



**State of Delaware**

**Adult Blue Collar (ABC)**

**Request for Proposal**

**Contract No. LAB-ABC-26R-001**

***February 4, 2026***

***- Deadline to Respond -  
March 12, 2026  
1:00 PM (Local Time)***

**CONTRACT NO. LAB-ABC-26R-001**

ALL VENDORS:

The enclosed packet contains a "REQUEST FOR PROPOSAL" for LAB-ABC-26R-001. The proposal consists of the following:

**Contents:**

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In order for your proposal to be considered, the Proposal Reply Section shall be executed completely and correctly and returned by email by **March 12, 2026 at 1:00 PM** (Local Time) to be considered.

**Proposals must be emailed to:**

Email Address: [DWDBDETContracting@Delaware.gov](mailto:DWDBDETContracting@Delaware.gov)

Subject Line: "BID ENCLOSED: LAB-ABC-26R-001, PROVIDER NAME, ABC Submission"

Please review and follow the information and instructions contained in the General Provisions and this Request for Proposal (RFP). Should you need additional information, please contact the Procurement Officer John Quick at [DWDBDETContracting@Delaware.gov](mailto:DWDBDETContracting@Delaware.gov)

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### I. INTRODUCTION

#### A. PURPOSE

The purpose of this Request for Proposal is to obtain sealed proposals to describe the material and/or non-professional service being sought. It is the goal of this Request for Proposal to identify a vendor(s) and execute a contract to organizations with the expertise and demonstrated capacity to provide high quality occupational skills training and/or workforce preparation programs for adult career entrants or adult career changers. Programs will support the attainment of the Performance Measures identified. This request for proposal (RFP) is issued pursuant to 29 DEL. C. §§ 6981 and 6982.

#### 1. COMPETITIVE SEALED PROPOSAL

It has been determined by The Delaware Workforce Development Board (DWDB) in partnership with the Delaware Department of Labor, Division of Employment & Training (DOL), pursuant to **Delaware Code Title 29, Chapter 6924 (a)** that this solicitation be offered as a request for competitive sealed proposals because the use of competitive sealed bidding is not practical and/or not in the best interest of the State. The use of competitive sealed proposals is necessary to:

- Use a contract other than a fixed-price type; or
- Conduct oral or written discussions with vendors concerning technical and price aspects of their proposals; or
- Afford vendors an opportunity to revise their proposals through best and final offers; or
- Compare the different price, quality and contractual factors of the proposals submitted; or
- Award a contract in which price is not the determining factor.

#### 2. CONTRACT REQUIREMENTS

This contract will be issued to basic description of contract requirements.

#### 3. AGENCY USE CONTRACT

Pursuant to 29 Del. C. § 6904(e) respectively, if no state contract exists for a certain good or service, covered agencies may procure that certain good or service under another agency's contract so long as the arrangement is agreeable to all parties. Agencies, other than covered agencies, may also procure such goods or services under another agency's contract when the arrangement is agreeable to all parties.

#### 4. MULTIPLE SOURCE AWARD

The Agency reserves the right to award this contract to more than one vendor pursuant to 29 Del. C. § 6926.

#### 5. POTENTIAL CONTRACT OVERLAP

Vendors shall be advised that the State, at its sole discretion, shall retain the right to solicit for goods and/or services as required by its agencies and as it serves the best interest of the State. As needs are identified, there may exist instances where contract deliverables, and/or goods or services to be solicited and subsequently awarded, overlap previous awards. The State reserves the right to reject any or all bids in whole or in part, to make partial awards, to award to multiple vendors during the same period, to award by types, on a zone-by-zone basis or on an item-by-item or lump sum basis item by item, or lump sum total, whichever may be most advantageous to the State of Delaware.

#### 6. SUPPLEMENTAL SOLICITATION

The State reserves the right to advertise a supplemental solicitation during the term of the Agreement if deemed in the best interest of the State.

#### 7. CONTRACT PERIOD

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Each Vendor’s contract shall be valid for one (1) year 7/1/2026 to 6/30/2027. Each contract may be renewed for four (4) one (1) year periods through negotiation between the Vendor and The Delaware Workforce Development Board (DWDB) and the Delaware Department of Labor, Division of Employment & Training. Negotiation may be initiated no later than ninety (90) days prior to the termination of the current agreement.

The State reserves the right to extend this contract on a month-to-month basis for a period of up to three months after the term of the full contract has been completed.

**B. KEY RFP DATES/MILESTONES**

The following dates and milestones apply to this RFP and subsequent contract award. Vendors are advised that these dates and milestones are not absolute and may change due to unplanned events during the bid proposal and award process.

<b>Activity</b>	<b>Due Date</b>
RFP Availability to Vendors	February 4, 2026
<b>Mandatory</b> Pre-bid Conference	February 19, 2026, at 1:00 – 2:00 p.m.
Written Questions Due No Later Than (NLT)	February 24, 2026
Written Answers Due/Posted to Website NLT	March 2, 2026
Proposals Due NLT	March 12, 2026, at 1:00 p.m.
Proposal Evaluation	April 1, 2026
Oral Clarification, as required	April 2, 2026
Contract Award	Will occur within 90 days of bid opening

**C. INQUIRIES & QUESTIONS**

We welcome your interest in working with us, and we will be pleased to answer any questions you may have in formulating your response to this Request for Proposal.

All questions with regard to the interpretation of this solicitation, drawings, or specifications, or any other aspect of this RFP must be received in writing by February 24, 2026 questions are due date. All questions will be answered in writing by March 2, 2026, Responses will be Posted and posted on <https://bids.delaware.gov/> website. All questions must make specific reference to the section(s) and page numbers from this RFP where applicable. Oral explanations or instructions will not be binding.

**D. RFP DESIGNATED CONTACT**

All requests, questions, or other communications about this RFP shall be made in writing to the State of Delaware. Address all communications to the person listed below; communications made to other State of Delaware personnel or attempting to ask questions by phone or in person will not be allowed or recognized as valid and may disqualify the vendor. Vendors should rely only on written statements issued by the RFP designated contact.

**NAME: John Quick**  
**DEPARTMENT: Delaware Workforce Development Board**  
**EMAIL ADDRESS: DWDBDETContracting@delaware.gov**

To ensure that written requests are received and answered in a timely manner, electronic mail (e-mail) correspondence is acceptable, but other forms of delivery, such as postal and courier services can also be used.

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## II. SCOPE OF WORK

### 1. OVERVIEW

The Vendor(s) shall provide all equipment, materials and labor to supplement the State of Delaware's need for Adult Blue Collar as described herein. The contract will require the Vendor(s) to cooperate with the ordering agency to insure the State receives the most current state-of-the-art material and/or services.

### 2. BACKGROUND

The Delaware Workforce Development Board (DWDB) in partnership with the Delaware Department of Labor, Division of Employment & Training (DOL) solicits organizations with the expertise and demonstrated capacity to provide high quality occupational skills training and/or workforce preparation programs for adult career entrants or adult career changers. Programs will support the attainment of the Performance Measures identified. This request for proposal (RFP) is issued pursuant to 29 DEL. C. §§ 6981 and 6982.

### 3. STATEMENT OF NEEDS

The intent of this RFP is to fund programs that provide services, instruction, and support that results in the outcomes described in the Performance Measures. The intended result is that participants obtain unsubsidized employment or unsubsidized employment in combination with continued education as appropriate for the industry/occupation to enable participants to realize their career path and put their plan into action. To accomplish this, there are required elements and training strategies.

- a. Activities must support adult occupational skills training, consistent with DWDB and DET priorities and Blue Collar fund requirements.
- b. Required Elements: All providers will:
  - Recruit, determine, and document eligibility for Provider's program participants.
  - Maintain and upload into Delaware JobLink (DJL) the documentation for each participant, including eligibility, attendance, assessments, credentials, certificates, and outcomes. Providers will provide documentation to Delaware and/or their designees upon request;
  - Enter participant information and activities into Delaware JobLink (DJL) in accordance with DOL E&T policies and procedures for participant tracking and performance measure reporting. Budgets should reflect staffing to complete this task;
  - Attend all required meetings and trainings.
  - Provide objective assessments to determine participants likelihood for success in proposed program as well as service needs. This will include assessments to:
    - Determine reading and math skills. Basic language and numeric skills training will be provided concurrently with skills training as appropriate. Assessments provided by the local education agency (e.g. Smarter Balance, PSAT, and SAT) may be used to assess reading and math skills. Providers are encouraged to use assessment approved by the National Reporting System found here <https://www.federalregister.gov/documents/2016/12/13/2016-29899/tests-determined-to-be-suitable-for-use-in-the-national-reporting-system-for-adult-education>. Assessments may be completed by Provider or by a partner. Assessments previously completed within the 6 months prior to enrollment into the programs may be used;
    - Career/Occupational Interests through tools such as the O\*Net Interest Profiler found at <https://www.mynextmove.org/explore/ip> or other method to determine interest, appropriate career pathway and fit for program. Prior assessments or planning tools completed may be used such as the Student Success Plan completed in Delaware's secondary schools; and
    - Wraparound/Supportive Service needs of each participant to identifying appropriate services and referrals for participants. This may be done through the completion of an Individualized Service Strategy.
- b. Develop Individualized Service Strategy (ISS): The ISS will include an ultimate employment goal, along with incremental work readiness, academic steps and credentials needed to achieve the goal. The ISS will be reviewed and updated regularly by program staff and will need to be uploaded in DJL;

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- c. Offer training appropriate to the intended job placement opportunity and demonstrate that the curriculum/services being offered through proposed training meets the current and projected needs of the local employers;
- d. Alignment with Delaware's Labor Market: Proposals must describe how funded activities respond to current and projected needs in Delaware's labor market, using labor market intelligence or employer input.
- e. Offer, or refer to, entrepreneurial skills training, when appropriate to the occupation and/or individual service strategy;
- f. Integrate the use of Paid Work Experience into proposed program. See section III.E below. For those offering Occupational Skills Training Programs, any participant that is not employed within 30 days of the 90-day intensive job search and placement period (see k. below) will go into Paid Work Experience.
- g. Provide intensive job search and placement assistance to participants which includes preparing participants for unsubsidized employment opportunities. For those offering Occupational Skills Training (see section 2 below), Provider will have up to a 90-day intensive job search and placement period to obtain Day 1 outcome. This period begins the last day or completion of the education/training;
- h. Utilize Delaware JobLink to maximize participants' job search and placement. At a minimum, participants will create a jobseeker account in Delaware JobLink (<https://joblink.delaware.gov>) which includes building at least one (1) resume;
- i. Track, document and record employment outcomes and retention up to 90 days;
- j. Have and maintain appropriate linkages to various supportive services to ensure wrap around services enabling successful program completions, job placement and retention. Linkages shall include referrals for substance/alcohol abuse, financial literacy, basic needs, and mental health. Providers that request funds for supportive services will document linkages with other human service Providers; and
- k. Provide retention services, as necessary, including during the day and evening to meet performance measures for 6 months following exit of participants.
- l. Training Strategies: In addition to the Required Elements, Provider must implement one or more of the following Training Strategies:
- m. **Occupational Skills Training** – Occupational Skills training is occupational specific training designed to provide individuals with the technical skills and information required to perform a specific job or group of jobs. Occupational Skills Training can occur in the classroom and/or online. Occupational Skills Training is any training of the type normally conducted in an institutional setting, including vocational education, which is designed to provide individuals with technical skills and information required to perform a specific job or group of jobs. This training must meet all the following:
  - Provide training that leads to an occupation or advancement in an occupation that is on the High-Demand Occupation List (Appendix F) and/or aligned to a Department of Education (DOE) state model program of study found at <https://de.gov/DOEprogramsstudy>. Proposals for occupational skills training in occupations **not targeted** on the high-demand occupations list or within a DOE state model program of study are permissible with comprehensive documentation supporting the need for training. The supportive documentation (Appendix F) must accompany the proposal; and
  - Lead to a credential; and
  - Have the required Pathways Common Elements as described in the chart below. Some of these common elements are required and some are considered a bonus, in which, bonus points will be allotted by the evaluation team when the proposals are scored. The following is a list of all the Career Pathways common elements and if they are required or additional points:

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Pathways Common Element	Required or Additional
<b>Sector Based Engagement Strategies:</b> Education and training align with the academic and technical skills needed by Delaware employers. Employer engagement occurs within targeted industry sectors, representing high-growth potential to the State of Delaware or regional economies, to determine prerequisite employment and career progression skill requirements for in- demand occupations.	Required
<b>Contextualized Learning:</b> Education and training focused on academic and technical content. Curricula and instructional strategies are designed to engage employers through authentic work experiences and to help adults attain work-readiness skills. Work based learning where participants can engage and learn from employers is a required element. This can include job shadowing, paid work experience/internship, and clinical.	Required
<b>Industry-recognized Credentials:</b> Education and training programs lead to the attainment of industry-recognized credentials and/or an associate or bachelor’s degree that has value in the labor market. Please see the definition of Credential.	Required
<b>Wraparound Services:</b> Career pathways incorporate academic and career counseling and support services. Services are targeted at points of transition, provide individualized career plans, and support communities that are high poverty. Further, career pathways provide supports for nontraditional learners and individuals with barriers to employment.	Required
<b>Stackable Educational and Training Options:</b> Education and training includes the full range of secondary, adult education, and postsecondary education programs, including registered apprenticeships. Career pathways are a non-duplicative progression of courses clearly articulated from one (1) level of instruction to the next and provide opportunities to earn high school credit, adult basic education, and postsecondary credit, culminating in industry-recognized credentials and/or an associate or bachelor’s degree.	Required
<b>Accelerated/Integrated Education and Training:</b> Career pathways combine occupational skill training with adult education services, give credit for prior learning, offer remedial services as needed, and apply strategies that accelerate the educational and career advancement of adults.	Additional
<b>Multiple Entry and Exit Points:</b> Career pathways provide participants with opportunities to transition between formalized education and training programs and competitive employment, thus allowing participants of varying skill levels to pursue education or training to enter or advance in a specific sector or occupational field.	Additional

- n. **Workforce Preparation Programs** – Workforce Preparation Programs may or may not target a specific occupational skill, but more broadly address barriers to unsubsidized employment. The delivery of services may take place in a classroom setting, one on one coaching, workshops, and use of Work Experience, and requires a focus on specific work behaviors, which may or may not be occupational skills. These programs must have intensive case management or career coaching services that support the participant’s career exploration, barrier busting, and achievement of skills to obtain and retain employment. The training is provided for individuals who lack actual work experience, who have unacceptable work behaviors, or have other barriers to employment.
- o. **ABE/GED** – Instruction on the basic skills required to achieve a High School Diploma/GED. This is completed as classroom training by a State of Delaware, Department of Education approved program. This training is provided for individuals who lack a high school diploma or GED and will be offered in conjunction with any of the above Training Strategies, **but it is not an allowable activity as a standalone service.**
- p. **Integration of AI Training:** Providers are strongly encouraged to include AI skills training modules or components (such as upskilling, AI-related certifications, or digital literacy relevant to employment sectors).
- q. **Business Engagement and Showcase of Talent:** Proposals must detail engagement strategies with Delaware businesses (e.g., partnerships, internships, job placement efforts) and explain how participant achievements,

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skills, or innovations will be showcased to employers (e.g., work-based learning evidence, portfolio presentations, job fairs).

- r. **Work Experience** -- All Providers must integrate the use of Paid Work Experience into proposed program. All Providers should budget for this expense in their Proposals. Budgets should include wages, fringes, temporary staffing fees, and provider staff to develop and monitor Work Experience sites. For all participants, it provides skills that may be added to participants' resumes as well as linking participants to local employers. Participation in work experience shall be for a reasonable length of time, based on the needs of the participant, which shall be documented in the participant's ISS. Generally, work experience for adults may not exceed the greater of six (6) months. All participants who participate in Work Experiences must be paid as an employee earning at least the State of Delaware minimum wage and may not be classified as independent contractors that would necessitate the issuance of a form 1099. Labor standards apply in any work experience where an employee/employer relationship, as defined by the Fair Labor Standards Act or applicable State law, exists. Funds provided for work experiences may not be used to directly or indirectly aid in the filling of a job opening that is vacant because the former occupant is on strike or is being locked out in the course of a labor dispute, or the filling of which is otherwise an issue in a labor dispute involving a work stoppage. No worker should be supplanted due to a Work Experience. When implementing this, Provider must either: opt to place participants on your organization's payroll. Participants must be treated like all other employees, for example, having all required deductions, including FICA, UI taxes, etc., as well as be covered under your organization's worker's compensation policy during their work experience time; or opt to use a temporary staffing agency to employ participants during the work experience time. The following is the link to the state procured temporary service agencies [http://contracts.delaware.gov/contracts\\_detail.asp?i=3600](http://contracts.delaware.gov/contracts_detail.asp?i=3600)
- s. There are the following exemptions to paid Work Experiences when implemented with Occupational Skills Training Programs that lead to employment in an occupation that requires all of the following:
  - i. A state issued license is required to work in the occupation;
  - ii. That license requires clinical hours; and
  - iii. It is common practice that the clinical hours are not paid.
  - iv. An example is the required clinical hours for a CNA program.
- t. Participants doing Experiences with contractor's organization shall be limited to 10% of the total participants for the contract period. A waiver to this may be requested and approved at the sole discretion of DOL.

#### 4. DETAILED REQUIREMENTS

The technical requirements of this RFP are stated in Appendix B. Vendors must provide pricing for the items listed in the Excel Spreadsheet, Appendix D.

### III. FORMAT FOR PROPOSAL

#### 1. INTRODUCTION

This section prescribes the mandatory format for the presentation of a proposal in response to this RFP. Each Vendor must provide every component listed in the order shown in this RFP, using the format prescribed for each component. A proposal may be rejected if it is incomplete or conditional.

#### 2. PROPOSAL RESPONSE

The Request for Proposal may contain pre-printed forms for use by the vendor in submitting its proposal. The forms required by this solicitation shall be considered mandatory, prevailing documents.

When preprinted forms are used, the forms shall contain basic information such as description of the item and the estimated quantities and shall have blank spaces for use by the vendor for entering information such as unit bid price, total bid price, as applicable.

If items are listed with a zero quantity, Vendor shall state unit price ONLY (intended for open end purchases where estimated requirements are not known). The proposal shall show a total bid price for each item bid and the total bid price of the proposal excluding zero quantity items.

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Vendors' proposal must respond to each and every requirement outlined in the RFP criteria in order to be considered responsive. Proposals must be **clear and concise**.

#### 3. NON-CONFORMING PROPOSALS

Non-conforming proposals will not be considered. Non-conforming proposals are defined as those that do not meet the requirements of this RFP. The determination of whether an RFP requirement is substantive or a mere formality shall reside solely within the State of Delaware.

#### 4. CONCISE PROPOSALS

The State of Delaware discourages overly lengthy and costly proposals. It is the desire that proposals be prepared in a straightforward and concise manner. Unnecessarily elaborate brochures or other promotional materials beyond those sufficient to present a complete and effective proposal are not desired. The State of Delaware's interest is in the quality and responsiveness of the proposal.

#### 5. COVER LETTER

Each proposal **will have a cover letter** on the letterhead of the company or organization submitting the proposal. The cover letter must briefly summarize Vendor's ability to provide the services specified in the RFP. The cover letter shall be signed by a representative who has the legal capacity to enter the organization into a formal contract with Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment & Training.

#### 6. TABLE OF CONTENTS

Each proposal must include a Table of Contents with page numbers for each of the required components of the proposal.

#### 7. DESCRIPTION OF SERVICES AND QUALIFICATIONS

Each proposal must contain a detailed description of how the Vendor will provide the goods and services outlined in this RFP. This part of the proposal may also include descriptions of any enhancements or additional services or qualifications the Vendor will provide that are not mentioned in this RFP.

#### 8. SAMPLES OR BROCHURES

Samples or brochures may be required by the agency for evaluation purposes. They shall be such as to permit the Agency to compare and determine if the item offered complies with the intent of the specifications.

#### 9. ACKNOWLEDGEMENT OF UNDERSTANDING OF TERMS

By submitting a bid, each Vendor shall be deemed to acknowledge that it has carefully read all sections of this RFP, including all forms, schedules and exhibits hereto, and has fully informed itself as to all existing conditions and limitations.

#### 10. NUMBER OF COPIES WITH MAILING OF PROPOSAL

All proposals must be submitted via Email to the provided email address prior to the submission deadline. No other submission type will be accepted.

#### 11. PROPOSAL EXPIRATION DATE

Prices quoted in the proposal shall remain fixed and binding on the bidder at least through June 30, 2027. Delaware reserves the right to ask for an extension of time if needed.

#### 12. WITHDRAWAL OF PROPOSALS

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A Vendor may withdraw its proposal unopened after it has been deposited, if such a request is made prior to the time set for the opening of the proposal.

#### 13. PROPOSAL MODIFICATIONS

Any changes, amendments or modifications to a submitted proposal requires that the original proposal be withdrawn, **prior** to the time set for the submission of the proposal, and a new proposal submitted **prior** to the deadline for submission of proposals.

Changes, amendments or modifications to proposals shall not be accepted or considered after the hour and date specified as the deadline for submission of proposals.

#### 14. LATE PROPOSALS

Proposals received after the specified date and time will not be accepted or considered.

#### 15. ADDENDA TO THE REQUEST FOR PROPOSAL (RFP)

If it becomes necessary to revise any part of this RFP, revisions will be posted at <https://bids.delaware.gov/> . By submitting an offer to the State, vendors have acknowledged receipt, understanding and commitment to comply with all materials, revisions, and addenda related to the Request for Proposal.

#### 16. INCURRED EXPENSES

The State will not be responsible for any expenses incurred by the vendor in preparing and submitting a proposal.

#### 17. ECONOMY OF PREPARATION

Proposals should be prepared simply and economically, providing a straight-forward, concise description of the Vendor's offer to meet the requirements of the RFP.

#### 18. DISCREPANCIES AND OMISSIONS

Vendor is fully responsible for the completeness and accuracy of their proposal, and for examining this RFP and all addenda. Failure to do so will be at the sole risk of vendor. Should vendor find discrepancies, omissions, unclear or ambiguous intent or meaning, or should any questions arise concerning this RFP, vendor shall notify the State of Delaware's Designated Contact, in writing, of such findings at least ten (10) days before the proposal opening. This will allow issuance of any necessary addenda. It will also help prevent the opening of a defective proposal and exposure of vendor's proposal upon which award could not be made. All unresolved issues should be addressed in the proposal.

Protests based on any omission or error, or on the content of the solicitation, will be disallowed if these faults have not been brought to the attention of the Designated Contact, in writing, no later than ten (10) calendar days prior to the time set for opening of the proposals.

#### 19. EXCEPTIONS

Bidders may elect to take **minor exception** to the terms and conditions of this RFP by completing Attachment 2. Delaware Workforce Development Board shall evaluate each exception according to the intent of the terms and conditions contained herein, but Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment and Training must reject exceptions that do not conform to State bid law and/or create inequality in the treatment of bidders. Exceptions shall be considered only if they are submitted with the bid or before the date and time of the bid opening.

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**Exceptions must be submitted utilizing Attachment 2 to be considered.** Exceptions listed elsewhere in the Vendor's proposal will not be considered. Enter Agency Name maintains sole discretion to reject any vendor exceptions that are submitted.

### 20. BUSINESS REFERENCES

Provide at least three (3) business references consisting of current or previous customers of similar scope and value using Attachment 4. Include business name, mailing address, contact name and phone number, number of years doing business with, and type of work performed. Personal references cannot be considered.

### 21. SUBCONTRACTS

Subcontracting is permitted under this RFP and contract. However, every subcontractor shall be identified in the Proposal using Attachment 5.

### 22. CONFIDENTIALITY

Subject to applicable law or the order of a court of competent jurisdiction to the contrary, all documents submitted as part of the vendor's proposal will be treated as confidential during the evaluation process. As such, vendor proposals will not be available for review by anyone other than the State of Delaware/Proposal Evaluation Team or its designated agents. There shall be no disclosure of any vendor's information until a fully executed contract is received unless such disclosure is required by law or by order of a court of competent jurisdiction.

The State of Delaware and its constituent agencies are required to comply with the State of Delaware Freedom of Information Act, [29 Del. C. § 10001, et seq. \("FOIA"\)](#). FOIA requires that the State of Delaware's records are public records (unless otherwise declared by FOIA or other law to be exempt from disclosure) and are subject to inspection and copying by any person upon a written request. Once fully executed contracts are received, the contents of all vendor proposals are subject to FOIA's public disclosure obligations and exemptions.

The State of Delaware wishes to create a business-friendly environment and procurement process. As such, the State respects the vendor community's desire to protect its intellectual property, trade secrets, and confidential business information (collectively referred to herein as "confidential business information"). Proposals must contain sufficient information to be evaluated. If a vendor feels that they cannot submit their proposal without including confidential business information, they must adhere to the following procedure or their proposal may be deemed unresponsive, may not be recommended for selection, and any applicable protection for the vendor's confidential business information may be lost.

In order to allow the State to assess its ability to protect a vendor's confidential business information, vendors will be permitted to designate appropriate portions of their proposal as confidential business information.

Vendor(s) may submit portions of a proposal considered to be confidential business information in a separate, sealed envelope labeled "Confidential Business Information" and include the specific RFP number. The envelope must contain a letter from the Vendor's legal counsel describing the documents in the envelope, representing in good faith that the information in each document is not "public record" as defined by [29 Del. C. § 10002](#), and briefly stating the reasons that each document meets the said definitions.

Upon receipt of a proposal accompanied by such a separate, sealed envelope, the State of Delaware will open the envelope to determine whether the procedure described above has been followed. A vendor's allegation as to its confidential business information shall not be binding on the State. The State shall independently determine the validity of any vendor designation as set forth in this section. Any vendor submitting a proposal or using the procedures discussed herein expressly accepts the State's absolute right and duty to independently assess the legal and factual validity of any information designated as confidential business information. Accordingly, Vendor(s) assume the risk that confidential business information included within a proposal may enter the public domain.

### 23. EMPLOYER PARTNER REQUIREMENTS

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Providers must obtain letters of support from employer partners who agree to interview their graduates for open positions within their company. Example: Provider is completing two (2) cohorts of CNA students with eight (8) expected participants per cohort. Provider will need to have letters of support from one (1) or multiple employers who agree to interview the graduates for potential openings. The letters of support need to cover 100% of the enrollment goal for interviews.

#### **24. ATTACHMENTS**

Attachment 1– Non-Collusion Statement

Attachment 2 – Exceptions

Attachment 3 – Confidentiality and Proprietary Information

Attachment 4 – Business References

Attachment 5 – Subcontractor Information Form

Attachment 6 – Monthly Usage Report

Attachment 7 – Subcontracting (2<sup>nd</sup> Tier Spend) Report

Attachment 8 – Office of Supplier Diversity Certification Application

Attachment 9 – Proposal Reply Requirements

Appendix A – Minimum Criteria for Submission

Appendix B – Statement of Work & Technical Specifications

Appendix C – Proposal Submission Template

Appendix D – Budget

Appendix E – Terms and Conditions

Appendix F – High Demand Occupation List

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**IV. PROPOSAL EVALUATION PROCEDURES**

**1. GENERAL ADMINISTRATION**

**A. STATE’S RIGHT TO REJECT PROPOSALS**

Enter Agency Name reserves the right to reject any or all proposals in whole or in part, to make multiple awards, partial awards, award by types, item by item, or lump sum total, whichever is determined to be the most advantageous to the State of Delaware. Vendors submitting proposals may be afforded an opportunity for discussion. Vendors may be requested to provide a best and final offer during the negotiation process. Negotiations may be conducted with responsible Vendors who submit proposals found to be reasonably likely to be selected for award. The contents of any proposal shall not be disclosed so as to be available to competing vendors during the negotiation process.

**B. STATE’S RIGHT TO CANCEL SOLICITATION**

The State of Delaware reserves the right to cancel this solicitation at any time during the procurement process, for any reason or for no reason. The State of Delaware makes no commitments expressed or implied, that this process will result in a business transaction with any vendor.

This RFP does not constitute an offer by the State of Delaware. Vendor’s participation in this process may result in the State of Delaware selecting your organization to engage in further discussions and negotiations toward execution of a contract. The commencement of such negotiations does not, however, signify a commitment by the State of Delaware to execute a contract nor to continue negotiations. The State of Delaware may terminate negotiations at any time and for any reason, or for no reason.

**C. DELIVERY OF PROPOSALS**

Each proposal must be submitted with all electronic copies and the proposal checklist confirming the items submitted. **All proposals are to be submitted and received no later than 1:00PM (EST) on March 12, 2026.** The proposals must be delivered by email to the following contact email address: **DWDBDETContracting@Delaware.gov** and in the subject line contain: “**BID ENCLOSED: LAB-ABC-26R-001, PROVIDER NAME, ABC Submission**”

Any proposal received after the Deadline for Receipt of Proposals date and time shall not be considered and shall not be reviewed. The proposing vendor bears the risk of delays in delivery and any costs. The contents of any proposal shall not be disclosed as to be made available to competing entities during the negotiation process. Upon receipt of vendor proposals, each vendor shall be presumed to be thoroughly familiar with all specifications and requirements of this RFP. The failure or omission to examine any form, instrument or document shall in no way relieve vendors from any obligation in respect to this RFP.

**D. PUBLIC OPENING OF PROPOSALS**

There will be no public opening of proposals, but a public log will be kept of the names of all vendor organizations that submitted proposals. The contents of any proposal shall not be disclosed in accordance with Executive Order #31 and Title 29, Delaware Code, Chapter 100. Any unopened proposals will be returned to the submitting vendor.

**E. AUTHORITY OF AGENCY**

On all questions concerning the interpretation of specifications, the acceptability and quality of material furnished and/or work performed, the classification of material, the execution of the work, and the determination of payment due or to become due, the decision of the Agency shall be final and binding.

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### 2. PROPOSAL EVALUATION COMMITTEE

The Proposal Evaluation Committee (“Committee”) is comprised of representatives of the State of Delaware.

The Proposal Evaluation Committee shall be comprised of at least three (3) members. The Committee must have at least one (1) DWDB board member. Other members will include subject matter experts (determined by the DWDB staff), Department of Labor, those that represent the target population (identified in WIOA section 3(24) as well as veterans and other targeted populations at the DWDB’s discretion). A DWDB member will chair the Committee. Committee members will remain on the same panel for the entire life of the process. The Committee shall determine which vendors meet the minimum requirements pursuant to selection criteria of the RFP and procedures established in 29 Del. C. §§ 6981 and 6982. Professional services for this solicitation are considered under 29 Del. C. § 6982(b). The Committee may negotiate with one or more vendors during the same period and may, at its discretion, terminate negotiations with any or all vendors. The Committee shall make a recommendation regarding the award to the DWDB Executive Director and the DET Director, who shall have final authority, subject to the provisions of this RFP and 29 Del. C. § 6982(b), to award a contract to the successful vendor in the best interests of the State of Delaware. Delaware Reserves the right to respond to submitted proposals and create or remove Evaluation Team(s) as Delaware sees fit.

The Committee reserves the right to:

- Select for contract or for negotiations a proposal other than that with lowest costs.
- Reject any and all proposals or portions of proposals received in response to this RFP or to make no award or issue a new RFP.
- Waive or modify any information, irregularity, or inconsistency in proposals received.
- Request modification to proposals from any or all vendors during the contract review and negotiation.
- Negotiate any aspect of the proposal with any vendor and negotiate with more than one vendor at the same time.
- Select more than one vendor pursuant to 29 *Del. C.* § 6926. Such selection will be based on the following criteria:  
NOTE: If agency does not intend to multi-source, this can be removed

The Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment & Training reserves the right to reject any or all bids in whole or in part, to make multiple awards, partial awards, award by types, item by item, or lump sum total, whichever may be most advantageous to the State of Delaware.

### 3. REQUIREMENTS OF THE VENDOR

The purpose of this section is to assist the Proposal Evaluation Committee to determine the ability of the organization to provide the materials and services described in the application. The proposal response should contain at a minimum the following information:

- a. General Information
  - a. Geographical Location
  - b. Targeted Industry
- b. Concise Summary of Program
- c. Demonstrated Ability
  - a. Experience and Reputation
  - b. Capacity to meet requirements (Size, financial condition, etc.)
  - c. Expertise
- d. Program Design
- e. Outcomes/Placement/Letters of support from employer partners
- f. Cost/Budget
- g. Leveraged Resources

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4. CRITERIA AND SCORING

EVALUATION CRITERIA	POINTS
<p>Demonstrated Ability:</p> <ul style="list-style-type: none"> <li>Provider demonstrates the ability to advertise, recruit, retain and operate like or similar high quality training programs that have resulted in (at a minimum) high employment rates in quality jobs or similar Performance Measures as described.</li> </ul> <p>Program has or plans to hire qualified staff who can meet the service needs of participants.</p>	15
<p>Program Design:</p> <ul style="list-style-type: none"> <li>Superior case management and wrap around services.</li> <li>All required program elements are addressed in proposal.</li> <li>Program design provides training in Durable/Soft Skills as integrated parts of the training curriculum.</li> <li>Program design provides training in Digital Literacy as an integrated part of the curriculum.</li> <li>Linkages are established to provide adequate wrap around services for participants during the post exit follow up period.</li> </ul> <p>Marginalized Communities and how they will be served are clearly articulated.</p>	20
<p>Outcome Placement:</p> <ul style="list-style-type: none"> <li>The proposed program addresses current and future needs of local employers, targeted industries, and all stakeholders through durable skills training, job readiness, and resume and interview preparation.</li> <li>Program provides contextualized learning experiences or work-based learning experiences for participants</li> <li>Program highlights students to employer partners - i.e. A Demonstration Day to allow students to meet employers where they are.</li> <li>Outcome statement that describes what a participant will have achieved after successfully completing the program. Including credential (s), job title, and expected wages.</li> <li>Letters of support from employer partners agree to interview a portion of program enrollments. 100% of enrollment goals must be covered by one (1) or multiple employer partners. This is a mandatory requirement for all submissions.</li> </ul>	35
<p>Cost/Budget</p> <ul style="list-style-type: none"> <li>Costs are reasonable and competitive as compared to other similar programs.</li> <li>Costs will be reviewed as a cost per participant and cost per proposed hour trained.</li> <li>Budget requires 25% of requested amount be used on Work Experience.</li> </ul> <p>Indirect Costs are limited by USDOL to 10% of the total budget.</p>	20
<p>Leverage Resources: Braided funding from multiple resources.</p>	10
<p>Employer Participation: At least 3 business partnerships provided. This is a mandatory requirement and does not award points.</p>	0
<p>Total:</p>	100
<p>Additional Points: The following categories will be given extra consideration and if warranted points will be awarded.</p>	
<p>Program incorporates financial literacy and Artificial Intelligence (AI) into training.</p>	5
<p>Serving Justice Involved Clients. Proposal includes service delivery targeted to this population.</p>	5
<p>Program targets an occupation within Tier 1 of the High Demand Occupation List found in Appendix F</p>	5
<p>Additional Total:</p>	15
<p style="text-align: center;">TOTAL SCORE</p>	115

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Procurement Evaluation Committee members will assign up to the maximum number of points listed for each of the criteria listed above. For items having quantitative answers, points will be proportionate to each proposal's response. Items with qualitative answers will receive the average of points assigned by Proposal Evaluation Committee members.

#### 5. BEST AND FINAL OFFERS

Once the proposals have been evaluated and negotiations have been held with the vendor(s) determined to be likely to receive an award, the Procurement Evaluation Committee issue a request for Best and Final Offers from the vendor(s).

#### 6. REFERENCES

The Committee may contact any customer of the vendor, whether or not included in the vendor's reference list, and use such information in the evaluation process. Additionally, the State of Delaware may choose to visit existing installations of comparable systems, which may or may not include vendor personnel. If the vendor is involved in such site visits, the State of Delaware will pay travel costs only for State of Delaware personnel for these visits.

### V. MANDATORY PREBID MEETING

A mandatory pre-bid meeting has been scheduled for February 19, 2026 at 1:00 – 2:00 p.m. **This is a mandatory meeting.** If a Vendor does not attend this meeting, they shall be disqualified and shall not be considered for further evaluation during this RFP.

[https://teams.microsoft.com/l/meetup-join/19%3ameeting\\_ODc0NWY4ZTgtOTc0ZC00MGRiLTkxOWMtOTU2ZDM2ZmE4MmM0%40thread.v2/0?context=%7b%22Tid%22%3a%228c09e569-51c5-4dee-abb2-8b99c32a4396%22%2c%22Oid%22%3a%229295ce0d-da36-474e-a9d3-85862f60fac4%22%7d](https://teams.microsoft.com/l/meetup-join/19%3ameeting_ODc0NWY4ZTgtOTc0ZC00MGRiLTkxOWMtOTU2ZDM2ZmE4MmM0%40thread.v2/0?context=%7b%22Tid%22%3a%228c09e569-51c5-4dee-abb2-8b99c32a4396%22%2c%22Oid%22%3a%229295ce0d-da36-474e-a9d3-85862f60fac4%22%7d)

### VI. DEFINITIONS AND GENERAL PROVISIONS

The attached Definitions and General Provisions apply to all contracts and are part of each Request for Proposal. The requirement to furnish a bid bond and performance bond is applicable unless waived. Should the General Provisions conflict with the Special Provisions, the Special Provisions shall prevail. Vendors or their authorized representatives are required to fully acquaint themselves as to State procurement laws and regulations prior to submitting bid.

#### A. DEFINITIONS:

Whenever the following terms are used, their intent and meaning shall be interpreted as follows:

**STATE:** The State of Delaware

**AGENCY:** State Agency as noted on cover sheet.

**BID INVITATION:** The "invitation to bid" or "Request for Proposal" is a packet of material sent to vendors and consists of General Provisions, Special Provisions, specifications, and enclosures.

**BOND:** The approved form of security furnished by the Vendors and its surety as a guaranty of good faith on the part of the Vendor to execute the work in accordance with the terms of the contract.

**CONTRACT:** The written agreement covering the furnishing and delivery of material or work to be performed.

**DESIGNATED OFFICIAL:** The agent authorized to act for an Agency.

**GENERAL PROVISIONS:** General Provisions are instructions pertaining to contracts in general. They contain, in summary, requirements of laws of the State, policies of the Agency, and instructions to vendors.

**LOCAL TIME:** Eastern Standard Time/Eastern Daylight Time

**OPPORTUNITY BUY:** A special offer from a supplier that is usually associated with a limited time to respond.

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**PROPOSAL:** The offer of the Vendor submitted on the approved form and setting forth the Vendor's prices for performing the work or supplying the material or equipment described in the specifications.

**RFP:** Request for Proposal.

**SPECIAL PROVISIONS:** Special Provisions are specific conditions or requirements peculiar to the contract under consideration and are supplemental to the General Provisions. Should the Special Provisions conflict with the General Provisions, the Special Provisions shall prevail.

**SURETY:** The corporate body which is bound with and for the contract, or which is liable, and which engages to be responsible for the Vendor's payments of all debts pertaining to and for its acceptable performance of the work for which he has contracted

**VENDOR:** Any individual, firm, or corporation formally submitting a proposal for the material or work contemplated, acting directly or through a duly authorized representative.

**VENDOR'S DEPOSIT:** The security designated in the proposal to be furnished by the Vendor as a guaranty of good faith to enter into a contract with the Agency if the work to be performed or the material or equipment to be furnished is awarded to it.

## **B. GENERAL PROVISIONS**

### **1. INTERPRETATION OF ESTIMATES/QUANTITIES**

- a. Unless stated otherwise, the quantities given in the RFP are to be considered to be approximate only and are given as a basis for the comparison of bids. The Agency may increase or decrease the amount of any item as may be deemed necessary or expedient, during the period of the contract. Bidders shall recognize there are no guaranteed minimum contract quantities or values associated with this solicitation.
- b. An increase or decrease in the quantity for any item is not sufficient ground for an increase or decrease in the unit price.
- c. Prior contract utilization may be viewed on the Delaware Open Data Portal <https://data.delaware.gov/>. The Government and Finance data sets provide Central Contract Line Item Spend by Fiscal Year among several additional data products. Past usage shall not be considered a guaranteed future volume.

### **2. SILENCE OF SPECIFICATIONS**

The apparent silence of the specifications as to any detail, or the apparent omission from it of detailed description concerning any point, shall be regarded as meaning that only the best commercial practice is to prevail and only material and workmanship of the first quality are to be used. Proof of specifications compliance will be the responsibility of the vendor.

### **3. EXAMINATION OF SPECIFICATIONS AND PROVISIONS**

The Vendor shall examine carefully the proposal and the contract forms for the material contemplated. The Vendor shall investigate and satisfy itself as to the conditions to be encountered, quality and quantities of the material to be furnished, and the requirements of any Special Provisions in the RFP and the contract. The submission of a proposal shall be conclusive evidence that the Vendor has made examination of the aforementioned conditions.

### **4. PRICES QUOTED**

The prices quoted are those for which the material will be furnished F.O.B. Ordering Agency and include all charges that may be imposed during the period of the contract. **All prices quoted must be in U.S. Dollars.**

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All vendors that maintain a core list of products under this contract shall maintain the appropriate negotiated prices on their core list. Vendors shall routinely offer to add to the core list material that has been identified as necessary. The Vendors are expected to routinely update any changes to the core list with the appropriate discounts listed.

Any adjustments to a core list must receive prior written approval from the State before a core list can be changed by the Vendor. Changes include but are not limited to the migration of items on and off the core list as well as any price adjustments from the original agreed upon pricing.

#### **5. PUBLIC INSPECTION OF PROPOSALS**

All documents submitted as part of the vendor's proposal will be deemed confidential during the evaluation process. Vendor proposals will not be available for review by anyone other than the State of Delaware/Proposal Evaluation Committee or its designated agents. There shall be no disclosure of any vendor's information to a competing vendor prior to award of the contract.

The State of Delaware is a public agency as defined by state law, and as such, it is subject to the Delaware Freedom of Information Act, 29 *Del. C.* Ch. 100. Under the law, all the State of Delaware's records are public records (unless otherwise declared by law to be confidential) and are subject to inspection and copying by any person. Vendor(s) are advised that once a proposal is received by the State of Delaware and a decision on contract award is made, its contents will become public record and nothing contained in the proposal will be deemed to be confidential except proprietary information.

Vendor(s) shall not include any information in their proposal that is proprietary in nature or that they would not want to be released to the public. Proposals must contain sufficient information to be evaluated and a contract written without reference to any proprietary information. If a vendor feels that they cannot submit their proposal without including proprietary information, they must adhere to the following procedure or their proposal may be deemed unresponsive and will not be recommended for selection. Vendor(s) must submit such information in a separate, Email labeled "Proprietary Information" with the RFP number. The Email must contain a letter from the Vendor's legal counsel describing the documents in the Email, representing in good faith that the information in each document is not "public record" as defined by 29 *Del. C.* § 10002(d), and briefly stating the reasons that each document meets the said definitions.

#### **6. LAWS TO BE OBSERVED**

The vendor is presumed to know and shall strictly comply with all Federal, State, or County laws, and City or Town ordinances and regulations in any manner affecting the conduct of the work. The Vendor shall indemnify and save harmless the State of Delaware, the Agency, and all Officers, Agency and Servants thereof against any claim or liability arising from or based upon the violation of any such laws, ordinances, regulations, orders, or decrees whether by itself, by its employees, or by its subcontractor (s).

#### **7. APPLICABLE LAW AND JURISDICTION**

This bid, any resulting contract, and any and all litigation or other disputes arising therefrom, in connection with, or related hereto shall be governed by the applicable laws, regulations and rules of evidence of the State of Delaware. Bidder submits to personal jurisdiction in the State of Delaware. Any and all litigation or other disputes arising out of, in connection with, or relating to this bid, and any resulting contract, shall be brought exclusively in a court in the State of Delaware or the United States District Court of the District of Delaware as applicable.

#### **8. SEVERABILITY**

If any term or provision of this Agreement is found by a court of competent jurisdiction to be invalid, illegal or otherwise unenforceable, the same shall not affect the other terms or provisions hereof or the whole of this Agreement, but such term or provision shall be deemed modified to the extent necessary in the court's opinion to render such term or provision enforceable, and the rights and obligations of the parties shall be construed and

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enforced accordingly, preserving to the fullest permissible extent the intent and agreements of the parties herein set forth.

#### **9. PERMITS AND LICENSES**

All necessary permits, licenses, insurance policies, etc. required by local, State or Federal laws, shall be provided by the Vendor at its own expense.

#### **10. PATENTED DEVICES, MATERIAL AND PROCESSES**

- a. The Vendor shall provide for the use of any patented design, device, material, or process to be used or furnished under this contract by suitable legal agreement with the patentee or owner, and shall file a copy of this agreement with the Agency.
- b. The Vendor and the surety shall hold and save harmless the State of Delaware, the Agency, the Director, their Officers or Agents from any and all claims because of the use of such patented design, device, material, or process in connection with the work agreed to be performed under this contract.

#### **11. EMERGENCY TERMINATION OF CONTRACT**

- a. Due to restrictions which may be established by the United States Government on material, or work, a contract may be terminated by the cancellation of all or portions of the contract.
- b. In the event the Vendor is unable to obtain the material required to complete the items of work included in the contract because of restrictions established by the United States Government and if, in the opinion of the Agency, it is impractical to substitute other available material, or the work cannot be completed within a reasonable time, the incomplete portions of the work may be cancelled, or the contract may be terminated.

#### **12. TAX EXEMPTION**

- a. In accordance with the Internal Revenue Service regulations, the State of Delaware is generally exempt from federal excise tax for communications, certain fuels, sales by manufacturers and the tax on heavy trucks, trailers, and tractors. More detail is included in IRS Publication 510 Excise Taxes located at <https://www.irs.gov/pub/irs-pdf/p510.pdf>. Per IRS regulations, all exemption certificates must be specific to the vendor and the type of excise tax. If an exemption certificate is requested by a vendor, the Division of Accounting will work with the agency and vendor to complete the appropriate certificate. Such taxes shall not be included in prices quoted.
- b. Any material which is to be incorporated in the work or any equipment required for the work contemplated in the proposal may be consigned to the Agency. If the shipping papers show clearly that any such material is so consigned, the shipment will be exempt from the tax on the transportation of property under provisions of Section 3475 (b) of the Internal Revenue Code, as amended by Public Law 180 (78th Congress). All transportation charges shall be paid by the Vendor. Each Vendor shall take its exemption into account in calculating its bid for its work.

#### **13. INVOICING**

After the awards are made, the agencies participating in the bid may forward their purchase orders ("P.O.") to the successful Vendor(s) in accordance with State Purchasing Procedures. The State will generate a payment voucher upon receipt of an acceptable invoice from the vendor.

#### **14. PRICES**

Prices and/or rates shall remain firm for the initial One (1) year term of the contract, unless further negotiations are deemed necessary by the State.

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The pricing policy that you choose to submit must address the following concerns:

- a. The structure must be clear, accountable and auditable.
- b. It must cover the full spectrum of services required.
- c. Costs and compensation must be consistent with the rates established or negotiated as a result of this RFP or P.O. issued based on this contract.

#### **15. COOPERATIVES**

Vendors, who have been awarded similar contracts through a competitive bidding process with a cooperative, are welcome to submit the cooperative pricing for this solicitation.

#### **16. PRICE ADJUSTMENT**

The Vendor is not prohibited from offering a price reduction on its services or materiel offered under the contract. The State is not prohibited from requesting a price reduction on those services or materiel during the initial term or any subsequent options that the State may agree to exercise.

If agreement is reached to extend this contract beyond the one (1) year period 7/1/2026 through 6/30/2027, Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment & Training shall have the option of offering a determined price adjustment that shall not exceed the current Philadelphia All Urban Consumers Price Index (CPI-U), U.S. City Average. If the CPI-U is used, any increase/decrease shall reflect the change during the previous published twelve (12) month period at the time of renegotiation.

#### **17. INDEPENDENT CONTRACTORS**

The parties to any contract from this solicitation shall be independent contractors to one another, and nothing herein shall be deemed to cause the agreement to create an agency, partnership, joint venture or employment relationship between parties. Each party shall be responsible for compliance with all applicable workers compensation, unemployment, disability insurance, social security withholding and all other similar matters. Neither party shall be liable for any debts, accounts, obligations or other liability whatsoever of the other party or any other obligation of the other party to pay on the behalf of its employees or to withhold from any compensation paid to such employees any social benefits, workers compensation insurance premiums or any income or other similar taxes.

#### **18. TEMPORARY PERSONNEL ARE NOT STATE EMPLOYEES UNLESS AND UNTIL THEY ARE DIRECTLY HIRED**

Vendor agrees that any individual or group of temporary staff person(s) provided to the State of Delaware pursuant to this Solicitation shall remain the employee(s) of Vendor for all purposes including any required compliance with the Affordable Care Act by the Vendor. Vendor agrees that it shall not allege, argue, or take any position that individual temporary staff person(s) provided to the State pursuant to this Solicitation must be provided any benefits, including any healthcare benefits by the State of Delaware and Vendor agrees to assume the total and complete responsibility for the provision of any healthcare benefits required by the Affordable Care Act to aforesaid individual temporary staff person(s). In the event that the Internal Revenue Service, or any other third party governmental entity determines that the State of Delaware is a dual employer or the sole employer of any individual temporary staff person(s) provided to the State of Delaware pursuant to this Solicitation, Vendor agrees to hold harmless, indemnify, and defend the State to the maximum extent of any liability to the State arising out of such determinations.

Notwithstanding the content of the preceding paragraph, should the State of Delaware subsequently directly hire any individual temporary staff employee(s) provided pursuant to this Solicitation, the aforementioned obligations to hold harmless, indemnify, and defend the State of Delaware shall cease and terminate for the period following the date of hire. Nothing herein shall be deemed to terminate the Vendor's obligation to hold harmless, indemnify, and defend the State of Delaware for any liability that arises out of compliance with the ACA prior to the date of hire by the State of Delaware. Vendor will waive any separation fee provided an employee works for both the

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vendor and hiring agency, continuously, for a three (3) month period and is provided thirty (30) days written notice of intent to hire from the agency. Notice can be issued at second month if it is the State's intention to hire.

#### **19. WORK PERFORMED IN A STATE BUILDING**

Awarded Vendor(s) who have any employees carrying out any work related to the awarded contract at a State facility shall have those employees comply with any health mandate or policy issued by the State related to a pandemic or other State of Emergency issued by any State authority during the term of the awarded contract, including those that apply directly to State employees.

#### **20. ACA SAFE HARBOR**

The State and its utilizing agencies are not the employer of temporary or contracted staff. However, the State is concerned that it could be determined to be a Common-law Employer as defined by the Affordable Care Act ("ACA"). Therefore, the State seeks to utilize the "Common-law Employer Safe Harbor Exception" under the ACA to transfer health benefit insurance requirements to the staffing company. The Common-law Employer Safe Harbor Exception can be attained when the State and/or its agencies are charged and pay for an "Additional Fee" with respect to the employees electing to obtain health coverage from the Vendor.

The Common-law Employer Safe Harbor Exception under the ACA requires that an Additional Fee must be charged to those employees who obtain health coverage from the Vendor, but does not state the required amount of the fee. The State requires that all Vendors shall identify the Additional Fee to obtain health coverage from the Vendor and delineate the Additional Fee from all other charges and fees. The Vendor shall identify both the Additional Fee to be charged and the basis of how the fee is applied (i.e. per employee, per invoice, etc.). The State will consider the Additional Fee and prior to award reserves the right to negotiate any fees offered by the Vendor. Further, the Additional Fee shall be separately scored in the proposal to ensure that neither prices charged nor the Additional Fee charged will have a detrimental effect when selecting vendor(s) for award.

#### **21. FUNDING OUT or NON-APPROPRIATION**

In the event the General Assembly fails to appropriate the specific funds necessary to enter into or continue the contractual agreement, in whole or part, the agreement shall be terminated as to any obligation of the State requiring the expenditure of money for which no specific appropriation is available at the end of the last fiscal year for which no appropriation is available or upon the exhaustion of funds.

#### **22. MANDATORY INSURANCE REQUIREMENTS**

As a part of the contract requirements, the contractor must obtain at its own cost and expense and keep in force and effect during the term of this contract, including all extensions, the minimum coverage limits specified below with a carrier satisfactory to the State. All contractors must carry the following coverage depending on the type of service or product being delivered.

- a. Worker's Compensation and Employer's Liability Insurance in accordance with applicable law.
- b. Commercial General Liability - \$1,000,000 per occurrence/\$3,000,000 per aggregate.
- c. Automotive Liability Insurance covering all automotive units used in the work (including all units leased from and/or provided by the State to Vendor pursuant to this Agreement as well as all units used by Vendor, regardless of the identity of the registered owner, used by Vendor for completing the Work required by this Agreement to include but not limited to transporting Delaware clients or staff), providing coverage on a primary non-contributory basis with limits of not less than:
  1. \$1,000,000 combined single limit each accident, for bodily injury;
  2. \$250,000 for property damage to others;

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- 3. \$25,000 per person per accident Uninsured/Underinsured Motorists coverage;
- 4. \$25,000 per person, \$300,000 per accident Personal Injury Protection (PIP) benefits as provided for in 21 *Del. C.* § 2118; and
- 5. Comprehensive coverage for all leased vehicles, which shall cover the replacement cost of the vehicle in the event of collision, damage or other loss.

The successful vendor must carry at least one of the following depending on the scope of work being performed.

- a. Medical/Professional Liability - \$1,000,000 per occurrence/\$3,000,000 per aggregate
- b. Miscellaneous Errors and Omissions - \$1,000,000 per occurrence/\$3,000,000 per aggregate
- c. Product Liability - \$1,000,000 per occurrence/\$3,000,000 aggregate

Should any of the above described policies be cancelled before expiration date thereof, notice will be delivered in accordance with the policy provisions.

Before any work is done pursuant to this Agreement, the Certificate of Insurance and/or copies of the insurance policies, referencing the contract number stated herein, shall be filed with the State. The certificate holder is as follows:

ENTER AGENCY NAME  
 Contract No: ENTER CONTRACT NUMBER  
 State of Delaware  
 ADDRESS  
 ADDRESS

Nothing contained herein shall restrict or limit the Vendor’s right to procure insurance coverage in amounts higher than those required by this Agreement. To the extent that the Vendor procures insurance coverage in amounts higher than the amounts required by this Agreement, all said additionally procured coverages will be applicable to any loss or claim and shall replace the insurance obligations contained herein.

To the extent that Vendor has complied with the terms of this Agreement and has procured insurance coverage for all vehicles Leased and/or operated by Vendor as part of this Agreement, the State of Delaware’s self-insured insurance program shall not provide any coverage whether coverage is sought as primary, co-primary, excess or umbrella insurer or coverage for any loss of any nature.

In no event shall the State of Delaware be named as an additional insured on any policy required under this agreement.

Should any of the above described policies be cancelled before the expiration date thereof, notice will be delivered in accordance with the policy provisions.

**23. STATE OF DELAWARE BUSINESS LICENSE**

Prior to receiving an award, the successful Vendor shall either furnish the Agency with proof of State of Delaware Business Licensure or initiate the process of application where required. An application may be requested in writing to: Division of Revenue, Carvel State Building, P.O. Box 8750, 820 N. French Street, Wilmington, DE 19899 or by telephone to one of the following numbers: 302-577-8778. <http://revenue.delaware.gov/services/BusServices.shtml>

Information regarding the award of this contract will be given to the Division of Revenue. Failure to comply with the State of Delaware licensing requirements may subject your organization to applicable fines and/or interest penalties.

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### 24. INDEMNIFICATION

#### a. General Indemnification

By submitting a proposal, the proposing vendor agrees that in the event it is awarded a contract, it will indemnify and otherwise hold harmless the State of Delaware, its agents, and employees from any and all liability, suits, actions, or claims, together with all costs, expenses for attorney's fees, arising out of the vendor's its agents and employees' performance work or services in connection with the contract.

#### b. Proprietary Rights Indemnification

Vendor shall warrant that all elements of its solution, including all equipment, software, documentation, services and deliverables, do not and will not infringe upon or violate any patent, copyright, trade secret or other proprietary rights of any third party. In the event of any claim, suit or action by any third party against the State of Delaware, the State of Delaware shall promptly notify the vendor in writing and vendor shall defend such claim, suit or action at vendor's expense, and vendor shall indemnify the State of Delaware against any loss, cost, damage, expense or liability arising out of such claim, suit or action (including, without limitation, litigation costs, lost employee time, and counsel fees) whether or not such claim, suit or action is successful.

If any equipment, software, services (including methods) products or other intellectual property used or furnished by the vendor (collectively "Products") is or in vendor's reasonable judgment is likely to be, held to constitute an infringing product, vendor shall at its expense and option either:

1. Procure the right for the State of Delaware to continue using the Product(s);
2. Replace the product with a non-infringing equivalent that satisfies all the requirements of the contract; or
3. Modify the Product(s) to make it or them non-infringing, provided that the modification does not materially alter the functionality or efficacy of the product or cause the Product(s) or any part of the work to fail to conform to the requirements of the Contract, or only alters the Product(s) to a degree that the State of Delaware agrees to and accepts in writing.

### 25. NON-PERFORMANCE

In the event the Vendor does not fulfill its obligations under the terms and conditions of this contract, in addition to proceeding with termination of the contract, the ordering agency may terminate any individual orders in accordance with General Provisions, Item titled as "TERMINATION OF INDIVIDUAL PURCHASE ORDERS" below and purchase equivalent product on the open market. Regarding any such open market purchase, payment for any difference in cost or expense in excess of the contract prices for reasonably equivalent products or services herein shall be the responsibility of the Vendor and shall be submitted to the State no later than 30 days following the delivery of the State's invoice detailing the open market purchase. Under no circumstances shall monies be due the Vendor in the event open market products can be obtained below contract cost. Any monies charged to the Vendor may be deducted from an open invoice.

### 26. FORCE MAJEURE

Neither the Vendor nor the State shall be held liable for non-performance under the terms and conditions of this Agreement due, but not limited to:

- a. Acts of God; labor disturbances; accidents; failure of a governmental entity to issue a permit or approval required for performance when the Contractor has filed proper and timely application with the appropriate government entity; civil disorders; acts of aggression; changes in any law or regulation adopted or issued by a governmental entity after the date of this Agreement; a court order; explosions; failure of utilities; material shortages;
- b. Diseases, plagues, quarantine, epidemics or pandemics;
- c. Federal, state, or local work or travel restrictions to control, mitigate, or reduce transmission of diseases, plagues, epidemics or pandemics; or

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- d. The State's need to occupy, utilize, or repurpose an active or prospective work area due to diseases, plagues, quarantine, epidemics, pandemics, work or travel restrictions, and the need to control, mitigate, or reduce transmission of diseases, plagues, epidemics or pandemics.

Each party shall notify the other in writing of any situation that may prevent performance under the terms and conditions of this contract within 2 business days of the party's knowledge of significant non-performance risk.

#### **27. VENDOR NON-ENTITLEMENT**

State of Delaware Vendors for Materiel and for Services shall not have legal entitlement to utilize any Central Contract held by the State of Delaware. The Vendors may not seek business from another Vendors' Central Contract for the purpose of preparing a bid or proposal to the State of Delaware. Additionally, they shall not utilize other Central Contracts to fulfill the requirements of their respective contract unless they are considered a "Covered Agency" as defined by Title 29 Chapter 69 of the State Procurement Code or otherwise permitted by law.

This is not a prohibition from any Vendor choosing to work with another Vendor who holds a State Central Contract for private business.

#### **28. OPPORTUNITY BUYS**

The Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment & Training can waive use of a contract pursuant to 29 *Del. C.* § 6911(d). A process has been developed to permit any vendor the opportunity to submit an Opportunity Buy offer to the State for goods and/or services for consideration despite the existence of a contract. See [Opportunity Buy Flowchart](#). The Director will afford any vendor on an existing contract an opportunity to match or to beat the Opportunity Buy offer made by a non-contracted vendor prior to a waiver being granted.

#### **29. REQUIRED REPORTING**

One of the primary goals in administering this contract is to keep accurate records regarding its actual value/usage. This information is essential in order to update the contents of the contract and to establish proper bonding levels if they are required. The integrity of future contracts revolves around our ability to convey accurate and realistic information to all interested parties.

A complete and accurate usage report (Attachment 6) shall be furnished in an Excel format and submitted electronically, upon request, detailing the purchasing of all items and/or services on this contract. The reports shall be completed in Excel format, using the example in Attachment 6, and submitted upon request to the Contract Specialist. Submitted reports shall cover the full month, contain accurate descriptions of the products, goods or services procured, purchasing agency information, quantities procured, and prices paid. Reports are required upon request, including those with "no spend". Any exception to this requirement or failure to submit complete reports upon request, or in the format required, may result in corrective action, up to and including the possible cancellation of the award. Failure to provide the report with the minimum required information may also negate any contract extension clauses. Additionally, Vendors who are determined to be in default of this mandatory report requirement may have such conduct considered against them, in assessment of responsibility, in the evaluation of future proposals.

– Reporting is required by Executive Order.

In accordance with [Executive Order 49](#), the State of Delaware is committed to supporting its diverse business industry and population. The successful Vendor will be required to accurately report on the participation by Diversity Suppliers which includes minority (MBE), woman (WBE), veteran owned business (VOBE), or service disabled veteran owned business (SDVOBE) under this awarded contract. The reported data elements shall include but not be limited to; name of state contract/project, the name of the Diversity Supplier, Diversity Supplier contact information (phone, email), type of product or service provided by the

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Diversity Supplier and any minority, women, veteran, or service disabled veteran certifications for the subcontractor (State OSD certification, Minority Supplier Development Council, Women's Business Enterprise Council, VetBiz.gov). The format used for Subcontracting 2<sup>nd</sup> Tier report is shown as in Attachment 7.

Accurate 2<sup>nd</sup> Tier reports shall be submitted to the contracting Agency's contract manager on the 15<sup>th</sup> (or next business day) of the month following each quarterly period. For consistency quarters shall be considered to end the last day of March, June, September, and December of each calendar year. Contract spend during the covered periods shall result in a report even if the contract has expired by the report due date.

### **30. BILLING**

The Vendor is required to invoice the State of Delaware, Division of Employment & Training using provided financial process. This process will be discussed in the Pre-Bid Meeting and during ongoing contract support. Typical method of billing is a reimbursement model that allows the provider to submit financials to their Contract Specialist by the 12<sup>th</sup> of each month following the expenditures.

### **31. METHOD OF PAYMENT**

- a. For each P.O. issued as part of this contract, the State will pay Vendor monthly, within forty-five (45) days of receipt of the Vendor's billing, the amount which is legitimately earned by the Vendor, and supported by payroll data and an itemized accounting of reasonable reimbursable direct non-salary costs. A current progress report of the work shall accompany each billing.

Final settlement for total payment to the Vendor will be made within forty-five (45) days from the date of final written State acceptance of the work and services as agreed to in the P.O.

- b. No premium time for overtime will be paid without prior written State authorization. Indirect overhead cost shall not be applied to the premium portion of the overtime.
- c. The agencies or school districts using this award will authorize and process for payment each invoice within forty-five (45) days after the date of receipt of a correct invoice. The State of Delaware intends to maximize the use of the P-Card for payment for goods and services provided under contract. Vendors shall not charge additional fees for acceptance of this payment method and shall incorporate any costs into their proposals. Additionally, there shall be no minimum or maximum limits on any P-Card transaction under the contract. While it is the State's intention to utilize the P-card payment method the State reserves, at its discretion, the right to pay by ACH/ ACI or check. Should a Vendor wish to provide a financial incentive to not process payment by P-Card in their proposal, they are to prepare their proposals to clearly outline any incentives for alternative payment methods the Vendor is willing to accept.

### **32. SCHEDULE FOR PERFORMANCE OF WORK**

All work described in these specifications shall be completed with reasonable promptness. As used in this Section, the State of Delaware shall be the sole judge of the term "reasonable". If the Vendor does not begin the work in a reasonable amount of time, they will be notified that if they fail to initiate the work promptly, the contract may be terminated, and the State will forthwith proceed to collect for nonperformance of work.

### **33. VENDOR RESPONSIBILITY**

The State will enter into a contract with the successful Vendor(s). The successful Vendor(s) shall be responsible for all products and services as required by this RFP whether or not the Vendor or its subcontractor provided final fulfillment of the order. Subcontractors, if any, shall be clearly identified in the Vendor's proposal by completing Attachment 5, and are subject to the approval and acceptance of the Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment & Training.

### **34. VENDOR- OWNED RENTAL EQUIPMENT AND SUPPLIES REMOVAL**

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The awarded Vendor shall remove all rental equipment and supplies from the event location(s) no later than an agreed to date once all contract obligations by the Vendor have been met.

#### **35. PERSONNEL, EQUIPMENT AND SERVICES**

- a. The Vendor represents that it has, or will secure at its own expense, all personnel required to perform the services required under this contract.
- b. All the equipment and services required hereunder shall be provided by or performed by the Vendor or under its direct supervision, and all personnel, including subcontractors, engaged in the work shall be fully qualified and shall be authorized under State and local law to perform such services.
- c. None of the equipment and/or services covered by this contract shall be subcontracted without the prior written approval of the State. Only those subcontractors identified in Attachment 5 are considered approved upon award. Changes to those subcontractor(s) listed in Attachment 5 must be approved in writing by the State.

#### **36. FAIR BACKGROUND CHECK PRACTICES**

Pursuant to 29 Del. C. [§ 6909B](#), the State does not consider the criminal record, criminal history, credit history or credit score of an applicant for state employment during the initial application process unless otherwise required by state and/or federal law. Vendors doing business with the State are encouraged to adopt fair background check practices. Vendors can refer to 19 Del. C. [§ 711\(g\)](#) for applicable established provisions.

#### **37. VENDOR BACKGROUND CHECK REQUIREMENTS**

Vendor(s) selected for an award that access state property or come in contact with vulnerable populations, including children and youth, shall be required to complete background checks on employees serving the State's on premises contracts. Unless otherwise directed, at a minimum, this shall include a check of the following registry:

- Delaware Sex Offender Central Registry at:  
<https://sexoffender.dsp.delaware.gov/>

Individuals that are listed in the registry shall be prevented from direct contact in the service of an awarded state contract, but may provide support or off-site premises service for contract vendors. Should an individual be identified and the Vendor(s) believes their employee's service does not represent a conflict with this requirement, may apply for a waiver to the primary agency listed in the solicitation. The Agency's decision to allow or deny access to any individual identified on a registry database is final and at the Agency's sole discretion.

By Agency request, the Vendor(s) shall provide a list of all employees serving an awarded contract, and certify adherence to the background check requirement. Individual(s) found in the central registry in violation of the terms stated, shall be immediately prevented from a return to state property in service of a contract award. A violation of this condition represents a violation of the contract terms and conditions, and may subject the Vendor to penalty, including contract cancellation for cause.

Individual contracts may require additional background checks and/or security clearance(s), depending on the nature of the services to be provided or locations accessed, but any other requirements shall be stated in the contract scope of work or be a matter of common law. The Vendor(s) shall be responsible for the background check requirements of any authorized Subcontractor providing service to the Agency's contract.

#### **38. DRUG TESTING REQUIREMENTS FOR LARGE PUBLIC WORKS**

Pursuant to 29 Del.C. [§6908\(a\)\(6\)](#), effective as of January 1, 2016, OMB has established regulations that require Contractors and Subcontractors to implement a program of mandatory drug testing for Employees who work on Large Public Works Contracts funded all or in part with public funds. The regulations establish the mechanism, standards and requirements of a Mandatory Drug Testing Program that will be incorporated by reference into all Large Public Works Contracts awarded pursuant to 29 Del.C. [§6962](#).

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Final publication of the identified regulations can be found at the following:

[4104 Regulations for the Drug Testing of Contractor and Subcontractor Employees Working on Large Public Works Projects](#)

### 39. MINIMUM WAGE RATES

Work performed under this solicitation may fall under the [State of Delaware Minimum Wage Rates](#) or the Delaware Prevailing Wage rates. Prior to issuing a purchase order, the ordering agencies must obtain from the Department of Labor a determination if prevailing wage applies to the project and, if appropriate, what the applicable prevailing wage rates would be for the work to be performed. No work shall proceed without a determination by the Department of Labor. Request for prevailing wage certification can be found at: <http://dia.delawareworks.com/labor-law/prevailing-wage.php>.

### 40. DISPUTE RESOLUTION

At the option of the parties, they shall attempt in good faith to resolve any dispute arising out of or relating to this Agreement promptly by negotiation between executives who have authority to settle the controversy and who are at a higher level of management than the persons with direct responsibility for administration of this Agreement. All offers, promises, conduct and statements, whether oral or written, made in the course of the negotiation by any of the parties, their agents, employees, experts and attorneys are confidential, privileged and inadmissible for any purpose, including impeachment, in arbitration or other proceeding involving the parties, provided evidence that is otherwise admissible or discoverable shall not be rendered inadmissible.

If the matter is not resolved by negotiation, as outlined above, or, alternatively, the parties elect to proceed directly to mediation, then the matter will proceed to mediation as set forth below. Any disputes, claims or controversies arising out of or relating to this Agreement shall be submitted to a mediator selected by the parties. If the matter is not resolved through mediation, it may be submitted for arbitration or litigation. The Agency reserves the right to proceed directly to arbitration or litigation without negotiation or mediation. Any such proceedings held pursuant to this provision shall be governed by State of Delaware law, and jurisdiction and venue shall be in the State of Delaware. Each party shall bear its own costs of mediation, arbitration, or litigation, including attorneys' fees.

### 41. REMEDIES

Except as otherwise provided in this solicitation, including but not limited to Section 48 above, all claims, counterclaims, disputes, and other matters in question between the State of Delaware and the Contractor arising out of, or relating to, this solicitation, or a breach of it may be decided by arbitration if the parties mutually agree, or in a court of competent jurisdiction within the State of Delaware.

### 42. TERMINATION OF INDIVIDUAL ORDERS OR PURCHASE ORDERS

The individual orders may be terminated as follows:

- a. **Termination for Cause:** If, for any reasons, or through any cause, the Vendor fails to fulfill in timely and proper manner his obligations, or if the Vendor violates any of the covenants, agreements, or stipulations of this contract, the Agency shall have the right to terminate the P.O. by giving written notice to the Vendor of such termination and specifying the effective date thereof, at least five (5) days before the effective date of such termination. In that event, all finished or unfinished documents, data, studies, surveys, drawings, maps, models, photographs, and reports or other material prepared by the Vendor in the performance of the P.O. shall, at the option of the Agency, become its property, and the Vendor shall be entitled to receive just and equitable compensation for any satisfactory work completed on such documents and other materials which is usable to the Agency.
- b. **Termination for Convenience:** The Agency may terminate the P.O. at any time by giving written notice of such termination and specifying the effective date thereof, at least sixty (60) days before the effective date of

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such termination. In that event, all finished or unfinished documents, data, studies, surveys, drawings, models, photographs, reports, supplies, and other materials shall, at the option of the department, become its property and the Vendor shall be entitled to receive compensation for any satisfactory work completed on such documents and other materials which are usable to the Agency.

- c. **Termination for Non-Appropriations:** In the event the General Assembly fails to appropriate the specific funds necessary to enter into or continue the contractual agreement, in whole or part, the agreement shall be terminated as to any obligation of the State requiring the expenditure of money for which no specific appropriation is available at the end of the last fiscal year for which no appropriation is available or upon the exhaustion of funds. This is not a termination for convenience and will not be converted to such.

#### 43. TERMINATION OF CONTRACT

The contract awarded as a result of this RFP may be terminated as follows by The Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment & Training.

- a. **Termination for Cause:** If, for any reasons, or through any cause, the Vendor fails to fulfill in timely and proper manner its obligations under this Contract, or if the Vendor violates any of the covenants, agreements, or stipulations of this Contract, the State shall thereupon have the right to terminate this contract by giving written notice to the Vendor of such termination and specifying the effective date thereof, at least thirty (30) days before the effective date of such termination. In that event, all finished or unfinished documents, data, studies, surveys, drawings, maps, models, photographs, and reports or other material prepared by the Vendor under this Contract shall, at the option of the State, become its property, and the Vendor shall be entitled to receive just and equitable compensation for any satisfactory work completed on such documents and other materials which is usable to the State.

On receipt of the contract cancellation notice from the State, the Vendor shall have not less than five (5) days to provide a written response and may identify a method(s) to resolve the violation(s). A vendor response shall not affect or prevent the contract cancellation unless the State provides a written acceptance of the vendor response. If the State does accept the Vendor's method and/or action plan to correct the identified deficiencies, the State will define the time by which the Vendor must fulfill its corrective obligations. Final retraction of the State's termination for cause will only occur after the Vendor successfully rectifies the original violation(s). At its discretion the State may reject in writing the Vendor's proposed action plan and proceed with the original contract cancellation timeline.

- b. **Termination for Convenience:** The State may terminate this Contract at any time by giving written notice of such termination and specifying the effective date thereof, at least sixty (60) days before the effective date of such termination. In that event, all finished or unfinished documents, data, studies, surveys, drawings, models, photographs, reports, supplies, and other materials shall, at the option of the State, become its property and the Vendor shall be entitled to receive compensation for any satisfactory work completed on such documents and other materials, and which is usable to the State.
- c. **Termination for Non-Appropriations:** In the event the General Assembly fails to appropriate the specific funds necessary to enter into or continue the contractual agreement, in whole or part, the agreement shall be terminated as to any obligation of the State requiring the expenditure of money for which no specific appropriation is available at the end of the last fiscal year for which no appropriation is available or upon the exhaustion of funds. This is not a termination for convenience and will not be converted to such.

#### 44. CHANGES

Both parties may, from time to time, require changes in the services to be provided by the Vendor under the Scope of Work. Such changes, including any increase or decrease in the amount of the Vendor's compensation, which are mutually agreed upon by and between the Agency and the Vendor shall be incorporated in written amendments to the contract.

#### 45. INTEREST OF VENDOR

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The vendor covenants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree in providing products or performing services required under this contract. The vendor further covenants, that in the performance of this contract, no person having any such interest shall be employed.

#### **46. PUBLICATION, REPRODUCTION AND USE OF MATERIAL**

No material produced in whole or part under this contract shall be subject to copyright in the United States or in any other country. The State shall have unrestricted authority to publish, disclose, distribute and otherwise use, in whole or in part, any reports, data, or other materials prepared under this contract; provided, however, that the State agrees not to use any design or engineering plans prepared by the vendor for anything other than their intended purpose under this Contract. The Vendor shall have the right to publish any and all scientific findings. Appropriate acknowledgment and credit for the State's support shall be given in the publication.

#### **47. RIGHTS AND OBLIGATIONS**

The rights and obligations of each party to this agreement shall not be effective, and no party shall be bound by the terms of this agreement, unless and until a valid executed purchase order has been approved by the Secretary of Finance, and all procedures of the Department of Finance have been complied with. A separate purchase order shall be issued for every project or order.

#### **48. ASSIGNMENT OF ANTITRUST CLAIMS**

As consideration for the award and execution of this contract by the State, the Vendor hereby grants, conveys, sells, assigns, and transfers to the State of Delaware all of its right, title and interest in and to all known or unknown causes of action it presently has or may now or hereafter acquire under the antitrust laws of the United States and the State of Delaware, regarding the specific goods or services purchased or acquired for the State pursuant to this contract. Upon either the State's or the Vendor notice of the filing of or reasonable likelihood of filing of an action under the antitrust laws of the United States or the State of Delaware, the State and Vendor shall meet and confer about coordination of representation in such action.

#### **49. TESTING AND INSPECTION**

The State of Delaware reserves the right to conduct any test or inspection it may deem necessary to ensure equipment, materials and services conform to contract requirements.

#### **50. COVENANT AGAINST CONTINGENT FEES**

The Vendor warrants that no person or selling agency has been employed or retained to solicit or secure this contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, excepting bona fide employees. For breach or violation of this warranty, the State shall have the right to annul this contract without liability or in its discretion to deduct from the contract price or consideration, or otherwise recover, the full amount of such commission, percentage, brokerage, or contingent fees.

#### **51. GRATUITIES**

- a. If it is found, after notice and hearing, by the State that gratuities (in the form of entertainment, gifts, or otherwise) were offered or given by the Vendor or any agent of the State with a view toward securing a contract, or securing favorable treatment with respect to the awarding, amending, or the making of any determinations with respect to the performance of this contract, the State may, by written notice to the Vendor, terminate the right of the Vendor to proceed under this contract and/or may pursue such other rights and remedies provided by law or under this agreement; provided that the existence of the facts upon which the State makes such findings shall be in issue and may be reviewed in proceedings pursuant to the Remedies clause of this contract; and

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- b. In the event this contract is terminated pursuant to subparagraph “a”, the State shall be entitled (i) to pursue the same remedies against the Vendor, and (ii) to exemplary damages, as a penalty in addition to any other damages to which it may be entitled by law, in an amount which shall be not less than three, nor more than ten, times the costs incurred by the Vendor in providing any such gratuities to any such officer or employee. The amount of such exemplary damages shall be in the sole discretion of the State.

#### **52. AFFIRMATION**

The Vendor must affirm that within the past five (5) years the firm or any officer, controlling stockholder, partner, principal, or other person substantially involved in the contracting activities of the business is not currently suspended or debarred and is not a successor, subsidiary, or affiliate of a suspended or debarred business.

#### **53. AUDIT ACCESS TO RECORDS**

The Vendor shall maintain books, records, documents, and other evidence pertaining to this Contract to the extent and in such detail as shall adequately reflect performance hereunder. The Vendor agrees to preserve and make available to the State, upon request, such records for a period of five (5) years from the date services were rendered by the Vendor. Records involving matters in litigation shall be retained for one (1) year following the termination of such litigation. The Vendor agrees to make such records available for inspection, audit, or reproduction to any official State representative in the performance of their duties under the Contract. Upon notice given to the Vendor, representatives of the State or other duly authorized State or Federal agency may inspect, monitor, and/or evaluate the cost and billing records or other material relative to this Contract. The cost of any Contract audit disallowances resulting from the examination of the Vendor's financial records will be borne by the Vendor. Reimbursement to the State for disallowances shall be drawn from the Vendor's own resources and not charged to Contract cost or cost pools indirectly charging Contract costs.

#### **54. IRS 1075 Publication (If Applicable)**

##### **a. Performance**

In performance of this contract, the Contractor agrees to comply with and assume responsibility for compliance by officers or employees with the following requirements:

- (1) All work will be performed under the supervision of the contractor.
- (2) The contractor and contractor's officers or employees to be authorized access to FTI must meet background check requirements defined in IRS Publication 1075. The contractor will maintain a list of officers or employees authorized access to FTI. Such list will be provided to the agency and, upon request, to the IRS.
- (3) FTI in hardcopy or electronic format shall be used only for the purpose of carrying out the provisions of this contract. FTI in any format shall be treated as confidential and shall not be divulged or made known in any manner to any person except as may be necessary in the performance of this contract. Inspection or disclosure of FTI to anyone other than the contractor or the contractor's officers or employees authorized is prohibited.
- (4) FTI will be accounted for upon receipt and properly stored before, during, and after processing. In addition, any related output and products require the same level of protection as required for the source material.
- (5) The contractor will certify that FTI processed during the performance of this contract will be completely purged from all physical and electronic data storage with no output to be retained by the contractor at the time the work is completed. If immediate purging of physical and electronic data storage is not possible, the contractor will certify that any FTI in physical or electronic storage will remain safeguarded to prevent unauthorized disclosures.
- (6) Any spoilage or any intermediate hard copy printout that may result during the processing of FTI will be given to the agency. When this is not possible, the contractor will be responsible for the destruction of the spoilage or any intermediate hard copy printouts and will provide the agency with a statement containing the date of destruction, description of material destroyed, and the destruction method.
- (7) All computer systems receiving, processing, storing, or transmitting FTI must meet the requirements in IRS Publication 1075. To meet functional and assurance requirements, the security features of the environment must

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provide for the managerial, operational, and technical controls. All security features must be available and activated to protect against unauthorized use of and access to FTI.

(8) No work involving FTI furnished under this contract will be subcontracted without the prior written approval of the IRS.

(9) Contractor will ensure that the terms of FTI safeguards described herein are included, without modification, in any approved subcontract for work involving FTI.

(10) To the extent the terms, provisions, duties, requirements, and obligations of this contract apply to performing services with FTI, the contractor shall assume toward the subcontractor all obligations, duties and responsibilities that the agency under this contract assumes toward the contractor, and the subcontractor shall assume toward the contractor all the same obligations, duties and responsibilities which the contractor assumes toward the agency under this contract.

(11) In addition to the subcontractor's obligations and duties under an approved subcontract, the terms and conditions of this contract apply to the subcontractor, and the subcontractor is bound and obligated to the contractor hereunder by the same terms and conditions by which the contractor is bound and obligated to the agency under this contract.

(12) For purposes of this contract, the term "contractor" includes any officer or employee of the contractor with access to or who uses FTI, and the term "subcontractor" includes any officer or employee of the subcontractor with access to or who uses FTI.

(13) The agency will have the right to void the contract if the contractor fails to meet the terms of FTI safeguards described herein.

#### **b. Criminal/Civil Sanctions**

- (1) Each officer or employee of a contractor to whom FTI is or may be disclosed shall be notified in writing that FTI disclosed to such officer or employee can be used only for a purpose and to the extent authorized herein, and that further disclosure of any FTI for a purpose not authorized herein constitutes a felony punishable upon conviction by a fine of as much as \$5,000 or imprisonment for as long as 5 years, or both, together with the costs of prosecution.
- (2) Each officer or employee of a contractor to whom FTI is or may be accessible shall be notified in writing that FTI accessible to such officer or employee may be accessed only for a purpose and to the extent authorized herein, and that access/inspection of FTI without an official need-to-know for a purpose not authorized herein constitutes a criminal misdemeanor punishable upon conviction by a fine of as much as \$1,000 or imprisonment for as long as 1 year, or both, together with the costs of prosecution.
- (3) Each officer or employee of a contractor to whom FTI is or may be disclosed shall be notified in writing that any such unauthorized access, inspection or disclosure of FTI may also result in an award of civil damages against the officer or employee in an amount equal to the sum of the greater of \$1,000 for each unauthorized access, inspection, or disclosure, or the sum of actual damages sustained as a result of such unauthorized access, inspection, or disclosure, plus in the case of a willful unauthorized access, inspection, or disclosure or an unauthorized access/inspection or disclosure which is the result of gross negligence, punitive damages, plus the cost of the action. These penalties are prescribed by IRC sections 7213, 7213A and 7431 and set forth at 26 CFR 301.6103(n)-1.
- (3) Additionally, it is incumbent upon the contractor to inform its officers and employees of the penalties for improper disclosure imposed by the Privacy Act of 1974, 5 U.S.C. 552a. Specifically, 5 U.S.C. 552a(i)(1), which is made applicable to contractors by 5 U.S.C. 552a(m)(1), provides that any officer or employee of a contractor, who by virtue of his/her employment or official position, has possession of or access to agency records which contain individually identifiable information, the disclosure of which is prohibited by the Privacy Act or regulations established thereunder, and who knowing that disclosure of the specific material is so prohibited, willfully discloses the material in any manner to any person or agency not entitled to receive it, shall be guilty of a misdemeanor and fined not more than \$5,000.
- (4) Granting a contractor access to FTI must be preceded by certifying that each officer or employee understands the agency's security policy and procedures for safeguarding FTI. A contractor and each officer or employee must maintain their authorization to access FTI through annual recertification of their understanding of the

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agency's security policy and procedures for safeguarding FTI. The initial certification and recertifications must be documented and placed in the agency's files for review. As part of the certification and at least annually afterwards, a contractor and each officer or employee must be advised of the provisions of IRC sections 7213, 7213A, and 7431 (see Exhibit 4, Sanctions for Unauthorized Disclosure, and Exhibit 5, Civil Damages for Unauthorized Disclosure). The training on the agency's security policy and procedures provided before the initial certification and annually thereafter must also cover the incident response policy and procedure for reporting unauthorized disclosures and data breaches. (See Section 10) For the initial certification and the annual recertifications, the contractor and each officer or employee must sign, either with ink or electronic signature, a confidentiality statement certifying their understanding of the security requirements.

#### **c. Inspection**

The IRS and the Agency, with 24 hour notice, shall have the right to send its inspectors into the offices and plants of the contractor to inspect facilities and operations performing any work with FTI under this contract for compliance with requirements defined in IRS Publication 1075. The IRS' right of inspection shall include the use of manual and/or automated scanning tools to perform compliance and vulnerability assessments of information technology (IT) assets that access, store, process or transmit FTI. Based on the inspection, corrective actions may be required in cases where the contractor is found to be noncompliant with FTI safeguard requirements.

#### **55. REMEDIES**

Except as otherwise provided in this contract, all claims, counterclaims, disputes, and other matters in question between the State and the Vendor arising out of, or relating to, this contract, or a breach of it may be decided by arbitration if the parties mutually agree, or in a court of competent jurisdiction within the State of Delaware.

#### **56. SUBCONTRACTS**

Subcontracting is permitted under this RFP and contract. However, every subcontractor shall be identified in the Proposal (Attachment 5) and agreed to in writing by the State or as are specifically authorized in writing by the Agency during the performance of the contract. Any substitutions in or additions to such subcontractors, associates, or consultants will be subject to the prior written approval of the State.

The vendor(s) shall be responsible for compliance by the subcontractor with all terms, conditions and requirements of the RFP and with all local, State and Federal Laws. The vendor shall be liable for any noncompliance by any subcontractor. Further, nothing contained herein or in any subcontractor agreement shall be construed as creating any contractual relationship between the subcontractor and the State.

#### **57. AGENCY'S RESPONSIBILITIES**

The Agency shall:

- a. Examine and review in detail all letters, reports, drawings and other documents presented by the Vendor to the Agency and render to the Vendor in writing, findings and decisions pertaining thereto within a reasonable time so as not to delay the services of Vendor.
- b. Give prompt written notice to the Contractor whenever the Agency observes or otherwise becomes aware of any development that affects the scope or timing of the Contractor's services.
- c. When an ordering agency first experiences a relatively minor problem or difficulty with a vendor, the agency will contact the vendor directly and attempt to informally resolve the problem. This includes failure to perform by the date specified and any unacceptable difference(s) between the purchase order and the merchandise received. Ordering agencies should stress to vendors that they should expedite correction of the differences because failure to reply may result in an unfavorable rating in the execution of the awarded contract.

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- d. The state has several remedies available to resolve non-performance issues with the contractor. The Agency should refer to the Contract Terms and Conditions to view these remedies. When a default occurs, the Agency should first review the contract to confirm that the issue is a part of the contract. If the issue is not covered by the contract, the state cannot expect the contractor to perform outside the agreement. If the issue is a part of the contract, the Agency must then contact the contractor, discuss the reasons surrounding the default and establish a date when the contractor will resolve the non-performance issue.
- e. If there is a performance deficiency, a Corrective Action Report (CAR) may be used. Complete this form to report concerns with vendors or commodities. Be sure to furnish as much detail as possible.  
[Corrective Action Report](#)

### 58. CONTRACT DOCUMENTS

The Definitions and General Provisions and any Special Instructions, Specifications, Request for Proposal, Proposal, Purchase Order, and Contract shall be a part of and constitute the entire Agreement entered into by the State of Delaware and any Vendor. In the event there is any discrepancy between any of these contract documents, the following order of documents governs so that the former prevails over the latter:

- Contract
- Request for Proposal
- Specifications or Scope of Work
- Definitions & General Provisions
- Proposal
- Purchase Order
- Special Instruction

### 59. ASSIGNMENT

This contract shall not be assigned except by express prior written consent from the Agency.

### 60. NOTICE

Any notice to the State of Delaware required under the contract shall be sent by email to:

**John Quick**  
**Delaware Workforce Development Board**  
**DWDBDETContracting@Delaware.gov**

### 61. VENDOR EMERGENCY RESPONSE POINT OF CONTACT

The awarded vendor(s) shall provide the name(s), telephone, or cell phone number(s) of those individuals who can be contacted twenty-four (24) hours a day, seven (7) days a week where there is a critical need for commodities or services when the Governor of the State of Delaware declares a state of emergency under the Delaware Emergency Operations Plan or in the event of a local emergency or disaster where a state governmental entity requires the services of the vendor. Failure to provide this information could render the proposal as non-responsive.

In the event of a serious emergency, pandemic or disaster outside the control of the State, the State may negotiate, as may be authorized by law, emergency performance from the Contractor to address the immediate needs of the State, even if not contemplated under the original Contract or procurement. Payments are subject to appropriation and other payment terms.

### 62. NO PRESS RELEASES OR PUBLIC DISCLOSURE

The State of Delaware reserves the right to pre-approve any news or broadcast advertising releases concerning this solicitation, the resulting contract, the work performed, or any reference to the State of Delaware with regard to any

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### Delaware Workforce Development Board and Delaware Department of Labor, Division of Employment & Training

project or contract performance. Any such news or advertising releases pertaining to this solicitation or resulting contract shall require the prior express written permission of the State of Delaware.

The State will not prohibit or otherwise prevent the awarded vendor(s) from direct marketing to the State of Delaware agencies, departments, municipalities, and/or any other political subdivisions, however, the Vendor shall not use the State's seal or imply preference for the solution or goods provided.

#### **A. AWARD AND EXECUTION OF CONTRACT**

##### **1. CONSIDERATION OF PROPOSALS**

The right is reserved to waive technicalities, to reject any or all bids, or any portion thereof, to seek new proposals, to proceed to do the work otherwise, or to abandon the work, if in the judgment of the Agency or its agent, the best interest of the State will be promoted thereby.

##### **2. MATERIAL GUARANTY**

Before any contract is awarded, the successful Vendor may be required to furnish a complete statement of the origin, composition, and manufacture of any or all of the material to be used in the contract together with such samples as may be requested for the purpose of testing.

##### **3. AWARD OF CONTRACT**

Within ninety (90) days from the date of opening proposals, the contract will be awarded or the proposals rejected.

##### **4. EXECUTION OF CONTRACT**

The Vendor (s) to whom the award is made shall execute a formal contract within twenty (20) days after date of official notice of the award of the contract.

##### **5. WARRANTY**

The successful Vendor(s) shall be required to extend any policy guarantee usually offered to the general public, FEDERAL, STATE, COUNTY, or MUNICIPAL governments, on material in this contract against defective material, workmanship, and performance.

##### **6. THE CONTRACT(S)**

The contract(s) with the successful Vendor(s) will be executed with The Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment & Training acting for all participating governmental entities.

##### **7. INFORMATION REQUIREMENT**

The successful vendor's shall be required to advise and provide The Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment & Training of the gross costs associated with this contract.

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**VII. PROPOSAL REPLY SECTION**

**LAB-ABC-26R-001**

**Adult Blue Collar**

Please fill out the attached forms fully and completely and must be submitted with all electronic copies and the proposal checklist confirming the items submitted. All proposals are to be submitted and received no later than 1:00PM (EST) on March 12, 2026. The proposals must be delivered by email to the following contact email address: [DWDBDETContracting@Delaware.gov](mailto:DWDBDETContracting@Delaware.gov) and in the subject line contain: BID ENCLOSED: LAB-ABC-26R-001, PROVIDER NAME, ABC Submission.

A mandatory pre-bid meeting has been scheduled for February 19,2026 at 1:00 – 2:00 p.m. **This is a mandatory meeting.** If a Vendor does not attend this meeting; they shall be disqualified and shall not be considered for further evaluation.

[https://teams.microsoft.com/l/meetup-join/19%3ameeting\\_ODc0NWY4ZTgtOTc0ZC00MGRiLTkxOWMtOTU2ZDM2ZmE4MmM0%40thread.v2/0?context=%7b%22Tid%22%3a%228c09e569-51c5-4dec-abb2-8b99c32a4396%22%2c%22Oid%22%3a%229295ce0d-da36-474e-a9d3-85862f60fac4%22%7d](https://teams.microsoft.com/l/meetup-join/19%3ameeting_ODc0NWY4ZTgtOTc0ZC00MGRiLTkxOWMtOTU2ZDM2ZmE4MmM0%40thread.v2/0?context=%7b%22Tid%22%3a%228c09e569-51c5-4dec-abb2-8b99c32a4396%22%2c%22Oid%22%3a%229295ce0d-da36-474e-a9d3-85862f60fac4%22%7d)

**PUBLIC PROPOSAL OPENINGS**

There will be no public opening of proposals, but a public log will be kept of the names of all vendor organizations that submitted proposals. The contents of any proposal shall not be disclosed in accordance with Executive Order #31 and Title 29, Delaware Code, Chapter 100.

After receipt of a fully executed contract(s), the Delaware public and all Vendors are invited to make an appointment with the agency in order to review pricing and other non-confidential information.

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Attachment 1

CONTRACT Number: LAB-ABC-26R-001

TITLE: Adult Blue Collar

DEADLINE TO RESPOND: 3/12/2026 1:00 PM

NON-COLLUSION STATEMENT

This is to certify that the undersigned Vendor has neither directly nor indirectly, entered into any agreement, participated in any collusion or otherwise taken any action in restraint of free competitive bidding in connection with this Bid, and further certifies that it is not a sub-contractor to another Vendor who also submitted a Bid as a primary Vendor in response to this solicitation submitted this date to the State of Delaware, Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment & Training.

It is agreed by the undersigned Vendor that the signed delivery of this bid represents, subject to any express exceptions set forth at Attachment F, the Vendor's acceptance of the terms and conditions of this solicitation including all specifications and special provisions.

NOTE: Signature of the authorized representative MUST be of an individual who legally may enter his/her organization into a formal contract with the State of Delaware, Delaware Workforce Development Board and the Delaware Department of Labor, Division of Employment & Training.

COMPANY NAME \_\_\_\_\_

COMPANY TYPE: Corporation Partnership Individual Other: \_\_\_\_\_

NAME OF AUTHORIZED REPRESENTATIVE \_\_\_\_\_

SIGNATURE \_\_\_\_\_ TITLE \_\_\_\_\_

COMPANY ADDRESS \_\_\_\_\_

PHONE NUMBER \_\_\_\_\_ FAX NUMBER \_\_\_\_\_

EMAIL ADDRESS \_\_\_\_\_

FEDERAL E.I. NUMBER \_\_\_\_\_ STATE OF DELAWARE LICENSE NUMBER \_\_\_\_\_

Table with 2 columns: Certification type(s) and Circle all that apply. Rows include Minority Business Enterprise (MBE), Woman Business Enterprise (WBE), Disadvantaged Business Enterprise (DBE), Veteran Owned Business Enterprise (VOBE), and Service Disabled Veteran Owned Business Enterprise (SDVOBE).

The above table is for informational and statistical use only.

PURCHASE ORDERS SHOULD BE SENT TO: (COMPANY NAME) \_\_\_\_\_

ADDRESS \_\_\_\_\_

CONTACT \_\_\_\_\_

PHONE NUMBER \_\_\_\_\_ FAX NUMBER \_\_\_\_\_

EMAIL ADDRESS \_\_\_\_\_

AFFIRMATION: Within the past five (5) years, has your firm, any affiliate, any predecessor company or entity, owner, Director, officer, partner or proprietor been the subject of a Federal, State, Local government suspension or debarment? YES \_\_\_\_\_ NO \_\_\_\_\_ if yes, please explain \_\_\_\_\_

THIS PAGE SHALL BE SIGNED, NOTARIZED AND RETURNED FOR YOUR BID TO BE CONSIDERED

SWORN TO AND SUBSCRIBED BEFORE ME this \_\_\_\_\_ day of \_\_\_\_\_, 20 \_\_\_\_\_

Notary Public \_\_\_\_\_ My commission expires \_\_\_\_\_

City of \_\_\_\_\_ County of \_\_\_\_\_ State of \_\_\_\_\_





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Attachment 4

BUSINESS REFERENCES

Contract No.: LAB-ABC-26R-001

Contract Title: Adult Blue Collar

List a minimum of three business references, including the following information:

- Business Name and Mailing address
- Contact Name and phone number
- Number of years doing business with
- Type of work performed

Please do not list any State Employee as a business reference. If you have held a State contract within the last 5 years, please provide a separate list the contract(s).

Reference One

Contact Name	
Contact Title	
Business Name	
Address	
Email	
Phone	
Current Vendor?	
Work Performed	

Reference Two

Contact Name	
Contact Title	
Business Name	
Address	
Email	
Phone	
Current Vendor?	
Work Performed	

Reference Three

Contact Name	
Contact Title	
Business Name	
Address	
Email	
Phone	
Current Vendor?	
Work Performed	

STATE OF DELAWARE PERSONNEL MAY NOT BE USED AS REFERENCES.

**SUBCONTRACTOR INFORMATION FORM**

Contract No.: LAB-ABC-26R-001  
 Contract Title: **Adult Blue Collar**

Are you proposing the use of any subcontractors in the fulfillment of the requirements as outlined in the solicitation?

--

*If yes, complete this form.*

**Responding Vendor Information**

Company Name	
DBA (if applicable)	
Company Address	

**Subcontractor Information**

Company Name	
DBA (if applicable)	
Company Address	

Diverse Vendor Self-Identification	
State Certified	
Federal Certified	

If yes, which State(s):

--

**Description of Work by Subcontractor**

--

Once completed, this form must be signed by both vendors.

Proposing Vendor

Subcontractor

Authorized Signature:

Authorized Signature:

Name:

Name:

Title:

Title:

Date:

Date:



**Use a separate form for each subcontractor**



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**Attachment 7**

**SAMPLE REPORT – FOR ILLUSTRATION PURPOSES ONLY**

State of Delaware																			
Subcontracting (2nd tier) Quarterly Report																			
Prime Name:							Report Start Date:												
Contract Name/Number							Report End Date:												
Contact Name:							Today's Date:												
Contact Phone:							*Minimum Required					Requested detail							
Vend or Name *	Vend or TaxID*	Contra ct Name/ Numbe r*	Vend or Conta ct Name *	Vend or Conta ct Phon e*	Repo rt Start Date *	Repo rt End Date *	Amount Paid to Subcontrac tor*	Work Performed by Subcontra ctor UNSPSC	M/WB E Certifyi ng Agency	Veteran/Ser vice Disabled Veteran Certifying Agency	2nd tier Suppli er Name	2nd tier Suppli er Addre ss	2nd tier Suppli er Phone Numb er	2nd tier Suppli er email	Descript ion of Work Perform ed	2nd tier Suppli er Tax Id	Dat e Pai d		

**Note:** Completed reports shall be saved in an Excel format, and submitted to the following email address: [osd@delaware.gov](mailto:osd@delaware.gov) . The form can be located at [Office of Supplier Diversity - Division of Small Business - State of Delaware](#), bottom of the page, 'Services and Information' section, 'Subcontractor Reporting Form'.



### **The Office of Supplier Diversity (OSD)**

Supplier Diversity Certification Application Portal can be found here:  
[Office of Supplier Diversity Certification Application Portal](#)

For more information, please send an email to OSD:  
[osd@delaware.gov](mailto:osd@delaware.gov) or call 302-577-8477

[Subscribe](#) to the OSD Mailing List

Carvel State Building  
820 N. French Street, 10<sup>th</sup> Floor  
Wilmington, DE 19801

Telephone: 302-577-8477 / Fax: 302-736-7915

Email: [osd@delaware.gov](mailto:osd@delaware.gov)

Web site: <https://business.delaware.gov/osd/>

\*Submission of a completed Office of Supplier Diversity (OSD) application is optional and does not influence the outcome of any award decision.



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**Attachment 9**

**PROPOSAL REPLY REQUIREMENTS**

The response should contain the following minimum information:

1. A brief Cover Letter including an Applicant's experience, if any, providing similar services.
2. Vendor shall provide a detailed description of services to be provided and shall respond to the Scope of Work identified. Failure to adequately describe the extent of their abilities may affect how the state evaluates and scores the vendor proposal.

Include catalogs or links, if that is what is asked for.

3. One (1) complete, signed and notarized copy of the Non-Collusion Agreement (Attachment 1). **MUST HAVE ORIGINAL SIGNATURES AND NOTARY MARK** – Form must be included.
4. One (1) completed RFP Exception Form (Attachment 2) – please check box if no information – Form must be included.
5. One (1) completed Confidentiality Form (Attachment 3) – please check if no information is deemed confidential – Form must be included.
6. One (1) completed Business Reference Form (Attachment 4) – please provide references other than State of Delaware contacts – Form must be included.
7. One (1) complete and signed copy of the Subcontractor Information Form (Attachment 5) for each subcontractor – only provide if applicable.
8. One (1) complete OSD Application (see link on Attachment 8) – optional, only provide if applicable
9. One (1) or Multiple Employer Partner Letters agreeing to interview program participants. Letters must cover the expected enrollment number of participants.

**Vendors are encouraged to review the Evaluation criteria to see how the proposals will be scored and verify that the response has sufficient documentation to support each scoring criteria identified.**

The items listed above provide the basis for evaluating each vendor's proposal. **Failure to provide all appropriate information may deem the submitting vendor as "non-responsive" and exclude the vendor from further consideration.** If an item listed above is not applicable to your company or proposal, please make note in your submission package.

Vendors shall compile all documentation noted above, and all other documents as required in the Statement of Work, Appendix B.

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**Appendix A**

Minimum Criteria for Submission Checklist

RFP # LAB-ABC-26R-001

To aid the proposer and staff, the following is a checklist of items that should be contained in the submitted proposal.

Proposer Name: \_\_\_\_\_ Proposed Program (Training Area): \_\_\_\_\_

Item	Completed/Submitted
Attended Pre Bid Meeting	_____
Proposal Submitted by deadline	_____
Proposal submitted is completed on template Appendix C provided including <i><b>Live signature</b></i>	_____
Attachment 1 – Non-Collusion Statement	_____
Attachment 2 – Exception Form	_____
Attachment 3 – Confidential Information Form	_____
Attachment 4 – Business Reference Form	_____
Attachment 5 – Subcontractor Information Form (if applicable) – Lack of this will not disqualify proposal.	_____
Appendix C and D – Proposal Submission Template with Budget	_____
Copy of Business License/ Proof of Non-Profit Status (Non-Public entities only)	_____
If applying for Workforce Preparation only – must be Non-Profit or Public Entity and documentation with Proposal	_____
If applying for Occupational Skills Training – must be an Institution of Higher Education / Approved Private Business and Trade School by the Department of Education and documentation with Proposal	_____

**Internal Use Only**

Reviewer 1 Initials: \_\_\_\_\_

Reviewer 2 Initials: \_\_\_\_\_

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**Appendix B**

**STATEMENT OF WORK AND TECHNICAL SPECIFICATIONS**

**A. Eligible Applicants:**

- All providers must have a State of Delaware Business license(s), be considered a non-profit, or be a public entity and have any certifications(s) necessary to perform services as identified in the scope of services.
- All providers must be one of the following.
  - A State of Delaware public institution or training center; **or**
  - An institution of higher education described in Section 102 of the Higher Education Act (20 USC 1002) that is qualified to participate in the student financial assistance programs authorized by title IV of that Act; **or**
  - A private business or trade school approved by the Department of Education (must be approved before contract execution).

**Documentation:** All bidders must submit proof of Delaware eligibility at proposal submission.

**B. Targeted Population:**

- **Participants must meet all requirements:**
  - Delaware Resident.
  - 17 Years or older, with a high school diploma or GED.
  - Eligible to employment in the United States.
  - Prioritization of individuals with barriers to employment or career advancement (such as unemployment, underemployment, low income, disability, reentry, or multilingual/educational barriers).
- Providers must describe specific outreach, support, and success strategies for these populations in their proposals.

**C. Performance Measures:**

The performance measures for programs funded with the RFP are provided in the chart below. All programs must have program designs that support the attainment of these measures.

To better capture performance and success on a “real time” basis, the following performance measures have been established. Providers are expected to enroll 100% of their submitted target, 80% of the target enrollment are expected to complete the program, 90% of those who complete are expected to obtain a credential. 80% of program participants that exit are expected to achieve a Day 1 Employment Outcome within 90 days of program exit. 100% of those enrolled are required to have a Measurable Skill Gains set and 85% should achieve their MSG upon exit.

Enrollment	100% of submitted number
Completion	80% of enrollment
Credential Attainment	90% of completions
Median Earnings	\$3,500
Day 1 Outcome	80%
Day 30 Outcome	75%
Measurable Skill Gains Set	100%
Measurable Skill Gains Achieved	85%

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**D. Funding:**

Funding for this program come from State Blue Collar (BC) funds. The anticipated amount available for this RFP is \$1,956,500 and is subject to change without notice based on the availability of funds and is the anticipated amount for one year. The terms and conditions of this RFP: LAB-ABC-26R-001 provides the authority to Delaware to offer subawards using the Terms and Conditions in Appendix E.

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**Appendix C**

Proposal Submission Template  
 Adult Blue Collar

**\*One submission per program. (Multiple programs attached to one submission will be disqualified).**

**Proposals should be developed and organized as below with section and subsection numbers/letters. Each section is required. Responses should be succinct.**

**I. General Proposal Information:** Name and Address of Applicant Organization

Provider Name: \_\_\_\_\_

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

Contact: \_\_\_\_\_  
 (PERSON SUBMITTING)

Phone Number: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

Authorized Contract Signor: \_\_\_\_\_  
 (Name and email if different from above)

DUNS #: \_\_\_\_\_

EIN ID #: \_\_\_\_\_

**Check all that apply**

<p><b>County this program will serve.</b></p> <p><input type="checkbox"/> New Castle County</p> <p><input type="checkbox"/> Kent County</p> <p><input type="checkbox"/> Sussex County</p> <p>or</p> <p><input type="checkbox"/> Statewide</p>	<p><b>Organization Type:</b></p> <p><input type="checkbox"/> Non-Profit</p> <p><input type="checkbox"/> Governmental</p> <p><input type="checkbox"/> Private for Profit</p> <p><input type="checkbox"/> State public institute or training center</p> <p><input type="checkbox"/> Institution of higher education</p> <p><input type="checkbox"/> DOE approved private business or trade school</p>
---	---

**Only One Industry Per Proposal Submission**

<p><b>Focus Industries:</b></p> <p><input type="checkbox"/> Healthcare</p> <p><input type="checkbox"/> Construction/Skilled Trades</p> <p><input type="checkbox"/> Information Technology</p> <p><input type="checkbox"/> Manufacturing &amp; Logistics</p> <p><input type="checkbox"/> Transportation</p>	<p><b>Other Industries:</b></p> <p><input type="checkbox"/> Business/Financial Services</p> <p><input type="checkbox"/> Education</p> <p><input type="checkbox"/> Science &amp; Technology</p> <p><input type="checkbox"/> Other</p>
--	--

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**Instructions for Proposal Submission:**

Please respond to all questions **as directed, and in the order provided**, to avoid disqualification. Submissions **must not exceed six (6) pages**. You may remove the question prompts, but **responses must remain numbered and in the same order**. All tables must be **completed exactly as shown**.

- A. Program Name:
- B. Total Amount Requested: \$ \_\_\_\_\_
- C. Requested amount for this program is what % of organization's overall total budget?
- D. Number of Enrollments (insert total number):
- E. Requested amount for this program is what % of organization's overall total budget?
- F. List names and totals of all programs being submitted separately with a grand total and % of organization's overall budget.
- G. Proposed Training Cost per Participant:
- H. Proposed Training Hours per Participant:
- I. Amount of Training Expense to be paid by the Participant (if any)\$ \_\_\_\_\_
- J. Description of services/supplies to be paid by Trainee (if any):
- K. Is your program able to accommodate multi language individuals, justice involved, and disabled participants?

**II. Executive Summary or Program Summary-**

Please provide a **CONCISE SUMMARY** of your program, limited to ½ a page. The summary should include industry, occupation, and/or employment areas your training addresses along with your programs primary goals and objectives and tracked metrics. Detailed responses can be provided in subsequent questions.

**III. Demonstrated Ability**

- A. Describe your organization's ability to operate high quality training programs that have resulted in achieving the Performance Measures outlined in the Scope of Services of the RFP. Performance with any previous DOL DET contract will be provided to the panel by Delaware. If the proposed program is new, please describe other training program's past performance if applicable or the organization's past performance and ability to operate high quality training programs.
- B. Describe your organization's experience and capacity to effectively manage grant funded programs and ensure compliance.
- C. Describe your criteria for participant selection. Include how you will outreach, recruit, and assess each participant's needs and skill level.
- D. Are staff within your organization trained in trauma informed care? Please describe the organization's professional development plan.
- E. Provide Staff Qualifications for any position for which funding is requested in whole or in part. If staff are not currently employed with your organization, please provide the minimum qualifications you will use to recruit for the position. Add more rows as needed.

Position	Qualification	% of time allotted to program

**IV. Program Design**

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- A. Provide a program overview. Include training elements, duration, delivery method, target audience, program goals, expected outcomes, industry credentials offered (if any), and how the program aligns with workforce needs or trends.
- B. Provide a description of conditions, behaviors, and barriers of typical participants as well as demographic information on targeted participants. Clearly identify why your program targets the demographics listed.
- C. Does the program offer credit for prior learning that can be applied toward a degree or journey person papers? Which higher education institution recognizes this credit?
- D. Describe how your program will maintain quality case management to support and track participants, effectively monitor performance metrics, and provide timely intervention to achieve success.
- E. Describe what services your organization gives to participants who require additional academic support.
- F. Describe how your program provides adequate wrap around services or linkages to such services. Clearly identify which services your organization will provide, and which will be provided by partners, by purchasing (e.g., Occupational Skills Training), or other linkages. Complete the chart below to show linkages within the community, key people, organizations, and other partnerships that provide services for your program.

Organization Type	Name of Organization	Role/Commitment

- G. Describe how your program will address durable skills (work readiness/soft skills) that all workers need. This includes appropriate work behaviors and other sought-after skills such as problem solving, teamwork, oral and written communication, and organizational skills.
- H. Describe if/how your program incorporates digital literacy into the curriculum:

**V. Outcomes/Placements**

- A. How does the proposed program address current and future needs of local employers, targeted industries, and all stakeholders through durable skills training, job readiness, and resume and interview preparation? Highlight its benefits to the community, state, and region.
- B. How does this program provide contextualized learning experiences or work-based learning experiences for participants?
- C. Provide a comprehensive outcome statement that describes what a participant will have achieved after successfully completing the proposed program. This should include all credential(s) received, job title and Standard Occupational Code (SOC), and expected wages.
- D. Describe how you highlight your students to your employer partners.
- E. Provide employer partners that hire or have hired from your program or that partner with your organization.

Business Name	Role/Commitment

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**VI. Cost/Budget-Brief Narrative Only (Budget template must be completed in its entirety)**

A. Brief Narrative Only (Please provide a short budget narrative here including your cost per participant and cost per training hour)

**VII. Leverage Resources**

A. Describe how the proposed program is leveraging resources through braiding funds, direct financial or in-kind contributions by other programs, employers, investors, stakeholder, etc. Be sure to explain the source of funds and how they will be used to support the program and achieve programmatic goals. In addition, please complete the following:

- a. Cash Contribution Amount:
- b. In-Kind Amount:
- c. Other:

B. Provide any state contracts your organization currently has. Please include the contract goals and outcomes.

Agency	Contract Goals & Outcomes	Amount

**VIII. Additional Points:**

- a. Detail how your program incorporates financial literacy into training.
- b. Detail how your program incorporates artificial intelligence training.
- c. Serving Individuals Re-entering Society: Proposal includes service delivery targeted to this population as defined in this RFP.
- d. Occupation Tier (1). Please provide the SOC.

**IX. Certificate of Information and Authorization *Must be completed for your proposal to be considered-Please note\*Failure to submit a live will disqualify your submission.***

By submitting this proposal, I hereby certify that to the best of my knowledge all information contained in this proposal is accurate and complete, that this is a valid proposal and that I am legally authorized to submit and to represent this organization.

**Signature (live):** \_\_\_\_\_  
**Name:** \_\_\_\_\_  
**Title:** \_\_\_\_\_  
**Organization:** \_\_\_\_\_

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Appendix D

Budget Summary

1: STAFF SALARIES	\$ _____
2: STAFF FRINGE BENEFITS	\$ _____
3: TOTAL LINES 1&2	\$ _____
4: SUPPORTIVE SERVICES	\$ _____
5: RENT	\$ _____
6: CUSTODIAL SERVICES	\$ _____
7: UTILITIES	\$ _____
8: CONSUMABLE SUPPLIES	\$ _____
9: POSTAGE	\$ _____
10: EQUIPMENT & FURNITURE PURCHASE	\$ _____
11: EQUIPMENT RENTAL	\$ _____
12: TUITION	\$ _____
13: ENTRANCE FEES	\$ _____
14: TRAINING MATERIALS	\$ _____
15: PRINTING/ADVERTISING	\$ _____
16: STUDENT TRAVEL	\$ _____
17: STAFF TRAVEL	\$ _____
18: STAFF TRAINING	\$ _____
19: PARTICIPANT WAGES AND PAYMENTS	\$ _____
20: PARTICIPANT FRINGES	\$ _____
21: TOTAL LINE 19&20	\$ _____
22: INSURANCE	\$ _____
23: PROFESSIONAL SERVICES	\$ _____
24: INDIRECT COST	\$ _____
25: TEMP AGENCY FEES FOR WEX PAYMENTS	\$ _____
26: OTHER WORK EXPERIENCE	\$ _____
27: TOTAL BUDGET	\$ _____

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**Appendix E**

**Terms and Conditions**

**See attached**

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**Appendix F**

**High Demand Occupation Listing**

[2026 High Demand Occupation List.xlsx](#)