To: ALL BIDDERS

The Oakland Unified School District ("OUSD") ("District") hereby issues this Bid Amendment No. 1 to the RFP, as defined below.

EACH BIDDER MUST SUBMIT A SIGNED AND COMPLETED COPY OF THIS BID ADDENDUM NO. 1, TOGETHER WITH ITS BID PROPOSAL, BY THE BID DATE AND TIME, OR THE BIDDER’S BID PROPOSAL MAY BE DEEMED NON-RESPONSIVE.

The following information has been amended; all other information remains the same.

1. See Page 7, “SCHEDULE OF EVENTS”.

Amended From:

<table>
<thead>
<tr>
<th>DATE</th>
<th>ACTION</th>
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<tbody>
<tr>
<td>RFP Posting/First Advertisement:</td>
<td>May 5, 2021</td>
</tr>
<tr>
<td>Pre-Bid Conference:</td>
<td>May 12, 2021 @ 2:00 p.m.</td>
</tr>
<tr>
<td>Deadline for Questions:</td>
<td>May 12, 2021 @ 5:00 p.m.</td>
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<tr>
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<td>May 24, 2021 - May 25, 2021</td>
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<tr>
<td>Final Award of RFP (BOE):</td>
<td>June 30, 2021</td>
</tr>
<tr>
<td>Contract Start Date:</td>
<td>July 2021</td>
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### AMENDED TO: RFP REPOSTED NEW SCHEDULE OF EVENTS

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>RFP Posting/First Advertisement:</td>
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</tr>
<tr>
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<td>March 8, 2022 @ 11:00 a.m. (Zoom link on Procurement Website)</td>
</tr>
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<td>Deadline for Questions:</td>
<td>March 8, 2022 @ 2:00 p.m. (Email your question to <a href="mailto:procurement@ousd.org">procurement@ousd.org</a>)</td>
</tr>
<tr>
<td>Proposal/Bid Submitted to District:</td>
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</tr>
<tr>
<td>Proposal/Bid Opening:</td>
<td>March 17, 2022 @ 11:00 a.m. (Zoom link on Procurement Website)</td>
</tr>
<tr>
<td>Proposal/Bid Scoring:</td>
<td>March 17, 2022 @ 1:00 p.m.</td>
</tr>
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<td>Final Award of RFP (BOE):</td>
<td>April 2022</td>
</tr>
<tr>
<td>Contract Start Date:</td>
<td>April 2022</td>
</tr>
</tbody>
</table>

### CONTRACT/BIDDER ACKNOWLEDGEMENT OF RECEIPT AND AGREEMENT:

_________________________________    ____________  
Signature                                      Date

_________________________________  
Print Name and Title

_________________________________  
Print Company Name

Sincerely,

**Rosaura M. Altamirano**  
*Senior Manager, Supply Chain & Logistics*  
rosaura.altamirano@ousd.org  
Procurement Service Department  
900 High Street, Oakland, CA 94601  
(510) 444-4337 ph.
REQUEST FOR PROPOSAL

Request for Proposal (RFP) 21-101BS (AMENDED)

DEMOGRAPHIC SERVICES
FOR BUSINESS SERVICES DEPARTMENT

* Submit proposals and all questions/inquiries to:

OAKLAND UNIFIED SCHOOL DISTRICT
Attention: Procurement Department
900 High Street, 2nd Floor
OAKLAND, CA 94601

email: procurement@ousd.org
phone: (510) 434-4337

Proposals Due:
03/16/22 at 2:00 PM

THE TERMS AND CONDITIONS OF THIS CONTRACT ARE GOVERNED BY THE CALIFORNIA EDUCATION AND PUBLIC CONTRACT CODES.
# TABLE OF CONTENTS

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- SPECIFICATIONS ........................................................................... 9
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- NON-COLLUSION DECLARATION ...................................................... 16
- ADDENDA ................................................................................... 17
- REQUEST FOR PROPOSAL PRICE FORM ...................................... 18
**Submission Deadline & Process:**

Bids must be received prior to **March 16, 2022 at 2:00pm**

**Provider to submit:**

(1) Hardcopy Proposal  
(1) Additional Hard Copy Proposals marked with the RFP number and title  
(1) USB - Electronic RFP version

Proposal shall be clearly marked: “**Response to RFP No. RFP 21-101BS (AMENDED)**”  
Proposal shall be submitted to:

**OAKLAND UNIFIED SCHOOL DISTRICT**  
**DEMOGRAPHIC SERVICES**  
**FOR BUSINESS SERVICES DEPARTMENT**  
Attention: PROCUREMENT DEPARTMENT  
900 High Street  
OAKLAND, CA 94601

Bids received later than the designated time and specified date will be returned to the proposer unopened. **Facsimile (FAX) copies of the proposal will not be accepted.**

The District reserves the right to accept or reject any or all proposals or any combination thereof and to waive any irregularity in the bidding process.

Copies of the RFP/Bid documents may be obtained from **Oakland Unified School District, Procurement Department's website** [https://www.ousd.org/procurement](https://www.ousd.org/procurement), if you have specific questions or concerns regarding RFP, you may contact us by email to: procurement@ousd.org.

**Publications:**  
RFP School Watch ([https://rfpschoolwatch.com](https://rfpschoolwatch.com))  
OUSD Procurement Website [www.ousd.org/procurement](http://www.ousd.org/procurement)

**Posting Date:**  
Feb 28, 2022
INSTRUCTIONS TO PROPOSERS

No proposal shall receive consideration by the Oakland Unified School District for Request for Proposal (RFP) unless made in accordance with the following instructions:

1. **Deadline for Receipt of Proposals** - One (1) copy of the Proposal along with an electronic copy on USB shall be sealed and filed with the Purchasing Department at 900 High Street, 2nd Floor, Oakland, CA 94603, on or before **Wednesday, March 16, 2022 at 2:00 PM**.

2. **Requests for Information** - Any questions relative to the proposal regarding documents, discrepancies, omissions or doubt as to meanings should be directed to the Senior Manager, Supply Chain & Logistics, Rosaura M. Altamirano at rosaura.altamirano@ousd.org. All written questions will be answered in writing, and will be made available on the District website at www.ousd.org/procurement.

3. **Forms** - Proposal shall be made in the format specified by the District. All items should be addressed. Numbers should be stated in figures, and the signatures of all individuals must be in longhand. The submission should be made without interlineations, alterations, or erasures.

4. **Non-Collusion Declaration** - Each Proposer shall return a fully executed Non-Collusion Declaration, as required by Public Contract Code section 7106, with the completed proposal.

5. **Addenda** - Any addenda issued shall form a part of the specifications of the RFP. If addenda are issued for this RFP, they will be posted on the District's website at www.ousd.org/procurement and the form for recognizing any addenda is part of this package. If there are no addenda issued, this form will not be required to be included in the proposal package.

6. **RFP Price Form** - Proposer shall return the RFP Price Form with their proposal.

7. **Performance References Form** - The Proposer is to furnish the names of at least three (3) agencies (preferably California Public School Districts) served by the Proposer within the past year with requirements similar to the needs of the Oakland Unified School District.

8. **Cost of Preparation** - All costs for preparation of proposals shall be borne by the Proposer.

9. **Retention of Information** - The District reserves the right to retain all proposals. The District will not be responsible or liable in any way for any losses that the Proposer may suffer from the disclosure of information or materials to third parties.
10. **Withdrawal of Proposals** - Any Proposer may withdraw their proposal either personally by written request, telephone conversation or email request confirmed at any time prior to the scheduled closing time for the receipt of proposals.

11. **Rejection of Proposals** - The District reserves the right to accept or reject any and all proposals. The District reserves all its rights and options including:
   - To reject any and all Proposals that fail to meet the requirements of this RFP;
   - To accept Proposal(s) that are, in the judgment of the District, in the best interest of the District;
   - To request clarification from any Proposer;
   - To reject any and all non-responsive Proposals;
   - To waive irregularities in any Proposal that the District may elect to waive;
   - To reject all Proposals without cause;
   - To issue subsequent requests for new proposals; or
   - To discontinue discussions after commencing discussions with a Proposer, and commence discussions with other Proposer(s).

12. **Proposal Exception** - All exceptions which are taken to the requirements of this RFP must be stated clearly. The taking of exceptions or providing false, incomplete or unresponsive statements may result in the disqualification of the proposal. Allowance of exceptions will be determined by the District.

13. **Proposal Negotiations** - A proposal response to any specific item of this RFP with terms such as “negotiable”, “will negotiate” or similar, will be considered as non-compliance with that specific term.

14. **Prevailing Law** - In the event of any conflict or ambiguity between these instructions and state or federal law or regulations, the latter shall prevail. Additionally, all services to be performed under the proposal shall conform to all applicable requirements of local, state and federal law.

15. **Governing Law and Venue** - In the event of litigation, the proposal documents, specifications and related matter shall be governed by and construed in accordance with the laws of the State of California. Venue shall be with the appropriate state or federal court located in Alameda County.

16. **Award of Contract** - The Governing Board reserves the right to reject any or all proposals, or to waive any irregularities or informalities in any proposals. The award of the contract, if made by the District, will be to the Proposer that is, in the judgment of the District, in the best interest of the District.

17. **Duration of Contract** - The District is requesting an initial service period of five (5) years. District shall have the right in its sole discretion to terminate the Agreement for its own convenience. In the event of a termination for convenience, the contractor may invoice District and District shall pay all undisputed invoice(s) for work performed until the notice
of termination. This shall be the only amount(s) potentially owing to the contractor if there is a termination for convenience.

18. **Statement of Confidentiality** - Responses to this RFP become the exclusive property of the District upon receipt. All proposals received in response to this RFP become a matter of public record and shall be regarded as public records. A Proposer may designate elements in its proposal which are defined as business or trade secrets and plainly marked as “Confidential,” “Trade Secret,” or “Proprietary.”

Although the California Public Records Act recognizes that certain confidential trade secret information may be protected from disclosure, the District may not be in a position to establish that the information that a Proposer submits is a trade secret. If a request is made for information marked “Confidential,” “Trade Secret,” or “Proprietary,” the District will provide the Proposer who submitted the information with reasonable notice to seek protection from disclosure by a court of competent jurisdiction.

19. **Bid Protest** - A Proposer may protest an award if he/she believes that the award is inconsistent with Board policy, the RFP specifications, or is not in compliance with law. A protest must be filed in writing with the Associate Superintendent or designee before 4:00 PM of the third business day following the District’s Intent to Award. The Proposer shall submit all documents supporting or justifying the protest. A Proposer's failure to file the protest documents in a timely manner shall constitute a waiver of his/her right to protest the award of the contract.

Any Proposer submitting a proposal may file a protest of the District's intent to award the Contract provided that each and all of the following conditions are met:

- The protest must be submitted in writing to the District, before 4:00 PM of the third business day following the District’s Intent to Award. The initial protest document must contain a complete statement of any and all bases for the protest, including without limitation all facts, supporting documentation, legal authorities and argument in support of the grounds for the proposal protest; any matters not set forth in the written proposal shall be deemed waived. All factual contentions must be supported by competent, admissible and credible evidence.
- The protest must refer to the specific portions of all documents which form the basis for the protest.
- The protest must include the name, address and telephone number of the person representing the protesting party.

Any bid protest not conforming to the foregoing shall be rejected by the District as invalid. Provided that a bid protest is filed in strict conformity with the foregoing, the District's Associate Superintendent, or such individual(s) as may be designated, shall review and evaluate the basis of the bid protest. Either the District's Associate Superintendent or other individual designated, shall provide the Proposer submitting the bid protest with a written statement concurring with or denying the bid protest within 5 working days. The Associate Superintendent or designee may also convene a meeting with the Proposer in order to attempt to resolve the protest.
The District's Board will render a final determination and disposition of a bid protest by taking action to adopt, modify or reject the disposition of an award as reflected in the written statement of the Associate Superintendent or designee. Action by the District's Board relative to an award shall be final and not subject to appeal or reconsideration by the District, any employee or officer of the District or the District's Board.

The rendition of a written statement by the Associate Superintendent or designee, and action by the District's Board to adopt, modify or reject the disposition of the award reflected in such written statement shall be express conditions precedent to the institution of any legal or equitable proceedings relative to the bid process, the District's intent to award the Contract, the District's disposition of any bid protest or the District's decision to reject all bids.

The procedure and time limits set forth in this paragraph are mandatory and are the Proposer’s sole and exclusive remedy in the event of bid protest. Failure to comply with these procedures shall constitute a waiver of any right to further pursue the bid protest, including filing a Government Code Claim or legal proceedings.
SPECIFICATIONS

RFP Contents:
Section 1  Purpose of RFP and General Provisions
Section 2  Schedule of Events
Section 3  Scope of Services
Section 4  RFP Response Format
Section 5  Proposal Evaluations

SECTION 1  PURPOSE OF REQUEST FOR PROPOSAL AND GENERAL PROVISIONS

PURPOSE OF REQUEST FOR PROPOSAL (RFP)
The Oakland Unified School District (District) operates under a locally-elected seven member Board form of government and provides educational services to grades CDC/Pre-K - Adult. The District operates eighteen (18) child development centers, forty-seven (47) elementary schools, eleven (11) middle schools, ten (10) high schools, five (5) K-8, four (4) K-12, six (6) alternative ed and other programs as well. The District serves approximately 36,886 students.

The purpose of this RFP is to seek a company that will provide the District with demographer services over the next five (5) years with annual renewal. The successful proposer will show how they will be able to provide all services outlined in the scope of services.

This document contains instructions and requirements including the format in which responsive proposals must be submitted. Proposers are urged to carefully read all sections of the RFP to ensure that the scope of required services and provider responsibilities is to be fully understood. Proposers shall provide evidence of their expertise, professional management capabilities and qualifications in all areas concerning the service.

QUESTIONS CONCERNING RFP
Any questions, interpretations or clarifications, either administrative or technical about this RFP, must be requested in writing. All written questions will be answered in writing, and will be made available on our website at www.ousd.org/procurement.

Oral statements concerning the meaning or intent of the contents of this RFP by any persons are unauthorized and invalid. All questions, technical, programmatic, or process must be directed to:

Rosaura M. Altamirano, Senior Manager, Supply Chain & Logistics
Oakland Unified School District
rosaura.altamirano@ousd.org
procurement@ousd.org
SECTION 2  SCHEDULE OF EVENTS (AMENDED)

The following schedule will be used by the District for this RFP.

<table>
<thead>
<tr>
<th>DATE</th>
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<tbody>
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<tr>
<td>Contract Start Date:</td>
<td>April 2022</td>
</tr>
</tbody>
</table>

SECTION 3  SCOPE OF SERVICES

It is the desire of the Oakland Unified School District to select a vendor that will provide demographic services that works best for our District. The Proposer should fully explain in detail their methodology to accomplish their tasks. Timelines, meetings, District responsibilities and all other important information should be included in this section with clear detail. Proposers should use this section to address the ability of Proposer’s firm to undertake the project, considering Proposer’s current and anticipated workload.

SECTION 4  PROPOSAL EVALUATIONS

This RFP is designed to select the Proposer that works best for the District. Proposals will be reviewed for content, completeness, experience, qualifications, price, means of providing the service and ability to provide the best solution for the District. By responding to this RFP, Proposer acknowledges that selection will be based on a comprehensive submission that meets or exceeds the District requirements and that the lowest responsible Proposer requirements do not apply.

The District reserves the right without limitation to:

- Reject any or all proposed solutions and to waive any minor informalities or irregularities contained in any submission,
- Interview one or more Proposers,
- Enter into negotiations with one or more Proposers,
- Execute an agreement with one or more Proposers based solely on the proposal and any approved additions, and/or
- Enter into an agreement with another Proposer in the event that the originally
The District reserves the right to verify any information provided during the RFP process, and may contact references listed or any other persons known to have contracted with the Proposer.

**The District shall evaluate proposals based on the criteria listed below:**

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<thead>
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<th>Criteria</th>
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<tr>
<td>Proposal Responsiveness</td>
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<tr>
<td>Scope of Services</td>
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<td>Proposer References</td>
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<td>Price</td>
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<tr>
<td>Total</td>
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**SECTION 5  PROPOSAL INSTRUCTIONS AND FORMAT**

**INTRODUCTION**

To be considered responsive to this RFP, Proposer shall submit one (1) copy of the proposal and one electronic copy on USB in the format identified in this section. All requirements and questions in the RFP must be addressed and all requested data must be supplied. The District reserves the right to request additional information that, in the District’s opinion, is necessary to assure that the Proposer’s competence, number of qualified employees, business organization and financial resources are adequate to perform the required services.

**PREPARATION**

Proposals should be prepared in such a way as to provide a straightforward, concise delineation of capabilities to satisfy the requirements of this RFP. Proposals should emphasize the Proposer’s demonstrated capability to perform the required service for the District. Literature describing the proposed products and services and extent of support included in the proposal should be forwarded as part of the proposal. Marketing material alone without explaining how the Proposer would provide a solution to the District would not be considered a responsive proposal.

**PROPOSAL FORMAT**

The proposal shall include the following elements:

**PART I - COVER LETTER**

The cover letter shall include a brief statement of intent to provide a solution for the District, and signature of an authorized officer of the organization who has legal authority in such transactions. The cover letter shall provide the name, position, and full contact information including telephone number and e-mail address for the individual designated as the Proposer’s contact for this proposal.

**PART II - TABLE OF CONTENTS**

The table of contents shall identify the contents of the proposal in a format consistent with
the proposal requirements and format set forth herein.

PART III – BACKGROUND AND EXPERIENCE
The proposal shall show that the Proposer possesses the demonstrated skills and experience in specific areas of the RFP. The Proposals shall include the following elements:

1  Give a background of the company and detail any projects that relate specifically to this RFP.

2  List how long the company has been in business conducting this type of service.

3  **Upon request** by the District, a Proposer shall submit promptly to the District satisfactory evidence showing the Proposer’s financial resources, the Proposer’s experience in the type of work being required by the District, the Proposer’s organizations available for the performance of the services and any other required evidence of the Proposer’s qualifications to perform the proposed services.

PART IV – REFERENCES
The Proposer shall furnish the names of at least three (3) agencies (preferably California Public School Districts) served by the Proposer within the past year with requirements similar to the needs of the Oakland Unified School District. The Performance References Form is included in the proposal package.

PART V - NON-COLLUSION DECLARATION
Proposer shall return a fully executed Non-Collusion affidavit, as required by Public Contract Code section 7106, with the completed proposal. The Non-Collusion Declaration is included in this package.

PART VI – ACKNOWLEDGEMENT OF ADDENDA
Proposer shall acknowledge all Addenda. If there are no addenda issued, this form will not be required to be included in the proposal package.

PART VII - STATEMENT OF WORK/ACTION PLAN
The work plan shall describe how the Proposer would assist the District in reaching its goals as set forth in this RFP. The Proposer should fully explain in detail how they would work with the District and why their solution would be most beneficial to the District. Timelines, meetings, trainings, District responsibilities and all other important information should be included in this section with clear detail.

Proposers should use this section to address the ability of Proposer’s firm to undertake the project, considering Proposer’s current and anticipated workload.

PART VIII – SCOPE OF SERVICE
It is the intent of the District to enter into an agreement with the successful Proposer for Demographic Services. The successful Proposer will work with the District on the following topics, and will address each of these topics in their proposal.
ENROLLMENT PROJECTIONS
The successful proposer will work with the District and develop accurate enrollment projections for all District locations. The successful proposer will detail their methodology and be able to explain the process that they employ to achieve this outcome.

LOCATIONS OF STUDENTS
Working with the enrollment projection numbers, the successful Proposer will show the District where the students from every school site reside in the community by means of a graphic information system. This data will aid the District with transportation data and various other tasks.

DEMOGRAPHER PROJECTIONS
The successful proposer will detail their methodology for obtaining demographic projections for the Oakland California area and be able to explain their findings to District staff, the Oakland Unified School District's Board of Trustees and community.

FACILITY CONSTRAINTS EVALUATION
The successful Proposer will work with the Facilities department and address any facility constraints that our District faces as a result of the demographic statistics. This will come in the form of a report that supplies our Director of Facilities with recommendations from the successful Proposer, as well as meetings with appropriate staff to explain their findings and work through resolution. (If this work is not provided by your company, please put N/A. Do not let this deter you from bidding).

DEVELOPMENT IMPACTS
At least two times per year, or as dictated by individual developer requests, review and evaluate housing developments which are under review in the City of Oakland planning process. Advise Facilities staff as to appropriate attendance area assignments in accordance with OUSD policy.

STUDENT INFORMATION MIGRATION
Important information is available through the District’s current Geographic Information System (GIS) which contains student information and District attendance area data. The system shall interface with the District’s Student Information System (SIS), Illuminate software that tracks student enrollment and attendance. The successful Proposer will show how an appropriate replacement GIS system will be provided or how the current system will be retained and maintained.

STATE LAWS/MATCHING FUNDS
The successful Proposer will demonstrate expertise in the filing of eligibility and project documentation to support the District’s ability to obtain state funding. The successful Proposer will demonstrate familiarity with the requirements of the State of California Department of Education, the Division of the State Architect, the Office of Public School Construction and the State Allocation Board. (If this work is not provided by your company, please put N/A. Do not let this deter you from bidding).
DEVELOPER FEES ANALYSIS
The successful proposer will work with the District’s Facilities department and help identify areas for change. They will assist the District to identify potential changes in level 1 and level 2 developer fees and provide their recommendation to the Director of Facilities. *(If this work is not provided by your company, please put N/A. Do not let this deter you from bidding).*

PRESENTATIONS TO THE BOARD OF TRUSTEES
At a minimum as part of the contracted services, the successful Proposer will be called upon to give up to two presentations per year for the term of the contract to the District’s Board of Trustees. Additional presentations may be requested by the District's Board of Trustees.

DEMOGRAPHIC SOFTWARE
The successful Proposer will provide a software solution that will adequately and accurately fulfill the demographic requirements of the District. The District would also be interested in having the ability to manipulate the data (i.e. moving boundary lines and other functions to see what effect it has on our enrollment and staffing numbers).

PART IX – RFP PRICE FORM
Proposer shall return a fully executed RFP Price Form, fully executed in accordance with the Instruction to Proposers. The fees shall include the cost of all labor, materials, equipment, supplies and space necessary.
The District reserves the right to reject an offer of any Proposers who previously failed to perform properly; or complete, on time, contracts of a similar nature; or to reject the offer of a Proposer who is not in a position, in the District’s opinion, to perform such a contract satisfactorily.

The Proposer is to furnish the names of at least three (3) agencies (preferably California Public School Agencies) served by the Proposer within the past year with requirements similar to the needs of the District.

Client: _____________________________________________________________
Address: __________________________________________________________
Contact: ___________________________ Phone: (____) ____________________
Email: ______________________________

Client: _____________________________________________________________
Address: __________________________________________________________
Contact: ___________________________ Phone: (____) ____________________
Email: ______________________________

Client: _____________________________________________________________
Address: __________________________________________________________
Contact: ___________________________ Phone: (____) ____________________
Email: ______________________________

Client: _____________________________________________________________
Address: __________________________________________________________
Contact: ___________________________ Phone: (____) ____________________
Email: ______________________________
NON-COLLUSION DECLARATION

State of California )
 ) ss.
County Of Alameda )

I, ________________________, being duly sworn, declare that I am ________________________ of ________________________the party making the foregoing proposal that the proposal is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the proposal is genuine and not collusive or sham; that the Proposer has not directly or indirectly induced or solicited any other Proposer to put in a false or sham proposal, and has not directly or indirectly colluded, conspired, connived, or agreed with any other Proposer or anyone else to put in a sham proposal, or that anyone shall refrain from proposing; that the Proposer has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the proposal price of the Proposer or any other Proposer, or to fix any overhead, profit, or cost element of the proposal price, or of that of any other Proposer, or to secure any advantage against the public body awarding the contract or anyone interested in the proposed contract; that all statements contained in the proposal are true; and further, that the Proposer has not, directly or indirectly, submitted his or her proposal price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, proposal depository, or to any member or agent thereof to effectuate a collusive or sham proposal.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Dated this_________day of_______________2021 at____________________California.

__________________________________________
Signature
The undersigned acknowledges receipt of the following Addenda and the cost, if any, of such revisions has been included in your proposal. If there are no addenda issued, this form will not be required to be included in the proposal package.

Addenda No. _____ Dated ____________
Addenda No. _____ Dated ____________
Addenda No. _____ Dated ____________

Name of Proposer ________________________________________
RFP 21-3201 (AMENDED) DEMOGRAPHIC SERVICES

<table>
<thead>
<tr>
<th>SERVICE DESCRIPTION</th>
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<td>Locations of Students:</td>
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<tr>
<td>Demographer Projections:</td>
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<td>Facility Constraints Evaluation:</td>
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<td>Development Impacts:</td>
<td>$______________</td>
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<tr>
<td>Student Information Migration:</td>
<td>$______________</td>
</tr>
<tr>
<td>State Laws/Matching Funds:</td>
<td>$______________</td>
</tr>
<tr>
<td>Developer Fees Analysis:</td>
<td>$</td>
</tr>
<tr>
<td>Presentations to the Board (up to 2 annually):</td>
<td>$</td>
</tr>
<tr>
<td>Demographic Software:</td>
<td>$</td>
</tr>
</tbody>
</table>

**TOTAL ANNUAL AMOUNT OF PROPOSAL:** $ 

**ADDITIONAL SERVICES**

<table>
<thead>
<tr>
<th>SERVICE DESCRIPTION</th>
<th>PRICING</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPECIAL PROJECTS AS REQUESTED:</td>
<td>$______________/Hour</td>
</tr>
<tr>
<td>TRAVEL:</td>
<td>$______________/Hour</td>
</tr>
<tr>
<td>ADDITIONAL PRESENTATIONS:</td>
<td>$______________/Hour</td>
</tr>
<tr>
<td>MILEAGE FEE:</td>
<td>$______________/Mile</td>
</tr>
</tbody>
</table>

---

**SIGNATURE**

**PLEASE TYPE OR PRINT NAME**

---

**TITLE**

**DATE**

**COMPANY**