



Request for Proposal
STC-0004-26

Proposal Due Date – 02/13/2026

**St. Claire Pneumatic Tube System
Purchase**



REQUEST FOR PROPOSAL (RFP)

ATTENTION: This is not an order. Read all instructions, terms and conditions carefully.

PROPOSAL NO.:	STC-0004-26	RETURN ORIGINAL COPY OF PROPOSAL TO:
Issue Date:	01/09/2026	UNIVERSITY OF KENTUCKY
Title:	St. Claire Pneumatic Tube System Purchase	PROCUREMENT SERVICES
Purchasing Officer:	Ken Scott	411 S LIMESTONE
Phone:	859.257.9102	ROOM 322 PETERSON SERVICE BLDG.
Email:	Kenneth.Scott@uky.edu	LEXINGTON, KY 40506-0005

IMPORTANT: PROPOSALS MUST BE RECEIVED BY: 02/13/2026 3 P.M. LEXINGTON, KY TIME.

NOTICE OF REQUIREMENTS

1. The UK St. Claire's General Terms and Conditions and Instructions to Bidders, available upon request, apply to this RFP. When the RFP includes construction services, the UK St. Claire's General Conditions and Special Conditions for Construction and Instructions to Bidders, available upon request, apply to the RFP.
2. Contracts resulting from this RFP must be governed by and in accordance with the laws of the Commonwealth of Kentucky.
3. Any agreement or collusion among offerors or prospective offerors, which restrains, tends to restrain, or is reasonably calculated to restrain competition by agreement to bid at a fixed price or to refrain from offering, or otherwise, is prohibited.
4. Any person who violates any provisions of KRS 45A.325 shall be guilty of a felony and shall be punished by a fine of not less than five thousand dollars nor more than ten thousand dollars or be imprisoned not less than one year nor more than five years, or both such fine and imprisonment. Any firm, corporation, or association who violates any of the provisions of KRS 45A.325 shall, upon conviction, be fined not less than ten thousand dollars or more than twenty thousand dollars.

AUTHENTICATION OF BID AND STATEMENT OF NON-COLLUSION AND NON-CONFLICT OF INTEREST

I hereby swear (or affirm) under the penalty for false swearing as provided by KRS 523.040:

1. That I am the offeror (if the offeror is an individual), a partner, (if the offeror is a partnership), or an officer or employee of the bidding corporation having authority to sign on its behalf (if the offeror is a corporation);
2. That the attached proposal has been arrived at by the offeror independently and has been submitted without collusion with, and without any agreement, understanding or planned common course of action with, any other Contractor of materials, supplies, equipment or services described in the RFP, designed to limit independent bidding or competition;
3. That the contents of the proposal have not been communicated by the offeror or its employees or agents to any person not an employee or agent of the offeror or its surety on any bond furnished with the proposal and will not be communicated to any such person prior to the official closing of the RFP;
4. That the offeror is legally entitled to enter into contracts with UK St. Claire and is not in violation of any prohibited conflict of interest, including, but not limited to, those prohibited by the provisions of KRS 45A.330 to .340, and 164.390;
5. That the offeror, and its affiliates, are duly registered with the Kentucky Department of Revenue to collect and remit the sale and use tax imposed by Chapter 139 to the extent required by Kentucky law and will remain registered for the duration of any contract award;
6. That I have fully informed myself regarding the accuracy of the statement made above.

SWORN STATEMENT OF COMPLIANCE WITH CAMPAIGN FINANCE LAWS

In accordance with KRS 45A.110 (2), the undersigned hereby swears under penalty of perjury that he/she has not knowingly violated any provision of the campaign finance laws of the Commonwealth of Kentucky and that the award of a contract to a bidder will not violate any provision of the campaign finance laws of the Commonwealth of Kentucky.

CONTRACTOR REPORT OF PRIOR VIOLATIONS OF KRS CHAPTERS 136, 139, 141, 337, 338, 341 & 342

The contractor by signing and submitting a proposal agrees as required by 45A.485 to submit final determinations of any violations of the provisions of KRS Chapters 136, 139, 141, 337, 338, 341 and 342 that have occurred in the previous five (5) years prior to the award of a contract and agrees to remain in continuous compliance with the provisions of the statutes during the duration of any contract that may be established. Final determinations of violations of these statutes must be provided to UK St. Claire by the successful contractor prior to the award of a contract.

CERTIFICATION OF NON-SEGREGATED FACILITIES

The contractor, by submitting a proposal, certifies that he/she is in compliance with the Code of Federal Regulations, No. 41 CFR 60-1.8(b) that prohibits the maintaining of segregated facilities.

SIGNATURE REQUIRED: This proposal cannot be considered valid unless signed and dated by an authorized agent of the offeror. Type or print the signatory's name, title, address, phone number and fax number in the spaces provided. Offers signed by an agent are to be accompanied by evidence of his/her authority unless such evidence has been previously furnished to the issuing office

DELIVERY TIME:	NAME OF COMPANY:	DUNS #
PROPOSAL FIRM THROUGH:	ADDRESS:	Phone/Fax:
PAYMENT TERMS:	CITY, STATE & ZIP CODE:	E-MAIL:
SHIPPING TERMS: F. O. B. DESTINATION PREPAID AND ALLOWED FEDERAL EMPLOYER ID NO.:	TYPED OR PRINTED NAME:	WEB ADDRESS:
	SIGNATURE:	DATE:

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1.0 DEFINITIONS

The term "addenda" means written or graphic instructions issued by UK St. Claire prior to the receipt of proposals that modify or interpret the RFP documents by additions, deletions, clarifications and/or corrections.

The term "competitive negotiations" means the method authorized in the Kentucky Revised Statutes, Chapter 45A.085.

The terms "offer" or "proposal" mean the offeror's/offers' response to this RFP.

The term "offeror" means the entity or contractor group submitting the proposal.

The term "contractor" means the entity receiving a contract award.

The term "purchasing agency" means the UK St. Claire

The term "purchasing official" means the UK St. Claire's appointed contracting representative.

The term "responsible offeror" means a person, company or corporation that has the capability in all respects to fulfil the contract requirements and the integrity and reliability that will assure good faith performance. In determining whether an offeror is responsible, UK St. Clair may evaluate various factors including (but not limited to): financial resources; experience; organization; technical qualifications; available resources; record of performance; integrity; judgment; ability to perform successfully under the terms and conditions of the contract; adversarial relationship between the offeror and UK St. Claire that is so serious and compelling that it may negatively impact the work performed under this RFP; or any other cause determined to be so serious and compelling as to affect the responsibility of the offeror.

The term "solicitation" means RFP.

The term "University" means University of Kentucky.

The term "UK St. Claire" means UK St. Claire.

2.0 GENERAL OVERVIEW

2.1 Intent and Scope

UK St. Claire seeks proposals from qualified, experienced manufacturers and integrators of **Healthcare Pneumatic Tube Systems** to design, furnish, install, integrate, commission, and support a new or upgraded pneumatic tube system within our hospital facilities. The goal is to improve efficiency, reliability, and speed of transport for lab samples, medications, and documents, ultimately enhancing patient care.

The contractor awarded will be responsible for removal of the existing system and installation of the new system with minimal disruption to hospital operations. The awarded contractor will provide a comprehensive, enterprise-grade solution capable of supporting high-volume, mission-critical transport of clinical items such as medications, specimens, blood products, documents, and small medical supplies.

To be considered a responsible Offeror, the Contractor must have successfully completed previous projects with similar size, scope of work, and quality requirements to the project being quoted.

The contractor must design, fabricate, install and program the product must provide a full, complete, and functional installation which includes clean-up from associated installation. The scope includes, but is not limited to:

- System design and engineering
- Provision of control hardware, stations, tubing, diverters, blowers, and all necessary components
- Installation and integration with existing hospital infrastructure
- Software platform (Nexus) and system controls
- Commissioning, testing, and staff training
- Warranty, software maintenance, and ongoing preventative maintenance service
- Optional enhancements such as RFID/WhoTube® security features, workstation upgrades, panel upgrades, and workflow analysis tools
- The resulting system must support hospital operational efficiency, reduce manual courier workload, improve turnaround times, and increase reliability and security for sensitive medical transports.

The contractor who is chosen must provide a single point of contact during the project period. This single point of contact will have full responsibility for ensuring the project requirements are completed.

The contractor who is chosen must provide all permitting, engineering, labor, materials, supplies, tools, appliances, equipment, services, etc., necessary for the construction of the Pneumatic Tube System.

The Scope of Services is further defined in Section 7.0, Scope of Services, in this RFP.

2.2 Background Information

UK St. Claire currently utilizes limited or aging pneumatic tube transport capabilities and intends to implement a modernized platform capable of supporting current and future clinical workflow demands. To meet industry standards and improve patient care efficiency, the hospital requires:

- A centralized, software-driven control architecture capable of routing, tracking, and reporting transport activity
- Reliable pneumatic tube stations in clinical areas, pharmacies, laboratories, emergency rooms, and other key locations
- Secure, auditable transport of items including medication, blood units, and lab specimens
- Reduced transit time and minimized manual handling
- Compatibility with hospital IT and network security standards
- Ability to scale with future expansion or renovation projects

2.3 Economic Engagement and Procurement

UK St. Claire is committed to serving as an advocate for Kentucky located businesses as part of its on-going workforce development and economic development efforts.

UK St. Claire desires to increase the amount of goods and services acquired from Kentucky located businesses. UK St. Claire encourages its suppliers to support and assist in this effort.

UK St. Claire's goals for increasing participation in procurement projects include but are not limited to the following:

- To ensure the absence of barriers that reduce participation.
- Educate vendors on "how to do business" with UK St. Claire.
- Support Kentucky located vendors seeking to do business with UK St. Claire in the areas of goods, services, construction, and other areas of procurement.
- Encourage participation of qualified Kentucky located vendors by directing them to agencies that can benefit from their product or service.
- Provide resources for Kentucky located vendors.
- Sponsor events to assist Kentucky located vendors in becoming active, responsible, and responsive participants in UK St. Claire's purchasing opportunities.

For additional information regarding how Kentucky located suppliers may participate in this Request for Proposal, submit any questions to the Procurement Officer as indicated in Section 3.2 by the Deadline for Written Questions date.

3.0 PROPOSAL REQUIREMENTS

3.1 Key Event Dates

Release of RFP	01/09/2026
Pre-Proposal Conference	01/23/2026
Deadline for Written Questions	3 P.M. Lexington, KY Time on 01/30/2026
RFP Proposals Due	3 P.M. Lexington, KY Time on 02/13/2026

3.2 Offeror Communication

To ensure that RFP documentation and subsequent information (modifications, clarifications, addenda, Written Questions and Answers, etc.) are directed to the appropriate persons within the offeror's firm, each offeror who intends to participate in this RFP is to provide the following information to the purchasing officer. Prompt, thorough compliance is in the best interest of the offeror. Failure to comply may result in incomplete or delayed communication of addenda or other vital information. Contact information is the responsibility of the offeror. Without the prompt information, any communication shortfall shall reside with the offeror.

- Name of primary contact
- Mailing address of primary contact
- Telephone number of primary contact
- E-mail address of primary contact
- Additional contact persons with same information provided as primary contact

This information shall be transmitted via e-mail to:

Ken Scott
Procurement Services
University of Kentucky
322 Peterson Service Building
Lexington, KY 40506-0005
Phone: (859) 257-9102
Fax: (859) 257-1951
E-mail: Kenneth.Scott@uky.edu

All communication with UK St. Claire regarding this RFP must be directed to the purchasing officer listed above.

3.3 Pre-Proposal Conference

A pre-proposal conference will be held in Morehead, Kentucky on 01/23/2026 at 9:00 A.M. in Room # 049 (Facilities Conference Room) to allow prospective contractors an opportunity to ask questions and clarify UK St. Claire's expectations. This conference provides offerors with an opportunity for oral questions.

The following items should be noted in reference to the pre-proposal conference:

- Attendance at the pre-proposal conference is optional. At this conference, the scope of services will be discussed in detail.
- Offerors are encouraged to submit written questions after the conference by the date listed in Section 3.1.

UK St. Claire will prepare written responses to all questions submitted and make them available to all offerors. The questions and answers will be made part of the RFP and may become part of the contract with the successful contractor. Answers given orally at the conference are not binding.

3.4 Offeror Presentations

All offerors whose proposals are judged acceptable for award may be required to make a presentation to the evaluation committee.

3.5 Preparation of Offers

The offeror is expected to follow all specifications, terms, conditions and instructions in this RFP.

The offeror will furnish all information required by this solicitation.

Proposals should be prepared simply and economically, providing a description of the offeror's capabilities to satisfy the requirements of the solicitation. Emphasis should be on completeness and clarity of content. All documentation submitted with the proposal should be bound in the single volume except as otherwise specified.

An electronic version of the RFP, in .PDF format only, is available through the University of Kentucky Procurement Services website at: <https://purchasing.uky.edu/bid-and-proposal-opportunities>.

3.6 Proposed Deviations from the RFP

The stated requirements appearing elsewhere in this RFP shall become a part of the terms and conditions of any resulting contract. Any deviations therefrom should be specifically defined in accordance with the transmittal letter, Section 4.3 (d). If accepted by UK St. Claire, the deviations shall become part of the contract, but such deviations must not be in conflict with the basic nature of this RFP.

Note: Offerors should not submit their standard terms and conditions as exceptions to UK St. Claire's General Terms and Conditions. Each exception to UK St. Claire's General Terms and Conditions should be individually addressed.

3.7 Proposal Submission and Deadline

Offeror must provide the following materials prior to 3 p.m. (Eastern Standard Time) on the date specified in Section 3.1 and addressed to the purchasing officer listed in Section 3.2:

- **Technical Proposal:** One (1) copy on electronic storage devices (USB) clearly marked with the proposal number and name, firm name and what is included (Technical Proposal) and one (1) printed original copy.
- **Financial Proposal:** One (1) copy on electronic storage devices (USB) clearly marked with the proposal number and name, firm name and what is included (Financial Proposal) and one (1) printed original copy.

Note: Proposals received after the closing date and time will not be considered. In addition, proposals received via fax or e-mail are not acceptable.

The University of Kentucky accepts deliveries of RFPs for UK St. Claire Monday through Friday from 8 a.m. to 5 p.m. Lexington, KY Time. However, RFPs must be received by 3 p.m. Lexington, KY Time on the date specified on the RFP in order to be considered.

Proposals should be enclosed in sealed envelopes to the above referenced address and should show on the face of the envelope: the closing time and date specified, the solicitation number and the name and address of the offeror. The technical proposal should be submitted in a sealed envelope and the financial proposal should be submitted in a sealed envelope under separate cover. Both sealed envelopes should have identical information on the cover, with the addition that one will state "Technical Information," and the other, "Financial Proposal."

Note: In accordance with the Kentucky Revised Statute 45A.085, there will be no public opening.

3.8 Modification or Withdrawal of Offer

An offer and/or modification of an offer received at the office designated in the solicitation after the exact hour and date specified for receipt will not be considered.

An offer may be modified or withdrawn by written notice before the exact hour and date specified for receipt of offers. An offer also may be withdrawn in person by an offeror or an authorized representative, provided the identity of the person is made known and the person signs a receipt for the offer, but only if the withdrawal is made prior to the exact hour and date set for receipt of offers.

3.9 Acceptance or Rejection and Award of Proposal

UK St. Claire reserves the right to accept or reject any or all proposals (or parts of proposals), to waive any informalities or technicalities, to clarify any ambiguities in proposals and (unless otherwise specified) to accept any item in the proposal. In case of error in extension or prices or other errors in calculation, the unit price shall govern. Further, UK St. Claire reserves the right to make a single award, split awards, multiple awards or no award, whichever is in the best interest of UK St. Claire.

3.10 Rejection

Grounds for the rejection of proposals include (but not be limited to):

- Failure of a proposal to conform to the essential requirements of the RFP.
- Imposition of conditions that would significantly modify the terms and conditions of the solicitation or limit the offeror's liability to UK St. Claire on the contract awarded on the basis of such solicitation.
- Failure of the offeror to sign the UK St. Claire RFP. This includes the Authentication of Proposal and Statement of Non-Collusion and Non-Conflict of Interest statements.
- Receipt of proposal after the closing date and time specified in the RFP.

3.11 Addenda

Any addenda or instructions issued by the purchasing agency prior to the time for receiving proposals shall become a part of this RFP. Such addenda should be acknowledged in the proposal. No instructions or changes shall be binding unless documented by a proper and duly issued addendum.

3.12 Disclosure of Offeror's Response

The RFP specifies the format, required information and general content of proposals submitted in response to this RFP. The purchasing agency will not disclose any portions of the proposals prior to contract award to anyone outside Procurement Services, the University and/or UK St. Claire's administrative staff, representatives of the state or federal government (if required) and the members of the committee evaluating the proposals. After a contract is awarded in whole or in part, the University and/or UK St. Claire shall have the right to duplicate, use or disclose all proposal data submitted by offerors in response to this RFP as a matter of public record.

Any submitted proposal shall remain valid six (6) months after the proposal due date.

UK St. Claire shall have the right to use all system ideas, or adaptations of those ideas, contained in any proposal received in response to this RFP. Selection or rejection of the proposal will not affect this right.

3.13 Restrictions on Communications with University and/or UK St. Claire Staff

From the issue date of this RFP until a contractor is selected and a contract award is made, offerors are not allowed to communicate about the subject of the RFP with any UK St. Claire administrator, faculty, staff or members of the board of trustees except: the purchasing office representative, any UK St. Claire purchasing official representing UK St. Claire administration, others authorized in writing by the purchasing office and UK St. Claire representatives during offeror presentations. If violation of this provision occurs, the UK St. Claire reserves the right to reject the offeror's proposal.

3.14 Cost of Preparing Proposal

Costs for developing the proposals and any subsequent activities prior to contract award are solely the responsibility of the offerors. UK St. Claire will provide no reimbursement for such costs.

3.15 Disposition of Proposals

All proposals become the property of UK St. Claire. The successful proposal will be incorporated into the resulting contract by reference.

3.16 Alternate Proposals

Offerors may submit alternate proposals. If more than one proposal is submitted, all should be complete (separate) and comply with the instructions set forth within this document. Each proposal will be evaluated on its own merits.

3.17 Questions

All questions should be submitted by e-mail to the purchasing officer listed in Section 3.2 no later than the date listed in Section 3.1.

3.18 Section Titles in the RFP

Section titles used herein are for the purpose of facilitating ease of reference only and shall not be construed to infer the construction of contractual language.

3.19 No Contingent Fees

No person or selling agency shall be employed or retained or given anything of monetary value to solicit or secure this contract, except bona fide employees of the offeror or bona fide established commercial or selling agencies maintained by the offeror for the purpose of securing business. For breach or violation of this provision, UK St. Claire shall have the right to reject the proposal, annul the contract without liability, or, at its discretion, deduct from the contract price or otherwise recover the full amount of such commission, percentage, brokerage or contingent fee or other benefit.

3.20 Proposal Addenda and Rules for Withdrawal

Prior to the date specified for receipt of offers, a submitted proposal may be withdrawn by submitting a written request for its withdrawal to the Purchasing Officer provided in section 3.2, signed by the offeror. Unless requested by UK St. Claire, UK St. Claire will not accept revisions or alterations to proposals after the proposal due date.

4.0 PROPOSAL FORMAT AND CONTENT**4.1 Proposal Information and Criteria**

The following list specifies the items to be addressed in the proposal. Offerors should read it carefully and address it completely and, in the order listed to facilitate UK St. Claire's review of the proposal.

Proposals should be organized into the sections identified below. The content of each section is detailed in the following pages. It is strongly suggested that offerors use the same numbers for the following content that are used in the RFP.

- Signed Authentication of Proposal and Statement of Non-Collusion and Non-Conflict of Interest Form
- Transmittal Letter
- Executive Summary and Proposal Overview
- Criteria 1 - Offeror Qualifications
- Criteria 2 - Services Defined
- Criteria 3 - Financial Proposal
- Criteria 4 - Evidence of Successful Performance and Implementation Schedule
- Criteria 5 - Other Additional Information

4.2 Signed Authentication of Proposal and Statements of Non-Collusion and Non-Conflict of Interest Form

The Offeror will sign and return the proposal cover sheet and print or type their name, firm, address, telephone number and date. The person signing the offer should initial erasures or other changes. An offer signed by an agent is to be accompanied by evidence of their authority unless such evidence has been previously furnished to the purchasing agency. The signer shall further certify that the proposal is made without collusion with any other person, persons, company or parties submitting a proposal; that it is in all respects fair and in good faith without collusion or fraud; and that the signer is authorized to bind the principal offeror.

4.3 Transmittal Letter

The Transmittal Letter accompanying the RFP should be in the form of a standard business letter and should be signed by an individual authorized to legally bind the offeror. It should include:

- A statement referencing all addenda and written questions, the answers and any clarifications to this RFP issued by the University for UK St. Claire and received by the offeror (If no addenda have been received, a statement to that effect should be included.).
- A statement that the offeror's proposal shall remain valid for six (6) months after the closing date of receipt of the proposals.
- A statement that the offeror will accept financial responsibility for all travel expenses incurred for oral presentations (if required) and candidate interviews.
- A statement that summarizes any deviations or exceptions to the RFP requirements and includes a detailed justification for the deviation or exception.
- A statement that identifies the confidential information as described in Section 6.23.

4.4 Executive Summary and Proposal Overview

The Executive Summary and Proposal Overview should condense and highlight the contents of the technical proposal in such a way as to provide the evaluation committee with a broad understanding of the entire proposal.

As part of the Executive Summary and Proposal Overview, Offeror should submit with their response a summarized profile describing the demographic nature of their company or organization:

1. When was your organization established and/or incorporated?
2. Indicate whether your organization is classified as local, regional, national, or international.
3. Describe the size of your company in terms of number of employees, gross sales, etc.

4.5 Criteria 1 - Offeror Qualifications

The purpose of the Offeror Qualifications section is to determine the ability of the offeror to respond to this RFP.

Our supply chains and business partnerships are an important aspect of this work. In your proposal, please (A) provide your company's mission and vision relative to sustainability, and (B) how your company, through services, products, and partnerships, will help UK St. Claire advance specific elements of the Sustainability Strategic Plan.

Offerors should describe and offer evidence of their ability to meet each of the qualifications listed below.

- Experience designing, installing, commissioning, and maintaining pneumatic tube systems in hospitals of similar size, density, and operational complexity.
- Ability to provide Nexus-based control and workflow support systems or equivalent software capable of supporting routing, tracking, and monitoring of transactions.
- Experience integrating pneumatic transport systems with secure clinical processes such as medication delivery, specimen transport, and blood product movement.
- Capacity to provide 24/7 technical support and meet critical response times.
- Ability to deliver preventative maintenance agreements, including discounted parts and labor as referenced.

4.6 Criteria 2 – Services Defined

Offeror shall provide detailed response (System Plan) describing the services they will furnish, including:

- Full system engineering, including station placement, tubing design, power and network requirements.
- All hardware required including:
 - Nexus System Control Center
 - Nexus VM installation on owner-provided server
 - CIA boxes, blower PCBs, transfer unit conversions
 - Station retrofit kits, panel upgrades, Ultra II/IV/Super panels
 - Whisper kits, RFID upgrades, WhoTube® security features, badge reader options
 - Training (onsite and vendor facility)
- Installation method, project schedule, and approach to maintaining hospital operations during construction.
- Software configuration, workflow optimization, and reporting capabilities.
- Startup, commissioning, and documented acceptance testing.
- Warranty coverage and terms consistent with Supplier Agreement requirements, including repair turnaround, exclusions, and contractor obligations.
- Ongoing support, including software maintenance agreements priced per number of stations.

4.7 Criteria 3 – Financial Proposal

The Financial Summary Form should contain the complete financial offer made to UK St. Claire using the format contained in Section 8.0. All financial information should be submitted in a sealed envelope under separate cover.

4.8 Criteria 4 – Evidence of Successful Performance and Implementation Schedule

Offeror shall provide:

- A statement that the Offeror has the resources available to assure meeting the requirements described in this RFP and to meet the schedule included in the documents. Include manpower schedule and manhour totals.
- Two examples of successful hospital pneumatic tube system installations within the last 5 years. Please provide owner references for each project.
- Documentation of system uptime or reliability metrics
- Proposed implementation schedule with milestones:
 - site assessment
 - engineering and design
 - installation
 - commissioning
 - training
 - go-live
 - acceptance testing
- Description of system commissioning process, consistent with supplier standards for acceptance, including a full testing period and documentation of system readiness (per Supplier Agreement acceptance obligations)

4.9 Criteria 5 – Other Additional Information

Please provide any additional information that the offeror feels should be considered when evaluating their proposal.

The offeror may present any creative approaches that might be appropriate. The offeror may also provide supporting documentation that would be pertinent to this RFP.

Lastly, please answer the following questions:

- Describe any investments and capabilities regarding AI/ML
- What is the average tenure of your clients (number of years a client uses your solution)?

5.0 EVALUATION CRITERIA PROCESS

A committee of University and/or UK St. Claire officials appointed by the Chief Procurement Officer will evaluate proposals and make a recommendation to the Chief Procurement Officer. The evaluation will be based upon the information provided in the proposal, additional information requested by University and/or UK St. Claire for clarification, information obtained from references and independent sources and oral presentations (if requested).

The evaluation of responsive proposals shall then be completed by an evaluation team, which will determine the ranking of proposals. Proposals will be evaluated strictly in accordance with the requirements set forth in this solicitation, including any addenda that are issued. UK St. Claire will award the contract to the responsible offeror whose proposal is determined to be the most advantageous to UK St. Claire, taking into consideration the evaluation factors set forth in this RFP.

The evaluation of proposals will include consideration of responses to the list of criteria in Section 4.0. Offerors should specifically address all criteria in their response. Any deviations or exceptions to the specifications or requirements should be described and justified in a transmittal letter. Failure to list such exceptions or deviations in the transmittal letter may be considered sufficient reason to reject the proposal.

The relative importance of the criteria is defined below:

Primary Criteria

- Offeror Qualifications
- Services Defined
- Financial Proposal
- Evidence of Successful Performance and Implementation

Secondary Criteria

- Other Additional Services

The University and/or UK St. Claire will evaluate proposals as submitted and may not notify offerors of deficiencies in their responses.

Proposals should contain responses to each of the criteria listed in Section 4 even if the offeror's response cannot satisfy those criteria. A proposal may be rejected if it is conditional or incomplete in the judgment of the University and/or UK St. Claire.

6.0 SPECIAL CONDITIONS

6.1 Contract Term

The contract resulting from this RFP shall be established on this single defined task, installation of the pneumatic tube system, and therefore is not renewable. The official start date for commencement of the project will be stated in the Notice to Proceed issued by the Owner.

6.2 Effective Date

The effective date of the contract should be the date upon which the parties execute it and all appropriate approvals, including that of the Commonwealth of Kentucky Government Contracts Review Committee, have been received.

6.3 Competitive Negotiation

It is the intent of the RFP to enter into competitive negotiation as authorized by KRS 45A.085.

The University and/or UK St. Claire will review all proposals properly submitted. However, the University and/or UK St. Claire reserves the right to request necessary modifications, reject all proposals, reject any proposal that does not meet mandatory requirement(s) or cancel this RFP, according to the best interests of UK St. Claire.

Offeror(s) selected to participate in negotiations may be given an opportunity to submit a Best and Final Offer to the purchasing agency. All information received prior to the cut-off time will be considered part of the offeror's Best and Final Offer.

The University and/or UK St. Claire also reserves the right to waive minor technicalities or irregularities in proposals providing such action is in the best interest of The University and/or UK St. Claire. Such a waiver should in no way modify the RFP requirements or excuse the offeror from full compliance with the RFP specifications and other contract requirements if the offeror is awarded the contract.

6.4 Appearance Before Committee

Any, all or no offerors may be requested to appear before the evaluation committee to explain their proposal and/or to respond to questions from the committee concerning the proposal. Offerors are prohibited from electronically recording these meetings. The committee reserves the right to request additional information.

6.5 Additions, Deletions or Contract Changes

UK St. Claire reserves the right to add, delete, or change related items or services to the contract established from this RFP. No modification or change of any provision in the resulting contract shall be made unless such modification is mutually agreed to in writing by the contractor and the Chief Procurement Officer and incorporated as a written modification to the contract. Memoranda of understanding and correspondence should not be interpreted as a modification to the contract.

6.6 Contractor Cooperation in Related Efforts

UK St. Claire reserves the right to undertake or award other contracts for additional or related work to other entities. The contractor shall fully cooperate with such other contractors and UK St. Claire employees and carefully fit its work to such additional work. The contractor shall not commit or permit any act which will interfere with the performance of work by any other contractor or by UK St. Claire employees. This clause shall be included in the contracts of all contractors with whom this contractor will be required to cooperate. UK St. Claire shall equitably enforce this clause to all contractors to prevent the imposition of unreasonable burdens on any contractor.

6.7 Entire Agreement

The RFP should be incorporated into any resulting contract. The resulting contract, including the RFP and those portions of the offeror's response accepted by UK St. Claire, should be the entire agreement between the parties.

6.8 Governing Law

The contractor shall conform to and observe all laws, ordinances, rules and regulations of the United States of America, Commonwealth of Kentucky and all other local governments, public authorities, boards or offices relating to the property or the improvements upon same (or the use thereof) and will not permit the same to be used for any illegal or immoral purposes, business or occupation. The resulting contract shall be governed by Kentucky law and any claim relating to this contract shall only be brought in the Franklin Circuit Court in accordance with KRS 45A.245.

6.9 Kentucky's Personal Information Security and Breach Investigation Procedures and Practices Act

To the extent Company receives Personal Information as defined by and in accordance with Kentucky's Personal Information Security and Breach Investigation Procedures and Practices Act, KRS 61.931, 61.932 and 61.933 (the "Act"), Company shall secure and protect the Personal Information by, without limitation: (i) complying with all requirements applicable to non-affiliated third parties set forth in the Act; (ii) utilizing security and breach investigation procedures that are appropriate to the nature of the Personal Information disclosed, at least as stringent as UK St. Claire's and reasonably designed to protect the Personal Information from unauthorized access, use, modification, disclosure, manipulation, or destruction; (iii) notifying UK St. Claire of a security breach relating to Personal Information in the possession of Company or its agents or subcontractors within seventy-two (72) hours of discovery of an actual or suspected breach unless the exception set forth in KRS 61.932(2)(b)2 applies and Company abides by the requirements set forth in that exception; (iv) cooperating with UK St. Claire in complying with the response, mitigation, correction, investigation, and notification requirements of the Act, (v) paying all costs of notification, investigation and mitigation in the event of a security breach of Personal Information suffered by Company; and (vi) at UK St. Claire's discretion and direction, handling all administrative functions associated with notification, investigation and mitigation.

6.10 Termination for Convenience

UK St. Claire, Procurement Services, reserves the right to terminate the resulting contract without cause with thirty (30) day written notice. Upon receipt by the contractor of a "notice of termination," the contractor shall discontinue all services with respect to the applicable contract. The cost of any agreed upon services provided by the contractor will be calculated at the agreed upon rate prior to a "notice of termination" and a fixed fee contract will be pro-rated (as appropriate).

6.11 Termination for Non-Performance

Default

UK St. Claire may terminate the resulting contract for non-performance, as determined by UK St. Claire, for such causes as:

- Failing to provide satisfactory quality of service, including, failure to maintain adequate personnel, whether arising from labor disputes, or otherwise any substantial change in ownership or proprietorship of the Contractor, which in the opinion of UK St. Claire is not in its best interest, or failure to comply with the terms of this contract;
- Failing to keep or perform, within the time period set forth herein, or violation of, any of the covenants, conditions, provisions or agreements herein contained;
- Adjudicating as a voluntarily bankrupt, making a transfer in fraud of its creditors, filing a petition under any section from time to time, or under any similar law or statute of the United States or any state thereof, or if an order for relief shall be entered against the Contractor in any proceeding filed by or against contractor thereunder. In the event of any such involuntary bankruptcy proceeding being instituted against the Contractor, the fact of such an involuntary petition being filed shall not be considered an event of default until sixty (60) days after filing of said petition in order that Contractor might during that sixty (60) day period have the opportunity to seek dismissal of the involuntary petition or otherwise cure said potential default; or
- Making a general assignment for the benefit of its creditors, or taking the benefit of any insolvency act, or if a permanent receiver or trustee in bankruptcy shall be appointed for the Contractor.

Demand for Assurances

In the event UK St. Claire has reason to believe Contractor will be unable to perform under the Contract, it may make a demand for reasonable assurances that Contractor will be able to timely perform all obligations under the Contract. If Contractor is unable to provide such adequate assurances, then such failure may be an event of default and grounds for termination of the Contract.

Notification

UK St. Claire will provide ten (10) calendar days written notice of default. Unless arrangements are made to correct the non-performance issues to UK St. Claire's satisfaction within ten (10) calendar days, UK St. Claire may terminate the contract by giving forty-five (45) days notice, by registered or certified mail, of its intent to cancel this contract.

6.12 Funding Out

UK St. Claire may terminate this contract if funds are not appropriated or are not otherwise available for the purpose of making payments without incurring any obligation for payment after the date of termination, regardless of the terms of the contract. UK St. Claire shall provide the contractor thirty (30) calendar days' written notice of termination under this provision.

6.13 Prime Contractor Responsibility

Any contracts that may result from the RFP shall specify that the contractor(s) is/are solely responsible for fulfillment of the contract with UK St. Claire.

6.14 Assignment and Subcontracting

The Contractor(s) may not assign or delegate its rights and obligations under any contract in whole or in part without the prior written consent of UK St. Claire. Any attempted assignment or subcontracting shall be void.

6.15 Permits, Licenses, Taxes

The contractor shall procure all necessary permits and licenses and abide by all applicable laws, regulations and ordinances of all federal, state and local governments in which work under this contract is performed.

The contractor must furnish certification of authority to conduct business in the Commonwealth of Kentucky as a condition of contract award. Such registration is obtained from the Secretary of State, who will also provide the certification thereof. However, the contractor need not be registered as a prerequisite for responding to the RFP.

The contractor shall pay any sales, use, personal property and other tax arising out of this contract and the transaction contemplated hereby. Any other taxes levied upon this contract, the transaction or the equipment or services delivered pursuant hereto shall be the responsibility of the contractor.

The contractor will be required to accept liability for payment of all payroll taxes or deductions required by local and federal law including (but not limited to) old age pension, social security or annuities.

6.16 Attorneys' Fees

In the event that either party deems it necessary to take legal action to enforce any provision of the contract and in the event that UK St. Claire prevails, the contractor agrees to pay all expenses of such action including attorneys' fees and costs at all stages of litigation.

6.17 **Royalties, Patents, Copyrights and Trademarks**

The Contractor shall pay all applicable royalties and license fees. If a particular process, products or device is specified in the contract documents and it is known to be subject to patent rights or copyrights, the existence of such rights shall be disclosed in the contract documents and the Contractor is responsible for payment of all associated royalties. To the fullest extent permitted by law the Contractor shall indemnify, hold UK St. Claire harmless, and defend all suits, claims, losses, damages or liability resulting from any infringement of patent, copyright, and trademark rights resulting from the incorporation in the Work or device specified in the Contract Documents.

Unless provided otherwise in the contract, the Contractor shall not use UK St. Claire's name nor any of its trademarks or copyrights, although it may state that it has a Contract with UK St. Claire.

6.18 **Indemnification**

The contractor shall indemnify, hold and save harmless UK St. Claire, its affiliates and subsidiaries and their officers, agents and employees from losses, claims, suits, actions, expenses, damages, costs (including court costs and attorneys' fees of UK St. Claire's attorneys), all liability of any nature or kind arising out of or relating to the Contractor's response to this RFP or its performance or failure to perform under the contract awarded from this RFP. This clause shall survive termination for as long as necessary to protect UK St. Claire.

6.19 **Insurance**

The successful Contractor shall procure and maintain, at its expense, the following minimum insurance coverages insuring all services, work activities and contractual obligations undertaken in this contract. These insurance policies must be with insurers acceptable to UK St. Claire.

COVERAGES

Workers' Compensation
Employer's Liability
Commercial General Liability including operations/completed operations, products and contractual liability (including defense and investigation costs), and this contract
Business Automobile Liability covering owned, leased, or non-owned autos
Cyber liability

LIMITS

Statutory Requirements (Kentucky)
\$500,000/\$500,000/\$500,000
\$1,000,000 each occurrence
(BI & PD combined) \$2,000,000 Products and Completed Operations Aggregate
\$1,000,000 each occurrence
(BI & PD combined)
\$1,000,000 each occurrence/aggregate

The successful contractor agrees to furnish Certificates of Insurance for the above-described coverages and limits to UK St. Claire, Procurement Services. UK St. Claire, its trustees and employees must be added as additional insured on the Commercial General Liability policy with regard to the scope of this solicitation. Any deductibles or self-insured retention in the above-described policies must be paid and are the sole responsibility of the contractor. Coverage is to be primary and non-contributory with other coverage (if any) purchased by UK St. Claire. All of these required policies must include a Waiver of Subrogation (except Workers' Compensation) in favor of UK St. Claire, its trustees and employees.

6.20 Method of Award

It is the intent of UK St. Claire to award a contract to the qualified offeror whose offer, conforming to the conditions and requirements of the RFP, is determined to be the most advantageous to UK St. Claire, cost and other factors considered.

Notwithstanding the above, this RFP does not commit UK St. Claire to award a contract from this solicitation. UK St. Claire reserves the right to reject any or all offers and to waive formalities and minor irregularities in the proposal received.

6.21 Reciprocal Preference

In accordance with KRS 45A.494, a resident offeror of the Commonwealth of Kentucky shall be given a preference against a nonresident offeror. In evaluating proposals, UK St. Claire will apply a reciprocal preference against an offeror submitting a proposal from a state that grants residency preference equal to the preference given by the state of the nonresident offeror. Residency and non-residency shall be defined in accordance with KRS 45A.494(2) and 45A.494(3), respectively. Any offeror claiming Kentucky residency status shall submit with its proposal a notarized affidavit affirming that it meets the criteria as set forth in the above reference statute.

6.22 Reports and Auditing (NOT USED)**6.23 Confidentiality**

UK St. Claire recognizes an offeror's possible interest in preserving selected information and data included in the proposal; however, UK St. Claire must treat such information and data as required by the Kentucky Open Records Act, KRS 61.870, et seq.

Information areas which normally might be considered proprietary, and therefore confidential, shall be limited to individual personnel data, customer references, formulae and company financial audits which, if disclosed, would permit an unfair advantage to competitors. If a proposal contains information in these areas and the offeror declares them to be proprietary in nature and not available for public disclosure, the offeror should declare in the Transmittal Letter the inclusion of proprietary information and shall noticeably label as confidential or proprietary each sheet containing such information. Proposals containing information declared by the offeror to be proprietary or confidential, either wholly or in part, outside the areas listed above may be deemed non-responsive and may be rejected.

UK St. Claire's General Counsel shall review each offeror's information claimed to be confidential and, in consultation with the offeror (if needed), make a final determination as to whether or not the confidential or proprietary nature of the information or data complies with the Kentucky Open Records Act.

6.24 Conflict of Interest

This Request for Proposal and resulting Contract are subject to provisions of the Kentucky Revised Statutes regarding conflict of interest and UK St. Claire's Ethical Principles and Code of Conduct (www.uky.edu/Legal/ethicscode.htm). When submitting and signing a proposal, an offeror certifies that no actual, apparent or potential conflict of interest exists between the interests of UK St. Claire and the interests of the offeror. A conflict of interest (whether contractual, financial, organizational or otherwise) exists when any individual, contractor or subcontractor has a direct or indirect interest because of a financial or pecuniary interest, gift or other activities or relationships with other persons (including business, familial or household relationships) and is thus unable to render or is impeded from rendering impartial assistance or advice, has impaired objectivity in performing the proposed work or has an unfair competitive advantage.

Questions concerning this section or interpretation of this section should be directed to UK St. Claire purchasing officer identified in this RFP.

6.25 Personal Service Contract Policies (NOT USED)**6.26 Copyright Ownership and Title to Designs and Copy**

The contractor and UK St. Claire intend this RFP to result in a contract for services, and both consider the products and results of the services to be rendered by the contractor hereunder to be a work made for hire. The contractor acknowledges and agrees that the work and all rights therein, including (without limitation) copyright, belong to and shall be the sole and exclusive property of UK St. Claire. For any work that is not considered a work made for hire under applicable law, title and copyright ownership shall be assigned to UK St. Claire.

Title to all dies, type, cuts, artwork, negatives, positives, color separations, progressive proofs, plates, copy and any other requirement not stated herein required for completion of the finished product for use in connection with any UK St. Claire job shall be the property of and owned by UK St. Claire. Such items shall be returned to the appropriate department upon completion and/or delivery of work unless otherwise authorized by UK St. Claire. In the event that time of return is not specified, the contractor shall return all such items to the appropriate UK St. Claire department within one week of delivery.

6.27 Standards

Contractor warrants that its products or services provided hereunder will be in compliance with all applicable Federal disabilities laws and regulations, including without limitation the accessibility requirements of Section 255 of the Federal Telecommunications Act of 1996 (47 U.S.C. § 255) and Section 508 of the Rehabilitation Act of 1973, as amended (29 U.S.C. 794d), and its implementing regulations set forth at Title 36, Code of Federal Regulations, Part 1194. For purposes of clarity, updated regulations under Section 508 standards now incorporate WCAG 2.0, and for purposes of this agreement WCAG 2.0 Level AA compliance is expressly included. Contractor agrees to promptly respond to, resolve and remediate any complaint regarding accessibility of products or services in a timely manner and provide an updated version to UK St. Claire at no cost. If deficiencies are identified, UK St. Claire reserves the right to request from Contractor, a timeline by which accessibility standards will be incorporated into the products or services provided by

Contractor and shall provide such a timeline within a commercially reasonable duration of time. Failure to comply with these requirements shall constitute a material breach of this Agreement and may be grounds for termination of this Agreement.

Where any customized web services are provided, Contractor represents that it has reviewed UK St. Claire's Web Policy and all products or services will comply with its published standards.

Contractor will provide UK St. Claire with a current Voluntary Product Accessibility Template (VPAT) for any deliverable(s). If none is available, Vendor will provide sufficient information to reasonably assure UK St. Claire that the products or services are fully compliant with current requirements.

6.28 Printing Statutes (NOT USED)

7.0 SCOPE OF SERVICES

7.1 Detailed Services Defined

Scope of Work – It is the intent for this project that this Subcontractor will provide a proposal that performs all work scoped herein and as specified in the Contract Documents. This Subcontractor shall furnish 100% of the labor, supervision, materials, tools, equipment, operators, rigging, submittals, layout, unloading, scaffolding, ladders, hoisting, transportation, taxes, permits, engineering, support functions, insurance, bonds, warranties, guarantees, and any other items or services necessary for and reasonably incidental to safely execute and complete the work scoped herein, whether temporary or permanent, in full compliance with all drawings, specifications, addenda, general conditions, requirements, and other related documents. The Contractor shall provide a complete pneumatic tube transport solution including, but not limited to:

A. System Platform & Controls

- Nexus System Control Center or equivalent platform providing centralized routing, management, and monitoring of system operations
- Nexus VM installation on owner-provided servers, supporting up to 3 remote clients

B. Hardware Components

- Contractor shall furnish, install, configure, and test hardware including:
- CIA boxes (e.g., 4-Port CIA Box)
- Transfer Unit and Blower PCBs with Ethernet conversion
- Retrofit kits to convert existing stations to Nexus compatibility
- Panel upgrades (Ultra II, Ultra IV, Super Station models)
- Recessed or standard stations, diverters, blowers, and related system components
- Whisper kits, badge readers, RFID upgrades, motor plate upgrades, and other security enhancements

C. Installation

- All tubing infrastructure (new or retrofit)
- Electrical, data, and mechanical integration
- Compliance with hospital infection control requirements (ICRA containment)
- Coordination with hospital facilities, safety, and IT

D. Software & Integration

- Installation and configuration of Nexus software
- System performance tuning
- Integration with hospital Active Directory, security protocols, and network standards

E. Training

- Comprehensive onsite training for clinical, facilities, and pharmacy/lab staff

F. Warranty & Maintenance

- Manufacturer warranty as specified in Supplier Agreement
- Software Maintenance Agreement priced by number of stations
- Optional Preventative Maintenance Agreement (discounted parts & labor)

G. Acceptance Testing

- Full performance testing of all system components
- Demonstration of successful routing, redundancy, and failover
- Delivery of test results and system certification consistent with Supplier Agreement acceptance procedures

Site Conditions – All existing site conditions are to be verified prior to delivery and installation of the pneumatic tube system. Any variances in conditions must be documented prior to construction. If the Owner is not notified in writing, it shall be the responsibility of this vendor to make any corrections or remediation necessary at no additional cost. In addition, this vendor shall protect all existing conditions and surroundings so as not to damage during construction. If any existing items, which are to be left undisturbed, are damaged by this Subcontractor it shall be its responsibility to bear the cost of repair.

7.2 Optional Services

Offeror may provide pricing and descriptions for optional enhancements including:

- RFID-based carrier tracking
- WhoTube® badge-reader authentication solutions
- Workflow studies and optimization projects
- Additional station upgrades or expansions
- Enhanced reporting modules or analytics dashboards
- Future facility expansion design support

8.0 FINANCIAL OFFER SUMMARY

Offerors are to provide a fixed price for the services offered.

8.1 Mandatory Services (Section 7.1)

Please complete and attach " Attachment D - Cost Breakdown Form – Replacement" to provide support for your firm fixed price bid.

The Offeror agrees to furnish all design, permits, labor, materials, supplies and services required to complete the Work, for the above referenced Project, for UK St. Clair, as described in this Request for Proposal, Floor Plans, Specifications and Contract Documents and as modified by any Addenda issued.

Offers are to INCLUDE all taxes, permits, and fees associated with the installation.

BASE OFFER FOR THE LUMP SUM OF:

_____ DOLLARS
(Use Words)

AND _____ CENTS.
(Use Words)

(\$ _____)
(USE FIGURES)

**Offeror shall submit a complete line-item breakdown, including all installation-related items, labor, and materials to support the lump sum offer above.

8.1A Add Alternate #1:

Please submit an add alternate price to furnish and install the pneumatic tube from the location capped at the end of the current system and extending to the 4th and 5th floor.

(\$ _____)
(USE FIGURES)

Please complete and attach " Attachment E - Cost Breakdown Form – Alternate" to provide support for your firm fixed price bid.

8.2 Optional Services (Section 7.2)

Offerors must provide a bid on the optional services detailed in Section 7.2. UK St. Claire should, at its sole discretion, make the determination as to whether the optional service will be undertaken.

Offeror shall provide:

- Pricing for additional hardware, upgrades, and optional features listed in Section 7.2.
- Hourly or flat-rate pricing for training, workflow analysis, engineering support, or expansion services.

****Offeror shall submit a complete line-item breakdown, including all installation-related items, labor, and materials to support this offer.**