forms to establish that they have no personal or financial interest in the outcome of the proposal review and contractor selection process.

Selection of the vendor will be based upon the criteria described in this RFP. The PRT reserves the right to reject any and all proposals, in whole or in part, received in response to this request. The review team may waive minor defects that are not material when the intent is not unreasonably obscured. In scoring the proposals, ODJFS will score in three phases:

#### **A. Phase I. Review—Initial Qualifying Criteria:**

In order to be fully reviewed and scored, proposals submitted must pass Phase I. Review as required in the Technical Proposal Score Sheet. **Any “no” for the listed Phase I. criteria will eliminate a proposal from further consideration. Please refer to Attachment C., Technical Proposal Score Sheet for a complete listing of initial disqualifiers.**

#### **B. Phase II. Review—Criteria for Scoring the Technical Proposal:**

The PRT will then score those qualifying technical proposals, not eliminated in Phase I. Review, by assessing how well the vendor meets the requirements as specified in the RFP. Using the score sheet for Phase II scoring (see Attachment C. of this RFP for specific evaluation criteria), the PRT will read, review, discuss and reach consensus on the final technical score for each qualifying technical proposal.

Any proposal which does not meet the minimum required technical proposal score as defined in Attachment C. will be disqualified from any further consideration and its cost proposal will neither be opened nor considered. **Please refer to Attachment C., Technical Proposal Score Sheet for maximum and minimum allowable scoring thresholds and definitions of scoring values.**

**IMPORTANT:** Before submitting a proposal to ODJFS in response to this RFP, vendors are strongly encouraged to use the Technical Proposal Score Sheet (Attachment C.) to review their proposals for completeness, compliance and quality.

### **C. Phase III. Review—Criteria for Considering the Cost Proposal**

The cost proposal will be reviewed by ODJFS. The grand total of each technically qualified vendor's cost proposal is divided by that vendor's final technical proposal score. This compares the cost with the quality of the technical proposal which will provide an average cost-per-quality point earned on the technical proposal.

ODJFS may, at its sole discretion, negotiate with all technically qualifying vendors for a revised cost proposal. Vendors may then submit one last and best offer, or may request that ODJFS view its original cost proposal as its last and best offer, or may withdraw from further consideration, and shall formally indicate its choice according to directions provided by ODJFS at that time. Upon receipt of all last and best offers, ODJFS will then consider those vendors' revised cost proposals which are within the budget according to the process described in this section above, and in the Technical Proposal Score Sheet, Attachment C., for vendor selection purposes.

## **6.2 Review Process Caveats**

ODJFS may, at its sole discretion, waive minor errors or omissions in vendors' technical and/or cost proposals or related forms when those errors do not unreasonably obscure the meaning of the content.

ODJFS reserves the right to request clarifications from vendors to any information in their Technical and/or Cost proposals or related forms, and may request such clarification as it deems necessary at any point in the proposal review process. Any such requests for proposal clarification when initiated by ODJFS, and a vendors' verbal or written response to those requests, shall not be considered a violation of the communication prohibitions contained in Section 2.3 of this RFP. Such communications are expressly permitted when initiated by ODJFS, and are at the sole discretion of ODJFS.

Should ODJFS determine a need for interviewing vendors prior to making a final selection, responses to interview questions shall be scored in a manner similar to the process described in Section 6.1, Scoring of Proposals, above. Such scored results may be either added to those vendors' proposal scores, or will replace certain criteria scores, at the discretion of ODJFS. The standards for scoring the interviews and the method used for considering the results of the interviews shall be applied consistently for all vendors participating in the interview process for that RFP.

Vendors may request changes to the model contract/grant agreement but any such requested changes must be approved by ODJFS either as requested or following a process of negotiation. While requested changes to the model agreement may have no effect on a vendor's/applicant's proposal score, any proposed changes to the ODJFS model agreement that cannot be accepted or negotiated without causing undue delay (as defined by ODJFS) in the execution of a contract/grant agreement may, at the sole discretion of ODJFS, result in the disqualification of the vendor/applicant and its proposal. See also Section 8.6, Contractual Requirements of the RFP/RLB/RFGA for more details on this situation.

ODJFS reserves the right to negotiate with vendors for adjustments to their proposals should ODJFS determine, for any reason, to adjust the scope of the project for which this RFP is released. Such communications are not violations of any communications prohibition, and are expressly permitted when initiated by ODJFS, and are at the sole discretion of ODJFS.

Any vendor deemed not responsible, or any submitting a proposal deemed not to be responsive to the terms of this RFP, shall not be awarded the contract.

### **6.3 Final Vendor Recommendation**

The PRT will recommend to the Director of ODJFS (or the Director's designee) the technically qualified vendor offering the proposal most advantageous to ODJFS, as determined by the processes and requirements established in this RFP.

### **6.4 Tie Breaker**

In the event that two or more of the proposals have a score which is tied after final calculation of both the technical proposal and the cost proposal scores, the proposal with the higher score in the technical proposal will prevail.

## **SECTION VII. PROTEST PROCEDURE**

### **7.1 Protests**

Any vendor objecting to the award of a contract resulting from the issuance of this RFP may file a protest of the award of the contract, or any other matter relating to the process of soliciting the proposals. Such a protest must comply with the following guidelines:

- A. A protest may be filed by a prospective or actual bidder objecting to the award of a contract resulting from this RFP. The protest shall be in writing and shall contain the following information:
  1. The name, address, and telephone number of the protestor;
  2. The name and number of the RFP being protested;
  3. A detailed statement of the legal and factual grounds for the protest, including copies of any relevant documents;
  4. A request for a ruling by ODJFS;
  5. A statement as to the form of relief requested from ODJFS; and
  6. Any other information the protestor believes to be essential to the determination of the factual and legal questions at issue in the written protest.

- B. A timely protest shall be considered by ODJFS, if it is received by the ODJFS Office of Contracts and Acquisitions, within the following periods:
1. A protest based on alleged improprieties in the issuance of the RFP or any other event preceding the closing date for receipt of proposals which are apparent or should be apparent prior to the closing date for receipt of proposals shall be filed no later than 3:00 p.m. the closing date for receipt of proposals, as specified in Section 2.1, Anticipated Procurement Timetable, of this RFP.
  2. If the protest relates to the announced intent to award a contract, the protest shall be filed no later than 3:00 p.m. of the eighth (8th) business day after the issuance of formal letters sent to all responding vendors regarding the State's intent to make the award. The date on these ODJFS letters to responding vendors is the date used to determine if a protest regarding the intent to award is submitted by the end of the protest period.
- C. An untimely protest may be considered by ODJFS if ODJFS determines that the protest raises issues significant to the department's procurement system. An untimely protest is one received by ODJFS' Office of Contracts and Acquisitions after the time periods set forth in Item B. of this section.
- D. All protests must be filed at the following location:
- Deputy Director  
ODJFS Office of Contracts and Acquisitions  
30 East Broad Street, 31st Floor  
Columbus, Ohio 43215
- E. When a timely protest is filed, a contract award shall not proceed until a decision on the protest is issued or the matter is otherwise resolved, unless the Director of ODJFS determines that a delay will severely disadvantage the Department. The vendor(s) who would have been awarded the contract shall be notified of the receipt of the protest.
- F. The ODJFS Office of Contracts and Acquisitions shall issue written decisions on all timely protests and shall notify any vendor who filed an untimely protest as to whether or not the protest will be considered.

## **7.2 Caveats**

ODJFS is under no obligation to issue a contract as a result of this or any solicitation if, in the opinion of ODJFS and the proposal review team, none of the proposals are responsive to the objectives and needs of the Department. ODJFS reserves the right to not select any vendor should ODJFS decide not to proceed. Changes in this RFP of a material nature will be provided via the agency website. All vendors are responsible for obtaining any such changes without further notice by ODJFS. After issuance of an award letter, ODJFS reserves the right to rescind the award and choose the next most responsive bidder, if ODJFS and the recommended vendor are unable to come to a mutually acceptable contractual agreement.

## **SECTION VIII. CONDITIONS AND OTHER REQUIREMENTS**

Through this section of the RFP, ODJFS notifies vendors seeking award of a contract of certain conditions and requirements which may affect their eligibility or willingness to participate in any procurement (RFP, RLB, etc.) process; or their eligibility to be awarded a contract; and of requirements that would be in effect should they be awarded a contract.

### **8.1 State Contracts**

Proposals must list any current contracts the vendor has with State of Ohio agencies. The list must indicate the purpose of the contract, the amount of the contract, the time period covered by the contract, and the percentage of the project completed. Vendors must complete a copy of the Required Vendor Information and Certifications Document (provided as Attachment A.) to report this information and include the completed document in the vendor's proposal as specified in Section 5.2, A. of this RFP.

### **8.2 Interview**

Vendors submitting proposals may be required to participate in an in-depth interview as part of the evaluation process. The interview, if necessary, may include participants from ODJFS and/or other state or county agency staff or other representatives it may appoint, as appropriate. ODJFS reserves the right to select from responding vendors for interviews and may not interview all vendors submitting proposals. The vendor shall bear all costs of any scheduled interview.

### **8.3 Start Work Date**

The selected vendor must be able to begin work no later than seven (7) working days after the time funds are encumbered and approved by the Office of Budget and Management. The selected vendor will be notified by the ODJFS project manager when work may begin. **Any work begun by the vendor prior to this notification will NOT be reimbursable by ODJFS.**

### **8.4 Proposal Costs**

Costs incurred in the preparation of this proposal are to be borne by the vendor, and ODJFS will not contribute in any way to the costs of the preparation. Any costs associated with interviews will be borne by the vendor and will not be ODJFS' responsibility (see Section 8.2, above).

### **8.5 Trade Secrets Prohibition; Public Information Disclaimer**

**Vendors are prohibited from including any trade secret information** as defined in Ohio Revised Code (ORC) 1333.61 in their proposals in response to any ODJFS RFP, Requests for Letterhead Bids (RLB) or other such procurement efforts. ODJFS shall consider all proposals or similar responses voluntarily submitted to any ODJFS procurement document to be free of trade secrets, and such proposals if opened by ODJFS may, in their entirety, be made a part of the public record.

All proposals and any other documents submitted to ODJFS in response to any RFP, RLB, etc., shall become the property of ODJFS. This RFP and, after the selection of a vendor for award, any proposals received in response to an RFP/RLB and opened, reviewed and considered by ODJFS are deemed to be public records pursuant to ORC 149.43. For purposes of this section, the term "proposal" shall mean both the technical proposal (or application or other response documentation) and the cost proposal submitted by the selected vendor/applicant, if opened, and any attachments, addenda, appendices, or sample products.

Any proposals submitted in response to any ODJFS procurement efforts which make claims of trade secret information shall be disqualified from consideration immediately upon the discovery of such unallowable claim.

## **8.6 Contractual Requirements**

- A. Any contract resulting from the issuance of this RFP is subject to the terms and conditions as provided in the model contract, which is included as Attachment B. of this RFP;
- B. Many of the terms and conditions contained in the model contract (See Attachment B.) are required by state and federal law; however, the vendor may propose changes to the model contract by annotating the model, and returning it with the vendor's proposal submission. Any changes are subject to ODJFS review and approval;
- C. Payments for any and all services provided pursuant to the contract are contingent upon the availability of state and federal funds;
- D. All aspects of the contract apply equally to work performed by any and all subcontractors;
- E. The contractor, and any subcontractor(s), will not use or disclose any information made available to them for any purpose other than to fulfill the contractual duties specified in the RFP. The contractor, and any subcontractor(s), agrees to be bound by the same standards of confidentiality that apply to the employees of ODJFS and the State of Ohio. Any violation of confidentiality will result in an immediate termination of the contract, and may result in legal action;
- F. As a condition of receiving a contract from ODJFS, the contractor, and any subcontractor(s), shall certify compliance with any court order for the withholding of child support which is issued pursuant to Section 3119, 3121, 3123, and 3125 of the ORC. The contractor, and any subcontractor(s), must also agree to cooperate with ODJFS and any Ohio Child Support Enforcement Agency in ensuring that the contractor or employees of the contractor meet child support obligations established under state law;
- G. By signing a contract with ODJFS, a vendor agrees that all necessary insurance is in effect; and
- H. The selected contractor shall be required to comply with prevailing wage standards, as established in ORC 4115.03 to 4115.16.

## **8.7 Travel Reimbursement**

Travel should be included in the overhead, per diem, or the hourly rates which are built into the cost of the deliverables. Travel is not to be listed separately unless otherwise specified in Section 5.2, B., Cost Proposal, of this RFP.

## **8.8 Minority Business Enterprise**

ODJFS is required by Section 125.081(B) and 123.151 of the ORC to award fifteen percent (15%) of its total procurements to vendors certified as Minority Business Enterprises (MBE). Ohio certified MBE is defined in ORC Section 122.71. If the proposal is not submitted by a certified MBE, the vendor is strongly encouraged to use a competitively selected MBE subcontractor, if a subcontractor is to be used.

The proposal must clearly indicate the name of the proposed Ohio MBE vendor and the exact nature of the work to be performed under the proposed subcontract. The proposal must include a letter from the proposed MBE, signed by a person authorized to legally bind the subcontractor, indicating the following:

- A. The subcontractor's legal status, federal tax ID number, and principle business address;
- B. The name, phone number, and fax number of a person who is authorized to legally bind the subcontractor to contractual obligations;
- C. A complete description of the work the subcontractor will do;
- D. A commitment to do the work, if the vendor is selected;
- E. A statement that the subcontractor has and understands the RFP, the nature of the work, and the requirements of the RFP; and
- F. A copy of the Ohio MBE certificate.

**There may be no dollar amounts of any kind included with the MBE information; inclusion of dollar amounts will result in the disqualification of the primary vendor's entire proposal.**

A listing of Ohio certified MBEs can be accessed through the Ohio Department of Administrative Services (DAS) Web Site at: <http://das.ohio.gov/Eod/MBESearch/index.asp>.

While ODJFS strongly encourages the use of MBE subcontractors, the vendor's use of an MBE subcontractor will have no effect on vendors' technical scores or on final contractor selection for this RFP, **unless** Section VI, Criteria for Proposal Evaluation and Selection of this RFP (and/or the Technical Proposal Score Sheet for this RFP) affirmatively establish an MBE participation criterion.

## **8.9 Subcontractor Identification and Participation Information**

Any vendors proposing to use a subcontractor for any part of the work described in this RFP must clearly identify the subcontractor(s) and their tasks in their proposals. The proposal must include a letter from the proposed subcontractor(s), signed by a person authorized to legally bind the subcontractor, indicating the following:

- A. The subcontractor's legal status, federal tax ID number, and principle business address;
- B. The name, phone number, and fax number of a person who is authorized to legally bind the subcontractor to contractual obligations;
- C. A complete description of the work the subcontractor will do;
- D. A commitment to do the work, if the vendor is selected;
- E. A statement that the subcontractor has read and understands the RFP, the nature of the work, and the requirements of the RFP.

**There may be no dollar amounts of any kind included with sub-contractor information; inclusion of dollar amounts will result in the disqualification of the primary vendor's entire proposal.**

## **8.10 Public Release of Evaluations and/or Reports**

Public release of any evaluation or monitoring reports funded under this agreement will be made only by ODJFS. Prior to public release of such reports, ODJFS must have at least a 30-day period for review and comment.

## **8.11 Confidentiality**

All contracts will require that the contractor maintain the confidentiality of information and records which state and federal laws, rules, and regulations require to be kept confidential.

### **8.12 Key Personnel**

ODJFS will require a clause in the resulting contract regarding key personnel in that any person identified as critical to the success of the project may not be removed without reasonable notice to ODJFS, and replacements will not be made without ODJFS approval.

### **8.13 Ethical & Conflict of Interest Requirements**

- A. No contractor or individual, company or organization seeking a contract shall promise or give to any ODJFS employee anything of value that is of such character as to manifest a substantial and improper influence upon the employee with respect to his or her duties;
- B. No contractor or individual, company or organization seeking a contract shall solicit any ODJFS employee to violate any of the conduct requirements for employees;
- C. Any contractor acting on behalf of ODJFS shall refrain from activities which could result in violations of ethics and/or conflicts of interest. Any contractor or potential contractor who violates the requirements and prohibitions defined here or of Section 102.04 of the ORC is subject to termination of the contract or refusal by ODJFS to enter into a contract; and
- D. ODJFS employees and contractors who violate Sections 102.03, 102.04 2921.42 or 2921.43 of the ORC may be prosecuted for criminal violations.

### **8.14 Health Insurance Portability & Accessibility Act (HIPAA) Requirements**

As a condition of receiving a contract from ODJFS, the contractor, and any subcontractor(s), will be required to comply with 42 U.S.C. Sections 1320d through 1320d-8, and the implementing regulations found at 45 C.F.R. Section 164.502 (e) and Sections 164.504 (e) regarding disclosure of protected health information under the Health Insurance Portability and Accountability Act (HIPAA) of 1996. Protected Health Information (PHI) is information received by the contractor from or on behalf of ODJFS that meets the definition of PHI as defined by HIPAA and the regulations promulgated by the United States Department of Health & Human Services, specifically 45 CFR 164.501 and any amendments thereto. The selected vendor can reasonably anticipate HIPAA language in the contract that results from this RFP.

In the event of a material breach of contractor obligations under this section, ODJFS may at its option terminate the contract according to provisions within the contract for termination.

### **8.15 Waiver of Minor Proposal Errors**

ODJFS may, at its sole discretion, waive minor errors or omissions in vendors' technical and/or cost proposals or forms when those errors do not unreasonably obscure the meaning of the content.

### **8.16 Proposal Clarifications**

ODJFS reserves the right to request clarifications from vendors of any information in their technical and/or cost proposals or forms, and may request such clarification as it deems necessary at any point in the proposal review process.

### **8.17 Contractual Requirements and Prevailing Wage Requirements**

Any contract resulting from the issuance of this solicitation is subject to the terms and conditions as provided in the model contract, which is provided as Attachment B. to this RFP. Potential vendors are strongly encouraged to read the model contract and to be fully aware of ODJFS' contractual requirements. Additionally, the selected contractor will be required to comply with prevailing wage standards, as established in ORC 4115.03-4115.16.

### **8.18 Unresolved Findings for Recovery (ORC 9.24)**

ORC Section 9.24 prohibits ODJFS from awarding a contract to any entity against whom the Auditor of State has issued a finding for recovery, if the finding for recovery is "unresolved" at the time of award. By submitting a proposal, the vendor warrants that it is not now, and will not become, subject to an "unresolved" finding for recovery under ORC 9.24 prior to the award of any contract arising out of this RFP, without notifying ODJFS of such finding. ODJFS will review the Auditor of State's website prior to completion of evaluations of proposals submitted pursuant to this RFP. ODJFS will not evaluate a proposal from any vendor whose name, or the name of any of the subcontractors proposed by the vendor, appears on the website of the Auditor of the State of Ohio as having an "unresolved" finding for recovery.

### **8.19 Mandatory Contract Performance Disclosure**

Each proposal must disclose whether the vendor's performance, or the performance of any of the proposed subcontractor(s), under contracts for the provision of services that are the same or similar to those to be provided for the project which is the subject of this RFP has resulted in any "formal claims" for breach of those contracts. For purposes of this disclosure, "formal claims" means any claims for breach that have been filed as a lawsuit in any court, submitted for arbitration (whether voluntary or involuntary, binding or not), or assigned to mediation. If any such claims are disclosed, vendor shall fully explain the details of those claims, including the allegations regarding all alleged breaches, any written or legal action resulting from those allegations, and the results of any litigation, arbitration or mediation regarding those claims, including terms of any settlement. While disclosure of any formal claims in response to this section will not automatically disqualify a vendor from consideration, at the sole discretion of ODJFS, such claims and a review of the background details may result in a rejection of the vendor's proposal. ODJFS will make this decision based on its determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the vendor's performance of the work, and the best interests of ODJFS.

### **8.20 Mandatory Disclosures of Governmental Investigations**

Each proposal must indicate whether the vendor and any of the proposed subcontractor(s) have been the subject of any adverse regulatory or adverse administrative governmental action (federal, state, or local) with respect to vendor's performance of services similar to those described in this RFP. If any such instances are disclosed, vendor must fully explain, in detail, the nature of the governmental action, the allegations that led to the governmental action, and the results of the governmental action including any legal action that was taken against vendor by the governmental agency. While disclosure of any governmental action in response to this section will not automatically disqualify a vendor from consideration, such governmental action and a review of the background details may result in a rejection of the vendor's proposal at the sole discretion of ODJFS. The decision by ODJFS on this issue will be based on a determination of the seriousness of the matter, the matter's potential impact on the vendor's performance of the work, and the best interests of ODJFS.

### **8.21 Mandatory Disclosures of Work Location**

Proposals must explicitly state the location(s) (city, county, state) where work described in this RFP would be performed, whether by the vendor or by any subcontractors.

### **8.22 Vendor Selection Restriction**

Any vendor deemed not responsible, or submitting a proposal deemed not to be responsive to the terms of this RFP, shall not be awarded the resulting contract.

### **8.23 Ohio Presence Consideration**

The vendor that is awarded the contract resulting from this RFP is required to maintain a physical presence in Ohio throughout the term of the contract, including all renewal periods. Therefore, each vendor must either demonstrate in its proposal that it currently has a physical presence in Ohio or demonstrate concrete plans for establishing a physical presence, to include the actual or proposed location of the vendor's presence. Vendor proposals must identify the work to be performed for this project at that location and identify vendor personnel, either by staff name or function that will operate from the Ohio location. ODJFS reserves the right, at its sole discretion to reject any proposals which fail to comply with this requirement.

Vendors that can demonstrate in their proposals that they either currently have a physical presence in Ohio or have concrete plans for establishing a physical presence will be given additional scoring consideration. In order to be acknowledged as a vendor with an Ohio presence, vendors must comply with instructions provided in this RFP, Section 5.2, Format for Organization of the Proposal, and provide information on the nature of the work and the number and type of vendor personnel at the Ohio location. Details of how an Ohio presence will be considered in the proposal scoring process are provided in Section 6.1, Scoring of Proposals.

### **8.24 Prohibition Against Services Performed Outside the United States**

All vendors seeking an award of an ODJFS contract must attest that no funds provided by ODJFS would be used to purchase services provided outside the United States or to contract with a subcontractor who will use the funds to purchase services provided outside the United States. This required attestation is identified as the "Location of Business Form" included in the "Required Vendor Information & Certifications Documents," provided as Attachment A., Section II., to this RFP. The entire form must be printed, completed, and signed by the interested vendor's authorized representative, and returned to ODJFS as a component of the vendor technical proposal. **Failure to properly complete Attachment A. will result in the disqualification of the vendor's proposal from consideration.**

### **8.25 Proposal Submissions As Public Record**

**Vendors will be required to attest in Attachment A., Section I., Item #15 that no information included in their proposal submission is confidential and/or a trade secret (as defined in Sections 3.3, 5.2, C., and 8.5 of the RFP or where found in an RFP document) and may be posted in its entirety on the Internet for public viewing, or otherwise publicly released.** Following submission to ODJFS, all proposals submitted may become part of the public record. ODJFS reserves the right to disqualify any vendor whose proposal is found to contain such prohibited information. The vendor affirms that it shall be solely responsible for any and all information disclosed in the proposal submission and any or all information released by ODJFS in any public records requests.

**8.26 Combating Trafficking In Persons**

Any contractor doing business with the State must be in compliance with the Federal Acquisition Regulation (FAR) for Combating Trafficking in Persons, 48 CFR Subpart 22.17, in which “the United States Government has adopted a zero tolerance policy regarding trafficking in persons.” The provisions found in 48 CFR Subpart 52.2, specifically Subpart 52.222-50, will be incorporated into the resulting ODM contract by reference. Additional information on identifying Human Trafficking may be found at: <http://powerhost.powerstream.net/008/00153/HumanTrafficking.wmv>.

**SECTION IX. ATTACHMENTS AND THEIR USES**

- A. Required Vendor Information and Certifications (*To be completed & included in proposal packet as specified in Sec. 5.2, A.*)**
- B. ODJFS Model Contract (*For vendor reference purposes*)**
- C. Technical Proposal Score Sheet (*For vendor self-evaluation purposes...do not submit*)**
- D. Cost Proposal Form (*To be completed & included in cost proposal packet as specified in Sec. 5.2, B.*)**

**SECTION X. APPENDICES AND THEIR USES**

- A. Step Up To Quality Rules**
- B. Ohio Classroom Observation Tool (OCOT)**
- C. OCOT Scoring Guidelines**

Thank you for your interest in this project.

# **Attachment A**

**Attachment A consists of 2 distinct and different sections. Both sections must be completed and included in Tab 1 of the proposal.**

**Section I – Required Vendor Information**

**Section II - Location of Business Form**

Attachment A—Section I.

**REQUIRED VENDOR INFORMATION and CERTIFICATIONS**

**Purpose:** ODJFS requires the following information on vendors who submit proposals or bids in response to any ODJFS Requests for Proposals (RFPs) or Requests for Letterhead Bids (RLBs), in order to facilitate the development of the contract (or finalization of a purchase) with the selected vendor. ODJFS reserves the right to reject your proposal if you fail to provide this information fully, accurately, and by the deadline set by ODJFS. Further, some of this information (as identified below) **must** be provided in order for ODJFS to accept and consider your proposal\bid. **Failure to provide such required information will result in your proposal’s immediate disqualification.**

**Instructions:** Provide the following information regarding the vendor submitting the proposal or bid. Vendors may either print this attachment, complete and sign it, or may provide the required information and certifications (each fully re-stated from this attachment) on their letterhead as the opening pages of their proposals. It is mandatory that the information provided is certified with an original signature (in blue ink, please) from a person with authority to represent the vendor. Vendors are to provide the completed and signed information and certifications as the cover pages of their original proposal submitted to ODJFS.

**IMPORTANT:** If the RFP\RLB specified a maximum page limit for vendor proposals\bids, the attachment of any required certifications, other documents, or additional pages needed to fully provide the information requested here will **NOT** be counted against that page limit.

**Vendors must provide all information**

|  |  |
|--|--|
| <b>1. ODJFS RFP/RLB #:</b>   | <b>2. Proposal Due Date:</b>   |
| <b>3. Vendor Name:</b> (legal name of the vendor – person or organization – to whom contract\purchase payments would be made)  |  |
| <b>3a. Vendor’s Ohio Administrative Knowledge System (OAKS) ID#:</b> [Vendors may apply for an OAKS vendor ID# at: <a href="http://ohiosharedservices.ohio.gov/Vendors.aspx">http://ohiosharedservices.ohio.gov/Vendors.aspx</a> . The necessary forms to be completed and remitted to Ohio Shared Services are the Vendor Information Form (OBM-5657) and the IRS Form W-9. Completion and/or submission of these forms to Ohio Shared Services <b><u>does not</u></b> assume a vendor/applicant award of any ODJFS contract/grant.]                          |  |
| <b>4. Vendor Corporate Address:</b>  | <b>5. Vendor Remittance Address:</b> (or “same” if same as Item # 5) |
| <b>6. Print or type information on the vendor representative/contact person <u>authorized to answer questions on the proposal\bid</u>:</b><br><br><b>Vendor Representative NAME and TITLE:</b><br><b>Address:</b><br><br><b>E-Mail Address:</b><br><b>Phone #:</b> _____<br><b>Fax #:</b> _____  |  |
| <b>7. Print or type the name of the vendor representative <u>authorized to address contractual issues, including the authority to execute a contract on behalf of the vendor, and to whom legal notices regarding contract termination or breach, should be sent</u> (if not the same individual as in #7, provide the following information on each such representative and specify their function):</b><br><br><b>Vendor Representative NAME and TITLE:</b><br><b>Address:</b><br><br><b>E-Mail Address:</b><br><b>Phone #:</b> _____<br><b>Fax #:</b> _____ |  |

8. Is this vendor an Ohio certified MBE? Yes  No  If yes, attach a copy of current certification to proposal\bid. (If ODJFS has specified the RFP\RLB\purchase document as an opportunity open exclusively to Ohio Certified MBEs, then failure to attach a copy of current certification WILL RESULT IN DISQUALIFICATION.)

**9. Mandatory Vendor Certifications:**

ODJFS may not enter into contracts with/make purchases from any vendors who have been found to be ineligible for state contracts under specific federal or Ohio statutes or regulations. Vendors responding to any ODJFS RFP\RLB or other purchase opportunity MUST certify that they are NOT INELIGIBLE by signing each of the three statements below. Failure to provide proper affirming signature on any of these statements will result in the disqualification of your proposal\bid.

I \_\_\_\_\_ (signature of representative shown in Item # 7, above) hereby certify and affirm that \_\_\_\_\_ (name of the vendor shown in Item # 3, above), has not been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in transactions by the United States Department of Labor, the United States Department of Health and Human Services, or any other federal department or agency as set forth in 29 CFR Part 98, or 45 CFR Part 76, or other applicable statutes.

AND

I \_\_\_\_\_ (signature of representative shown in Item #7, above) hereby certify and affirm that \_\_\_\_\_ (name of the vendor shown in Item # 3, above), is not on the list established by the Ohio Secretary of State, pursuant to ORC Section 121.23, which identifies persons and businesses with more than one unfair labor practice contempt of court finding against them.

AND

I \_\_\_\_\_ (signature of representative shown in Item #7, above) hereby certify and affirm that \_\_\_\_\_ (name of the vendor shown in Item # 3, above), either is not subject to a finding of recovery under ORC Section 9.24, or has taken appropriate remedial steps required under that statute, or otherwise qualifies under that section to enter into contracts with the State of Ohio.

**10. Equal Employment Opportunity Information on the Vendor and any Subcontractor(s)**

A. Provide vendor employee data both nationwide (including Ohio staff), and Ohio office employees separately:

|                                | Nationwide: | Ohio Offices: |
|--------------------------------|-------------|---------------|
| Total Number of Employees:     | _____       | _____         |
| % of those who are Women:      | _____       | _____         |
| % of those who are Minorities: | _____       | _____         |

B. If you are the selected vendor, will you subcontract any part of the work?

NO -or-  YES, but for less than 50% of the work -or-  YES, for 50% or more of the work

If yes, provide the following information on each subcontractor (additional pages may be added as needed):

Subcontractor Name: \_\_\_\_\_

Address: \_\_\_\_\_

Work To Be \_\_\_\_\_

Performed: \_\_\_\_\_

(a brief description) \_\_\_\_\_

Subcontractor's Estimated Percentage of Total Project (in % of work, not % of dollars): \_\_\_\_\_

If 50% or more of the work will be subcontracted, then ALSO provide the following information on ALL proposed subcontractors:

|                                | Nationwide: | Ohio Offices: |
|--------------------------------|-------------|---------------|
| Total Number of Employees:     | _____       | _____         |
| % of those who are Women:      | _____       | _____         |
| % of those who are Minorities: | _____       | _____         |

**C. Identify all state contracts which the vendor has had approved by the Controlling Board since the beginning of the last fiscal year (i.e., since July 01, 2013) through this fiscal year to date. Also include contracts approved for ODJFS or institutions of higher education:**

**Total number of contracts:** \_\_\_\_\_

**For each state contract, list the state agency and provide the following information:**

**State Agency/Educational Institution:** \_\_\_\_\_

**Contract Dollar Amount:** \_\_\_\_\_

**State Agency/Educational Institution:** \_\_\_\_\_

**Contract Dollar Amount:** \_\_\_\_\_

**State Agency/Educational Institution:** \_\_\_\_\_

**Contract Dollar Amount:** \_\_\_\_\_

*Attach additional pages if needed*

### **11. Vendor and Grantee Ethics Certification**

As a vendor or grantee doing business with\* or receiving grants from the State of Ohio, I certify on behalf of \_\_\_\_\_ (name of vendor or grantee):

(1) I have reviewed and understand Ohio ethics and conflict of interests laws, as found in Chapter 102. and Sections 2921.42 and 2921.43 of the Ohio Revised Code.

(2) I acknowledge that failure to comply with this certification, is, by itself, grounds for termination of this contract or grant with the State of Ohio.

\_\_\_\_\_  
Signature of authorized agent

\_\_\_\_\_  
Date

\*"Doing business with" includes all contracts for goods and services, excluding purchases made using the State of Ohio's Payment Card Program that cost less than \$1,000.

**12. I have read the ODJFS Model Contract attached to the RFP/RLB, and if awarded a contract, I will not \_\_\_\_ (or) I will \_\_\_\_ request changes to the standard language, and have marked the requested changes and returned the model document with this proposal for consideration by ODJFS. (If so, ODJFS will review those requested changes if you are the selected vendor. All requested changes to model contract language are subject to ODJFS approval.) (NOTE: Item 13 is not applicable and not required when the subject ODJFS procurement opportunity is offered only to State Term Schedule Vendors.)**

**13. I \_\_\_\_\_, (vendor representative in Item # 7) hereby affirm that this proposal accurately represents the capabilities and qualifications of \_\_\_\_\_ (vendor's name), and I hereby affirm that the cost(s) bid to ODJFS for the performance of services and/or provision of goods covered in this proposal in response to the ODJFS RFP/RLB/other purchase opportunity is a firm fixed price, inclusive of all incidental as well as primary costs. (Failure to provide the proper affirming signature on this item may result in the disqualification of your proposal\bid.)**

**14. Location of Business Declaration:** Vendors responding to any ODJFS RFP/RLB/RFGA (etc.) must certify that no public funds shall be spent on services provided/performed offshore by completing, signing, and returning the "Location of Business Form," which is the final section of this attachment. **FAILURE TO PROPERLY COMPLETE, SIGN AND RETURN THIS FORM, INCLUDING THE "LOCATION OF BUSINESS FORM," WILL RESULT IN DISQUALIFICATION OF THE VENDOR FROM CONSIDERATION FOR AWARD OF AN ODJFS CONTRACT.**

**15. I \_\_\_\_\_, (vendor representative in Item # 7) hereby attest that I understand that any and all information included in this proposal is not confidential and/or trade secret information (as defined in Sections 3.3, 5.2, D., 8.5, and 8.25 of the RFP or where found in an RLB document) and that the proposal submission may be posted in its entirety on the Internet for public viewing. Following submission to ODJFS, all proposals submitted may become part of the public record. ODJFS reserves the right to disqualify any vendor whose proposal is found to contain such prohibited personal information. **The vendor affirms that they shall be solely responsible for any and all information disclosed in the proposal submission and any or all information released by ODJFS in a public records request(s).****

**Attachment A—Section II.**

**Location of Business Form**

Pursuant to Governor’s Executive Order 2011-12K ([www.governor.ohio.gov](http://www.governor.ohio.gov)), no public funds shall be spent on services provided offshore. This form serves as a certification of compliance with this policy and required disclosures. Please answer the following questions about the project or service you are seeking to perform for or the funding for which you are applying from the Ohio Department of Job and Family Services:

1. Principal location of business of Contractor:

\_\_\_\_\_  
(Address) (City, State, Zip)

Name/Principal location of business of subcontractor(s):

\_\_\_\_\_  
(Name) (Address, City, State, Zip)

\_\_\_\_\_  
(Name) (Address, City, State, Zip)

2. Location where services will be performed by Contractor:

\_\_\_\_\_  
(Address) (City, State, Zip)

Name/Location where services will be performed by subcontractor(s):

\_\_\_\_\_  
(Name) (Address, City, State, Zip)

\_\_\_\_\_  
(Name) (Address, City, State, Zip)

3. Location where state data will be stored, accessed, tested, maintained or backed-up, by Contractor:

\_\_\_\_\_  
(Address) (Address, City, State, Zip)

Name/Location(s) where state data will be stored, accessed, tested, maintained or backed-up by subcontractor(s):

\_\_\_\_\_  
(Name) (Address, City, State, Zip)

\_\_\_\_\_  
(Name) (Address, City, State, Zip)

\_\_\_\_\_  
(Name)

\_\_\_\_\_  
(Address, City, State, Zip)

4. Location where services to be performed will be changed or shifted by Contractor:

\_\_\_\_\_  
(Address)

\_\_\_\_\_  
(Address, City, State, Zip)

Name/Location(s) where services will be changed or shifted to be performed by subcontractor(s):

\_\_\_\_\_  
(Name)

\_\_\_\_\_  
(Address, City, State, Zip)

\_\_\_\_\_  
(Name)

\_\_\_\_\_  
(Address, City, State, Zip)

\_\_\_\_\_  
(Name)

\_\_\_\_\_  
(Address, City, State, Zip)

**By signing below, I hereby certify and affirm** that I have reviewed, understand, and will abide by the Governor's Executive Order 2011-12K. I attest that no funds provided by ODJFS for this project or any other agreement will be used to purchase services provided outside the United States or to contract with a subcontractor who will use the funds to purchase services provided outside the United States. I will promptly notify ODJFS if there is a change in the location where any of the services relating to this project will be performed. If I am signing this on behalf of a company, business, or organization, I hereby acknowledge that I have the authority to make this certification on behalf of that entity.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Entity Name

\_\_\_\_\_  
Address (Principal place of business)

\_\_\_\_\_  
Printed name of individual authorized  
to sign on behalf of entity

\_\_\_\_\_  
City, State, Zip

**OHIO DEPARTMENT OF JOB AND FAMILY SERVICES  
CONTRACT FOR SERVICES**

**C-1617-00-0000**

**RECITALS:**

This Contract is entered into between the Ohio Department of Job and Family Services (ODJFS) and **Vendor Name** (CONTRACTOR).

- A. ODJFS issued a Request for Proposals (RFP) titled \_\_\_\_\_, numbered \_\_\_\_\_, and dated [DATE], which is hereby incorporated by reference.
- B. The ODJFS proposal review team recommended for award the Application of CONTRACTOR, submitted by CONTRACTOR on [Date] which is hereby incorporated by reference.
- C. In the event of any inconsistency or ambiguity between the provisions of the RFP, the Proposal, or this Contract, the provisions of this Contract will determine the obligations of the parties. In the event that this Contract fails to clarify any inconsistency or ambiguity between the RFP and the Proposal, the RFP will determine the obligations of the parties. In the event of a disputed issue that is not addressed in any of the aforementioned documents, the parties hereby agree to make every reasonable effort to resolve the dispute in keeping with the objectives of this Contract and the budgetary and statutory constraints of ODJFS.
- D. Key personnel that are identified by the CONTRACTOR as critical to the success of the Contract may not be removed without a reasonable notice to ODJFS, and replacements will not be made without ODJFS approval.

**ARTICLE I. PURPOSE; DELIVERABLES**

- A. CONTRACTOR will perform its responsibilities (Deliverables) under this Contract as follows: OR CONTRACTOR will perform its responsibilities (Deliverables) under this Contract in accordance with the RFP and the Proposal. The responsibilities are summarized as follows:
- B. The ODJFS Contract Manager is **ODJFS Contract Manager**, or his/her successor.
- C. The ODJFS Contract Manager may periodically communicate specific requests and instructions to CONTRACTOR concerning the performance of the Deliverables described in this Contract. CONTRACTOR agrees to comply with any requests or instructions to the satisfaction of ODJFS within 10 business days after CONTRACTOR's receipt of the requests or instructions. ODJFS and CONTRACTOR expressly understand that any requests or instructions will be strictly to ensure the successful completion of the Deliverables described in this Contract, and are not intended to amend or alter this Contract in any way. If CONTRACTOR believes that any requests or instructions would materially alter the terms and conditions of this Contract or the compensation stated hereunder, CONTRACTOR will immediately notify ODJFS pursuant to the notice provisions of this Contract. CONTRACTOR agrees to consult with the ODJFS Contract Manager as necessary to ensure understanding of the Deliverables and the successful completion thereof.
- D. **Ownership of Deliverables.**
  - 1. All Deliverables provided by CONTRACTOR under this Contract or with funds hereunder, including any documents, data, photographs and negatives, electronic reports/records, or other media, are the property of ODJFS, which has an unrestricted right to reproduce, distribute, modify, maintain, and use the Deliverables. CONTRACTOR will not obtain copyright, patent, or other proprietary protection for the Deliverables. CONTRACTOR will not include in any Deliverable any copyrighted matter, unless the copyright owner gives prior written approval for ODJFS and CONTRACTOR to use such copyrighted matter in the manner provided herein. CONTRACTOR agrees that all

Deliverables will be made freely available to the public unless ODJFS determines that, pursuant to state or federal law, such materials are confidential or otherwise exempted from disclosure.

2. All Deliverables provided or produced pursuant to this Contract will be considered "works made for hire" within the meaning of copyright laws of the United States and the State of Ohio. ODJFS is and will be deemed sole author of the Deliverables and sole owner of all rights therein. If any portion of the Deliverables is deemed not a "work made for hire," or if there are any rights in the Deliverables not conveyed to ODJFS, CONTRACTOR agrees to, and by executing this Contract does, assign ODJFS all worldwide rights, title, and interest in and to the Deliverables. ODJFS acknowledges that its sole ownership of the Deliverables under this Contract does not affect CONTRACTOR's right to use general concepts, algorithms, programming techniques, methodologies, or technology that CONTRACTOR developed prior to or as a result of this Contract or that are generally known and available.
3. CONTRACTOR understands that it must submit a written request to ODJFS and receive express written permission from ODJFS to include any of its own pre-existing, proprietary materials in any of the Deliverables under this Contract. ODJFS's approval of the inclusion of pre-existing, proprietary materials is predicated on CONTRACTOR granting to ODJFS and the State of Ohio a worldwide, non-exclusive, perpetual, royalty-free license to use, modify, sell, and otherwise distribute all such materials that are included in the Deliverables under this Contract. Upon request by CONTRACTOR, ODJFS will incorporate into any future copies of the Deliverables under this Contract any proprietary notice(s) CONTRACTOR may reasonably require for any pre-existing, proprietary materials included in the Deliverables of this Contract. Any proprietary notices will be the minimum required by law so as not to be seen as an endorsement by ODJFS or an advertisement for CONTRACTOR.

- D. [UNIVERSITY] The Deliverables produced by CONTRACTOR under this Contract will be copyrighted in the name of CONTRACTOR. CONTRACTOR hereby grants to ODJFS a perpetual, royalty free, non-exclusive, and irrevocable license to use, reproduce, publish, modify, and distribute any Deliverable either in whole or in part, and to produce derivative works. CONTRACTOR will assure that all products contain appropriate copyright attribution and ODJFS will treat Deliverable products as the intellectual property of CONTRACTOR for purposes of ORC 149.43. CONTRACTOR further reserves the right to use the Deliverables produced under this Contract for research and academic purposes, including the right to publish the work in scholarly journals or other academic publications.

## ARTICLE II. EFFECTIVE DATE OF THE CONTRACT

- A. This Contract is in effect from \_\_\_\_\_ or the date of issuance of an approved State of Ohio purchase order, whichever is later, through \_\_\_\_\_, unless this Contract is suspended or terminated prior to the expiration date. This Contract may be renewed through June 30, 201X, upon satisfactory completion of activities hereunder, appropriation of funds by the Ohio General Assembly, and at the sole discretion of ODJFS. ODJFS will issue a notice to CONTRACTOR if ODJFS decides to renew this Contract. CONTRACTOR will not obligate resources in anticipation of a renewal until notice is provided.
- B. It is expressly understood by both ODJFS and CONTRACTOR that this Contract will not be valid and enforceable until the Director of the Ohio Office of Budget and Management, first certifies, pursuant to Section 126.07 of the Ohio Revised Code (ORC), that there is a balance in the appropriation not already allocated to pay existing obligations. The ODJFS Contract Manager will notify CONTRACTOR when this certification is given.

## ARTICLE III. COMPENSATION

- A. The total amount payable under this Contract is TOTAL AMT Dollars (\$TOTAL). ODJFS will pay an amount up to SFY1 AMT Dollars (\$SFY 1) for State Fiscal Year (SFY) 2016, and up to SFY2 AMT Dollars (\$SFY2) for SFY 2017, expressly for the completion of the Deliverables. CONTRACTOR understands that the terms of this Contract do not provide for compensation in excess of the total amount listed in this section. CONTRACTOR hereby waives the interest provisions of ORC 126.30.
- B. It is further agreed that reimbursement of travel expenditures shall not exceed [SFY1 Travel Dollar Amount] Dollars (\$SFY1 Travel) for SFY [SFY1] and [SFY2 Travel Dollar Amount] Dollars (\$SFY2) for SFY [SFY2],

which amounts are included in the total compensation figures above. Expense reimbursement authorized by this section is limited to actual and necessary expenses subject to the limits as established pursuant to ORC 126.31, which are set forth in OAC 126-1-02, as well as any other laws, regulations, or Governor's Executive Orders limiting travel expenses. CONTRACTOR expressly agrees not to submit claims for expenses which do not meet the requirements of this Section and further agrees to submit all claims to the ODJFS Contract Manager for approval prior to submitting a claim for reimbursement.

- C. With the exception of travel expenses, line item expenses listed in the budget may be reallocated upon the written approval of the ODJFS Contract Manager as long as the total amounts per SFY and the total overall Contract amount remains unchanged. Any changes to the travel costs will require a written amendment to this Contract.
- D. Compensation will be paid pursuant to CONTRACTOR's **accepted budget [or cost proposal]** as incorporated below **[or as attached]**.
- E. CONTRACTOR will submit detailed invoices on a **one-time, monthly, quarterly, annual** basis to the ODJFS, **Contract Manager, Office, Office Address OR Bureau of Accounts Payable at 30 East Broad Street, 37th Floor, Columbus, Ohio 43215**. CONTRACTOR agrees to use an invoice instrument to be prescribed by ODJFS and will include in each invoice:
1. CONTRACTOR's name, complete address, and federal tax identification number;
  2. Contract number and dates;
  3. Purchase order number;
  4. Amount and purpose of the invoice, including such detail as required per the compensation section of this Contract; deliverables completed, description of services rendered, hourly rates and numbers of hours (if applicable), amount of monthly fee (if applicable), and itemized travel and other expenses if permitted by this Contract;
  5. Description of Deliverables performed during the billing period; and
  6. Other documentation requested by the ODJFS Contract Manager.
- F. CONTRACTOR expressly understands that ODJFS will not compensate CONTRACTOR for any work performed prior to CONTRACTOR's receipt of notice from the ODJFS Contract Manager that the provisions of ORC 126.07 have been met as set forth in ARTICLE II, nor for work performed after the ending date of this Contract.
- G. CONTRACTOR expressly understands that ODJFS does not have the ability to compensate CONTRACTOR for invoices submitted after the State of Ohio purchase order has been closed. State of Ohio purchase orders are issued per state fiscal year. CONTRACTOR must submit final invoices for payment for each state fiscal year no later than 90 calendar days after the end date of each state fiscal year, or if earlier, the end date of this Contract. Failure to do so will be deemed a forfeiture of the remaining compensation due hereunder.
- H. CONTRACTOR understands that availability of funds is contingent on appropriations made by the Ohio General Assembly or by funding sources external to the State of Ohio, such as federal funding. If the Ohio General Assembly or the external funding source fails at any time to continue funding ODJFS for the payments due under this Contract, this Contract will be terminated as of the date funding expires without further obligation of ODJFS or the State of Ohio.
- I. CONTRACTOR and ODJFS understand that the terms of this Contract, when combined with any other payments made to or open encumbrances with CONTRACTOR during the same SFY, cannot establish compensation in excess of Fifty Thousand and 00/100 Dollars (\$50,000.00) aggregate without prior approval from the State Controlling Board in accordance with ORC 127.16.

#### **ARTICLE IV. SUSPENSION AND TERMINATION, BREACH AND DEFAULT**

- A. This Contract will automatically terminate upon expiration of the time period in ARTICLE II, or upon completion of all Deliverables, or once all compensation has been paid.
- B. Notwithstanding other provisions in this ARTICLE, either party may terminate this Contract at will by giving 30 calendar days written notice to the other party. Upon written notice to CONTRACTOR, ODJFS may immediately suspend this Contract at ODJFS's sole discretion.
- C. Notwithstanding the provisions of Sections A or B, above, ODJFS may suspend or terminate this Contract immediately upon delivery of a written notice to CONTRACTOR if:
1. ODJFS loses funding as described in ARTICLE III;
  2. ODJFS discovers any illegal conduct by CONTRACTOR; or
  3. CONTRACTOR has violated any provision of ARTICLE VIII.

Suspension or termination under this provision shall not entitle CONTRACTOR to any rights or remedies described in Section F of this ARTICLE.

- D. Unless otherwise provided for in this ARTICLE, CONTRACTOR will have 30 calendar days within which to cure any breach that is curable after receipt of written notice from ODJFS that CONTRACTOR is in breach of any of its obligations under this Contract. If CONTRACTOR fails to cure the breach within the 30 calendar days after written notice or if the breach is not curable, ODJFS may immediately suspend or terminate this Contract. ODJFS may also suspend or terminate this Contract when breaches are persistent, regardless of whether they are cured within 30 calendar days. For purposes of this Section, "persistent" means that ODJFS has notified CONTRACTOR 2 times in writing of CONTRACTOR's failure to meet any of its contractual obligations. The 2 notices do not have to relate to the same obligation or type of failure. After the second notice, ODJFS may suspend or terminate this Contract without a cure period if CONTRACTOR again fails to meet any contractual obligation. At the sole discretion of ODJFS, certain instances of breach may require a shorter cure period than the 30 calendar days generally applicable in this Section. In such instances, ODJFS will include in its notice of breach the shorter cure period deemed appropriate. If ODJFS does not give timely notice of a breach to CONTRACTOR, ODJFS has not waived any of its rights or remedies concerning the breach.
- E. CONTRACTOR, upon receiving notice of suspension or termination, will:
1. Cease performance of the suspended or terminated Deliverables;
  2. Take all necessary steps to limit disbursements and minimize costs including, but not limited to, suspending or terminating all contracts and subgrants related to suspended or terminated Deliverables and refusing any additional orders;
  3. Prepare and furnish a report to ODJFS, as of the date the notice of termination or suspension was received, that describes the status and percentage of completion of all Deliverables, including the results accomplished and the conclusions reached through Deliverables;
  4. Deliver all records in their native format relating to cost, work performed, supporting documentation for invoices submitted to ODJFS, and deliver any and all materials or work produced under or pertaining to this Contract whether completed or not; and
  5. Perform any other tasks ODJFS requires.
- F. In the event of suspension or termination under this ARTICLE, ODJFS will, upon receipt of a proper invoice from CONTRACTOR, determine the amount of any unpaid Contract funds due to CONTRACTOR for Deliverables performed before CONTRACTOR received notice of termination or suspension. In order to determine the amount due to CONTRACTOR, ODJFS will base its calculations on the payment method described in ARTICLE III and any funds previously paid by or on behalf of ODJFS. ODJFS will not be liable for any further claims submitted by CONTRACTOR.
- G. If ODJFS terminates this Contract for any reason provided in this ARTICLE, except for termination at will pursuant to Section B or termination for loss of funding pursuant to Section C, ODJFS will be entitled to

utilize another contractor to complete the Deliverables of this Contract on any commercially reasonable terms as ODJFS and the covering contractor may agree. In this event, CONTRACTOR will be liable to ODJFS for all costs related to covering the project to the extent that such costs, when combined with payments already made to CONTRACTOR prior to termination, exceed the costs that ODJFS would have incurred under this Contract. CONTRACTOR's liability under this Section is in addition to any other remedies available to ODJFS pursuant to this Contract.

- H. Upon CONTRACTOR's breach or default of provisions, obligations, or duties embodied in this Contract or any term of an award, a federal statute or regulation, an assurance, a State plan or application, a notice of award, or other applicable rule, ODJFS reserves the right to exercise any administrative, contractual, equitable, or legal remedies available without limitation. Any waiver by ODJFS of an occurrence of breach or default is not a waiver of subsequent occurrences. If ODJFS or CONTRACTOR fails to perform any obligation under this Contract and the other party subsequently waives the failure, the waiver will be limited to that particular occurrence of a failure and will not be deemed to waive other failures that may occur. Waiver by ODJFS will not be effective unless it is in writing signed by the ODJFS Director.

#### ARTICLE V. NOTICES

- A. ODJFS and CONTRACTOR agree that communication regarding Deliverables, scope of work, invoice or billing questions, or other routine instructions will be between CONTRACTOR and the identified ODJFS Contract Manager.
- B. Notices to ODJFS from CONTRACTOR that concern changes to CONTRACTOR's principal place of operation, billing address, legal name, federal tax identification number, mergers or acquisitions, corporate form, excusable delay, termination, bankruptcy, assignment, any notice pursuant to ARTICLE VIII, and/or any other formal notice regarding this Contract will be sent to the ODJFS Deputy Director of Contracts and Acquisitions at 30 East Broad Street, 31st Floor, Columbus, Ohio 43215.
- C. Notices to CONTRACTOR from ODJFS concerning termination, suspension, option to renew, breach, default, or other formal notices regarding this Contract will be sent to CONTRACTOR's representative at the address appearing on the signature page of this Contract.
- D. All notices will be in writing and will be deemed given when received. All notices must be sent using a delivery method that documents actual delivery to the appropriate address herein indicated (e.g., certified mail).

#### ARTICLE VI. RECORDS, DOCUMENTS AND INFORMATION

CONTRACTOR agrees that all records, documents, writings, and other information, created or used pursuant to this Contract will be treated according to the following terms, and that the terms will be included in any subcontract agreements executed for the performance of the Deliverables under this Contract:

- A. CONTRACTOR agrees that any media produced pursuant to this Contract or acquired with Contract funds will become the property of ODJFS. This includes all documents, reports, data, photographs (including negatives), and electronic reports and records. ODJFS will maintain the unrestricted right to reproduce, distribute, modify, maintain, and use the media in any way ODJFS deems appropriate. CONTRACTOR further agrees not to seek or obtain copyright, patent or other proprietary protection for any materials or items produced under this Contract. CONTRACTOR understands that all materials and items produced under this Contract will be made freely available to the public unless ODJFS determines that certain materials are confidential under federal or state law.
- A. [UNIVERSITY] ODJFS agrees that any media (including documents, reports, data, photographs, negatives, electronic reports and records) produced pursuant to this Contract or acquired with Contract funds will become the property of CONTRACTOR; however, CONTRACTOR hereby grants to ODJFS a perpetual, royalty free, non-exclusive, and irrevocable license to use, reproduce, publish, modify, and distribute any such media.
- B. All ODJFS information that is classified as public or private under Ohio law will be treated as such by CONTRACTOR. Should the nature of any information be in question, ODJFS will determine whether the information is public or private. CONTRACTOR will restrict the use of any information, systems, or records

ODJFS provides to the specific Deliverables of this Contract. CONTRACTOR and its employees agree to be bound by the same standards and rules of confidentiality that apply to employees of ODJFS and the State of Ohio. CONTRACTOR agrees that the terms of this section will be included in any subcontract executed by CONTRACTOR for work under this Contract.

- C. CONTRACTOR information that is proprietary and has been specifically identified by CONTRACTOR as proprietary will be held as confidential by ODJFS. Proprietary information is information that would put CONTRACTOR at a competitive disadvantage in CONTRACTOR's market place and trade if it were made public. ODJFS reserves the right to require reasonable evidence of CONTRACTOR's assertion of the proprietary nature of any information. The provisions of this ARTICLE are not self-executing. CONTRACTOR must demonstrate that any information claimed as proprietary meets the definition of "trade secrets" found at ORC 1333.61. CONTRACTOR will defend such a claim.
- D. For Audit Purposes Only: All records relating to cost, work performed, supporting documentation for invoices submitted to ODJFS, and copies of all materials produced under or pertaining to this Contract will be retained by CONTRACTOR and will be made available for audit by state and federal government entities that include but are not limited to, ODJFS, the Ohio Auditor of State, the Ohio Inspector General and all duly authorized law enforcement officials. The records and materials will be retained and made available for a minimum of 3 years after CONTRACTOR receives the last payment pursuant to this Contract. If an audit, litigation or similar action is initiated during this time period, CONTRACTOR will retain the records until the action is concluded and all issues are resolved, or until the end of the three-year period if the action is resolved prior to the end of the three-year period. If applicable, CONTRACTOR must meet the requirements of the federal Office of Management and Budget (OMB) Omni-Circular, Title 2 of the Code of Federal Regulations (CFR) Part 200. CONTRACTOR acknowledges, in accordance with ORC 149.43, that financial records related to the performance of services under this Contract are presumptively deemed public records.
- E. All records relating to cost, work performed, supporting documentation for invoices submitted to ODJFS, and copies of all materials produced under or pertaining to this Contract will be retained by CONTRACTOR in accordance to the appropriate records retention schedule. The appropriate records retention schedule for this Contract is **INSERT RECORDS SCHEDULE [Must be minimum of 3 years, 2 CFR 200.333]**. If any records are destroyed prior to the date as determined by the appropriate records retention schedule, CONTRACTOR agrees to pay all costs associated with any cause, action or litigation arising from such destruction.
- F. CONTRACTOR agrees to retain all records in accordance with any litigation holds that are provided to them by ODJFS, and actively participate in the discovery process if required to do so, at no additional charge. Litigation holds may require CONTRACTOR to keep the records longer than the approved records retention schedule. CONTRACTOR will be notified by ODJFS when the litigation hold ends and retention can resume based on the approved records retention schedule. If CONTRACTOR fails to retain the pertinent records after receiving a litigation hold from ODJFS, CONTRACTOR agrees to pay all costs, damages and expenses associated with any cause, action or litigation arising from such destruction.
- G. CONTRACTOR hereby agrees to current and ongoing compliance with Title 42, Sections 1320d through 1320d-8 of the United States Code (42 USC 1320d through 1320d-8) and the implementing regulations found at 45 CFR 164.502(e) and 164.504(e) regarding disclosure of Protected Health Information under the Health Insurance Portability and Accountability Act of 1996 (HIPAA). CONTRACTOR further agrees to include the terms of this section in any subcontracts that may be executed pursuant to this Contract.

#### **ARTICLE VII. AMENDMENT AND ASSIGNMENT**

- A. This writing constitutes the entire agreement between ODJFS and CONTRACTOR with respect to all matters herein. Only a writing signed by both parties may amend this Contract. However, ODJFS and CONTRACTOR agree that any amendments to any laws or regulations cited herein will result in the correlative modification of this Contract without the necessity for executing written amendments. **It is agreed that line item budget modifications may be made, in writing, upon approval by the ODJFS Contract Manager without a written amendment pursuant to ARTICLE III.** Any written amendment to this Contract will be prospective in nature.

- B. CONTRACTOR agrees not to assign any interest in this Contract nor transfer any interest in the Contract without the prior written approval of ODJFS. CONTRACTOR will submit any requests for approval of assignments and transfers to the ODJFS Contract Manager at least 10 business days prior to the desired effective date. CONTRACTOR understands that any assignments and transfers will be subject to any conditions ODJFS deems necessary and that no approval by ODJFS will be deemed to provide for any ODJFS obligation that exceeds the Contract amount specified in ARTICLE III of this Contract.

### ARTICLE VIII. CONTRACTOR CERTIFICATION OF COMPLIANCE WITH SPECIAL CONDITIONS

By accepting this Contract and by executing this Contract, CONTRACTOR hereby affirms current and continued compliance with each condition listed in this ARTICLE. CONTRACTOR's certification of compliance with each of these conditions is considered a material representation of fact upon which ODJFS relied in entering into this Contract:

- A. If at any time, CONTRACTOR is not in compliance with the conditions affirmed in this Section, ODJFS will consider this Contract *void ab initio* and will deliver written notice to CONTRACTOR. Any funds the State of Ohio paid CONTRACTOR for work performed before CONTRACTOR received notice that the Contract is *void ab initio* will be immediately repaid or the State of Ohio may commence an action for recovery against CONTRACTOR.
1. **Federal Debarment Requirements.** CONTRACTOR affirms that neither CONTRACTOR nor any of its principals or subcontractors, is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in transactions by any federal agency. CONTRACTOR also affirms that within 3 years preceding this Contract neither CONTRACTOR nor any of its principals:
    - a. Have been convicted of, or had a civil judgment rendered against them for commission of fraud or other criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state, or local public transaction or contract under a public transaction; for violation of federal or state antitrust statutes; for commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements; or for receiving stolen property; or
    - b. Are presently indicted or otherwise criminally or civilly charged by a government entity (Federal, State, or local) for the commission of any of the offenses listed in this paragraph and have not had any federal, state, or local, public transactions terminated for cause or default.
  2. **Qualifications to Conduct Business.** CONTRACTOR affirms that it has all of the approvals, licenses, or other qualifications needed to conduct business in Ohio and all are current. If at any time during the Contract period CONTRACTOR, for any reason, becomes disqualified from conducting business in the State of Ohio, CONTRACTOR will immediately notify ODJFS in writing and will immediately cease performance of all Deliverables.
  3. **Unfair Labor Practices.** CONTRACTOR affirms that neither CONTRACTOR nor its principals are on the most recent list established by the Ohio Secretary of State, pursuant to ORC 121.23, which would identify CONTRACTOR as having more than one unfair labor practice contempt of court finding.
  4. **Finding for Recovery.** CONTRACTOR affirms that neither CONTRACTOR nor its principals or subcontractors, is subject to a finding for recovery under ORC 9.24, or it has taken the appropriate remedial steps required, or otherwise qualifies under ORC 9.24 to contract with the State of Ohio.  
**[DELETE IF UNIVERSITY]**
- B. If at any time CONTRACTOR is not in compliance with the conditions affirmed in this Section, ODJFS may immediately suspend or terminate this Contract and will deliver written notice to CONTRACTOR. CONTRACTOR will be entitled to compensation, upon submission of a proper invoice per ARTICLE III, only for work performed during the time CONTRACTOR was in compliance with the provisions of this Section. Any funds paid by the State of Ohio for work performed during a period when CONTRACTOR was

not in compliance with this Section will be immediately repaid or the State of Ohio may commence an action for recovery against CONTRACTOR.

1. **Americans with Disabilities.** CONTRACTOR, its officers, employees, members, and subcontractors hereby affirm current and ongoing compliance with all statutes and regulations pertaining to The Americans with Disabilities Act of 1990 and Section 504 of the Rehabilitation Act of 1973.
2. **Fair Labor Standards and Employment Practices.**
  - a. CONTRACTOR certifies that it is in compliance with all applicable federal and state laws, rules, and regulations governing fair labor and employment practices.
  - b. In carrying out this Contract, CONTRACTOR will not discriminate against any employee or applicant for employment because of race, color, religion, gender, national origin, military status, disability, age, genetic information, or sexual orientation, in making any of the following employment decisions: hiring, layoff, termination, transfer, promotion, demotion, rate of compensation, and eligibility for in-service training programs.
  - c. CONTRACTOR agrees to post notices affirming compliance with all applicable federal and state non-discrimination laws in conspicuous places accessible to all employees and applicants for employment.
  - d. If applicable, CONTRACTOR agrees to comply with the provisions of Equal Employment Opportunity Clause (41 CFR Part 60), the Davis-Bacon Act (40 USC 3141-3148), the Copeland Act (40 USC 3145), and the Contract Work Hours and Safety Standards Act (40 USC Chapter 37), regarding labor standards for federally assisted construction contracts.
  - e. CONTRACTOR will incorporate the foregoing requirements of this Paragraph 2 in all of its subgrants or subcontracts for any of the work prescribed herein.
3. **Ethics and Conflicts of Interest Laws.**
  - a. CONTRACTOR certifies that by executing this Contract, it has reviewed, knows and understands the State of Ohio's ethics and conflict of interest laws. CONTRACTOR further agrees that it will not engage in any action(s) inconsistent with Ohio ethics laws or any Executive Orders.
  - b. CONTRACTOR certifies, by executing this Contract, that no party who holds a position listed or described in ORC 3517.13 (I) or (J), has made, while in his/her current position, one or more personal monetary contributions in excess of One Thousand and 00/100 Dollars (\$1,000.00) to the current Governor or to the Governor's campaign committee when he was a candidate for office, within the previous 2 calendar years. ORC 3517.13 does not apply to professional associations organized under ORC Chapter 1785.
  - c. CONTRACTOR agrees to refrain from promising or giving to any ODJFS employee anything of value that could be construed as having a substantial and improper influence upon the employee with respect to the employee's duties. CONTRACTOR further agrees that it will not solicit any ODJFS employee to violate ORC 102.03, 2921.42, or 2921.43.
  - d. CONTRACTOR agrees that CONTRACTOR, its officers, employees, and members have not nor will they acquire any interest, whether personal, business, direct or indirect, that is incompatible, in conflict with, or would compromise the discharge and fulfillment of CONTRACTOR's functions and responsibilities under this Contract. If CONTRACTOR, its officers, employees, or members acquire any incompatible, conflicting, or compromising interest, CONTRACTOR agrees it will immediately disclose the interest in writing to the ODJFS Chief Legal Counsel at 30 East Broad Street, 31st Floor, Columbus, Ohio 43215. CONTRACTOR further agrees that the person with the conflicting interest will not participate in any Deliverables until ODJFS determines that participation would not be contrary to public interest.

4. **Lobbying Restrictions.**
  - a. CONTRACTOR affirms that no federal funds paid to CONTRACTOR by ODJFS through this Contract or any other agreement have been or will be used to lobby Congress or any federal agency in connection with a particular contract, grant, cooperative agreement or loan. CONTRACTOR further affirms compliance with all federal lobbying restrictions, including 31 USC 1352. If this Contract exceeds One Hundred Thousand and 00/100 Dollars (\$100,000.00), CONTRACTOR affirms that it has executed and filed the Disclosure of Lobbying Activities standard form LLL, if required by federal regulations, and is in compliance with 45 CFR 2543.87 the Byrd anti-lobbying amendment.
  - b. CONTRACTOR certifies compliance with the Ohio executive agency lobbying restrictions contained in ORC 121.60 to 121.69.
5. **Child Support Enforcement.** CONTRACTOR agrees to cooperate with ODJFS and any child support enforcement agency in ensuring that CONTRACTOR and its employees meet child support obligations established by state and federal law including present and future compliance with any court or valid administrative order for the withholding of support issued pursuant to the applicable sections of ORC Chapters 3119, 3121, 3123, and 3125.
6. **Pro-Child Act.** If any Deliverables call for services to minors, CONTRACTOR agrees to comply with the Pro-Children Act of 1994; Public Law 103-277, Part C – Environment Tobacco Smoke that requires smoking to be banned in any portion of any indoor facility owned, leased, or contracted by an entity that will routinely or regularly use the facility for the provision of health care services, day care, library services, or education to children under the age of 18.
7. **Drug-Free Workplace.** CONTRACTOR, its officers, employees, members, any subcontractors and/or any independent contractors (including all field staff) associated with this Contract agree to comply with all applicable state and federal laws, including, but not limited to, 41 USC Chapter 10, regarding a drug-free workplace. CONTRACTOR will make a good faith effort to ensure that none of CONTRACTOR's officers, employees, members, or subgrantees will purchase, transfer, use, or possess illegal drugs or alcohol or abuse prescription drugs in any way while working or while on public property.
8. **Work Programs.** CONTRACTOR agrees not to discriminate against individuals who have or are participating in any work program administered by any county department of Job and Family Services under ORC Chapter 5101 or 5107.
9. **MBE/EDGE.** Pursuant to the Governor's Executive Order 2008-13S, CONTRACTOR agrees to purchase goods and services under this Contract from certified Minority Business Enterprise (MBE) and Encouraging Diversity, Growth, and Equity (EDGE) vendors whenever possible. CONTRACTOR agrees to encourage any of its subgrantees or subcontractors to purchase goods and services from certified MBE and EDGE vendors. In accordance with 2 CFR 200.321, CONTRACTOR agrees to take affirmative steps to assure that minority businesses, women's business enterprises and labor surplus area firms are used when possible.
9. **[Use when program area is requiring] MBE Requirement.**
  - a. CONTRACTOR is required to seek and set aside at least \_\_\_\_% of the cost of work for qualified Minority Business Enterprises (MBE). In seeking MBE subcontractors, the CONTRACTOR must utilize a competitive process to which only Ohio certified MBEs may respond and require the MBE to maintain their certification through the term of the agreement, including any renewals.
  - b. CONTRACTOR shall indicate on all invoices submitted to ODJFS the dollar amount attributed to the goods or services provided by the MBE subcontractors along with documentation of the MBE subcontractor's activities. CONTRACTOR shall report its monetary payments to the MBE subcontractor under this Contract monthly to the ODJFS Contract Manager.

- c. CONTRACTOR may apply for a modification or waiver of the 15% MBE subcontractor set-aside requirement, however, such modification or waiver request may be submitted no earlier than 6 months from the contract award and no later than 2 months of the completion of the contract, whichever is sooner. CONTRACTOR may apply in writing, on a form prescribed by ODJFS, for a waiver or modification of the MBE set-aside requirement from the ODJFS Contract Manager. CONTRACTOR shall submit evidence acceptable to ODJFS demonstrating that the CONTRACTOR made a good faith effort to seek MBE subcontractors, in order to justify the granting of a waiver or modification. Within 30 days of receipt of the request, ODJFS will determine whether CONTRACTOR's good faith efforts and submitted documentation justify the granting of a waiver or modification. If a waiver or modification is denied, CONTRACTOR will have an opportunity to attain the requirement before the completion of the work. If CONTRACTOR fails to attain the requirement, CONTRACTOR may be found in non-compliance with the terms of the contract.

10. **Expenditure of Public Funds for Offshore Services—Executive Order Requirements.**

[UNIVERSITY] CONTRACTOR, a public university, certifies that by executing this Contract, it has reviewed and understands ODJFS's obligation under Governor's Executive Order 2011-12K, and will perform no services required under this Contract outside of the United States. [delete a-d]

- a. CONTRACTOR certifies that by executing this Contract, it has reviewed, understands, and will abide by the Governor's Executive Order 2011-12K and shall abide by those requirements in the performance of this Contract, and shall perform no services required under this Contract outside of the United States.
- b. Prior to performing any services, and when there is a change in the location of any services provided under this Contract, CONTRACTOR must disclose:
  - (1) The location(s) where all services will be performed by CONTRACTOR or any subcontractor;
  - (2) The location(s) where any state data associated with any of the services through this Contract will be accessed, tested, maintained, backed-up, or stored; and
  - (3) The principal location of business for the contractor and all subcontractors.
- c. CONTRACTOR also affirms, understands, and agrees to immediately notify ODJFS of any change or shift in the location(s) of services performed by CONTRACTOR or its subcontractors under this Contract, and no services shall be changed or shifted to a location outside of the United States.
- d. Termination, Sanction, Damages: ODJFS is not obligated and shall not pay for any services provided under this Contract that CONTRACTOR or any of its subcontractors performed outside of the United States. If services are performed outside of the United States, this will be treated as a material breach of the Contract, and CONTRACTOR shall immediately return to ODJFS all funds paid for those services.

In addition, if CONTRACTOR or any of its subcontractors perform any such services outside of the United States, ODJFS may, at any time after the breach, terminate this Contract for such breach, upon written notice to CONTRACTOR. If ODJFS terminates the Contract, ODJFS may buy substitute services from a third party, and may recover the additional costs associated with acquiring the substitute services.

11. **[PRIVATE ENTITY] Combating Trafficking in Persons.**

- a. CONTRACTOR agrees that it is in compliance with the Federal Acquisition Regulation (FAR) for Combating Trafficking in Persons, 48 CFR Subpart 22.17, in which "the United States Government has adopted a zero tolerance policy regarding trafficking in persons."

The provisions found in 48 CFR Subpart 52.2, specifically Subpart 52.222-50 are hereby incorporated into this Contract by reference.

- b. CONTRACTOR, its employees, its subcontractors, or subcontractor's employees are prohibited from the following activities:
    - (1) Engaging in severe forms of trafficking in persons during the period of performance of the Contract;
    - (2) Procuring commercial sex acts during the period of performance of the Contract; or
    - (3) Using forced labor in the performance of the Contract.
  - c. CONTRACTOR agrees that it shall notify its employees, and require all of its subcontractors to notify their employees, of the prohibited activities described in the preceding paragraph.
  - d. ODJFS has the right to immediately and unilaterally terminate this Contract if any provision in this Section is violated and ODJFS may implement section 106(g) of the Trafficking Victims Protection Act of 2000, as amended (22 USC 7104), see 2 CFR Part 175.
11. **[UNIVERSITY] Combating Trafficking in Persons.** Pursuant to 22 USC 7104(g), this Contract may be terminated without penalty if CONTRACTOR or any subcontractor paid with Contract funds:
- a. Engages in severe forms of trafficking in persons or has procured a commercial sex act during the period of time this Contract or any subcontracts or subagreements are in effect; or
  - b. Uses forced labor in the performance of activities under this Contract or under any subcontracts or subagreements.
  - c. CONTRACTOR agrees that it shall notify, and require all of its subcontractors to notify, its employees of the prohibited activities described in the preceding paragraph.
  - d. ODJFS has the right to immediately and unilaterally terminate this Contract if any provision in this Section is violated and ODJFS may implement section 106 (g) of the Trafficking Victims Protection Act of 2000, as amended (22 USC 7104), see 2 CFR Part 175.
12. **Civil Rights Assurance.** The CONTRACTOR hereby agrees that it will comply with Title VI of the Civil Rights Act of 1964 (42 U.S.C. § 2000d et seq.) and the Age Discrimination Act of 1975 (42 U.S.C. § 6101 et seq.).
13. **Clean Air Act and Federal Water Pollution Control Act.** CONTRACTOR agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251-1387). Violations must be reported to the Regional Office of the United States Environmental Protection Agency (USEPA) and ODJFS.
14. **Energy Policy and Conservation Act.** CONTRACTOR agrees to comply with all applicable standards, orders or regulations issued pursuant to the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act in accordance with 42 U.S.C. 6201. Violations must be reported to the Regional Office of the USEPA and ODJFS.
15. **Solid Waste Disposal.** CONTRACTOR agrees to comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the USEPA at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding federal fiscal year exceeded

\$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the USEPA guidelines.

16. **Rights to Inventions.** If applicable, if any products or services under this Contract meet the definition of “funding agreement” under 37 CFR 401.2(a), and CONTRACTOR enters into a subcontract or subgrant with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that funding agreement, the Contractor must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any applicable federal and state regulations.
17. **Certification of Compliance.** CONTRACTOR certifies that it is in compliance with all other applicable federal and state laws, regulations, and rules and will require the same certification from its subgrantees or subcontractors.

### **ARTICLE IX. BUSINESS CONTINUITY PLAN**

- A. CONTRACTOR recognizes that certain services under this Contract are vital to ODJFS and must be continued without interruption. CONTRACTOR shall be prepared to continue providing such services identified by ODJFS, during periods of disaster, crisis, or other unexpected break in services based upon a Business Continuity Plan (Plan). CONTRACTOR is required to implement and maintain a sustainable Plan throughout the term of this Contract, and provide the Plan to ODJFS upon request. The Plan will, at a minimum:
  1. Enable continued performance under this Contract in the event of a disaster or other unexpected break in services; and
  2. Ensure the continuity for identified vital services and supporting facilities.
- B. For purposes of this Article, the term “disaster” means an unanticipated incident or event, including, but not limited to, force majeure events, technological accidents or human-caused events that may cause a material service or critical application to be unavailable without any reasonable prediction for resumption; or causes data loss, property damage or other business interruption without any prediction for recovery within a commercially reasonable time period.

### **ARTICLE IX. MISCELLANEOUS PROVISIONS**

- A. **Independent Contractor.** CONTRACTOR agrees that no agency, employment, joint venture, or partnership has been or will be created between ODJFS and CONTRACTOR. CONTRACTOR further agrees that as an independent contractor, it assumes all responsibility for any federal, state, municipal or other tax liabilities along with workers compensation, unemployment compensation and insurance premiums that may accrue as a result of funds received pursuant to this Contract. CONTRACTOR agrees that it is an independent contractor for all purposes including, but not limited to, the application of the Fair Labor Standards Act, the Social Security Act, the Federal Unemployment Tax Act, the Federal Insurance Contribution Act, provisions of the Internal Revenue Code, Ohio tax law, Workers Compensation law, and Unemployment Insurance law. CONTRACTOR acknowledges and agrees any individual providing personal services under this Contract is not a public employee for the purposes of Chapter 145 of the Revised Code. Pursuant to ORC 145.038, ODJFS is required to provide individuals and business entities with fewer than 5 employees the Independent Contractor Acknowledgment (Form PEDACKN), please see Attachment A. This form requires CONTRACTOR to acknowledge that ODJFS has notified CONTRACTOR that he or she has not been classified as a public employee and no OPERS contributions will be made on his or her behalf for these services. If CONTRACTOR is a business entity with fewer than 5 employees, please have each employee complete the PEDACKN form, the first two pages of Attachment A. If CONTRACTOR is not an individual or a business entity with fewer than 5 employees, please complete page 3 of Attachment A.
- B. **Limitation of Liability.** To the extent allowable by law, CONTRACTOR agrees to hold ODJFS harmless in any and all claims for personal injury, property damage, infringement resulting, and/or any other claims

arising from the performance of the Deliverables. CONTRACTOR's sole and exclusive remedy for any ODJFS failure to perform under this Contract will be an action in the Ohio Court of Claims pursuant to ORC Chapter 2743 that will be subject to the limitations set forth in this ARTICLE. In no event will ODJFS be liable for any indirect or consequential damages, including loss of profits, even if ODJFS knew or should have known of the possibility of such damages. To the extent that ODJFS is a party to any litigation arising out of or relating in any way to this Contract or the performance thereunder, such an action shall be brought only in a court of competent jurisdiction in Franklin County, Ohio.

- B. **[UNIVERSITY] Limitation of Liability.** Each party agrees to be responsible for any of its own negligent acts or omissions or those of its agent, employees, or subcontractors. Each party further agrees to be responsible for its own defense and any judgments and costs that may arise from such negligent acts or omissions. Nothing in this Contract will impute or transfer any such liability or responsibility from one party to the other. To the maximum extent permitted by law, the parties' liability for damages, whether in contract or in tort, may not exceed the total amount of compensation payable to CONTRACTOR under ARTICLE III or the actual amount of direct damages incurred by any party whichever is less. CONTRACTOR's sole and exclusive remedy for ODJFS's failure to perform under this Contract is an action in the Ohio Court of Claims, pursuant to ORC Chapter 2743, and subject to the limitations set forth in this ARTICLE. In no event will either party be liable for any indirect or consequential damages, including loss of profits, even if a party knew or should have known of the possibility of such damages.
- C. **Infringement of Patent or Copyright.** To the extent allowable by law and subject to ORC 109.02, CONTRACTOR agrees to defend any suit or proceeding brought against ODJFS, any official or employee of ODJFS acting in his or her official capacity, or the State of Ohio due to any alleged infringement of patent or copyright arising out of the performance of this Contract, including all work, services, materials, reports, studies, and computer programs provided by CONTRACTOR. ODJFS will provide prompt notification in writing of such suit or proceeding; full right, authorization, and opportunity to conduct the defense thereof; and full disclosure of information along with all reasonable cooperation for the defense of the suit. ODJFS may participate in the defense of any such action. CONTRACTOR agrees to pay all damages and costs awarded against ODJFS, any official or employee of ODJFS in his or her official capacity, or the State of Ohio as a result of any suit or proceeding referred to in this Section C. If any information and/or assistance is furnished by ODJFS at CONTRACTOR's written request, it is at CONTRACTOR's expense. If any of the materials, reports, or studies provided by CONTRACTOR are found to be infringing items and the use or publication thereof is enjoined, CONTRACTOR agrees to, at its own expense and at its option, either procure the right to publish or continue use of such infringing materials, reports, or studies; replace them with non-infringing items of equivalent value; or modify them so that they are no longer infringing. The obligations of CONTRACTOR under this Section survive the termination of this Contract, without limitation.
- C. **[UNIVERSITY] Infringement of Patent or Copyright.** To the extent permitted by law, if any of the materials, reports, or studies provided by CONTRACTOR are found to be infringing items and the use or publication thereof is enjoined, CONTRACTOR agrees to, at its own expense and at its option, either procure the right to publish or continue use of such infringing materials, reports, or studies; replace them with non-infringing items of equivalent value; or modify them so that they are no longer infringing. The obligations of CONTRACTOR under this Section survive the termination of this Contract, without limitation.
- D. **Liens.** CONTRACTOR will not permit any lien or claim to be filed or prosecuted against ODJFS or the State of Ohio because of any labor, services, or materials furnished. If CONTRACTOR fails, neglects, or refuses to make prompt payment of any claims for labor, services, or materials furnished to CONTRACTOR in connection with this Contract, ODJFS or the State of Ohio may, but is not obligated to, pay those claims and charge the amount of payment against the funds due or to become due to CONTRACTOR under this Contract.
- E. **Delay.** Neither party will be liable for any delay in its performance that arises from causes beyond its control and without its negligence or fault. The delaying party will notify the other promptly of any material delay in performance and will specify in writing the proposed revised performance date as soon as practicable after notice of delay. The delaying party must also describe the cause of the delay and its proposal to remove or mitigate the delay. Notices will be sent pursuant to ARTICLE V. In the event of excusable delay, the date of performance or delivery of products may be extended by amendment, if applicable, for a time period equal to that lost due to the excusable delay. Reliance on a claim of excusable delay may only be asserted if the delaying party has taken commercially reasonable steps to mitigate or

avoid the delay. Items that are controllable by CONTRACTOR's subcontractor(s) will be considered controllable by CONTRACTOR, except for third-party manufacturers supplying commercial items and over whom CONTRACTOR has no legal control. The final determination of whether an instance of delay is excusable lies with ODJFS in its discretion.

- F. **Counterpart.** This Contract may be executed in one, or more than one counterpart and each executed counterpart shall be considered an original, provided that such counterpart is delivered to the other party by facsimile, mail courier or electronic mail, all of which together shall constitute one and the same agreement.

#### **ARTICLE X. CONSTRUCTION**

This Contract will be governed, construed, and enforced in accordance with the laws of the State of Ohio. Should any portion of this Contract be found unenforceable by operation of statute or by administrative or judicial decision, the remaining portions of this Contract will not be affected as long as the absence of the illegal or unenforceable provision does not render the performance of the remainder of the Contract impossible.

Signature Page Follows:

Remainder of page intentionally left blank

**ATTACHMENT C**  
**RFP JFSR1617178101**  
**Technical Proposal Score Sheet**

**PHASE I: Initial Qualifying Criteria**

The proposal must meet all of the following Phase I proposal acceptance criteria in order to be considered for further evaluation. Any proposal receiving a “no” response to any of the following qualifying criteria **shall be disqualified from consideration.**

| ITEM # | PROPOSAL ACCEPTANCE CRITERIA   | RFP Sec. Reference     | Y E S | N O |
|--------|--|------------------------|-------|-----|
| 1      | Was the vendor’s proposal received by the deadline as specified in the RFP?  | 5.1                    |       |     |
| 2      | Did the vendor submit a proposal comprised of a Technical Proposal and, in a separate, appropriately labeled, sealed envelope, a Cost Proposal?  | 5.1<br>5.2, B.         |       |     |
| 3      | Does the vendor’s proposal include all required affirmative statements and certifications, signed (in all required parts) by the vendor’s responsible representative, as described in Attachment A to the RFP?   | 5.2, A.                |       |     |
| 4      | Is the vendor free from being prohibited to enter into a contract with ODJFS, due to restrictions related to the federal debarment list, unfair labor findings, or as established in ORC 9.24?   | 8.18 / 8.19<br>8.20    |       |     |
| 5      | Did the vendor include evidence of experience with a minimum of at least five (5) years of recent full-time experience in the development and execution of validation projects similar to the scope of the RFP with one of the years included within the last three years?   | 3.1, A.                |       |     |
| 6      | Has the vendor demonstrated the capacity, financial strength, and stability to conduct a large scale research and evaluation project?  | 3.1, A.                |       |     |
| 7      | Has the vendor demonstrated knowledge, experience and expertise with conducting similar large scale evaluation programs on complex and diverse TQRIS including evaluation of outcomes such as child outcomes for early childhood educational programs and rating systems?  | 3.1, B. 1              |       |     |
| 8      | Has the vendor demonstrated knowledge, experience and expertise with validation of TQRIS?  | 3.1, B. 2              |       |     |
| 9      | Has the vendor demonstrated knowledge, experience and expertise with data collection, research and evaluation?   | 3.1, B. 3              |       |     |
| 10     | Has the vendor demonstrated knowledge, experience and expertise with a variety of evaluation designs employing both quantitative and qualitative data collection?  | 3.1, B. 4              |       |     |
| 11     | Has the vendor demonstrated knowledge, experience and expertise with quantitative research, surveys, sampling methodology, statistical analysis, and interpretation of standardized tests and other student achievement data?  | 3.1, B. 5              |       |     |
| 12     | Has the vendor demonstrated knowledge, experience and expertise with qualitative research, including onsite observational, interviews, case studies, focus groups, and content analysis?   | 3.1, B. 6              |       |     |
| 13     | Has the vendor demonstrated knowledge, experience and expertise with existing achievement data in Ohio schools and the uses thereof for student impact, benefit, and academic achievement analysis sought in this RFP?   | 3.1, B. 7              |       |     |
| 14     | Has the vendor demonstrated knowledge, experience and expertise in working with public, private and non-profit agencies?   | 3.1, B. 8              |       |     |
| 15     | Did the review team (in its initial/cursory review of the vendor’s proposal) determine that the proposal was free of trade secret/proprietary information as specified/restricted in the RFP?  | 5.2, C.<br>8.5         |       |     |
| 16     | Did the vendor remove all personal confidential information (such as home addresses and social security numbers) of vendor staff and/or of any subcontractor and subcontractor staff from resumes or any other part of the proposal package? [As stated in the RFP, “ODJFS reserves the right to disqualify any vendor whose proposal is found to contain such prohibited personal information.”]  | 3.3<br>5.2, C.<br>8.25 |       |     |
|        | If response to the above criterion is “no”, has ODJFS exercised its right to allow prohibited personal information in vendors’ proposals for this RFP project?<br>a) If “yes” to this question, the vendor’s proposal shall advance to Phase II scoring contingent upon vendor’s proposal receiving a “yes” response to all other Phase I criteria.<br>b) If “no” to this question, the vendor’s proposal shall be disqualified and not receive further consideration. |                        |       |     |

|  |                              |                            |
|--|------------------------------|----------------------------|
| Has the vendor / grant applicant / proposed any changes to the ODJFS model contract/ grant agreement attached to this competitive document for use in the event of its selection for this project?<br>Requested changes to the model agreement have no effect on a vendor’s / applicant’s proposal score. However, any such requested changes must be approved by ODJFS either as requested or following a process of negotiation. At the sole discretion of ODJFS, any proposed changes to the ODJFS model agreement that cannot be accepted or negotiated without causing undue delay (as defined by ODJFS) in | Yes;<br>changes<br>proposed? | No<br>changes<br>proposed? |
|  |                              |                            |

|  |              |                  |
|--|--------------|------------------|
| the execution of a contract / grant agreement / may result in the disqualification of the vendor / applicant and its proposal. See Section 6.2, Review Process Caveats, and Section 8.6, Contractual Requirements of the RFP / RLB/ RFGA for more details on this situation. |              |                  |
| If changes were proposed by this vendor/applicant, are those changes such that ODJFS disqualifies the vendor / applicant?  | Disqualified | NOT Disqualified |

## PHASE II: Criteria for Scoring of Technical Proposal

Qualifying technical proposals will be collectively scored by a Proposal Review Team (PRT) appointed by ODJFS, Office of Family Assistance. For each of the evaluation criteria given in the following score sheet, reviewers will collectively judge whether the technical proposal exceeds, meets, partially meets or does not meet the requirements expressed in the RFP, and assign the appropriate point value, as follows:

|                           |                             |                   |                     |
|---------------------------|-----------------------------|-------------------|---------------------|
| 0                         | 6                           | 8                 | 10                  |
| Does Not Meet Requirement | Partially Meets Requirement | Meets Requirement | Exceeds Requirement |

### Technical Performance Scoring Definitions:

**“Does Not Meet Requirement”**- A particular RFP requirement was not addressed in the vendor’s proposal, **Score: 0**

**“Partially Meets Requirement”**-Vendor proposal demonstrates some attempt at meeting a particular RFP requirement, but that attempt falls below acceptable level, **Score: 6**

**“Meets Requirement”**-Vendor proposal fulfills a particular RFP requirement in all material respects, potentially with only minor, non-substantial deviation, **Score: 8**

**“Exceeds Requirement”**-Vendor proposal fulfills a particular RFP requirement in all material respects, and offers some additional level of quality in excess of ODJFS expectations, **Score: 10**

A technical proposal’s total PHASE II score will be the sum of the point value for all the evaluation criteria. The review team will collectively score each individual qualifying proposal. Technical proposals which do not meet or exceed a total score of at least **583** points (a score which represents that the selected vendor has the capability to successfully perform the project/program services) out of a maximum of **767.5** points, will be disqualified from further consideration, and its cost proposal will neither be opened nor considered. Only those vendors whose Technical Proposals meet or exceed the minimum required technical points will advance to PHASE III of the technical proposal score sheet.

| ITEM #   | EVALUATION CRITERIA   | RFP SEC. REF. | Weighting | Doesn't Meet 0 | Partially Meets 6 | Meets 8 | Exceeds 10 |
|--|---|---------------|-----------|----------------|-------------------|---------|------------|
| <b>VENDOR QUALIFICATIONS</b>   |   |               |           |                |                   |         |            |
| <b>ORGANIZATIONAL EXPERIENCE &amp; CAPABILITIES</b>  |   |               |           |                |                   |         |            |
| 1  | The vendor has provided samples of at least three, similar size, scope, and nature projects within the past five years displaying the successful management, development, research and execution of validation project.   | 3.2, A.       |           |                |                   |         |            |
| 2  | The vendor has the proven capacity and financial strength and stability to financially monitor a large scale project, and included their most recent financial disclosure report.   | 3.2, B.       |           |                |                   |         |            |
| 3  | The vendor has included names and contact information for at least three entities for which they have performed similar large scale projects in the past five years.  | 3.2, C.       |           |                |                   |         |            |
| <b>STAFF EXPERIENCE &amp; CAPABILITIES</b>   |   |               |           |                |                   |         |            |
| In this section, the vendor must have identified the individual(s) who will fulfill each of these roles and must have clearly demonstrated that each identified individual has the required education and experience to fulfill his/her assigned position and, if applicable, explained the methodology that has been or will be utilized in carrying out responsibilities under the contract. |   |               |           |                |                   |         |            |
| 4  | The vendor has identified a Primary Investigator that demonstrates the following:<br>a. At least Master's degree in research, program evaluation, measurement, early childhood education or related field, with 3 to 5 years of work experience conducting program evaluation | 3.3, A.       |           |                |                   |         |            |

|   |   |           |  |  |  |  |
|---|---|-----------|--|--|--|--|
|   | <p>and/or applied research studies in area of social science, education, or early childhood education. Ph.D. preferred;</p> <p>b. Experience and knowledge of best-practices for program validation;</p> <p>c. Experience collecting and analyzing both qualitative and quantitative data;</p> <p>d. Ability to research, coordinate and analyze multiple challenging environments with diverse quality settings, socio-demographic characteristics, and children and family characteristics;</p> <p>e. Act as the liaison between ODJFS/ODE and project staff;</p> <p>f. Ensure inclusion and timely completion of all research questions, project scope, reporting and presentation;</p> <p>g. Implementing and maintain quality control procedures to manage conflict, support critical review and ensure accurate results; and</p> <p>h. Assemble a team made up of individuals that have knowledge and expertise that conducted research, methodology development, field observation, analysis, and reporting.</p> |           |  |  |  |  |
| 5   | <p>The vendor has identified a Fiscal manager that demonstrates the following:</p> <p>a. Master's Degree in Accounting, 5 to 7 years of experience with program evaluation and research study budgets;</p> <p>b. Experience with fiscal accounting processes and budgetary controls to ensure the responsible use and management of contract funds and accurate invoicing; and</p> <p>c. Monitor RFP budget.</p>  | 3.3, B.   |  |  |  |  |
| 6   | The vendor has identified any subcontractors for the project.   | 3.3, C.   |  |  |  |  |
| 7   | The vendor has included resume(s) of key staff expected to work on the project with a diverse and rich set of experience and skills. Key staff must have at least a Master's Degree in research, program evaluation, measurement or related field, with 1 to 3 years of work experience conducting program evaluation and/or applied research studies in area of social science, education, or early childhood education.   | 3.3, D.   |  |  |  |  |
| 8   | The vendor has included a Table of Organization to display how the key staff and team will be organized and match each team member to the requirements within this RFP.   | 3.3, E.   |  |  |  |  |
| 9   | The vendor has included a contingency plan that shows the ability to add more staff if needed to ensure meeting the Project's due dates.  | 3.3, F.   |  |  |  |  |
| <b>SCOPE OF WORK</b>                        |   |           |  |  |  |  |
|   | N/A   | 4.1, A.   |  |  |  |  |
| <b>ADMIN. STRUCTURES—PROPOSED WORK PLAN</b> |   |           |  |  |  |  |
| 10  | The vendor has provided a project plan that identifies and explains how the proposed project will achieve key objectives.   | 4.3, A.   |  |  |  |  |
| 11  | The vendor has provided a technical approach and work plan to be implemented. This includes a proposed timeline for the project.  | 4.3, B.   |  |  |  |  |
| 12  | The vendor has provided a status reporting procedure for reporting work completed, and resolution of unanticipated problems.  | 4.3, C.   |  |  |  |  |
| 13  | The vendor has provided a current organizational chart (including any subcontractors and all organizational partnerships and collaborations) and specified the key management and administrative personnel who will be assigned to this project.  | 4.3, D.   |  |  |  |  |
| 14  | The vendor has provided a Table of Organization (including any subcontractors) and a chart showing the number of hours devoted to the project by vendor or sub-contractor staff. The vendor must provide the percentage of time each key management person will devote to the project.  | 4.3, E.   |  |  |  |  |
| <b>SPECIFICATIONS OF DELIVERABLES</b>       |   |           |  |  |  |  |
| 15  | The vendor has described the method to be used to collect an adequate sample of current licensed ODE and ODJFS programs including rated and nonrated ODE programs, centers, and family child care (Type A and Type B Homes) for each sub-evaluation component.  | 4.4, A. 1 |  |  |  |  |
| 16  | The vendor has described the methods, process and measures that will be utilized to collect the appropriate data to provide results for the proposed research questions and deliverables. The vendor has also described what measures will need to be developed for this study and detail a process and timeline for developing such methods.   | 4.4, A. 2 |  |  |  |  |
| 17  | The vendor has described the procedure and measures used to collect child outcomes within ODE and ODJFS rated and nonrated programs and also included specific targeted areas of focus such as child/teacher interactions, child/family characteristics, etc.   | 4.4, B.   |  |  |  |  |
| 18  | The vendor has described the procedure and measures to be used to collect provider experience within ODE and ODJFS rated and nonrated programs to examine providers' experiences with the SUTQ system.  | 4.4, C.   |  |  |  |  |
| 19  | The vendor has described the procedure and measures used to collect program/classroom environmental quality data within ODE and ODJFS rated and nonrated programs to validate quality environments and the relationship among child outcomes.   | 4.4, D.   |  |  |  |  |

|  |   |                |     |  |     |    |  |
|--|---|----------------|-----|--|-----|----|--|
| 20   | The vendor has described the procedure and measures used to collect parent and family characteristics/socio-demographics within ODE and ODJFS rated and nonrated programs.  | 4.4, E.        |     |  |     |    |  |
| 21   | The vendor has described their plan to develop measures for the family survey, provider survey, interview protocols or focus group protocols.   | 4.4, F.        |     |  |     |    |  |
| 22   | The vendor has described the procedures that will be used to assure data security for any child level data obtained.  | 4.4, G.        |     |  |     |    |  |
| 23   | The vendor has described the data analysis methods that will be used to answer the research questions.  | 4.4, H.        |     |  |     |    |  |
| 24   | The vendor has stated they will provide a technical report that addresses all the goals and objectives.   | 4.4, I.        |     |  |     |    |  |
| 25   | The vendor has stated they will provide a quarterly project report detailing activities completed during the quarter, status of deliverables, any project risks, and a fiscal report.   | 4.4, J.        |     |  |     |    |  |
| <b>PROPOSAL ORGANIZATION</b>                       |   |                |     |  |     |    |  |
| 26   | The vendor has submitted a proposal which complies with the specified submission format.  | 5.1            | .25 |  |     |    |  |
| 27   | The vendor has submitted a proposal which is free of self-promotional claims.   | 5.1            | .25 |  |     |    |  |
| 28   | The vendor has submitted a proposal which has been thoroughly proofread for spelling and grammatical errors.  | 5.1            | .25 |  |     |    |  |
| <b>TRADE SECRET INFORMATION</b>                    |   |                |     |  |     |    |  |
| 29   | The review team in its comprehensive review of the vendor's proposal has determined that the proposal was free of trade secret/proprietary information as specified/restricted in the RFP. [A "no" response will disqualify the vendor's proposal and will not advance to the consideration of the vendor's Cost Proposal.] | 5.2, C.<br>8.5 |     |  | YES | NO |  |
| <b>Column Subtotal of "Partially Meets" points</b> |   |                |     |  |     |    |  |
| <b>Column Subtotal of "Meets" points</b>           |   |                |     |  |     |    |  |
| <b>Column Subtotal of "Exceeds" points</b>         |   |                |     |  |     |    |  |
| <b>GRAND TOTAL SCORE:</b>                          |   |                |     |  |     |    |  |

Based upon the Phase II A. Total Technical Score earned, does the vendor's proposal proceed to Phase II B. for additional consideration for demonstrating being an Ohio certified MBE-EDGE vendor? (Vendor's Total Phase II A. Technical Score must be at least 583 points.)

Yes \_\_\_\_\_ No \_\_\_\_\_ (If "No," Vendor's Technical Proposal will not receive further consideration and their Cost Proposal will not be opened.)

|  |                |  |  |
|--|----------------|--|--|
| <b>PHASE II B.— Additional Consideration for an Ohio MBE-EDGE Vendor</b> | 3.2, D.<br>8.8 | <b>NO</b> – Phase II A technical score unchanged | <b>YES</b> - Phase II A technical score plus 10 pts. |
| Has the vendor provided evidence that they are an MBE-EDGE vendor?       |                |  |  |
| <b>GRAND TOTAL SCORE [Phase II A. + Phase II B. score]:</b>              |                |  |  |

Based upon the Grand Total Technical Score earned, does the vendor's proposal proceed to the Phase III evaluation of its Cost Proposal? (Vendor's Grand Total Technical Score must be at least 583 points.)

Yes \_\_\_\_\_ No \_\_\_\_\_  
(If "No," Vendor's Cost Proposal will not be opened.)

**ATTACHMENT D:  
Project Budget Form and Instructions  
JFSR1617178101**

Page 1 of 2

| Deliverable & Sub-Tasks<br>Sec. 4.4 | SFY 2016<br>July 1, 2015 – June 30, 2016 | SFY 2017<br>July 1, 2016 – June 30, 2017 | Total Deliverable Cost for All<br>SFYs |
|-------------------------------------|--|--|--|
| A. 1.                               | \$                                       | \$                                       | \$                                     |
| A. 2                                | \$                                       | \$                                       | \$                                     |
| B.                                  | \$                                       | \$                                       | \$                                     |
| C.                                  | \$                                       | \$                                       | \$                                     |
| D.                                  | \$                                       | \$                                       | \$                                     |
| E.                                  | \$                                       | \$                                       | \$                                     |
| F. a.                               | \$                                       | \$                                       | \$                                     |
| F. b.                               | \$                                       | \$                                       | \$                                     |
| F. c.                               | \$                                       | \$                                       | \$                                     |
| G.                                  | \$                                       | \$                                       | \$                                     |
| H.                                  | \$                                       | \$                                       | \$                                     |
| J.                                  | \$                                       | \$                                       | \$                                     |
| OTHER                               | \$                                       | \$                                       | \$                                     |
| <b>SFY 16 Grand Total</b>           | \$                                       |  |  |
| <b>SFY 17 Grand Total</b>           |  | \$                                       |  |
| <b>Project Grand Total</b>          |  |  | \$                                     |

**ATTACHMENT C:**  
**Project Budget Form and Instructions**  
Page 2 of 2  
**JFSR1617178101**

**Part III—Budget Narrative**

Applicants must attach a succinct budget narrative to explain and justify costs, and to submit it as part of the Project Budget. A Budget Narrative may be advisable to explain any costs which the applicant has chosen to combine, to explain how hourly rates were achieved, or to make the connections between costs and the technical proposal.

## **APPENDIX A**

### **Step Up To Quality Rules**

**JFSR1617178101**

Please use the following link to access the Step Up To Quality rules due to the length of the document:

[http://emanuals.odjfs.state.oh.us/emanuals/GetDocument.do?nodeId=%23node-id\(197\)&docId=Document\(storage%3DREPOSITORY%2CdocID%3D%23node-id\(451640\)\)&locSource=input&docLoc=%24REP\\_ROOT%24%23node-id\(451640\)&version=8.0.0](http://emanuals.odjfs.state.oh.us/emanuals/GetDocument.do?nodeId=%23node-id(197)&docId=Document(storage%3DREPOSITORY%2CdocID%3D%23node-id(451640))&locSource=input&docLoc=%24REP_ROOT%24%23node-id(451640)&version=8.0.0)

**To access rules, click on “Family Assistance – Child Care” and then “Child Care Manual” and then Child Care Chapter 17: Step Up To Quality.**

Ohio Department of Job and Family Services  
**OHIO CLASSROOM OBSERVATION TOOL (OCOT)  
 FOR STEP UP TO QUALITY (SUTQ)**

| Observer   | Date           | Program Type  | Room ID | Age Group  | # of Children | # of Adults | Observation Times |     | Interview Times |     |
|--|----------------|---|---------|--|---------------|-------------|-------------------|-----|-----------------|-----|
|  |                |   |         |  |               |             | Start             | End | Start           | End |
|  |                | <input type="checkbox"/> JFS-Licensed<br><input type="checkbox"/> ODE-Licensed<br><input type="checkbox"/> PSE <input type="checkbox"/> ECE<br><input type="checkbox"/> Type A <input type="checkbox"/> Type B  |         | <input type="checkbox"/> Infant<br><input type="checkbox"/> Toddler<br><input type="checkbox"/> Preschool<br><input type="checkbox"/> School Age |               |             |                   |     |                 |     |
| Rating   | Indicator Type | Elements and Indicators   |         |  |               | Comments    |                   |     |                 |     |
| <b>ENVIRONMENT</b>   |                |   |         |  |               |             |                   |     |                 |     |
| <b>Element E.1: Materials support the learning environment</b>       |                |   |         |  |               |             |                   |     |                 |     |
| <input type="checkbox"/> Met<br><br><input type="checkbox"/> Not Met | O              | E.1.1 Materials support the full range of development and abilities within the group.<br><i>Minimum evidence: One material that supports the full range of development for each child. Does not have to be observed for each type of material available.</i>  |         |  |               |             |                   |     |                 |     |
| <input type="checkbox"/> Met<br><br><input type="checkbox"/> Not Met | O/I            | E.1.2 Materials are rotated and adapted in order to support children's interests and learning.<br><i>Minimum evidence: Need to indicate rotation and adaptation occurs to support children's interest and learning, not necessarily a particular frequency.</i>   |         |  |               |             |                   |     |                 |     |
| <input type="checkbox"/> Met<br><br><input type="checkbox"/> Not Met | O              | E.1.3 Materials are organized to facilitate independent use.  |         |  |               |             |                   |     |                 |     |
| <input type="checkbox"/> Met<br><br><input type="checkbox"/> Not Met | O/I            | E.1.4 Materials reflect children and families enrolled while offering additional diversity for other races, cultures, gender and abilities.<br><i>Minimum Evidence: More than one type of material or equipment, with at least one being for children's use. Not all types of diversity need to be represented.</i> |         |  |               |             |                   |     |                 |     |

|   |     |   |  |
|---|-----|---|--|
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                                  | O/I | E.1.5 Materials can be used in a variety of ways to promote open-ended and creative play.<br><i>Minimum Evidence: At least once, a child has an opportunity to use materials in open-ended or creative way.</i>   |  |
| <b>Element E.2: Intentional organization of the environment supports learning and development</b> |     |   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                                  | O   | E.2.1 Space and furnishings are appropriately sized for the age and needs of the group served.  |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                                  | O   | E.2.2 Unobstructed and clearly defined traffic patterns support children moving throughout the space without disrupting others' activities.   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                                  | O   | E.2.3 The environment allows for quiet, individual or 2-child spaces, and a whole group area.   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                                  | O   | E.2.4 Designated and accessible space provides for the storage of children's personal items and allows for independent use, depending on the needs and abilities of the children.   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                                  | O   | E.2.5. Materials for planned activities are readily available to the teacher to ensure or promote efficient implementation and minimize wait time for children.<br><i>Note: This element is measuring the availability of the materials, not the quality of the implementation of the activity associated with the materials.</i> |  |
| <b>Element E.3: The schedule and routines support learning and development</b>                    |     |   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                                  | O   | E.3.1 Activities are balanced and include both child and teacher initiated activities as well as planned and free choice activities/experiences.  |  |

|  |     |   |  |
|--|-----|---|--|
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met               | ○   | E.3.2 Care giving routines and personal care tasks are predictable and relaxed.   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met               | ○   | E.3.3 Routine transitions are supported through verbal and/or non-verbal cues and are implemented quickly and effectively.  |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met               | ○   | E.3.4 Schedule is familiar, predictable, and age appropriate while allowing for flexibility to accommodate children's needs and interests.                                    |  |
| <b>Element E.4: The curriculum is integrated into the learning environment</b> |     |   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met               | ○/I | E.4.1 Evidence displayed demonstrates a connection to the curriculum.   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met               | ○   | E.4.2 Developmentally appropriate activities are implemented in the classroom which actively engage children and support the development, interest and/or needs of the group. |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met               | ○/I | E.4.3 The daily plan of activities is developed by the teacher(s) responsible for the group and it demonstrates how activities support curriculum implementation.             |  |
| <b>INTERACTIONS</b>  |     |   |  |
| <b>Element I.1: Staff are responsive to children</b>                           |     |   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met               | ○   | I.1.1 Staff respond to children consistently in a warm, encouraging manner.   |  |

|  |   |  |  |
|--|---|--|--|
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                               | ○ | I.1.2 Staff acknowledge children's needs in a consistent manner, even when the staff person is not immediately able to meet those needs. |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                               | ○ | I.1.3 Staff acknowledge and validate children's emotions and feelings.   |  |
| <b>Element I.2: Staff support children's learning by using varied instructional strategies</b> |   |  |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                               | ○ | I.2.1 Staff support and encourage children's exploration of materials.   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                               | ○ | I.2.2 Staff identify and extend activities based on each child's level of participation and interest.                                    |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                               | ○ | I.2.3 Staff use a variety of instructional methods to facilitate learning.   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met                               | ○ | I.2.4 Staff extend learning opportunities through the effective use of questioning, listening, and responding.                           |  |

**Element I.3: Staff support children through positive guidance and behavior management strategies.**

*For all indicators in this element, instances of mixed evidence (positive and negative examples) result in a score of "not met" for that indicator.*

|  |                       |  |  |
|--|-----------------------|--|--|
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met | <input type="radio"/> | I.3.1 There is evidence of clear and appropriate expectations regarding behavior.  |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met | <input type="radio"/> | I.3.2 Staff recognize conflicts among children and work to minimize them using positive guidance methods.                                  |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met | <input type="radio"/> | I.3.3 Staff provide activities that support children's social development.   |  |
| <input type="checkbox"/> Met<br><input type="checkbox"/> Not Met | <input type="radio"/> | I.3.4 Staff manage inappropriate behaviors through a variety of strategies appropriate to the age, ability, and temperament of each child. |  |

## Ohio Classroom Observation Tool Scoring Guidelines

### Observation Protocol

- 1) Observation time is 30 minutes.
  - a) If class is not in the classroom, split the 30 minute observation between reviewing physical environment and interactions.
  - b) At least 15 minutes must be spent observing interactions if the class is not in their regular room.
- 2) OCOT interview questions can be asked during the same interview time as other SUTQ questions. However, the OCOT questions should be asked first and scored without regard to responses to other SUTQ interview questions.
- 3) Comments are required for **Not Met** indicators and are optional for **Met** indicators.
- 4) Continue SUTQ onsite visit (at the original estimated rating level) even if OCOT is not passed in one or more classrooms.
- 5) Events that occur during your visit but outside of the OCOT observation time should not be recorded on the OCOT.
  - a) In the event of a serious risk non-compliance event that occurs outside of your OCOT observation and contradicts with an OCOT indicator, make a note of the conflicting evidence in your SUTQ visit notes.

### Scoring Rules

#### **Environment**

- **Element E.1:** Materials support the learning environment.
- The class receives a score of **Met** when there is a mix of positive and negative evidence for an indicator.
  - E.1.1 Materials support the full range of development and abilities within the group.
    - *Minimum evidence: One material that supports the full range of development for each child. Does not have to be observed for each type of material available.*
  - E.1.2 Materials are rotated and adapted in order to support children's interests and learning.
    - *Minimum evidence: Need to indicate rotation and adaptation occurs to support children's interest and learning, not necessarily a particular frequency.*
  - E.1.4 Materials reflect children and families enrolled while offering additional diversity for other races, cultures, genders and abilities.
    - *Minimum Evidence: More than one type of material or equipment, with at least one being for children's use. Not all types of diversity need to be represented.*
  - E.1.5 Materials can be used in a variety of ways to promote open-ended and creative play.
    - *Minimum Evidence: At least once, a child has an opportunity to use materials in open-ended or creative way.*
- **Element E.2:** Intentional organization of the environment supports learning and development.
  - Scoring rule varies by indicator.
    - E 2.1 – 2.2: Mostly positive evidence required for **Met**.
    - E 2.3 – 2.5: Mixed evidence OK for **Met**.
  - E.2.3 The environment allows for quiet, individual or 2-child spaces, and a whole group area.
    - *Minimum Evidence: All 3 must be present- a quiet space, an individual or 2-child space, and a whole group space.*
  - E.2.4 Designated and accessible space provides for the storage of children's personal items and allows for independent use, depending on the needs and abilities of the children.

- Not Observed results in a score of **Not Met** for this indicator only.
  - E.2.5. Materials for planned activities are readily available to the teacher to ensure or promote efficient implementation and minimize wait time for children.
    - *Note: This element is measuring the availability of the materials, not the quality of the implementation of the activity associated with the materials.*
- **Element E.3:** The schedule and routines support learning and development.
  - For all indicators in this element, mostly positive evidence are necessary for a score of **Met** for each indicator.
- **Element E.4:** The curriculum is integrated into the learning environment.
  - Scoring rule varies by indicator.
    - E 4.1 & 4.3: Mixed evidence OK for **Met**.
    - E 4.2: Mostly positive evidence required for **Met**.
  - Additional guidance:
    - Indicator 4.1 and 4.3 are related. For 4.3, the emphasis is on the connection between the curriculum and the written plan of activities. For E 4.1, the emphasis is on the connection between the materials and artifacts displayed in the classroom and the written plan of activities from indicator 4.3.
    - If there is no written plan of activities, the class would receive a **Not Met** for both E 4.1 and E 4.3.

#### Interactions

- **Element I.1:** Staff are responsive to children.
  - For all indicators in this element, **mostly** positive examples are necessary for a score of **Met** for each indicator.
- **Element I.2:** Staff support children's learning by using varied instructional strategies.
  - For all indicators in this element, **mostly** positive examples are necessary for a score of **Met** for each indicator.
- **Element I.3:** Staff support children through positive guidance and behavior management strategies.
  - The class receives a score of **Not Met** when there is a mix of positive and negative evidence for an indicator in this element.
  - For I.3.2, if there is no conflict observed, the score is **Met**.

#### Scoring Indicators Requiring **Mostly Positive Evidence**

- Take notes about specific examples of positive and negative evidence of staff responding to children.
- At the end of the observation period, review your evidence and make a determination.
- Approximately 75% of your evidence should be positive to achieve a score of **Met** for each indicator.
- Consider both the severity of negative examples as well as frequency.