



**Invitation to Negotiate (ITN)
For Child Care Management
&
Learning Technology Services
PR 24-5064**

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Invitation to Negotiate for For Classroom Management & Learning Technology Services

SECTION I. Solicitation Information

A. Invitation to Negotiate for Classroom Management & Learning Technology Services

The Early Learning Coalition of Broward County (The Coalition) is seeking responses from one or more qualified vendors with relevant experience and expertise to provide classroom Management & Learning Technology Services to the Coalition. These services are being procured through an ITN to select the best qualified responsible vendor(s) through an open, competitive process whose proposal is most advantageous to the Coalition, taking price, service value and all other factors into consideration. The total forecasted budget for the services is up to approximately \$500,000 for all services over a period of up to 2.5 years. The Coalition seeks to contract with the successful vendor(s) for six months initially, with the possibility of up to two (2) one (1) year renewals thereafter. The source of funding for the requested services is as follows:

Federal:	100%
State:	0%
Local:	0%
Total	100%

B. About the Early Learning Coalition of Broward County, Inc.

The COALITION is a not-for-profit 501(c) (3) organization established in 2000, pursuant to the School Readiness Act of 1999 and Florida Statutes Section 411.01. The COALITON is designated by the State of Florida's Division of Early Learning as administrator of all publicly funded early child care and education programs in Broward County. For over twenty years, the COALITION Broward has been responsible for quality early care and education services for our children. We are accountable for helping families find local child care and developing plans to address Broward County's early learning needs.

Our Mission is to lead and support the early learning community to deliver high quality early

learning experiences to young children and their families. Our Vision is that all children have high quality early learning experiences leading to success in school and life. We strive to accomplish this by providing resources, advocacy, leadership, coordination and oversight for our child care and early education industry. We promote quality in all child care programs by incentivizing performance standards through coaching, training, and business development.

The COALITION administers the School Readiness (SR) program in order to prepare young children to successfully transition to school and also help close the achievement gap for low-income families. The SR program provides subsidized child care for children from eligible economically disadvantaged families, primarily focusing on children from birth to school age (zero to five) as well as after school care for school age children and those involved in foster care or the child welfare system. The SR program also provides a wide variety of training and quality support services to over 750 child care providers operating in the County. In addition to SR, the COALITION administers access to Florida's Voluntary Pre-Kindergarten (VPK) education programs in Broward County, which are free for ALL children residing in Florida at age 4 regardless of income.

The COALITION also provides Child Care Resource and Referral services (CCR&R) to all Broward families, regardless of income, to help them identify and select the best child care and early education options to fit their needs such as special education services, specific hours of operation, or location near a parent's work or school. This wide range of agency activities services over 30,000 children each year while allowing their families to remain employed and/or in school and channels more than \$200 million into the economy of Broward County annually. The COALITION's programs provide an invaluable benefit not just to the children and families served but also to child care employees, early educators, small and medium sized businesses, and the communities and municipalities they live in.

C. Scope of Services, Vendor Qualifications and Cost Proposal

1. Scope of Services:

The Coalition desires to enter into an initial six-month agreement with an option to renew for up to two (2) additional one (1) year periods with one or more qualified vendor(s) that can provide classroom management and learning technology services for use in child care settings serving primarily four (4) year old children under contracts with the COALITION. The program purpose of the ITN is to help educators and parents prepare children for kindergarten/school success and to help educators improve classroom function and CLASS Scores. The COALITION may wish to prioritize providing learning technology solutions to child care providers with lower-than-expected average FAST (FAST Start Early Literacy) score improvements between the first & second (PM1-PM2) or second & third (PM2-PM3) measurement periods during the prior school year.

Respondents may submit proposals for one or both of the ITN Scope of Services components listed below:

a) Cloud-based, Interactive Online learning Platform for Child, Parent and Educator Users:

The successful Vendor will offer a cloud-based online learning platform that will measurably improve child readiness for kindergarten.

- a. Align with Florida Early Developmental Standards
- b. Age Appropriate for 4-year-olds
- c. Helps children prepare for kindergarten
- d. Facilitates parent-child engagement with learning at home
- e. Facilitate parent-educator partnership in child learning
- f. Provides learning continuity for children between the classroom and home
- g. Includes safeguards against excessive screen time
- h. Offers learning options for children with special needs
- i. Collects and protects demographic and learning gain data
- j. Clear outcome measures and analytical tools for tracking trends and progress.

b) Cloud-based Classroom Management for Educator Users

The successful Vendor will offer a cloud-based classroom management platform that will measurably improve classroom quality.

- a. Helps educators prepare children for kindergarten
- b. Improves classroom function
- c. Collect child learning progress data for classroom activity planning
- d. Offer reports that facilitate family conference communication that encourage family engagement
- e. Aligns with CLASS™ dimensions and supports high CLASS™ scores.
- f. Protects child data

2. Minimum Product Features:

The successful Vendor will describe the following features in their proposal:

- Clear and Proven Child Development Theoretical Basis for Expected Learning Gains
- Curriculum Alignment with Florida Early Development Standards
- User Friendly, Intuitive Interfaces for Child, Parent or Educator Users

- Strong and Easily Accessible Application Support and Training for individual Client Users
- Robust support and training for Coalition program manager(s) that may need to oversee usage and outcomes
- Engaging, Stimulating Content
- Mobile Friendly Access from Multiple Devices
- Cloud Based Hosting
- Multi-lingual Capability
- Strong Data Security and User Management Safeguards

3. Minimum Vendor Requirements:

The successful Vendor will demonstrate the following skills, expertise or experience in their proposal:

- Experience delivering child care learning technology services described in this ITN including design, development, implementation, management and outcome evaluation
- Knowledge of scientific, data-driven child development outcome theories and the role of technology in improving readiness for kindergarten.
- Qualified, able, and available to provide the product and services requested.
- Reliable hosting infrastructure with high availability, redundancy, and security to ensure optimal performance and uptime.
- Robust security measures to protect customer data and comply with industry standards and regulations.
- Eligible to receive Federal and State funding as required by law, regulation, COALITION funder contracts, program guidance and COALITION policy
- Signed Certification Affidavit attesting to compliance with Federal vendor eligibility requirements
- Completed IRS form W-9
- Certified Minority Owned or Veteran Owned Businesses (Preferred)
- Able to provide at least two client references for childcare search software platform and customer service.

4. Cost Proposal:

The Applicant shall prepare a schedule of proposed billing rates for the various levels of staff and/or a proposed schedule of fixed fees for discrete services as applicable.

The cost proposal must include all potential costs and fees including, but not limited to:

- ✓ Variable Costs Dependent on Usage
- ✓ Fixed Monthly License and other Fees
- ✓ Costs to add or discontinue service options

- ✓ Costs for additional features available
- ✓ Contract Cancellation or Change Fees
- ✓ Annual price escalations if any
- ✓ Any Other Costs
- ✓ Invoicing schedule and payment terms
- ✓ Discounts Available/Offered and terms

D. Submission Instructions and Timeline:

1. Submission

Each entity or person who responds to this procurement shall submit their written Proposal and Certification Affidavit (included as Exhibit A) by email to rfq@elcbroward.org **no later than the date and time listed on the timetable below**. Late Proposals will not be considered.

The submission must include the following:

- a. Cover Letter Including:
 - i. ITN Name and Number
 - ii. Respondent Name and Address
 - iii. Name, Phone Number and Email Address of Respondent contact person

- b. Firm Description Including, but not limited to:
 - i. Legal Name
 - ii. Address of main office and branch locations
 - iii. Number of employees
 - iv. Years in business
 - v. Indication of how firm operates (independently, parent company, etc.)
 - vi. Disclosure of any business relationships with Coalition officers or employees

- c. Firm Qualifications including, but not limited to:
 - i. Relevant experience/expertise
 - ii. Person(s) to be assigned for the services (and estimated percentage of time spent on project)
 - iii. Specific role
 - iv. Office location
 - v. Resumes
 - vi. Licenses
 - vii. Certification
 - viii. Three references

- d. Description of How each of the Requested Services will be Provided.
 - i. Include a description of all services ab above

- ii. If Vendor is not submitting for one of the two services indicate “No Proposal” for that item.
 - iii. Descriptions must include a description of the technology, the deployment and use process, the theoretical basis for expected outcomes, analytical features, and a description of how the impact/outcome will be measured.
 - iv. Description of the Vendor’s skills, qualifications and experience in response to section B(3) above.
- e. Schedule of Proposed Fees and Billing Methodology for the Initial Agreement Term and for Up to Two (2) One Year Renewals as described in B(4) above.
 - f. Completed Certification Affidavit (Exhibit A)
 - g. Completed Form W-9 (Exhibit B)

2. Timeline:

Dates advertised/Available	October 27, 2023, 12:00PM
Deadline for receipt of written questions	November 17, 2023, 3:00 PM
Deadline for electronic submission of proposals (no exceptions)	November 22, 2023, 5:00 EST
Interviews and product demonstration, if applicable	TBD November 27-29-, 2023
Award Notice Posted	December 11, 2023, 4:00PM

E. Evaluation Process and Criteria

The Coalition’s Rating Committee will evaluate the proposals and make recommendations to the Coalition in accordance with the established evaluation criteria as set for in the RFP or as published by the Coalition, whichever is applicable. The Coalition’s Rating Committee may request a presentation by any or all Applicants to clarify proposed plans and details as part of the review and evaluation process. The Coalition’s request for presentations may include an interview by the Applicant with the Coalition’s Rating Committee. The Coalition’s Rating Committee will rate all Applicants and will communicate its ratings and recommendations to the appropriate Coalition Committee and/or Coalition Board at a publicly noticed meeting.

Notwithstanding the foregoing, a Board Committee, in its sole discretion, may act as the Coalition’s Rating Committee for this solicitation instead of forming a separate Rating Committee. The Board will vote on the selection of a successful Applicant and, if an agreement cannot be reached with the selected Applicant, The Coalition shall negotiate with their next selection(s) until an agreement is reached and a contract is signed between the parties. At any time during the contract negotiations after the award of the solicitation, the Coalition may modify the choice of a selected Applicant if determined to be in the best interest of the Coalition. The Coalition further reserves the right before recommending any award to

inspect the facilities, agency, and financial condition or take any other action necessary to determine the ability to perform the work in accordance with specifications, terms and conditions.

The evaluation will be based on the following criteria:

Learning and Classroom Improvement Outcomes: Approach and Expected Results	50%
Platform Technical Specifications	20%
Vendor Track Record and Customer Service Proposal	20%
Cost Proposal	10%
Total	100%

F. Prohibition on Lobbying

The Coalition shall not award a contract to an organization, person, or entity which has hired a person, whether directly or indirectly, or consented to or acquiesced in the employment of a person, whose principal responsibilities are to lobby a member of the Coalition on behalf of the organization, person, or entity which seeks to become a Vendor to the Coalition. Subject to the foregoing, an officer, director, official, principal, or bona fide employee of an organization, person or entity seeking to become a Vendor may engage in lobbying without payment of any compensation or reimbursement of expenses for such lobbying, whether directly or indirectly. No monies paid by the Coalition shall be used by a Vendor agency to hire a lobbyist or to supplant any funds which would allow for the funding of a lobbyist. Any Vendor or lobbyist for Vendor, paid or unpaid, is prohibited from having any private communication concerning any procurement process or any response to a procurement process with any Coalition staff or rating committee members after the issuance of a Vendor opportunity and until completion of contract or purchase order. A proposal from any organization will be disqualified if the Vendor or a lobbyist for the Vendor, paid or unpaid, violates this condition of the procurement process.

G. Conflict of Interest

All respondents must disclose the name of any Coalition employee or Board member who owns, directly or indirectly, any interest in the respondent’s business or any of its branches or whose relationship with the respondent with otherwise constitute a conflict of interest. Such disclosure must be submitted as a cover letter included with the Qualifications Form, no later than the proposal deadline.

H. Public Information

All submitted Proposals, and information included therein or attached thereto shall become public record in accordance with Chapter 119, Florida Statutes unless otherwise exempt. The only contact person with respect to any or all aspects of this procurement is Christine Klima, Chief Administrative Officer; RFQ@ELCbroward.org.

Section II: Terms, Conditions and other Requirements

A. Vendor Award and Agreement

Vendor Agreement: An agreement will be negotiated after the award for any work to be performed as a result of this ITN. The ITN, the Proposal, and the resulting agreement will constitute the complete Agreement between Vendor and the Coalition. The expected agreement term will be for six (6) months with up to two (2) one-year renewals subject to Coalition approval. The commencement of the term or the term itself may be extended or reduced depending on the needs of the Coalition.

Breach of ITN and Cancellation of Award: In the event any of the provisions of the ITN are violated by the successful Vendor during the ITN process or subsequent to award, but prior to execution of a contract between the Coalition and the successful Vendor, the CEO, or their designee may give written notice to the successful Vendor stating the deficiencies if such deficiencies are capable of being corrected pursuant to the terms and conditions of the ITN. Unless the deficiencies are corrected within ten (10) days, a recommendation will be made to the Coalition for immediate cancellation of the award of the ITN. Upon cancellation of the award of the ITN, the Coalition may pursue any and all legal remedies as provided herein and by law.

Notwithstanding the foregoing, the Coalition reserves the right to terminate the award of the ITN or reject a proposal without cause at any time (including but not limited to subsequent to the execution of any contract arising from the award of the RFP with the successful Vendor) with written notice to the successful or offending Vendor, whichever is applicable, if said Vendor has violated the terms and conditions of the ITN. If said contract should be terminated without cause, the Coalition will be relieved of all obligations under said contract. The Coalition will only be required to pay to the Vendor that amount of the contract scope of work actually performed to the date of termination.

The successful Vendor will have the option to terminate the award of the ITN without cause, upon 15 days' prior written notice to the CEO. Cancellation of the award of the ITN by the successful Vendor may result in removal from bidders/vendors list for a period of three years.

B. Addenda

The Coalition has the absolute right to cancel, amend, modify, supplement or clarify this ITN at any time in its sole discretion. If any revisions become necessary or appropriate, as determined in the sole discretion of the Coalition, the Coalition will post the same on its website. Any addendum issued by the Coalition will include a receipt acknowledgment, which must be executed and submitted to the Coalition along with the Proposal on the date sealed Proposals are due to the Coalition. All Vendors should contact the Coalition's contact person for this solicitation as set forth in Section F (Public Information) of this ITN, in addition, to reviewing the website, before the ITN deadline to ascertain whether any addenda have been issued. Failure to do so could result in a determination that the Proposal is non-responsive.

C. Acceptance/Rejection of Submissions and Waiver of Irregularities

The Coalition reserves the right, at its sole discretion to reject any and all Proposals, and/or to re-advertise, to waive any minor defects, irregularities, informalities or technicalities therein, to negotiate contract terms with the Successful Vendor, to disregard minor non-conforming or non-responsive parts of a Proposal, or to accept any Proposal which, in the Coalition’s sole judgment will best serve its interests and the interests of the children and families of Broward County.

The Coalition may supplement, amend, modify and/or expand the solicitation requirements, request a clarification or other information, accept Proposals from one or more Vendors, in whole or in part, award only a portion of this solicitation, and award this solicitation to more than one Vendor. The Coalition reserves the right, before awarding the contract, to require Vendor(s) to submit evidence of qualifications or any other information the Coalition may deem necessary. The Coalition further reserves the right to cancel this ITN solicitation at any time without any liability and to cancel the award of any contract at any time before execution of said contract by all parties without any liability to the Coalition.

The Coalition reserves the right to award more than one contract for any area, combining the offering, or parts thereof, of one or more Vendors. In consideration of the Coalition’s evaluation of submitted Proposals, the Vendor, by submitting its Proposal, expressly waives any claim to damages, of any kind whatsoever, in the event the Coalition exercises its rights provided for in this ITN.

D. Tax Exemptions

The Coalition is exempt from federal and state taxes for tangible personal property, sales taxes, and intangible taxes. Vendor(s) doing business with the Coalition will not be exempted from paying sales tax to their suppliers for materials to fulfill contractual obligations with the Coalition, nor will any Vendor be authorized to use the Coalition’s tax exemption number in securing such materials.

E. Legal Requirements

It shall be the responsibility of the Vendor to be knowledgeable and comply with all applicable federal, state, county and local laws, ordinances, rules, ordinances, regulations and/or orders of any public authority or agency which includes but is not limited to the Coalition’s most current funding agreement (“Grant Agreement”) that may, in any manner, affect the items covered in this ITN. Lack of knowledge by the Vendor(s) regarding any laws or the Grant Agreement will in no way be a cause for relief from responsibility. The Vendor shall ensure that it, and all of its contractors and subcontractors of any tier, shall be properly licensed and certified continuously throughout the duration of all work performed and services provided in accordance with the resulting contract. All such licensing and certification shall be at the sole cost of each contractor and subcontractor. Within three (3) business days of a request, the Vendor shall furnish to the Coalition copies of any licenses, permits or certifications required to comply with any law, rule, or other requirement.

F. Disqualification

The Proposal and the Vendor shall be disqualified if:

- a. The Vendor or affiliate has been placed in the discriminatory, convicted or scrutinized company vendor list pursuant to Sections 287.133, 287.134, or 287.135 of the Florida Statutes.
- b. The Vendor or affiliate has not complied with an official order of any agency of the State of Florida or the United States Department of Labor to repay disallowed costs incurred during its conduct or projects or services.
- c. The Vendor or affiliate has failed to perform any contractual obligations, whether past or present, with the Coalition in a manner satisfactory to the Coalition; or has failed to correct unsatisfactory performance, whether past or present, to the satisfaction of the Coalition.
- d. The Vendor or affiliate had a contract terminated by the Coalition, by any other Coalition, Florida state agency or by any Early Learning Coalition for cause.
- e. The Vendor or affiliate or any of its staff have participated in the development of the ITN documents for this Solicitation.
- f. The Vendor or affiliate fails to comply with the mandatory requirements as set forth in this ITN.

Default: In the event that the Vendor should breach the ITN or the resulting contract upon any award to a successful Vendor, whichever is applicable, such breach shall be considered a default thereunder and the Coalition reserves the right to seek remedies in law and/or in equity. Default will also result in removal from the applicable federal, state and local bidders/respondents list for a period of three (3) years.

G. No Discrimination

The Coalition, in accordance with Title VII of the Civil Rights Act of 1964, ensures that any contract entered into pursuant to this ITN, minority business enterprises will be afforded full opportunity to submit a Proposal and will not be discriminated against on the grounds of race, creed, color, sexual orientation, disability, age or national origin in consideration of award with regard to but not limited to the following: employment practices, rates of pay or other compensation methods, and training selection.

H. Cost of Preparation of Quotation

The Coalition is not liable for any costs incurred by Vendor in responding to this Request for Proposal.

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EXHIBIT A

CERTIFICATION AFFIDAVIT

DIRECTIONS: Complete and Sign and Submit to RFQ@elcbroward.org

BY ATTESTING TO THIS FORM, THE VENDOR AGREES TO COMPLY WITH ALL SECTIONS

1. APPLICATION ACCURACY

I do hereby certify that all facts, figures, and representations made in the proposal are true and correct. The filing of this proposal has been authorized by the contracting entity and I have been duly authorized to act as the representative of the organization in connection with this proposal. I also agree to follow all Terms, Conditions, and applicable federal and state statutes.

2. PROHIBITION ON LOBBYING

Vendors are hereby advised, and agree to comply with the Early Learning Coalition of Broward County's ("Coalition") adopted prohibition on lobbying:

The Coalition shall not award funding to an organization, person or entity which has hired a person, whether directly or indirectly, who receives payment or economic consideration for the purpose of lobbying. Additionally, the Coalition shall not award funding to an organization, person, or entity which has consented to or acquiesced in the employment of a person whose principal responsibilities are to lobby a member of the Coalition on behalf of the organization, person, or entity which seeks funding from the Coalition. Subject to the foregoing, an officer, director, official, principal or bona fide employee of an organization, person, or entity seeking funding may engage in lobbying without payment of any compensation or reimbursement of expenses for such lobbying, whether directly or indirectly.

No monies granted by the Coalition shall be used by a provider agency to hire a lobbyist or to supplant any funds which would allow for the funding of a lobbyist.

Any Vendor or lobbyist, paid or unpaid, for a Vendor is prohibited from having any private communication concerning any procurement process or any response to a procurement process with any Coalition Board Member or the CEO after the issuance of a funding opportunity and until completion of contract award. A proposal from any organization will be disqualified when the Vendor of a lobbyist, paid or unpaid, for the Vendor violates this condition of the procurement process.

3. CONFLICT OF INTEREST

Vendors are hereby advised, and agree to comply with the Coalition's adopted conflict of interest regulations:

All Vendors must disclose the name of any officer, director or agency who is also an employee of the Coalition. All Vendors must disclose the name of any Coalition employee who owns, directly or indirectly, any interest in the Vendors' business or any of its branches. Such disclosure must be submitted as a cover letter included with the Application for Funding, addressed to the Coalition Chair, no later than the proposal deadline.

4. AGENCY CERTIFICATION

I, the undersigned Vendor, hereby attest that the following policies, procedures, regulations, and

documentation are in effect:

- a. Affirmative Action Policy
- b. Certified Minority Business Enterprise (if applicable)
- c. Small Disadvantaged Business Enterprise Policy (if applicable)
- d. Americans with Disabilities Act Policy
- e. Drug Free Workplace Policy

5. PUBLIC ENTITY CRIME AFFIDAVIT

- a. I understand that a “public entity crime as defined in Paragraph 287.133(1)(g), Florida Statutes means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
- b. I understand that “convicted” or “conviction” as defined in Paragraph 287.1 33(1)(b), Florida Statutes means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.
- c. I understand that an “affiliate” as defined in Paragraph 287.1C3(a)(a), Florida Statutes means:
 - A predecessor or successor of a person convicted of a public entity crime; or
 - An entity under the control of any natural person who is active in the management of the entity and who has been convicted of public entity crime. The term “affiliate” includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of affiliate.
 - The ownership by one person of shares constituting a controlling interest in another person, or pooling of equipment of income among persons when not for fair market value under an arm’s length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
- d. I understand that a “person” as defined in Paragraph 287.1330) (e), Florida Statutes means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bids on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term “person” includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
- e. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies).
- f. Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.
- g. The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate

of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND
(Please indicate which additional statement applies.)

- h. There has been proceeding concerning the conviction before a hearing officer of the state of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. (Please attach a copy of the final order).
- i. The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. (Please attach a copy of the final order).
- j. The person or affiliate has not been placed on the convicted vendor list. (Please describe any action taken by or pending with the Department of General Services).

VENDOR NAME AND ADDRESS:

NOTE: AS EVIDENCED BY MY SIGNATURE BELOW, I UNDERSTAND AND WILL COMPLY WITH ALL TERMS AND CONDITIONS STATED HEREIN:

Type Authorized Official's Name

Authorized Official's Title

Authorized Official's Signature

Date

FEDERAL EMPLOYER IDENTIFICATION NUMBER _____