MISSISSIPPI DEVELOPMENT AUTHORITY

REQUEST FOR PROPOSALS
RFP Number: EUROPE030821

To Provide: New Investment Opportunities from Europe, Expansion of Existing Firms in Mississippi and Promotion of Mississippi Exports to Europe

Issue Date: 3/8/2021

CLOSING LOCATION
Mississippi Development Authority
501 N. West Street, Suite 415
Jackson, MS 39201

PROPOSAL COORDINATOR
Tricia Shannon
Telephone: (601) 359-2987

CLOSING DATE AND TIME

Proposals must be received by April 16, 2021 at or before 2:00 p.m.
Central Time (US & Canada)
**TABLE OF CONTENTS**

I. General Information for Respondents ................................................................. 3

II. Scope of Services ................................................................................................. 8

III. Additional Information for Respondents .......................................................... 13

IV. Evaluation ........................................................................................................... 18

V. Terms and Conditions .......................................................................................... 21

Attachment A – Scope of Work

Attachment B – Minimum Information Requirements

Attachment C – Evaluation Procedures

Attachment D – Procedures for Protest

Attachment E – Contract General Terms and Conditions

Attachment F – Signature Page

Attachment G – Contingent Fees form
SECTION I
GENERAL INFORMATION FOR RESPONDENTS

1.1 PURPOSE OF RFP

The Mississippi Development Authority (MDA or the Authority) is soliciting written proposals from qualified Vendors for the purpose of serving as a professional service consultant to represent the MDA in Europe (focused primarily on, but not limited to, Germany, Austria, Switzerland, the Netherlands, France, Belgium, and the United Kingdom and these countries will be collectively referred to as Europe throughout the RFP) to provide recruitment of investment services, expansion of existing firms in Mississippi and promotion of Mississippi exports to Europe.

1.2 OVERVIEW OF THE MDA AND THE RESPONSIBILITIES OF THE PROFESSIONAL SERVICE CONSULTANT

The MDA is seeking a professional services contractor to provide recruitment of new investment opportunities from Europe, expansion of existing firms in Mississippi and promotion of Mississippi exports to Europe. Under MDA policy guidance, independent contractors currently operate foreign offices (by contract with consultants or representatives) in South America (Chile), Korea and Japan. These offices provide an array of services related to expanding existing exports and/or the recruitment of inbound investment to Mississippi. Proposals are sought from qualified Proposers to provide trade and investment services in Europe with the professional services contractor based in Germany, the Netherlands, or Belgium and be willing to travel to other European countries as approved by the Authority.

The major focus of the Europe services contract is to provide Investment Recruitment and Promotion, and Trade promotion of Mississippi’s exports, offering in-country assistance to MDA staff and its economic development partners in Mississippi and matching importers in Europe with Mississippi companies.

The MDA operates its international representative programs on the basis of very high-quality services. International representatives are expected to take the necessary time and due diligence with each business prospect, offering the highest quality of service including fluent language and cultural immersion within the market.

1.3 GLOSSARY OF TERMS

A. Agency – The Mississippi Development Authority (MDA) and its Programs, referred to interchangeably as “Agency” “Authority”, “MDA”, or “MDA-Trade”.

B. Contract - The document developed as a result of this RFP which shall incorporate, among other provisions, the contents of this RFP and the successful Vendor’s proposal to meet the requirements of this RFP.
C. Contractor – The successful Respondent who is awarded a contract as a result of this RFP.


E. Respondent - Any firm, group, or person who submits a proposal to MDA in response to this RFP (may also be referred to as Vendor).

F. Procurement Officer – Any agency personnel duly authorized to execute and administer contracts and make written determinations with respect thereto. The term also included an authorized agency representative acting within the limits of Authority.

G. Proposal - All materials submitted by Respondents in response to this RFP.

H. RFP - Request for Proposal.

I. State - The State of Mississippi and its departments, agencies, boards, commissions, officials, consultants and employees.

J. Award - Award shall be made to the responsible Respondent whose proposal is determined in writing to be the most advantageous to the State taking into consideration price and the evaluation factors set forth in the RFP. No other factors or criteria shall be used in the evaluation.

K. Evaluation Committee – This is the team of reviewers that will be scoring the technical and management portion of the proposal.

L. Procurement Team – This is the team that opens all proposals submitted and records everything on a responders list and prepares the proposals for review.

M. Amendment – A change, addition, or deletion made to the RFP or contract.

N. Invoice – An itemized bill for services provided

O. Invoicing – To prepare or submit an itemized bill to the Agency for services rendered.

1.4 ACKNOWLEDGEMENT OF AMENDMENTS

Respondents shall acknowledge receipt of any amendment/addendum to the RFP by signing and returning the amendment/addendum with the proposal, by identifying the amendment number and date in the space provided for this purpose on the amendment form, or by letter. The acknowledgement must be received by MDA by the time and at the place specified for receipt of amended proposals. Any amendments or addendums can be found at: https://mississippi.org/about/business/.
1.5 TIMETABLE

Timeline:

<table>
<thead>
<tr>
<th>Event</th>
<th>Date/Time</th>
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<tbody>
<tr>
<td>RFP Released</td>
<td>3/8/2021</td>
</tr>
<tr>
<td>Letter of Intent</td>
<td>3/24/2021 due by 12:00 p.m. Central Time (US &amp; Canada)</td>
</tr>
<tr>
<td>Questions Due to MDA</td>
<td>4/5/2021 due by 12:00 p.m. Central Time (US &amp; Canada)</td>
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<tr>
<td>Answers Due by MDA</td>
<td>4/7/2021</td>
</tr>
<tr>
<td>RFP Due</td>
<td>4/16/2021-2:00 p.m. deadline Central Time (US &amp; Canada)</td>
</tr>
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</table>

The following time schedule will be strictly adhered to in all actions relative to this procurement:

A. RFP to be issued on or before March 8, 2021.

B. Each respondent must submit their proposal in the style and format outlined in the Evaluation criteria.

C. All written proposals are due at the Mississippi Development Authority in Jackson at 2:00 PM Central Time (US & Canada) on April 16, 2021. Any proposals not received by that time will not be considered.

Please mail, email or hand deliver all responses on or before April 16, 2021, by 2:00 PM Central Time (US & Canada) to:

Tricia Shannon  
Mississippi Development Authority  
501 North West Street, Suite 415  
Jackson, MS 39201  
procurement@mississippi.org

The proposed vendor is still required to submit the hard copies by mail or hand delivery, but those documents may be received after the due date due to complications with mail service at this time. The email must include the technical, management, and cost proposals labeled accordingly by April 16, 2021, 2:00 p.m. Central Time (US & Canada)

1.6 PROPOSAL DEADLINE

It is the Vendor’s responsibility to ensure that its written and electronic proposal is delivered to MDA no later than 2:00 PM Central Time (US & Canada) on April 16, 2021. All proposals will be opened at that time. Late proposals will not be accepted or considered and will be maintained in the procurement file and not returned to the Respondent.

1.7 NEWS RELEASES

The MDA is the only entity authorized to issue news releases relating to this RFP, its evaluation, and award of any contract and performance thereunder.
1.8 **BENEFIT**

Any contract resulting from this RFP is for the benefit of MDA, its customers/clients, and the Contractor. Such contract is not for the benefit of any third party or person.

1.9 **STANDARD CONTRACT**

MDA reserves the right to incorporate standard State of Mississippi contractual provisions into any agreement executed as a result of this RFP. Appropriate State contract laws, terms, and conditions will apply. The contract will be reviewed by MDA’s procurement team as to legality of form and compliance with State laws and the terms and conditions of this RFP. Once a final contract is agreed upon, said contract is subject to approval by the State of Mississippi’s Office of Personal Services Contract Review Board/Public Procurement Review Board before final implementation.

1.10 **PERIOD OF CONTRACT**

The duration of any contract resulting from this RFP shall be for a period of two (2) years, with 24 months of combined renewals at the discretion of the agency and in coordination with the vendor contingent upon acceptable performance by the Contractor and sufficient monies being appropriated by the State Legislature.

A contract will be awarded to the Vendor whose proposal is determined to be the most advantageous to the State, taking into consideration the price and the evaluation factors set forth in the RFP.

1.11 **INVOICING INFORMATION**

MDA cannot prepay for services rendered or goods delivered. Therefore, all invoices must be submitted in arrears. All Respondents must state in their proposal the invoicing interval, i.e., monthly, quarterly, etc. for each category of prices.

1.12 **TYPE OF CONTRACT**

This contract will be a fixed price contract with payments made upon completion of tasks identified by each component identified within the proposal.

1.13 **OWNERSHIP OF MATERIALS**

All materials and data produced for the Agency under a contract resulting from this RFP shall be owned by MDA unless otherwise agreed to in writing.

1.14 **INDEPENDENT CONTRACTOR STATUS**

Contractor shall, at all times, be regarded as and shall be legally considered an independent Contractor and shall at no time act as an agent for the State. Nothing contained herein shall be deemed or construed by the State, Contractor, or any third party as creating the
relationship of principal and agent, master and servant, partners, joint ventures, employer and employee, or any similar such relationship between the State and Contractor. Neither the method of computation of fees or other charges, nor any other provision contained herein, nor any acts of the State or Contractor hereunder creates or shall be deemed to create a relationship other than the independent relationship of the State and Contractor. Contractor's personnel shall not be deemed in any way, directly or indirectly, expressly or by implication, to be employees of the State. Neither Contractor nor its employees shall, under any circumstances, be considered servants, agents, or employees of the MDA and the MDA shall be at no time legally responsible for any negligence or other wrongdoing by Contractor, its servants, agents, or employees. The MDA shall not withhold from the contract payments to Contractor any federal or state unemployment taxes, federal or state income taxes, Social Security tax, or any other amounts for benefits to Contractor. Further, the MDA shall not provide to Contractor any insurance coverage or other benefits, including Worker's Compensation, normally provided by the State for its employees.

1.15 SECURITY / NONDISCLOSURE STATEMENT

Notwithstanding any provision to the contrary contained herein, it is recognized that MDA is a public agency of the State of Mississippi and is subject to the Mississippi Public Records Act. Miss. Code Ann. §§ 25-61-1 et seq. (1972, as amended). If a public records request is made for any information provided to MDA pursuant to the agreement, MDA shall promptly notify the disclosing party of such request and will respond to the request only in accordance with the procedures and limitations set forth in applicable law. The disclosing party shall promptly institute appropriate legal proceedings to protect its information. No party to the agreement shall be liable to the other party for disclosures of information required by court order or required by law.
SECTION II

SCOPE OF SERVICES REQUESTED

See Attachment A
SECTION III

INFORMATION REQUIRED FROM RESPONDENTS

3.1 MINIMUM INFORMATION TO BE INCLUDED IN THE PROPOSAL
See Attachment "B"

3.2 PROPOSAL FORMAT

A. See Evaluation Procedures-these three (3) items are due on or before April 16, 2021, at 2:00 PM Central Time (US & Canada). All items must be on a single identifiable USB drive.

3.3 SUFFICIENCY OF PROPOSAL

Respondents must submit proposals which sufficiently address each requirement and service outlined in Section II above. The Respondent shall provide information specifically describing their approach to providing each service listed, the manpower which will be devoted and required to fulfill each task, and the proposed schedule of time required to complete each task. Respondent shall identify all employees by name who will participate in this contract and the nature and scope of the duties and responsibilities of each such employee.

MDA reserves the right to determine which Respondents have met the basic requirements of this RFP, and to determine whether any deviation from the requirements of the specifications, terms, and conditions contained herein is merely minor or technical in nature. The right to accept proposals which deviate in minor, immaterial or technical fashion is also reserved. Only those Respondents who have met the basic requirements of this RFP will be considered. Proposals which have not done so will be rejected. MDA reserves the right to reject any and all proposals. Failure to meet any of the contractual obligations may result in cancellation of any award.

3.4 RESPONDENT'S ORGANIZATION AND CREDENTIALS

Proposals must include substantial evidence of the Respondent and its staff's ability to undertake the services required and outlined in this RFP. Proposals must include the following:

A. Name of each staff member or subcontractor (if any) that the firm proposes to use in fulfilling its responsibilities.

B. The submission of detailed statements which cite the qualifications of the Respondent as a whole, as well as the qualifications of each participating staff member within the firm fulfilling their responsibilities hereunder.

C. Description of the experience of staff, including the number of years, in providing investment recruitment and trade promotion.
D. Organization chart of the firm and indicate the position of each of the above personnel.

E. Name of person(s) who will be assigned major roles in the fulfillment of the work obligations outlined under Section II and resumes for such should be provided.

F. Statement of the percentage of time that each person will be available to perform the work under the contract.

G. Statement of the willingness of the Respondent to provide adequate on-site support as needed.

H. Names of customers currently using similar skills, services, and products of the Respondent as identified in this RFP. The name of a contact person, title, address, and telephone number for each customer shall also be specified. MDA reserves the right to contact each reference listed in the Respondent's proposal.

I. Certification that the Respondent is in compliance with all current contracts.

3.5 PLAN TO IMPLEMENT SCOPE OF SERVICES

Each Respondent shall provide a written statement of their firms understanding of the services requested herein as well as a detailed written plan outlining how the firm proposes to go about providing services required by Section II.

3.6 USE OF SUBCONTRACTORS

If the Respondent proposes to use one or more subcontractors, the proposal must identify the contemplated subcontractors and must include evidence of each subcontractor's ability to fill its respective duties. The Authority reserves the right to approve or deny any subcontractor and all subcontractors must be pre-approved by the Authority before beginning any work.

3.7 REGULATORY RESTRICTIONS AND LITIGATION

Each Respondent must describe in detail any past or pending regulatory restrictions, consent orders, or litigation to which the Respondent's firm or any of its principals, owners, directors, or officers have ever been a party. Proposal must indicate if any principals, owners, directors, or officers have been convicted of a felony. If so, a detailed description of each incident must be included.

3.8 COPIES OF PROPOSALS

The MDA requires three (3) hard copies of their sealed proposal in its entirety to be submitted in a sealed envelope or package to the MDA office no later than the time and date specified for receipt of proposals. Respondents shall mail or hand delivery three (3) hard copies of their sealed proposal to MDA-One (1) original and complete proposal (this will be the technical proposal, cost proposal and management proposal) and three (3) BLIND proposals (this will be the technical and cost proposals). Each respondent shall also submit
an electronic version of their proposal on a single identifiable USB Drive, in 3 separate files: a technical proposal without any identifying information; cost proposal without any identifying information; and a management proposal, which may contain identifying information. The procurement team, not the review team, overseeing this process will be the only ones with access to the USB drive.

Identifying information includes, but is not limited to, any prior, current, and future names or addresses of the offeror, any names of incumbent staff, any prior, current and future logos, watermarks, and company colors, any information, which identifies the offeror as an incumbent, and any other information, which would affect the blind evaluation of technical or cost factors.

3.9 ECONOMY OF PRESENTATION

Each proposal shall be prepared simply and economically providing a straightforward, concise delineation of the Respondent’s capabilities to satisfy the requirement of the RFP.

3.10 DISCUSSIONS

Discussions may be conducted with Respondents who submit proposals determined to be reasonably susceptible of being selected for award, but that proposals may be accepted without such discussions.

3.11 COST OF DEVELOPING AND SUBMITTING PROPOSALS

Neither the Agency nor the State of Mississippi is liable for any of the costs incurred by a Respondent in preparing or for submitting a proposal in response to this RFP.

3.12 PROPERTY OF MDA

All proposals become the property of MDA upon receipt and will not be returned to the Respondent once opened. MDA has the right to use any and all ideas or adaptations of ideas contained in any proposal received as a result of this RFP. Selection or rejection of the proposal will not affect this right. Proposals become public documents upon submission.

3.13 ACCEPTANCE OF PROPOSAL

The Agency reserves the right, in its sole discretion, to waive minor irregularities in proposals. A minor irregularity is a variation of the RFP which does not affect the price of the proposal or give one respondent an advantage or benefit not enjoyed by other respondent, or adversely impact the interest of the Agency. Waivers, when granted, shall in no way modify the RFP requirements or excuse the respondent from full compliance with the RFP specifications and other contract requirements, if the respondent is awarded the contract.

3.14 RFP DOES NOT CONSTITUTE ACCEPTANCE OF OFFER
The release of the Request for Proposal does not constitute an acceptance of any offer, nor does such release in any way obligate the Agency to execute a contract with any other party. The Agency reserves the right to accept, reject, or negotiate any or all offers on the basis of the evaluation criteria contained within this document. The final decision to execute a contract with any party rests solely with the Agency.

3.15 PROPOSALS TO BE SIGNED AND SEALED

All proposals must be submitted to MDA in a sealed envelope. The face of the envelope shall contain the date of proposal opening (April 16, 2021) and the words "Proposal to Trade Bureau RFP." Proposals that do not comply with these conditions are subject to rejection. The proposal shall be signed by an officer or agent of the Respondent who is empowered to bind it in a contract. If the proposal is signed by an agent, then written authorizations empowering the agent to bind the Vendor must accompany the proposal.

3.16 PRIMARY RESPONSIBILITY FOR DELIVERING SERVICES

The Vendor whose proposal is selected by MDA will be expected to assume responsibility once the contract is fully executed and approved by the PPRB/OPSCR to MDA for providing the services of professional services consultant for investment recruitment and trade promotion in Europe. Accordingly, the successful Respondent will be expected to designate a specific person(s) to work with MDA staff in making certain that all contract terms are strictly observed.

3.17 USE WARRANTY

It will be a requirement of this RFP, any duly issued purchase order, and any contract or other agreement executed between MDA and the successful Respondent, that the successful Respondent warrants the use of all items and products (including equipment, software, data storage, media, support services, etc.) provided by the Respondent in conjunction with this RFP to function adequately and properly. If necessary, the Contractor shall, at their own expense, correct, repair, or replace all defective work and materials.

3.18 TRADE SECRETS/ PROPRIETARY DATA

Respondents may designate those portions of the proposal which contain trade secrets or other proprietary data which may remain confidential in accordance with Mississippi Code Annotated §22-61-9 and §79-23-1.

3.19 INFORMATION DESIGNATED BY CONTRACTOR AS CONFIDENTIAL

Any disclosure of those materials, documents, data, and other information which Contractor has designated in writing as proprietary and confidential shall be subject to the provisions of Mississippi Code Annotated §§ 25-61-9 and 79-23-1. As provided in the contract, the personal or professional services to be provided, the price to be paid, and the term of the contract shall not be deemed to be a trade secret, or confidential commercial or financial information. Any liability resulting from the wrongful disclosure of confidential information on the part of Contractor or its subcontractor shall rest with Contractor.
Disclosure of any confidential information by Contractor or its subcontractor without the express written approval of the MDA shall result in the immediate termination of this agreement.
SECTION IV

EVALUATION

4.1 PROPOSAL SUBMISSION

Only proposals received on time, in the format required, with the required content will be evaluated by the Evaluation Committee.

4.1.1 Proposal Submission

Proposals must be received in the office of MDA in Jackson, Mississippi refer to Section 1.5 for schedule. Any proposal received after the deadline will not be considered. To prevent opening by unauthorized individuals, all copies of the proposal, including any and all attachments, must be sealed in one or more packages, and the packages must be marked, “Proposals-Do Not Open”.

Proposals must be submitted in writing to the following address:

Mississippi Development Authority
Attn. Tricia Shannon
501 North West Street, Suite 415
Jackson, MS 39201

4.1.2 The MDA requires three (3) hard copy of their sealed proposal in its entirety to be submitted in a sealed envelope or package to the MDA office no later than the time and date specified for receipt of proposals. Respondents shall mail, email or hand deliver three (3) hard copies of their sealed proposal to MDA-One (1) original and complete proposal (this will be the technical proposal, cost proposal and management proposal) and three (3) BLIND proposals (this will be the technical and cost proposals). Each respondent shall also submit an electronic version of their proposal on a single identifiable USB Drive, in 3 separate files: a technical proposal without any identifying information; cost proposal without any identifying information; and a management proposal, which may contain identifying information. The procurement team, not the review team, overseeing this process will be the only ones with access to the USB drive.

a. Identifying information includes, but is not limited to, any prior, current, and future names or addresses of the offeror, any names of incumbent staff, any prior, current, and future logos, watermarks, and company colors, any information, which would affect the blind evaluation of technical or cost factors.

b. All proposals should be submitted on 8 ½ x 11 paper.

c. The 3 separate files-technical, management, and cost should be clearly identifiable on the flash drive and in a searchable format, preferably PDF®.

d. Number each page of the proposal, multiple page attachments and samples should be numbered internally within each document and numbered in the overall page number
sequence of the entire proposal. The intent of this requirement is that the proposer submits all information in a manner so that it is clearly referenced and easily located.

4.2 EVALUATION CRITERIA – See Attachment “C”
SECTION V
TERMS AND CONDITIONS

- See Attachment "E"
Attachment A

SPECIFICATIONS/SCOPE OF WORK FOR PROFESSIONAL CONSULTING SERVICES

The Contractor will perform the following services upon request of the Mississippi Development Authority in fulfillment of the purposes of this Contract.

1. The Contractor will provide the Authority/State of Mississippi with full-time representation in Europe (focused primarily on, but not limited to, Germany, Austria, Switzerland, the Netherlands, France, Belgium and the United Kingdom) to recruit foreign direct investment to Mississippi and to promote the export of Mississippi products to Europe. The Contractor must be based in Germany, the Netherlands or Belgium and be willing to travel to other European countries as approved by the Authority for recruiting and trade activities. The Contractor will focus on recruiting European firms in the automotive, aerospace, defense, and advanced manufacturing sectors and associated supply chains as primary targets for recruitment. Other industries for recruitment include, but are not limited to metals, chemicals and energy, food processing, warehousing and distribution, and forestry. The Contractor will also work on behalf of the Authority and Mississippi businesses to expand market opportunities for the export of Mississippi products and services from a wide range of industries to Europe.

This service will include (i) developing knowledge of Mississippi assets with respect to geography, existing industries, exporters, communities and industrial sites, workforce, research assets and incentives and (ii) developing a recruitment plan and an export promotion plan in partnership with the Authority based on the target sectors to include business missions, virtual business missions, a calling program to meet with existing and new investors, seminars, exhibitions, and other activities for the recruitment and identification of prospective investors.

To achieve the primary stated objectives, the Contractor shall provide services outlined in the remainder of this Exhibit.

Investment Recruitment and Promotion:

A. The Contractor will engage in a proactive program of outreach to European companies to promote the state to potential investors. The Contractor will develop a minimum of 12 new investment prospect leads per contract year by identifying companies within Europe that have the potential and intention to begin or expand business operations in the United States, and to provide them with the information, resources and other assistance that will lead them to consider Mississippi as an ideal location for their investment.

B. The Contractor will assist the Authority with qualified appointments for up to two annual investment missions to Europe to directly support Mississippi’s foreign direct investment recruiting program. Each mission to Europe may include business meetings in multiple countries in Europe. When travel is not feasible, events may include virtual business missions to recruit investors to Mississippi.

C. The Contractor will provide investment leads to the Authority that arise from the Contractor’s network of contacts and target sector research in Europe.

D. The Contractor will meet with the headquarters of European companies with
investment in Mississippi. The Contractor will consult with the Authority regarding priority firms to be included in the calling plan.

E. The Contractor will attend relevant industry events in Europe, primarily in the sectors of automotive, aerospace, defense and advanced manufacturing.

F. The Contractor will participate in relevant Council of American States (CASE) seminars, Select USA events, chambers of commerce conferences, and industrial association meetings in Europe to introduce companies to investment opportunities in Mississippi.

G. The Contractor will attend relevant industry forums and trade shows in Europe in which the Authority is an exhibitor and will support efforts for securing appointments with European companies at the determined event in Europe.

H. The Contractor will provide prompt follow-up for any investment leads from recruiting activities in Europe.

I. The Contractor will provide ongoing support and advice to the Authority regarding market opportunities, economic and political developments, and promotion strategies in Europe.

J. The Contractor will consult with the Authority on relevant events, industry associations and government agencies in Europe.

K. The Contractor will refrain from accepting any conflicting engagements with other state agencies or development organizations in the Southeast U.S. involving the recruitment of investment from Europe. This includes Alabama, Tennessee, Arkansas, Louisiana, Georgia, North Carolina, South Carolina, Kentucky, Texas, Florida, and Virginia. Potential conflicts need to be disclosed and reviewed by the Authority.

L. The Contractor will present his/her progress in person during an annual event in Mississippi to be determined by the Authority. The Contractor may also be asked to present economic trends and analysis to economic development stakeholders in Mississippi. The Contractor may be asked to participate in Select USA in Washington, D.C. together with the Authority and economic development partners. When feasible, the annual visit to the U.S. and Mississippi will be arranged in conjunction with the Select USA event.

Trade Promotion:

A. The Contractor will coordinate with the Authority and in-country intermediaries during the preparation, execution and follow-up phases of all trade promotion events during the term of this Contract. Trade promotion events may include trade missions comprised of Authority staff and Mississippi companies as well as trade exhibitions.

B. The Contractor will assist the Authority with qualified appointments for up to two annual trade promotion missions to Europe to directly support Mississippi’s export promotion program. Each mission to Europe may include business meetings in multiple countries in Europe. When travel is not feasible, events may include virtual business missions to promote the export of Mississippi businesses.

C. Trade promotion assistance may also include individual Mississippi company visits to Europe on an as-needed basis. (Assistance with individual company trade visits to Europe will be provided as needed and is not subject to the trade mission limitations in B. above.)

D. The Contractor will provide on-going support and advice to the Authority and Mississippi businesses regarding European market opportunities and trade promotion strategies.
E. The Contractor will also advise the Authority and Mississippi businesses on relevant trade events, industry associations and government agencies in Europe.

F. The Contractor will advise the Authority and Mississippi firms on market potential, business practices, regulations, and other market intelligence.

G. The Contractor will generate qualified trade leads through the participation in key business seminars, conferences and meetings sponsored by private industry associations, government agencies, banks and other special service providers. The Contractor will attend these events at no additional cost to the Authority.

H. The Contractor will maintain a database of potential agents, distributors, importers and end-users and manufacturers. The Contractor shall maintain a database of international trade service providers including translator services, law firms, and public and private trade organizations in Europe.

I. Trade development assistance in Europe for a Mississippi company or business organization may also include the following services:

Agent and Distributor Search (ADS). Conduct qualified agent, distributor, partner and customer searches. The Contractor will identify qualified agents, distributors, end-users, importers, licensees or other appropriate business partners based on the requirements of Mississippi firms, on an as needed basis.

Supplier Search. The Contractor will conduct qualified searches for suppliers in Europe as requested by Mississippi importers and manufacturers, on an as needed basis.

Preliminary Market Assessment. The Contractor will prepare a summary of the market opportunities and challenges Mississippi businesses and industries face in Europe, on an as needed basis.

Market Research Report. Conduct in-depth market research including market characteristics, competitor analysis, pricing analysis, distribution, and recommendation for market entry plan, for Mississippi business and industry in Europe, on an as needed basis.

2. The Contractor will coordinate with the Authority during the preparation, execution, and follow up phases of all investment or trade promotion events during the term of this Contract. The events may include a combination of the following:

A. Provide relevant company or industry sector profiles of targeted industries.

B. Provide an orientation or briefing upon arrival in Europe.

C. Arrange hotel accommodations, ground transportation and other logistical support as requested by the Authority.

D. Schedule private appointments with qualified business contacts.

E. Accompany Authority staff, Mississippi economic development allies and companies
on appointments in Europe as requested.

F. Serve as a translator to facilitate business discussions during appointments.

G. Organize seminars on targeted business opportunities in Mississippi.

H. Facilitate post-event activities with contacts made during the visit.

I. Provide executive summary of reports about the State of Mississippi in European media.

3. The Contractor will perform special projects as assigned by the Authority.

4. The Contractor will provide monthly and annual activity and financial reports to the Authority on new prospects, events and investment or trade assistance rendered to the Authority or to economic development allies, including any results and outcomes that can be ascertained from the Contractor’s perspective. The quality and timeliness of these reports and services will be used to evaluate the Contractor’s performance. The reports shall include the following information:

A. A narrative section describing the Contractor’s activities and successes in the assigned region during the month of the report.

B. A numerical summary of the Contractor’s activities, setting forth detailed information concerning prospect leads and other activities the Contractor engages in.

C. The names and addresses of all European companies that have been in contact with the Contractor during the month of the report.

D. The Contractor will communicate with the Authority staff on a regular basis regarding proposed activities and will provide ongoing feedback to the Authority.

E. Reports are due no later than seven (7) working days following the end of the reported month.

F. Monthly reports will include the following summary of measures: numbers and names of qualified investment prospects as well as all companies contacted, and events hosted or attended. The summary of measures shall be reported monthly as well as quarterly.

5. The Contractor will visit Mississippi on an annual basis to meet with Authority staff, and to participate in and conduct market briefings and programs arranged by the Authority’s Jackson, Mississippi staff. At such time, the Contractor shall attend and participate as a speaker in Authority functions. During such visits to Mississippi, the Contractor will meet with economic development representatives, community and government officials to inform them about the work of the Contractor and how the representatives and governmental officials can become directly involved in promoting their communities internationally. The Contractor may also be asked to meet with Mississippi companies regarding export opportunities in Europe.

6. The Contractor will coordinate all communications with the Authority through the Director of Foreign Investment, who will then refer matters to other persons within the Authority for action and response.

7. Contractor’s bid total should include all costs needed to meet the terms of this RFP including salary, operational expenses and travel costs based on the plan of work outlined above. The Contractor is expected to attend both investment and trade events at no additional cost to the
Authority.

8. For certain business missions led by agency leadership, the Contractor may be given extra funding for special promotional activities. This will be determined by the Authority prior to the event. The Authority and economic development partners also participate in major aerospace shows in Europe such as the Paris Air Show and Farnborough Air Show. The cost of this exhibition space is paid for by the Authority and economic development partners.
Attachment B

Minimum Information Checklist

Each proposer shall include the attached checklist identifying the page number where each of the minimum information required is located in the submitted proposal. This checklist shall be placed in front of the “Cost Data” page(s) in the proposal.

<table>
<thead>
<tr>
<th>Included Write Y or N</th>
<th>Page Number</th>
<th>Minimum Information Required</th>
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<tbody>
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<td></td>
<td></td>
<td>The name of the Offeror, the location of the Offeror’s principal place of business and, if different, the place of performance of the proposed contract.</td>
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<td>The age of the Offeror’s business and average number of employees over the past 3 years.</td>
</tr>
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<td></td>
<td>The abilities, qualifications, and experience of all persons who would be assigned to provide the required services.</td>
</tr>
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<td>A listing of other contracts under which services similar in scope, size, or discipline to the required services were performed or undertaken within the past 3 years.</td>
</tr>
<tr>
<td></td>
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<td>A plan giving as much details as is practical explaining how the services will be performed.</td>
</tr>
</tbody>
</table>
Attachment C

Evaluation Procedures

All proposals received in response to this RFP by the stated deadline will receive a comprehensive, fair, and impartial evaluation. An evaluation committee will evaluate the proposals based on technical, management, and cost factors. For proposals determined to be compliant and responsive to the RFP during Step I and then Step II uses a 100-point scale. The evaluation of any proposal may be suspended and/or terminated at MDA's discretion at any point during the evaluation process at which MDA determines that said proposal and/or proposer fails to meet any of the mandatory requirements as stated in the RFP, the proposal is determined to contain fatal deficiencies to the extent that the likelihood of selection for contract negotiations is minimal, or MDA receives reliable information that would make contracting with the proposer impractical or otherwise not in the best interests of the State of Mississippi.

Step I – Compliance Phase (Weight-This phase of the evaluation is considered pass/fail)

Proposals will be reviewed to assure compliance with the minimum specifications. Proposals that do not comply with the minimum specifications will be rejected immediately, receiving no further consideration. See Attachment "B".

(a) Responsive Respondent

Respondent must submit a proposal, which conforms in all material respects to this Request for Proposals, #EUROPE030821 as determined by MDA.

(b) Responsible Respondent

Respondent must have capability in all respects to perform fully the contract requirements and the integrity and reliability, which will assure good faith performance, as determined by MDA.

(c) Requirements

Failure to comply with these requirements may result in the proposal being eliminated from further consideration. Those proposers passing the Technical Factors will be evaluated further. The MDA reserves the right to waive minor informalities in a proposal in this phase of the evaluation.

Step II – Evaluation Phase (65 points)

Proposals that satisfactorily complete Step I will be reviewed and analyzed to determine if the proposal adequately meets the needs of MDA. Factors to be considered are as follows:

(a) Technical Factors: (36 points) - Blind

1. Demonstrates a clear understanding of the scope of work and related objectives (18 points.).

2. The degree of completeness of response to the specific requirements of the Solicitation (18 points.).

(b) Management Factors: (29 points) – Not Blind

1. Proposer’s ability to provide the required services as reflected/evidenced by qualifications (education, experience, etc.) (18 points.).

2. The personnel, equipment, and financial resources to perform the services currently available or demonstrated to be made available at the time of contracting (11 points.).
(c) Cost Phase: (35 points)

1. Price. The proposal(s) received, which has the lowest proposed price, will receive the maximum points and the remaining Offerors will be given a pro rata score as their price compares to the lowest proposed price. (35 points)

Evaluation of Written Proposals-Evaluation Factors and their Relative Importance (Total of 100 points available)

Upon completion of the Analysis Phase, the Chief Procurement Officer will review and compare the numerical scores from among the remaining qualified vendors in order to determine finalists.

Step III – Contract Negotiation Phase:

The MDA Executive Director or his/her designee will contact the respondent with the proposal which best meets MDA needs (based on factors evaluated in Step II) and attempt to negotiate an agreement that is deemed acceptable to both parties. Upon completion of the evaluation of proposals, the Agency will determine the top scoring proposal and provide a recommendation to the OPSCR Board.
Attachment D

Mississippi Development Authority
Policy and Procedures for Protest of RFP, IFB, RFQ or
Any other Competitive Procurement Process

(A) Right to Protest
Any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the
solicitation or award of a contract may protest to the Executive Director of the agency. The protest
shall be submitted in writing within seven (7) calendar days after such aggrieved person knows or
should have known of the facts giving rise thereto. If the eight (8th) day falls on a weekend or
State holiday the deadline shall be extended to the next business day.

(B) AUTHORITY to Resolve Protests
The Executive Director or a designee shall have the authority to settle and resolve a protest of an
aggrieved bidder, offeror, or contractor, actual or prospective, concerning the solicitation or award
of a contract.

(C) Decision
The agency shall have conducted an investigation into the claims made by the aggrieved and shall
issue a written response to the aggrieved. The agency, at its discretion, may solicit an outside entity
to assist with or conduct the investigation if it is determined by the agency such action is necessary.
In the event the agency solicits an outside entity to assist or conduct the investigation the agency.

(D) Notice of Decision
A copy of the decision under Section (C) of this policy shall be mailed or otherwise furnished to
the protestant within the defined time period.

(E) Finality of Decision
A decision under Section (C) of this policy shall be final and conclusive.

(F) Stay of Procurements During Protests
The Executive Director or his designee shall have the right to suspend the process in the event of
a timely protest under Section (A) of this document. Suspension of the process is at the discretion
of the agency and will be considered upon receipt by the agency of a protest.

Filing of Protest

(A) When Filed
Protests shall be made in writing to the Executive Director and shall be filed in duplicate within
seven (7) calendar days after the protestor knows or should have known of the facts giving rise
thereto. A protest is considered filed when received by the Executive Director. Protests filed after
the eighth (8th) day period shall not be considered.

(B) Subject to Protest
A protest must state all grounds upon which the protesting party asserts that the solicitation or award was improper. Issues not raised by the protesting party in the protest are deemed waived. Protests may be filed based on the following:

1. Failure to follow established policies and/or procedures regarding procurement as outlined in (i) AUTHORITY’s policies or procedures, (ii) AUTHORITY’s rules for procurement, (iii) PPRB/OPSCR Rules and Regulations, and/or (iv) competitive bid documents (i.e. RFP, IFB, RFQ, etc.) as applicable;
2. Errors in computing scores which contributed to the selection of an Offeror other than the lowest and best bidder; or
3. Documented conflict of interest on the part of an evaluator.

(C) Not Subject to Protest
Protests shall not be accepted by the agency where the subject of the protest is:
1. Evaluation Committee members (unless the protest is based on a documented conflict of interest);
2. The professional judgment of the Evaluation Committee including, but not limited to, the scoring by an evaluator;
3. Location of oral presentations (when required);
4. Time of oral presentations (when required);
5. Late submission of proposal;
6. Modification of any portion of the RFP when done in accordance with policy and process as outlined in (i) AUTHORITY policies or procedures, (ii) AUTHORITY rules for procurement, (iii) PSCRB Rules and Regulations, and/or (iv) competitive bid documents (i.e. RFP, IFB, RFQ, etc.) as applicable;
7. AUTHORITY’s assessment of its own needs/requirements regarding the subject of the procurement.

(D) Form
Protest should be hand-delivered or mailed to the Executive Director’s Office. The envelope should be labeled “Protest.” The written protest shall include as a minimum the following:
1. The name and address of the protestor;
2. Appropriate identification of the procurement;
3. A statement of reasons for the protest; and,
4. Supporting exhibits, evidence, or documents to substantiate any claims unless not available within the filing time in which case the expected availability date shall be indicated.

(E) Requested Information; Time for Filing
Any additional information requested by the agency from the protester shall be submitted within the time period established by the agency. Failure to comply expeditiously with a request for information by the agency may result in resolution of the protest without consideration of any information which is untimely filed pursuant to such request.

(F) Making Information on Protests Available
The agency shall upon written request make available to any interested party information submitted that bears on the substance of the protest except where information is proprietary, confidential, or otherwise permitted or required to be withheld by law or regulation. Persons who
wish to keep such information submitted by them confidential should so request by specifically identifying such information within documents submitted and indicating on the front page of each document that it contains such information. The availability of such information to third parties shall be in compliance with Mississippi Public Records Act, Miss. Code Ann. 25-61-1, et seq.

**Effect of Judicial or Administrative Proceedings**

In the event an ongoing protest becomes the subject of a legal proceeding, the agency shall suspend its investigation pending the outcome of any proceeding. The Executive Director or his designee shall not act on the protest but refer the protest to the agency’s legal counsel.
Attachment E

GENERAL TERMS AND CONDITIONS:

1. NOTICES

All notices required or permitted to be given under this Contract must be in writing and personally delivered or sent by certified United States mail, postage prepaid, return receipt requested, to the party to whom the notice should be given at the address set forth below. Notice shall be deemed given when received or when refused. The parties agree to promptly notify each other in writing of any changes of address.

For the Contractor: ____________________________
Name, Title, Contractor, and Address

For the AUTHORITY: John W. Rounsaville, Executive Director
Mississippi Development Authority
501 N. West Street, 15th Floor
Jackson, MS 39201-1001.

2. APPLICABLE LAW

The contract shall be governed by and construed in accordance with the laws of the State of Mississippi, excluding its conflicts of laws provisions, and any litigation with respect thereto shall be brought in the courts of the State. Contractor shall comply with applicable federal, state, and local laws and regulations.

3. AVAILABILITY OF FUNDS

It is expressly understood and agreed that the obligation of the AUTHORITY to proceed under this agreement is conditioned upon the appropriation of funds by the Mississippi State Legislature and the receipt of state and/or federal funds. If the funds anticipated for the continuing fulfillment of the agreement are, at any time, not forthcoming or insufficient, either through the failure of the federal government to provide funds or of the State of Mississippi to appropriate funds or the discontinuance or material alteration of the program under which funds were provided or if funds are not otherwise available to the AUTHORITY, the AUTHORITY shall have the right upon ten (10) working days written notice to Contractor, to terminate this agreement without damage, penalty, cost or expenses to the AUTHORITY of any kind whatsoever. The effective date of termination shall be as specified in the notice of termination.
4. REPRESENTATION REGARDING CONTINGENT FEES

Contractor represents that it has not retained a person to solicit or secure a state contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except as disclosed in Contractor’s bid or proposal.

5. REPRESENTATION REGARDING GRATUITIES

The bidder or offeror, or contractor represents that it has not violated, is not violating, and promises that it will not violate the prohibition against gratuities set forth in Section 6-204 (Gratuites) of the Mississippi Public Procurement Review Board Office of Personal Service Contract Review Rules and Regulations.

6. PROCUREMENT REGULATIONS

The contract shall be governed by the applicable provisions of the Mississippi Public Procurement Review Board’s Office of Personal Service Contract Review’s Rules and Regulations, a copy of which is available at 501 North West Street, Suite 701E, Jackson, Mississippi 39201 for inspection, or downloadable at http://www.dfa.ms.gov.

7. TRADE SECRETS, COMMERCIAL AND FINANCIAL INFORMATION

It is expressly understood that Mississippi law requires that the provisions of this contract which contain the commodities purchased or the personal or professional services provided, the price to be paid, and the term of the contract shall not be deemed to be a trade secret or confidential commercial or financial information and shall be available for examination, copying, or reproduction.

8. COMPLIANCE WITH LAWS

Contractor understands that the AUTHORITY is an equal opportunity employer and therefore, maintains a policy which prohibits unlawful discrimination based on race, color, creed, sex, age, national origin, physical handicap, disability, genetic information, or any other consideration made unlawful by federal, state, or local laws. All such discrimination is unlawful, and Contractor agrees during the term of the agreement that Contractor will strictly adhere to this policy in its employment practices and provision of services. Contractor shall comply with, and all activities under this agreement shall be subject to, all applicable federal, State of Mississippi, and local laws and regulations, as now existing and as may be amended or modified.

9. STOP WORK ORDER
a. Order to Stop Work: The Chief Procurement Officer, may, by written order to Contractor at any time, and without notice to any surety, require Contractor to stop all or any part of the work called for by this contract. This order shall be for a specified period not exceeding 90 days after the order is delivered to Contractor, unless the parties agree to any further period. Any such order shall be identified specifically as a stop work order issued pursuant to this clause. Upon receipt of such an order, Contractor shall forthwith comply with its terms and take all reasonable steps to minimize the occurrence of costs allocable to the work covered by the order during the period of work stoppage. Before the stop work order expires, or within any further period to which the parties shall have agreed, the Procurement Officer shall either:

i. cancel the stop work order; or,

ii. terminate the work covered by such order as provided in the Termination for Default clause or the Termination for Convenience clause of this contract.

b. Cancellation or Expiration of the Order: If a stop work order issued under this clause is canceled at any time during the period specified in the order, or if the period of the order or any extension thereof expires, Contractor shall have the right to resume work. An appropriate adjustment shall be made in the delivery schedule or Contractor price, or both, and the contract shall be modified in writing accordingly, if:

i. the stop work order results in an increase in the time required for, or in Contractor’s cost properly allocable to, the performance of any part of this contract; and,

ii. Contractor asserts a claim for such an adjustment within 30 days after the end of the period of work stoppage; provided that, if the Procurement Officer decides that the facts justify such action, any such claim asserted may be received and acted upon at any time prior to final payment under this contract.

c. Termination of Stopped Work: If a stop work order is not canceled and the work covered by such order is terminated for default or convenience, the reasonable costs resulting from the stop work order shall be allowed by adjustment or otherwise.

d. Adjustments of Price: Any adjustment in contract price made pursuant to this clause shall be determined in accordance with the Price Adjustment clause of this contract.
10. E-PAYMENT

Contractor agrees to accept all payments in United States currency via the State of Mississippi's electronic payment and remittance vehicle. The agency agrees to make payment in accordance with Mississippi law on “Timely Payments for Purchases by Public Bodies,” which generally provides for payment of undisputed amounts by the agency within forty-five (45) days of receipt of invoice. Mississippi Code Annotated § 31-7-301 et seq.

11. E-VERIFICATION

If applicable, contractor represents and warrants that it will ensure its compliance with the Mississippi Employment Protection Act of 2008 and will register and participate in the status verification system for all newly hired employees. Mississippi Code Annotated §§ 71-11-1 et seq. The term “employee” as used herein means any person that is hired to perform work within the State of Mississippi. As used herein, “status verification system” means the Illegal Immigration Reform and Immigration Responsibility Act of 1996 that is operated by the United States Department of Homeland Security, also known as the E-Verify Program, or any other successor electronic verification system replacing the E-Verify Program. Contractor agrees to maintain records of such compliance. Upon request of the State and after approval of the Social Security Administration or Department of Homeland Security when required, Contractor agrees to provide a copy of each such verification. Contractor further represents and warrants that any person assigned to perform services hereafter meets the employment eligibility requirements of all immigration laws. The breach of this agreement may subject Contractor to the following:

a. termination of this contract for services and ineligibility for any state or public contract in Mississippi for up to three (3) years with notice of such cancellation/termination being made public;

b. the loss of any license, permit, certification or other document granted to Contractor by an agency, department or governmental entity for the right to do business in Mississippi for up to one (1) year; or,

c. both. In the event of such cancellation/termination, Contractor would also be liable for any additional costs incurred by the State due to Contract cancellation or loss of license or permit to do business in the State.

12. TRANSPARENCY

This contract, including any accompanying exhibits, attachments, and appendices, is subject to the “Mississippi Public Records Act of 1983,” and its exceptions. See Mississippi Code Annotated §§ 25-61-1 et seq. and Mississippi Code Annotated § 79-23-1. In addition, this contract is subject to the provisions of the Mississippi
Accountability and Transparency Act of 2008. Mississippi Code Annotated §§ 27-104-151 et seq. Unless exempted from disclosure due to a court-issued protective order, a copy of this executed contract is required to be posted to the Department of Finance and Administration’s independent agency contract website for public access at http://www.transparency.mississippi.gov. Information identified by Contractor as trade secrets, or other proprietary information, including confidential vendor information or any other information which is required confidential by state or federal law or outside the applicable freedom of information statutes, will be redacted.

13. PAYMODE

Payments by state agencies using the State’s accounting system shall be made and remittance information provided electronically as directed by the State. These payments shall be deposited into the bank account of Contractor’s choice. The State may, at its sole discretion, require Contractor to electronically submit invoices and supporting documentation at any time during the term of this Agreement. Contractor understands and agrees that the State is exempt from the payment of taxes. All payments shall be in United States currency.

14. TERMINATION FOR CONVENIENCE

a. Termination. The Agency Head or designee may, when the interests of the State so require, terminate this contract in whole or in part, for the convenience of the State. The Agency Head or designee shall give written notice of the termination to Contractor specifying the part of the contract terminated and when termination becomes effective.

b. Contractor’s Obligations. Contractor shall incur no further obligations in connection with the terminated work and on the date set in the notice of termination Contractor will stop work to the extent specified. Contractor shall also terminate outstanding orders and subcontracts as they relate to the terminated work. Contractor shall settle the liabilities and claims arising out of the termination of subcontracts and orders connected with the terminated work. The Agency Head or designee may direct Contractor to assign Contractor’s right, title, and interest under terminated orders or subcontracts to the State. Contractor must still complete the work not terminated by the notice of termination and may incur obligations as are necessary to do so.
15. TERMINATION FOR DEFAULT

a. Default. If Contractor refuses or fails to perform any of the provisions of this contract with such diligence as will ensure its completion within the time specified in this contract or any extension thereof, or otherwise fails to timely satisfy the contract provisions, or commits any other substantial breach of this contract, the Agency Head or designee may notify Contractor in writing of the delay or nonperformance and if not cured in ten (10) days or any longer time specified in writing by the Agency Head or designee, such officer may terminate Contractor’s right to proceed with the contract or such part of the contract as to which there has been delay or a failure to properly perform. In the event of termination in whole or in part, the Agency Head or designee may procure similar supplies or services in a manner and upon terms deemed appropriate by the Agency Head or designee. Contractor shall continue performance of the contract to the extent it is not terminated and shall be liable for excess costs incurred in procuring similar goods or services.

b. Contractor’s Duties. Notwithstanding termination of the contract and subject to any directions from the procurement officer, Contractor shall take timely, reasonable, and necessary action to protect and preserve property in the possession of Contractor in which the State has an interest.

c. Compensation. Payment for completed services delivered and accepted by the State shall be at the contract price. The State may withhold from amounts due Contractor such sums as the Agency Head or designee deems to be necessary to protect the State against loss because of outstanding liens or claims of former lien holders and to reimburse the State for the excess costs incurred in procuring similar goods and services.

d. Excuse for Nonperformance or Delayed Performance. Except with respect to defaults of subcontractors, Contractor shall not be in default by reason of any failure in performance of this contract in accordance with its terms (including any failure by Contractor to make progress in the prosecution of the work hereunder which endangers such performance) if Contractor has notified the Agency Head or designee within 15 days after the cause of the delay and the failure arises out of causes such as: acts of God; acts of the public enemy; acts of the State and any other governmental entity in its sovereign or contractual capacity; fires; floods;
epidemics; quarantine restrictions; strikes or other labor disputes; freight embargoes; or unusually severe weather. If the failure to perform is caused by the failure of a subcontractor to perform or to make progress, and if such failure arises out of causes similar to those set forth above, Contractor shall not be deemed to be in default, unless the services to be furnished by the subcontractor were reasonably obtainable from other sources in sufficient time to permit Contractor to meet the contract requirements. Upon request of Contractor, the Agency Head or designee shall ascertain the facts and extent of such failure, and, if such officer determines that any failure to perform was occasioned by any one or more of the excusable causes, and that, but for the excusable cause, Contractor’s progress and performance would have met the terms of the contract, the delivery schedule shall be revised accordingly, subject to the rights of the State under the clause entitled (in fixed-price contracts, “Termination for Convenience,” in cost-reimbursement contracts, “Termination”). PSCRB Rules and Regulations Page 142 Effective Date 4/15/2016 (As used in this Paragraph of this clause, the term “subcontractor” means subcontractor at any tier).

e. **Erroneous Termination for Default.** If, after notice of termination of Contractor’s right to proceed under the provisions of this clause, it is determined for any reason that the contract was not in default under the provisions of this clause, or that the delay was excusable under the provisions of Paragraph (4) (Excuse for Nonperformance or Delayed Performance) of this clause, the rights and obligations of the parties shall, if the contract contains a clause providing for termination for convenience of the State, be the same as if the notice of termination had been issued pursuant to such clause.

f. **Additional Rights and Remedies.** The rights and remedies provided in this clause are in addition to any other rights and remedies provided by law or under this contract.

16. **TERMINATION UPON BANKRUPTCY**

This contract may be terminated in whole or in part by the AUTHORITY upon written notice to Contractor, if Contractor should become the subject of bankruptcy or receivership proceedings, whether voluntary or involuntary, or upon the execution by Contractor of an assignment for the benefit of its creditors. In the event of such termination, Contractor shall be entitled to recover just and equitable compensation for satisfactory work performed under this contract, but in no case shall said compensation exceed the total contract price.
17. MODIFICATION OR RENEGOTIATION

This Contract may be modified only by written agreement signed by the parties hereto. The parties agree to renegotiate the agreement if Federal and/or State revisions of any applicable laws or regulations make changes in this Contract necessary.

18. CHANGE IN SCOPE OF WORK

The AUTHORITY may order changes in the work consisting of additions, deletions, or other revisions within the general scope of the Contract. No claims may be made by the Contractor that the scope of the project or of the Contractor's services has been changed, requiring changes to the amount of compensation to the Contractor, or other adjustments to the Contract, unless such changes or adjustments have been made by written amendment to the Contract signed by the AUTHORITY and the Contractor.

If the Contractor believes that any particular work is not within the scope of the project, is a material change, or will otherwise require more compensation to the Contractor, the Contractor must immediately notify the AUTHORITY in writing of this belief. If the AUTHORITY believes that the particular work is within the scope of the Contract as written, the Contractor will be ordered to and shall continue with the work as changed and at the cost stated for the work within the Scope of Services.

19. ANTI-ASSIGNMENT/SUBCONTRACTING

The Contractor acknowledges that it was selected by the AUTHORITY to perform the services required hereunder based, in part, upon the Contractor's special skills and expertise. The Contractor shall not assign, subcontract or otherwise transfer this Contract in whole or in part without the prior written consent of the AUTHORITY, which the AUTHORITY may, in its sole discretion, approve or deny without reason. Any attempted assignment or transfer of its obligations without such consent shall be null and void. No such approval by the AUTHORITY of any subcontract shall be deemed in any way to provide for the incurrence of any obligation of the AUTHORITY in addition to the total fixed price agreed upon in this Contract. Subcontracts shall be subject to the terms and conditions of this Contract and to any conditions of approval that the AUTHORITY may deem necessary. Subject to the foregoing, this Contract shall be binding upon the respective successors and assigns of the parties.

20. INTEREST OF THE CONTRACTOR AND THE CONTRACTOR'S EMPLOYEES
The Contractor covenants that neither it nor its employees presently have any interest and will not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services required to be performed under this Contract. The Contractor further covenants that in the performance of this Contract, no person having such interest will be employed.

21. INFORMATION DESIGNATED BY CONTRACTOR AS CONFIDENTIAL

Any disclosure of those materials, documents, data, and other information which Contractor has designated in writing as proprietary and confidential shall be subject to the provision of Mississippi Code Annotated §§ 25-61-9 and 79-23-1. As provided in the contract, the personal or professional services to be provided, the price to be paid, and the term of the contract before disclosing such information. The AUTHORITY shall not be deemed to be a trade secret, or confidential commercial or financial information.

Any liability resulting from the wrongful disclosure of confidential information on the part of the Contractor or its subcontractor shall rest with Contractor. Disclosure of any confidential information by Contractor or its subcontractor without the express written approval of the Authority shall result in the immediate termination of this agreement.

"Confidential Information" shall mean (a) those materials, documents, data, and other information which the Contractor has designated in writing as proprietary and confidential, and (b) all data and information which the Contractor acquires as a result of its contact with and efforts on behalf of the AUTHORITY and any other information designated in writing as confidential by the AUTHORITY. Each party to this Contract agrees to protect all confidential information provided by one party to the other; to treat all such confidential information as confidential to the extent that confidential treatment is allowed under State and/or Federal law and, except as otherwise required by law, not to publish or disclose such information to any third party without the other party's written permission, and to do so by using those methods and procedures normally used to protect the party's own confidential information. Any liability resulting from the wrongful disclosure of confidential information on the part of the Contractor or its Subcontractor shall rest with Contractor. Disclosure of any confidential information by the Contractor or its Subcontractor(s) without the express written approval of the AUTHORITY shall result in the immediate termination of this Contract.
22. CONFIDENTIALITY

Not withstanding any provision to the contract contained herein, it is recognized that the Authority is a public agency of the State of Mississippi and is subject to the Mississippi Public Records Act. Mississippi Code Annotated §§ 25-61-1 et seq. If a public records request is made for any information provided to the Authority pursuant to the agreement and designated by the Contractor in writing as trade secrets or other proprietary confidential information, the Authority shall follow the provisions of Mississippi Code Annotated §§ 25-61-9 and 79-23-1 before disclosing such information. The Authority shall not be liable to the Contractor for disclosure of information required by court order or required by law.

23. OFFICIALS NOT TO BENEFIT

No member of or delegate to the Congress of the United States of America, and no Resident Commission will be admitted to any share or part thereof or to any benefit to arise here from.

24. OWNERSHIP OF DOCUMENTS AND WORK PAPERS

The AUTHORITY shall own all documents, files, reports, work papers and working documentation, electronic or otherwise, created in connection with the project which is the subject of this Contract, except for the Contractor's internal administrative and quality assurance files and internal project correspondence. The Contractor shall deliver such documents and work papers to AUTHORITY upon termination or completion of this Contract. The foregoing notwithstanding, the Contractor shall be entitled to retain a set of such work papers for its files. Contractor shall be entitled to use such work papers only after receiving written permission from AUTHORITY and subject to any copyright protections.

25. RECORD RETENTION AND ACCESS TO RECORDS

Provided the Contractor is given reasonable advance written notice and such inspection is made during normal business hours of the Contractor, the AUTHORITY or any duly authorized representatives, shall have unimpeded, prompt access to any of the Contractor's books, documents, papers, and/or records which are maintained or produced as a result of the project for the purpose of making audits, examinations, excerpts, and transcriptions. The Contractor shall retain all records related to this Contract for three (3) years after final payment is made under this Contract and all pending matters are closed. However, if any audit, litigation or other action arising out of or related in any way to this project is commenced before the end of the three (3)
year period, the records shall be retained for one (1) year after all issues arising out of the action are finally resolved or until the end of the three (3) year period, whichever is later.

26. PERSONNEL

The Contractor represents that it has, or will secure, at its own expense, all personnel required in performing the services under this Contract. Such personnel will not be employees of or have any contractual relationship with the AUTHORITY. All of the services required hereunder will be performed by the Contractor under its supervision, and all personnel engaged in the work will be fully qualified and will be authorized or permitted under State and local law to perform such services.

27. RIGHT TO INSPECT FACILITY

The AUTHORITY may at reasonable times, inspect the place of business of a Contractor or any Subcontractor, which is related to the performance of any contract awarded by the AUTHORITY.

28. DISPUTES

Any dispute concerning a question of fact under this Contract, which is not disposed of by agreement of the parties, shall be decided by the Executive Director of the AUTHORITY or his designee. This decision shall be reduced to writing and a copy thereof mailed or furnished to the parties. Disagreement with such decision by either party shall not constitute breach under the terms of this Contract. Such disagreeing party shall be entitled to seek such other rights and remedies it may have at law or in equity.

29. WAIVER

No delay or omission by either party to this Contract in exercising any right, power, or remedy hereunder or otherwise afforded by contract, at law, or in equity shall constitute an acquiescence therein, impair any other right, power or remedy hereunder or otherwise afforded by any means, or operate as a waiver of such right, power, or remedy. No waiver by either party to this Contract shall be valid unless set forth in writing by the party making said waiver. No waiver of or modification to any term or condition of this Contract will void, waive, or change any other term or condition. No waiver by one party to this Contract of a default by the other party will imply, be construed as or require waiver of future or other defaults.
30. SEVERABILITY

If any part of this Contract is declared to be invalid or unenforceable, such invalidity or unenforceability shall not affect any other provision of the Contract that can be given effect without the invalid or unenforceable provision, and to this end, the provisions hereof are severable. In such event, the parties shall amend the Contract as necessary to reflect the original intent of the parties, and to bring any invalid or unenforceable provisions in compliance with applicable law.

31. INDEMNIFICATION

Contractor’s tort liability, as an entity of the State of Mississippi, is determined and controlled in accordance with Mississippi Code Annotated §§ 11-46-1 et seq., including all defenses and exceptions contained therein. Nothing in this agreement shall have the effect of changing or altering this liability or of eliminating any defense available to the State under statute.

32. INTEGRATED AGREEMENT/MERGER

This Contract, including all contract documents, represents the entire and integrated agreement between the parties hereto and supersedes all prior negotiations, representations, or agreements, irrespective of whether written or oral. This Contract may be altered, amended, or modified only by a written document executed by the AUTHORITY and the Contractor. The Contractor acknowledges that it has thoroughly read all Contract documents and has had the opportunity to receive competent advice and counsel necessary for it to form a full and complete understanding of all rights and obligations herein. Accordingly, this Contract shall not be construed or interpreted in favor of or against the AUTHORITY or the Contractor on the basis of draftsmanship or preparation hereof.

33. ORAL STATEMENTS

No oral statement of any person shall modify or otherwise affect the terms, conditions, or specifications stated in this Contract. The AUTHORITY must make all modifications to the Contract in writing.

34. THIRD PARTY ACTION NOTIFICATION

Contractor shall give the AUTHORITY prompt notice in writing of any action or suit filed, and prompt notice of any claim against the Contractor by any entity that may
result in litigation related in any way to this Contract.

35. **INDEPENDENT CONTRACTOR STATUS**

The Contractor shall, at all times, be regarded as and shall be legally considered an independent Contractor and shall at no time act as an agent for the AUTHORITY. Nothing contained herein shall be deemed or construed by the AUTHORITY, the Contractor, or any third party as creating the relationship of principal and agent, master and servant, partners, joint venturers, employer and employee, or any similar such relationship between the AUTHORITY and the Contractor. Neither the method of computation of fees or other charges, nor any other provision contained herein, nor any acts of the AUTHORITY or the Contractor hereunder, creates or shall be deemed to create a relationship other than the independent relationship of the AUTHORITY and the Contractor. Contractor's personnel shall not be deemed in any way, directly or indirectly, expressly or by implication, to be employees of the AUTHORITY. Neither the Contractor nor its employees shall, under any circumstances, be considered servants, agents, or employees of the AUTHORITY; and AUTHORITY shall be at no time legally responsible for any negligence or other wrongdoing by the Contractor, its servants, agents, or employees. The AUTHORITY shall not withhold from the contract payments to the Contractor any federal or Mississippi unemployment taxes, federal or Mississippi income taxes, Social Security tax, or any other amounts for benefits to the Contractor. Further, the AUTHORITY shall not provide to the Contractor any insurance coverage or other benefits, including Workers' Compensation, normally provided by the State of Mississippi for its employees.

36. **NON-EXCLUSIVITY**

Nothing herein is intended nor shall be construed as creating any exclusive arrangement with the Contractor. This Contract shall not restrict the AUTHORITY from acquiring other services for projects specific in scope.

37. **APPROVAL CLAUSE**

It is understood that if this contract requires approval by the Public Procurement Review Board (PPRB) and/or the Mississippi Department of Finance and Administration Office of Personal Service Contract Review (OPSCR) and this contract is not approved by the PPRB and/or OPSCR, it is void and no payment shall be made hereunder.

38. **CERTIFICATION OF INDEPENDENT PRICE DETERMINATION:**

The bidder/proposer certifies the prices submitted in response to the solicitation have
arrived at independently and without, the purpose of restricting competition, any
consultation, communication, or agreement with any other bidder or competitor
relating to those prices, the intention to submit a bid, or the methods or factors used
to calculate the prices bid. See Submission form – Attachment “F”.

39. ACKNOWLEDGMENT OF AMENDMENTS

The bidder/proposer shall acknowledge receipt of any amendment to the solicitation
by signing and returning the amendment with the bid, by identifying the amendment
number and date in the space provided for this purpose on the bid form, or by letter.
The acknowledgment must be received by the Authority by the time and at the place
specified for receipt of bids.
Attachment F

Signature Page

By signing below, the Company Representative certifies that he/she has authority to bind the company, and further acknowledges on behalf of the company:

1. That the company understands and complies with the submission of a technical proposal (blind), cost proposal (blind), and management proposal (not blind). Indicate: Yes [ ] No [ ]

2. That he/she has thoroughly read and understands this Request for Proposals, EUROPE030821, and the attachments herein;

3. That the company meets all requirements and acknowledges all certifications contained in this Request for Proposals, EUROPE030821, and the attachments herein;

4. That the company agrees to all provisions of this Request for Proposals, EUROPE030821, and the attachments herein;

5. That the company has, or will secure, at its own expense, applicable personnel who shall be qualified to perform the duties required to be performed under this Request for Proposals.

6. Contractor employees not to benefit: Proposer certifies their employees Not to Benefit. Indicate: Yes [ ] No [ ]

7. Conflict of Interest: Proposer is aware of Conflicts of Interest. Yes [ ] No [ ]

8. Prospective Contractor's Representation Regarding Contingent Fees: Per Attachment E, Page 2 #4. Proposer has retained anyone to secure this contract. Yes [ ] No [ ]

9. Certification of Independent Price Determination: Per Attachment E Page 13 #38. Proposer certifies independent price determination. Indicate: Yes [ ] No [ ]

Printed Name: ____________________________________________

Signature/Date: ____________________________________________
Attachment G

Mississippi Development Authority

Request for Proposal – EUROPE030821

PROSPECTIVE CONTRACTOR’S REPRESENTATION REGARDING CONTINGENT FEES

__________________________________________ (Company name) represents that it HAS / HAS NOT (please circle the appropriate answer) retained any person or agency on a percentage, commission, or other contingent arrangement to secure this contract.

Signed __________________________________________

Print Name _______________________________________

Title _____________________________________________

Date _____ / _____ / _____

MM DD YY