



REQUEST FOR PROPOSALS

ADMINISTRATIVE OFFICE OF THE COURTS (AOC)

REGARDING: COW COUNTY INSTITUTE

RFP TITLE: *COW COUNTY INSTITUTE*
RFP NUMBER: *ASU EG-004-SS*

(Full Service)

PROPOSALS DUE:
Friday, February 7, 2012 NO LATER THAN END OF BUSINESS - PACIFIC TIME

1.0 BACKGROUND INFORMATION

- 1.1 Judicial Council of California – AOC. The Judicial Council of California, chaired by the Chief Justice of California, is the chief policy making agency of the California judicial system. The California Constitution directs the council to improve the administration of justice by surveying judicial business, recommending improvements to the courts, and making recommendations annually to the Governor and the Legislature. The council also adopts rules for court administration, practice, and procedure, and performs other functions prescribed by law. The AOC is the staff agency for the council and assists both the council and its chair in performing their duties.
- 1.2 The purpose of this institute is to provide general assignment judges and commissioners from small counties with a forum to share innovative practices and to keep up-to-date in all substantive law areas.
- 1.3 History of the program.
2011-Marriott Rancho Cordova;
2009-Doubletree Sonoma Wine;
2008-Resort at Squaw Creek, Olympic Valley;
2007-Hilton Sonoma Wine County Hotel, Santa Rosa;
2006-Embassy Suites, South Lake Tahoe.

2.0 DESCRIPTION OF SERVICES AND DELIVERABLES

The AOC seeks the hotel or conference center for the following program:

- Title: Cow County Institute
- Dates: **June 17 – 20, 2012 (preferred date) or June 19 – 22, 2012**
- Description: Furnish sleeping rooms, meals and facilities for the program
- Location:
 - **Santa Rosa (preferred location)**
 - **Downtown Sacramento (2nd option)**
 - **Solano County 3rd option**(*Benicia, Dixon, Fairfield, Rio Vista, Suisun City, Vacaville, Vallejo*)
- Payment: American Express Meeting Planner Account
- AOC's maximum termination fee and maximum for meeting and function rooms rental: \$10,000.00
- AOC's maximum sleeping room unit rate: \$110.00
- AOC's maximum food and beverage unit rates for group meals including tax and gratuity:

| | | | |
|------------------|--------------|--------------|---------------|
| <u>Breakfast</u> | <u>Break</u> | <u>Lunch</u> | <u>Dinner</u> |
|------------------|--------------|--------------|---------------|

| | | | |
|----------------|---------------|----------------|----------------|
| <u>\$25.00</u> | <u>\$8.00</u> | <u>\$40.00</u> | <u>\$60.00</u> |
|----------------|---------------|----------------|----------------|

- AOC's maximum requirements for meeting and functions, food and beverage and sleeping room blocks are detailed on the Form for Submission of the Technical Details in Attachment 5.

3.0 TIMELINE FOR THIS RFP

The AOC has developed the following list of key events related to this RFP. All dates are subject to change at the discretion of the AOC.

| EVENT | DATE |
|--|--|
| RFP issued | <i>January 24, 2012</i> |
| Pre-Proposal Conference Call (Conference Call to answer any questions regarding this proposal or this new system for the JCC receiving proposals from hotels) | <i>Friday, January 27, 2012 Time: 1:30 – 2:30 p.m. Call in</i> |
| Deadline for questions to solicitations@jud.ca.gov | <i>Wednesday, February 1, 2012</i> |
| Questions and answers posted (<i>estimate only</i>) | <i>Thursday, February 2, 2012</i> |
| Latest date and time proposal may be submitted | <i>Friday, February 7, 2012</i> |
| Evaluation of proposals (<i>estimate only</i>) | <i>Week of February 7, 2012</i> |
| Short list of venues to be determined and site visits or interviews to be arranged. (<i>estimate only</i>) | <i>Week of February 14, 2012</i> |
| Notice of Intent to Award (<i>estimate only</i>) | <i>Week of February 21, 2012</i> |
| Negotiations and execution of contract (<i>estimate only</i>) | <i>Week of February 21, 2012</i> |
| Contract start date (<i>estimate only</i>) | <i>Week of February 29, 2012</i> |
| Contract end date (<i>estimate only</i>) | <i>June 24, 2012</i> |

4.0 RFP ATTACHMENTS

The following attachments are included as part of this RFP

| ATTACHMENT | DESCRIPTION |
|---|---|
| Attachment 1: Administrative Rules Governing RFPs (Non-IT Services) | These rules govern this solicitation |
| Attachment 2: AOC Standard Terms and Conditions | If selected, the person or entity submitting a proposal (the “Proposer”) must sign an AOC Standard Form agreement containing these terms and conditions (the “Terms and Conditions”). The provisions marked with an (*) within the Terms and Conditions are minimum contract terms and conditions (“Minimum Terms”). |
| Attachment 3: Proposer’s Acceptance of Terms and Conditions | On this form, the Proposer must indicate acceptance of the Terms and Conditions or identify exceptions to the Terms and Conditions. |
| Attachment 4: Darfur Contracting Act Certification | Proposer must complete the Darfur Contracting Act Certification and submit the completed certification with its proposal. |
| Attachment 5: Submission form for Technical Proposal | This form details the technical requirements for the program and must be completed and submitted in response to RFP’s technical requirements. |
| Attachment 6: Submission Form for Cost Proposal | This form details the pricing for the details of the program and must be completed and submitted in response to RFP’s cost requirements. |
| Attachment 7: Conflict of Interest Certification Form | Proposer must complete Conflict of Interest Certification and submit the completed certification with its proposal |

5.0 PRE-PROPOSAL CONFERENCE CALL

The AOC will hold a pre-proposal conference call on the date and at the time identified in the timeline (Section 3) above.

To attend the pre-proposal conference, call one of the following numbers:

415-355-5487 (local)

1-866-223-4037 (long distance)

Call in the pre-proposal conference is optional. Proposers are strongly encouraged to attend, however.

6.0 SUBMISSIONS OF PROPOSALS

6.1 Proposals should provide straightforward, concise information that satisfies the requirements of Section 7 (“Proposal Contents”). Expensive bindings, color displays, and the like are not necessary or desired. Emphasis should be placed on conformity to the RFP’s instructions and requirements, and completeness and clarity of content.

6.2 The Proposer must submit its proposal in two parts, the technical proposal and the cost proposal.

a. **Technical Proposal**

The Proposer must submit **one (1) original and one (1) copies** of the technical proposal. The original must be signed by an authorized representative of the Proposer. The Bidder must write the RFP title and number on the outside of the sealed envelope.

b. **Cost Proposal**

The Proposer must submit **one (1) original and one (1) copies** of the cost proposal. The original must be signed by an authorized representative of the Proposer. The original cost proposal (and the copies thereof) must be submitted to the AOC in a single sealed envelope, separate from the technical proposal. The Bidder must write the RFP title and number on the outside of the sealed envelope.

6.3 Proposals must be delivered by the date and time listed on the coversheet of this RFP to:

Administrative Office of the Courts
Attn: Nadine McFadden, **RFP# ASU EG-004-SS**
Finance Division
455 Golden Gate Avenue 7th Floor
San Francisco, CA 94102

6.4 Late proposals will not be accepted.

6.5 Only written proposals will be accepted. Proposals must be sent by registered or certified mail, courier service (e.g. FedEx), or delivered by hand. Proposals may not be transmitted by fax or email.

7.0 PROPOSAL CONTENTS

7.1 **Technical Proposal (Attachment 5)**. The following information must be included in the technical proposal. A proposal lacking any of the following information may be deemed non-responsive.

- a. Legal name and address of firm (Proposer), the Contact's name, title, telephone and fax numbers and email address, and federal tax identification number. Note that if Proposer is a sole proprietor using his or her social security number, the social security number will be required before finalizing a contract
- b. Propose dates you are offering for the program.
- c. Propose meeting and function room schedule, including date, time and a description of the meeting and function room (noting dimensions, any odd shapes, angles, pillars and other salient characteristics). Propose schedule based upon the estimated meeting and function room block indicated on Attachment 5. Answer additional questions regarding the meeting space.
- d. Propose sleeping room date schedule and answer ADA compliance question.
- e. Propose the cut-off date for reservations.
- f. Propose food and beverage menus, based upon allowable maximum unit prices reimbursable by the AOC in Section 2.
- g. Acceptance of additional program needs and concessions.
- h. Provide the signature of the proposer

7.2 **Cost Proposal (Attachment 6)**. The following information must be included in the cost proposal 6. A proposal lacking any of the following information may be deemed non-responsive.

- a. Legal name and address of firm (Proposer),
- b. Propose meeting and function room rates.
- c. Propose termination fee and corresponding effective deadline date.
- d. If applicable, propose the rate(s) for tax and/or surcharge for the following: propose sleeping room unit rate(s).
- e. Propose food and beverage unit rate(s) inclusive of any service charges, gratuity, and/or sales tax based on the menus provided on the Technical Proposal, Attachment 5.

- f. Propose parking passes, complimentary passes and normal parking rate(s), inclusive of any service charges, gratuity, and/or sales tax.
- g. Propose Internet fees for meeting space and individual guest rooms.
- h. Provide the signature of the proposer

NOTE: It is unlawful for any person engaged in business within this state to sell or use any article or product as a “loss leader” as defined in Section 17030 of the Business and Professions Code.

7.3. Acceptance of the Terms and Conditions.

- i. On Attachment 3, the Proposer must either indicate acceptance of the Terms and Conditions or clearly identify exceptions to the Terms and Conditions in the Standard Agreement (Attachment 2).
- ii. If exceptions are identified, the Proposer must also submit a red-lined version of the Terms and Conditions that clearly tracks proposed changes, and a written explanation or rationale for each exception and/or proposed change.
- iii. **Note: A material exception to a Minimum Term will render a proposal non-responsive.**

7.4. Certifications, Attachments, and other requirements.

- i. Proposer must include the following certification in its proposal:

Using Attachment 7, Proposer has no interest that would constitute a conflict of interest under California Public Contract Code sections 10365.5, 10410 or 10411; Government Code sections 1090 et seq. or 87100 et seq.; or rule 10.103 or rule 10.104 of the California Rules of Court, which restrict employees and former employees from contracting with judicial branch entities.
- ii. Proposer must complete the Darfur Contracting Act Certification attached as Attachment 4 and submit the completed certification with its proposal.
- iii. If Proposer is a corporation, proof that Proposer is in good standing and qualified to conduct business in California. AOC will verify by checking with California’s office of the Secretary of State.

7.5 Submission of Proposals

- a. The Proposer should include the following attachments in the **technical proposal envelope**.

Attachment 2 – AOC Standard Terms and Conditions – only if there are exceptions/modifications as indicated on Attachment 3.

Attachment 3 – Proposer’s Acceptance of Terms and Conditions

Attachment 4 – Darfur Contracting Act Certification

Attachment 5 – Submission form for Technical Proposal

Attachment 7 – Conflict of Interest Certification Form

- b. The Proposer should only include the Attachment 6 - Submission Form for Cost Proposal, in the **cost proposal envelope**.

8.0 OFFER PERIOD

A Proposer's proposal is an irrevocable offer for ninety (90) days following the proposal due date. In the event a final contract has not been awarded within this ninety (90) day period, the AOC reserves the right to negotiate extensions to this period.

9.0 EVALUATION OF PROPOSALS

At the time proposals are opened, each proposal will be checked for the presence or absence of the required proposal contents.

The AOC will evaluate the proposals on a 100 point scale using the criteria set forth in the table below. Award, if made, will be to the highest scored proposal.

| CRITERION | PERCENTAGE |
|---|------------|
| Cost (Sleeping Room Rate, Meeting Room Rates, Termination Fee, Occupancy Tax Waiver, Parking, Internet) | 30% |
| Responsiveness to RFP (all attachments complete) | 5% |
| Acceptance of Terms and Conditions | 10% |
| Experience of Past Programs | 5% |
| Location of Property (e. g.ease of access to airport and restaurants, transportation, preferred meeting location) | 10% |
| Sleeping Rooms (ADA compliant, Complimentary Room Policy) | 5% |
| Meeting and Function Space (Size of rooms, flow of space, meeting room locations, internet access) | 13% |
| Food and Beverage (Menu variety, Hot food and Protein included in Breakfast and Lunch, Kosher Meals option, detailed description of customized menus) | 13% |
| Responsive to the other program needs: Concessions | 9% |

10.0 INTERVIEWS

The AOC may conduct interviews with Proposers to clarify aspects set forth in their proposals. If conducted, interviews will likely be conducted by phone or during site visits. The AOC will not reimburse Proposers for any costs incurred pertaining to an interview, including travel expenses. The AOC will notify eligible Proposers regarding interview arrangements.

11.0 RIGHTS

The AOC reserves the right to reject any and all proposals, in whole or in part, as well as the right to issue similar RFPs in the future. This RFP is in no way an agreement, obligation, or contract and in no way is the AOC or the State of California responsible for the cost of preparing a proposal. One copy of each proposal will be retained by the AOC for official files and will become a public record.

12.0 CONFIDENTIAL OR PROPRIETARY INFORMATION

California judicial branch entities are subject to rule 10.500 of the California Rule of Court (see www.courtinfo.ca.gov/cms/rules/index.cfm?title=ten&linkid=rule10_500), which governs public access to judicial administrative records.

If information submitted in a proposal contains material noted or marked as confidential and/or proprietary that, in the AOC's sole opinion, meets the disclosure exemption

requirements of Rule 10.500, then that information will not be disclosed upon a request for access to such records. If the AOC finds or reasonably believes that the material so marked is **not** exempt from disclosure, the AOC will disclose the information regardless of the marking or notation seeking confidential treatment.

13.0 DISABLED VETERAN BUSINESS ENTERPRISE PARTICIPATION GOALS

The AOC has waived the inclusion of DVBE participation in this solicitation

14.0 PROTESTS

Any protests will be handled in accordance with Chapter 7 of the Judicial Branch Contract Manual (see www.courts.ca.gov/documents/jbcl-manual.pdf). Failure of a Proposer to comply with the protest procedures set forth in that chapter will render a protest inadequate and non-responsive, and will result in rejection of the protest. The deadline for the AOC to receive a solicitation specifications protest is no later than the due date and time for proposal submittal. Protests should be sent to:

AOC – Business Services
ATTN: Protest Hearing Officer
455 Golden Gate Avenue, Seventh Floor
San Francisco, CA 94102