

M2002-CHILD SAFETY SEATS: NASPO VALUEPOINT MASTER AGREEMENT

ATTACHMENT #3 - NASPO ValuePoint Master Agreement Quote Overview Form

A. STATEMENT OF COMPLIANCE

Eventflo Company, Inc. certifies that it understands that the NASPO ValuePoint Master Agreement(s) resulting from this Bid Solicitation shall constitute the final agreement except for negotiated terms and conditions specific to a Participating State's Participating Addendum. The Master Agreement will include, but not be limited to, the NASPO ValuePoint Standard Terms and Conditions (Reference Attachment #1), each State's specific terms and conditions (Reference Attachment #2 and each State's Participating Addendum), the Bid Solicitation 18DPP00297 and all corresponding attachments and Bid Amendments.

In Addition, the Vendor {Bidder} certifies that it:

1. Read, understands, and agrees to all of the terms and conditions as shown in the NASPO ValuePoint Master Agreement (Reference Attachment #1);
2. **Insurance** - Agrees to acquire insurance from an insurance carrier or carriers licensed to conduct business in each Participating State at the prescribed levels set forth in Section 21 of the NASPO ValuePoint Master Agreement Terms and Conditions;
3. **NASPO ValuePoint Administrative Fee** - Agrees to pay a NASPO ValuePoint administrative fee as specified in Section 6 of the NASPO ValuePoint Master Agreement Terms and Conditions;
4. **NASPO ValuePoint Reporting Requirements** - Agrees to provide specific summary and detailed usage reporting requirements in accordance with Section 7 of the NASPO ValuePoint Master Agreement Terms and Conditions;
5. **NASPO ValuePoint eMarket Center** - Agrees to, by submission of a Quote, to cooperate with NASPO ValuePoint and SciQuest (and any authorized agent or successor entity to SciQuest) to integrate its presence in the NASPO ValuePoint eMarket Center either through an electronic catalog (hosted or punchout site) or unique ordering instructions (Reference Attachment #1, Section 9); and
6. **Participating States Terms and Conditions** - Agrees to negotiate Participating State/Using Agency-specific additional terms and conditions when executing a Participating Addendum. Note: As a courtesy to potential Vendors {Bidders}, some Participating State-specific terms and conditions are provided in Attachment #2, *Current Participating State-Specific Terms and Conditions* of the corresponding Bid Solicitation. Each state reserves the right to negotiate additional terms and conditions in its Participating Addendums. Those listed in the referenced attachment are for informational purposes only and will be negotiated with other Participating States after award of the Master Agreement.

Patsy Pilcher

8/9/18

Authorized Vendor {Bidder} Signature

Date

Name: Patsy Pilcher
Title: Account Manager
Address:

P. O. Box 1046
Cullman, AL 35056

B. NASPO VALUEPOINT COOPERATIVE PROCUREMENT PROGRAM SUPPORT

The Vendor Bidder should, at a minimum:

1. Demonstrate how the Vendor {Bidder} proposes to support the eMarket Center through either a hosted catalog or punch-out solution.
2. The NASPO ValuePoint Master Agreement Terms and Conditions include program provisions governing participation in the cooperative, reporting, and payment of administrative fees, and marketing/education relating to the NASPO ValuePoint cooperative procurement program. The Vendor {Bidder} should demonstrate how it proposes to promote the awarded Master Agreement. At a minimum, the Vendor {Bidder} shall address:
 - a. How it intends to promote the use of the Master Agreement?
 - b. A state procurement official (Chief Procurement Officer (CPO)) must permit use of the Master Agreement in its state, how will the Vendor {Bidder} integrate the CPO's permission into its plan for promoting the agreement?
 - c. Public entities are sensitive to "scope" issues, that is, whether performance is within the intended scope of the Blanket P.O., as awarded. In the context of the Vendor's {Bidder's} method of promoting agreements of this nature, how would it clarify any questions regarding the scope of the awarded agreement with respect to any potential order?
 - d. How will the Vendor {Bidder} manage due dates for administrative fee payments and usage reports?
 - e. Through its Cooperative Development Coordinators and Education & Outreach team, NASPO ValuePoint assists Lead States by engaging vendors in strategies aimed at promoting master agreements. What opportunities and/or challenges does the Vendor {Bidder} see in working with NASPO ValuePoint staff in this way?
 - f. Does your company participate in any other public procurement cooperatives? If yes, explain any restrictions or requirements that other cooperatives place on your company for participating with NASPO ValuePoint.

C. OPTIONAL SUPPORT SERVICES (REFERENCE BID SOLICITATION SECTION 3.10.3)

The Vendor {Bidder} should identify if it offers the following optional offerings:

1. Provide contact information including website information.
2. Describe your customer technical support procedure including your response time:
3. Describe how you will be able to process multiple accounts:
4. What are your hours of operation?
5. When are key people available to assist purchasing entities?
6. Describe how problem identification and resolution will be handled.
7. How will you service each account?
8. How will you respond to customer complaints and service issues?
9. What are your quality assurance measures and how are they handled?
10. Do you offer a recycle or take back program? If yes, please provide the details.

D. PRELIMINARY USAGE FEE AND REPORTING PLAN SHALL

The Vendor {Bidder} should demonstrate a detailed Preliminary Usage Fee and Reporting Plan that demonstrates how the Vendor {Bidder} will meet the usage fee and reporting requirements of NASPO ValuePoint and Participating States. The awarded Vendor {Contractor} All information within the plan must be kept current, with NASPO ValuePoint and the Lead State Contract Administrator being notified of any changes to the usage fee and reporting plan immediately. The plan shall include but not be limited to the following components:

1. Identify the person responsible for providing the mandatory usage reports;
2. Identify the method and frequency in which usage data will be collected from authorized distributors;
3. Identify the method in which usage fees will be distributed to NASPO ValuePoint and applicable Participating States; and
4. Identify the method in which up to date information will be provided to NASPO ValuePoint and the Lead State Contract Administrator.



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NASPO VALUEPOINT COOPERATIVE PROCUREMENT PROGRAM SUPPORT

PROCUREMENT PROGRAM SUPPORT BY EVENFLO

1. Evenflo will support the eMarket Center through a link to www.safetymadeeasier.com which is a website for agencies. We will also provide additional product information and support upon request by email at evenflosales@worldsafe.net
2. Here is how we will address other Terms and Conditions.
 - a. We will use a mail merge feature from our data base of agencies that we have done business with and email all these customers to promote this Master Agreement. We will also train and instruct our entire sales team about the Agreement so they can promote and inform all the customers we deal with on a daily bases.
 - b. We will personally contact the State Procurement Officer of the various states to inform them of this opportunity and assist them with the paperwork to for their permission for the state.
 - c. As in the past, to insure entities understand the scope of this Agreement, we provide an order form (per region) with the product and pricing that is available under this agreement. The order form lists what is included like the inside deliver.
 - d. One person in our office has the task of managing due dates, usage reports, and fees for this Agreement. This has worked well for this contract in the past.
 - e. Evenflo is very open to working with your staff and the agencies in the promotion of this Master Agreement for the benefit of all concerned.
 - f. No, Evenflo does not work with any other Public Procurement Cooperatives.



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C. OPTIONAL SUPPORT SERVICES

OPTIONAL SUPPORT SERVICES BY EVENFLO

1. We do have a website, www.evenflo.com and www.safetymadeeasier.com and we can be contacted anytime by email and phone toll free during normal business hours at evenflosales@worldsafe.net or 1-800-768-6077.
2. We do offer technical support and response time is usually the same day during normal business hours.
3. We set up ongoing accounts for each customer. Orders are entered into their accounts for them and they are invoiced net 30.
4. Normal business hours are Monday – Friday, 8a.m. – 5p.m. CST
5. We are available to assist with purchasing during normal business hours.
6. Depending on the problem we are working through with the customer, we will involve the correct department to get resolution. For example, if it is a shipping issue, we will involve our transportation department to assist with the issue. If it is an invoicing issue, we will gain correction and resolution by involving our customer service department. But ALL issues will be handled with the customer through our one sale department. Customers will only need to work with our sales team.
7. Each account will be serviced by our sales team only.
8. All customer complaints and service issues will be addressed starting with our sales team. Depending on the issue, our sales team will address it on behalf of the customer with the correct department within Evenflo.
9. Regarding Quality, Evenflo had a Quality department that addresses all quality issues. Again, any customer report would need to come to our sales team for escalation to Quality Control. Any quality issue will get immediate attention.
10. Evenflo does do recycling of their own products used in testing. Recycled materials are used in non-key components such as cup holders and amount for approximately 5% of our product. Evenflo does not bring back product for recycling.



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D. PRELIMINARY USAGE FEE AND REPORTING PLAN

USAGE FEE AND REPORTING PLAN BY EVENFLO

We will utilize the electronic NASPO-ValuePoint fee calculator/reporting tool, as well as email the contract administrators an excel report of usage activity within the contract, quarterly. We will also report to individual states as requested. As in the past, we will continue to use this same reporting plan and are open to any improvement suggestions.

1. The person in charge of doing the usage reports within our organization currently is Katrina Rossman at evenflosales@worldsafe.net
2. Evenflo does not use distributors. Evenflo handles this Agreement direct.
3. Usage fees will be paid by check on the schedule required by each agency.
4. Evenflo has all participating agencies under a master called WSCA which make is very convenient to pull required reports. This information if available at anytime we need it. As necessary and as required, reports are emailed to the requester.